



Amsterdam Trade Bank

Member of Alfa • Bank Group

The future trends of the maritime & commodity global hubs

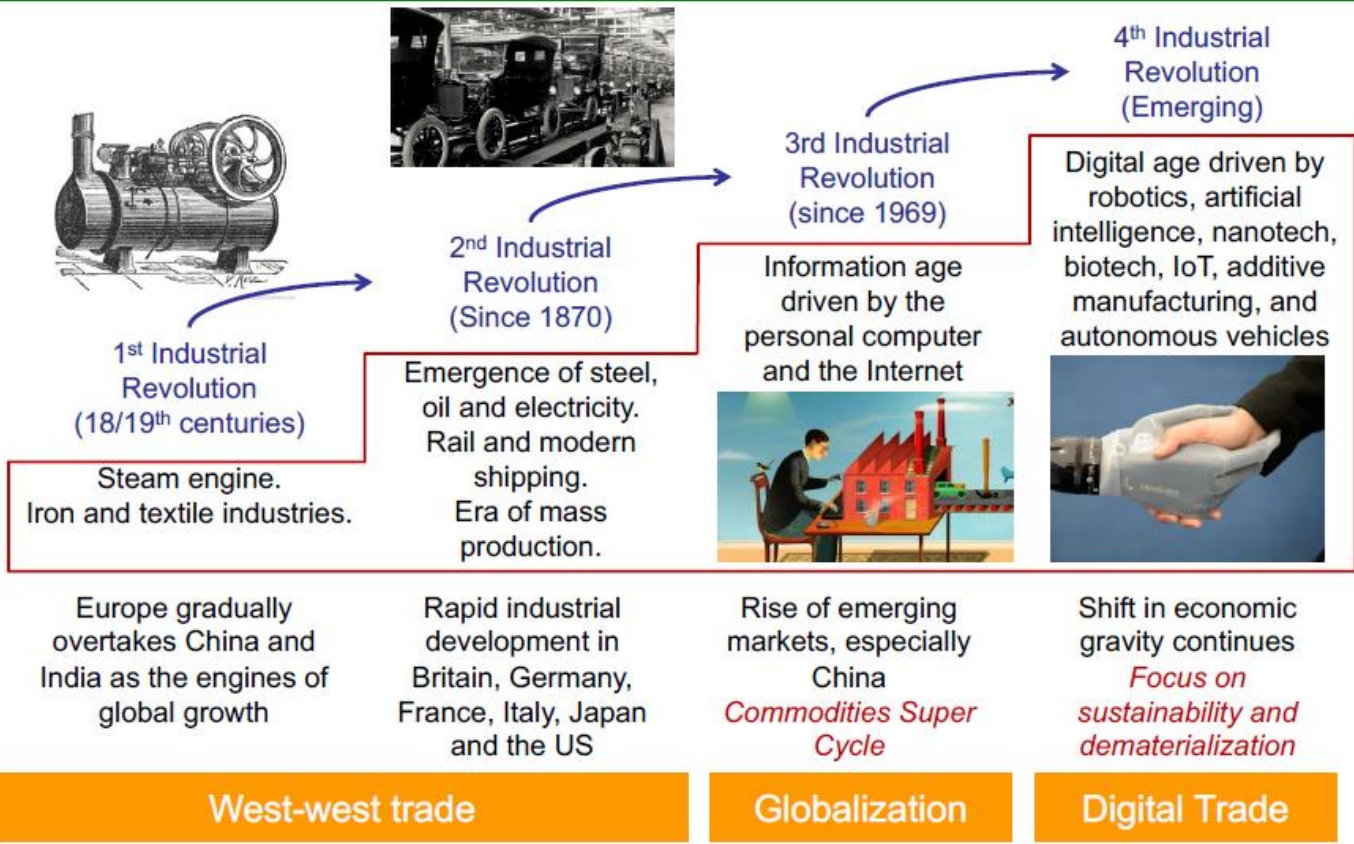
Harris Antoniou
CEO Amsterdam Trade Bank

