THE MARKET FACTORS - FORECASTING

ANN ARBOR, APRIL 14-15, 1993
SEABORNE TRANSPORT

DEMAND/TRADES

TON
TON*MILE

FREIGHT

SUPPLY

FLEET
Main inter-area movements in million metric tonnes. (Billion tonne-miles in brackets.) Only main routes are shown. Area figures are totals including smaller routes not shown separately.

Total trade 1247 million tonnes.
6757 billion tonne-miles.

Prepared by Feamleys, Oslo.
Main inter-area movements in million metric tonnes. (Billion tonne-miles in brackets.) Only main routes are shown. Area figures are totals including smaller routes not shown separately.
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IRON ORE. SEABORNE TRADE 1991

Main inter-area movements in million metric tonnes. (Billion tonne-miles in brackets.) Only main routes are shown. Area figures are totals including smaller routes not shown separately.

Total trade 358 million tonnes.
2008 billion tonne-miles.

Prepared by Feamleys, Oslo.
DEMAND
SHIPPING DEMAND INDICATORS

* INDUSTRIAL PRODUCTION
* CRUDE OIL PRICES
* INFLATION
* GNP DEVELOPING COUNTRIES
* OTHER
  - INTERNATIONAL CONFLICTS
  - BAD/GOOD CROPS
  - . . .
SHIPPING MARKET FACTORS

POSITIVES

- AVERAGE AGE FLEET
  World: 11 years old
  Tanker: 16 years old

- NEW SAFETY REGULATIONS
  Tankers

- SUBSTANDAD VESSELS
  Public Opinion
  Governments
  Insurance Companies

- EVOLUTION $/Pta and $/Y

NEGATIVES

- END OF COLD WAR
  USA-Defense Budget
  Russian shipyards

- ORDERBOOK NEEDS

- EEC SITUATION
  Subsidies
  OECD Credits

- "NEW COMERS"
# WORLD FLEET (MERCHANT)

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<tr>
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<th>1990</th>
<th>1992</th>
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<tr>
<td>SHIPS:</td>
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<th>Class</th>
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<td>CRUDE OIL TANKERS</td>
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**SOURCE:** LLOYD'S STATISTICAL TABLES

PC:MI039320
RELATIVE CURRENCY EXCHANGE RATES
EVOlUTION 1987-1993

PERCENT FROM 1987

120 110 100 90 80


- PTS/$ (%) - WON/$ (%) - YEN/$ (%)
Dry cargo

Time charter 1971=100

Trip charter July 85 to June 86=100

--- Time charter
--- Trip charter

Small crude and products carriers, 30000 - 70000 dwt

Worldscale=100

--- Dirty
--- Clean

SOURCE: ISL BREMEN 1992
ORDER BOOK AT 12/31/92

TYPES

MILLION GT

- TANKER
- BULK
- GEN. CARGO
- SPECIAL CARGOES
- FISHING

PC: M1039312
AWES-SAJ NEWBUILDING
REQUIREMENT FORECAST

M. CGRT

1980 81 82 83 84 85 86 87 88 89 90
Años

 undertaken by

OPTO. MARKETING