27 June 2017

Mare Forum Rotterdam



The Advent of the Fourth Industrial Revolution



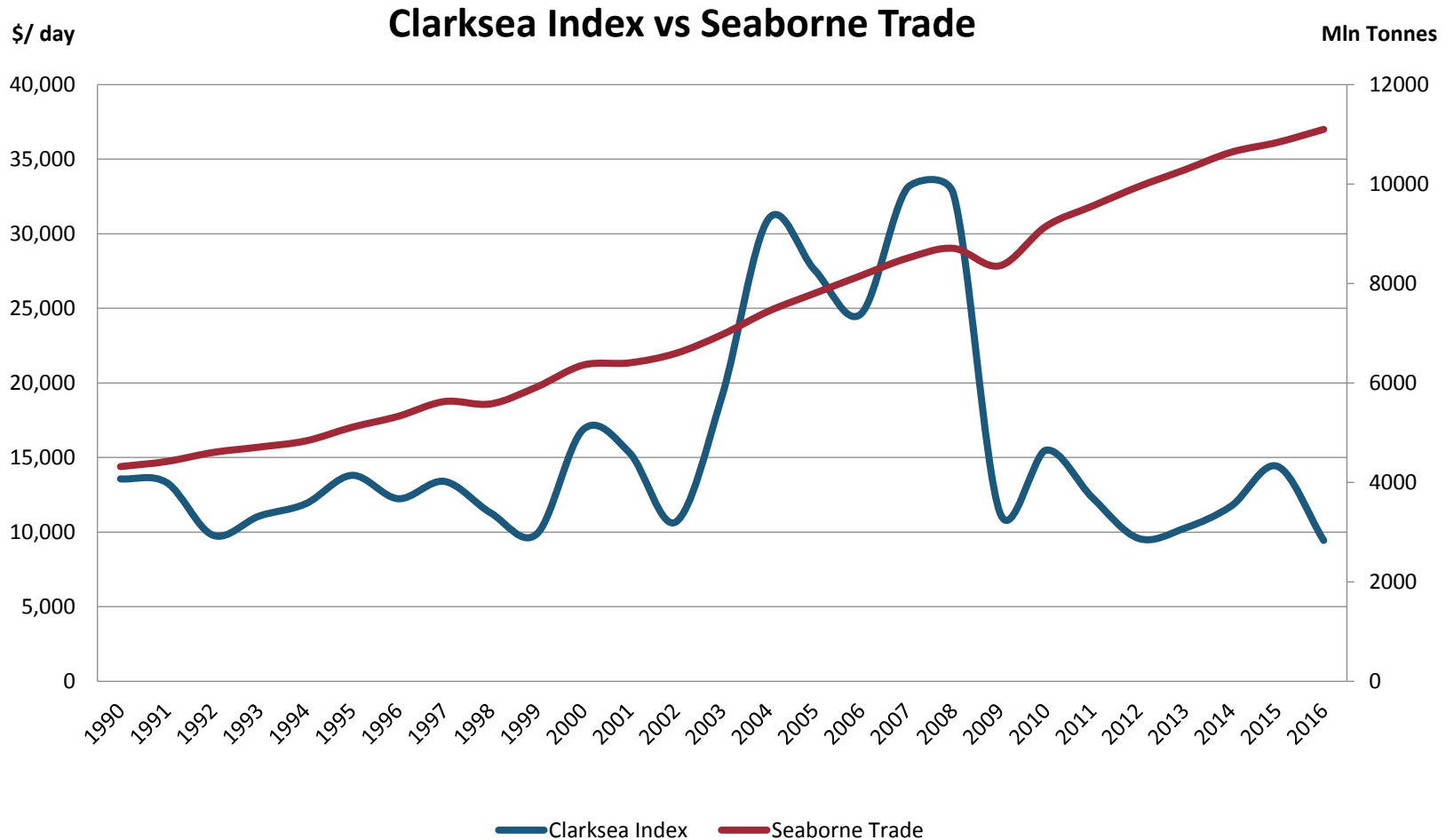
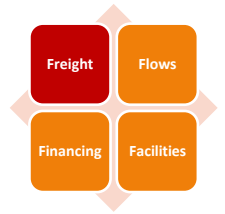


Future trends – a paradigm shift?



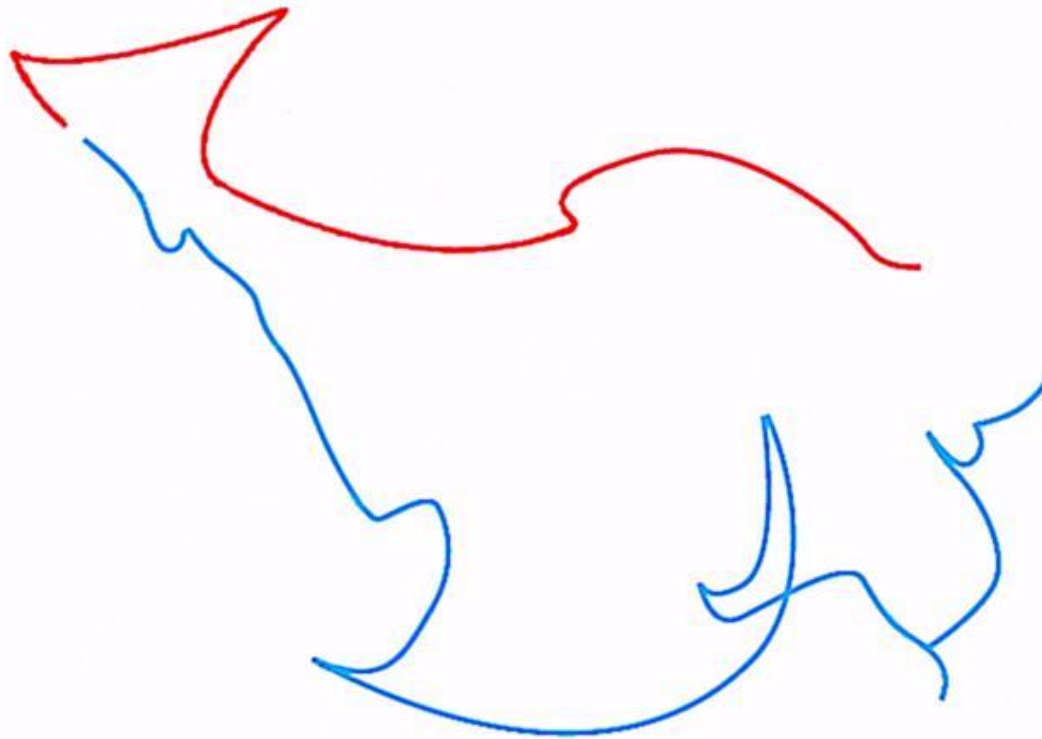


Freight Market & Seaborne Trade



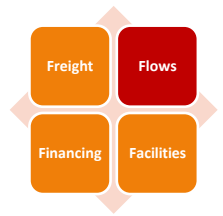


Future of Trade Flows?

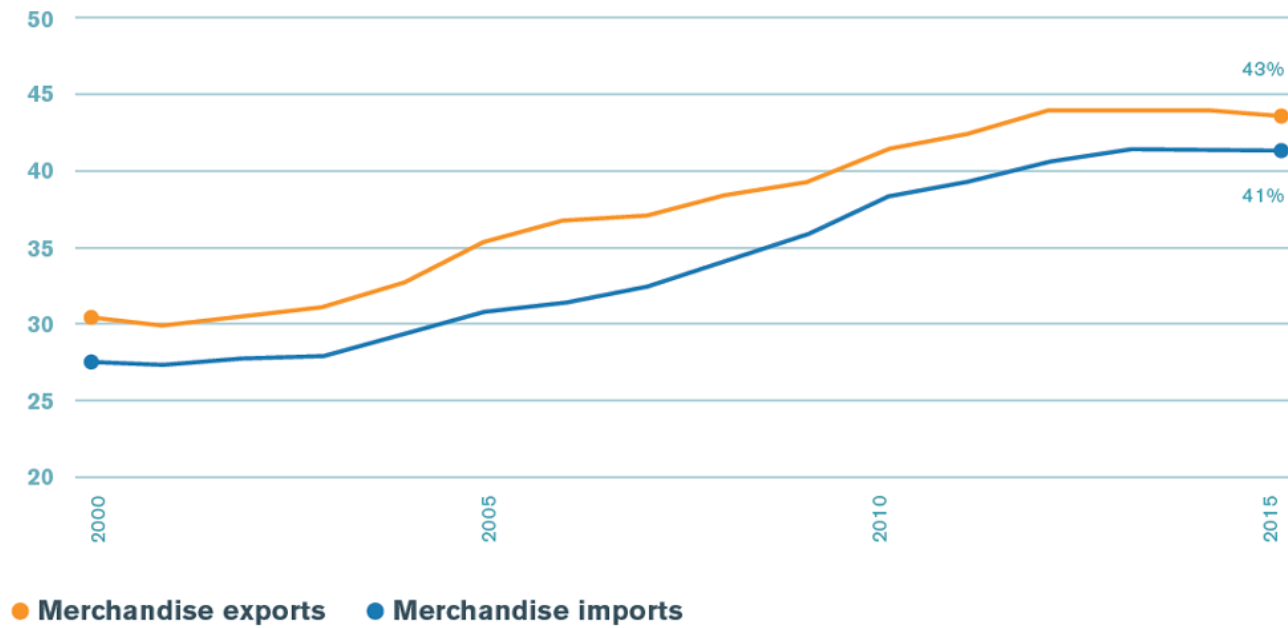




Future of Trade Flows

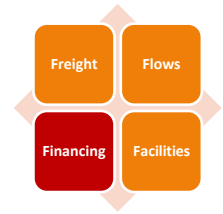


Share of developing economies in world trade, 2000-2015

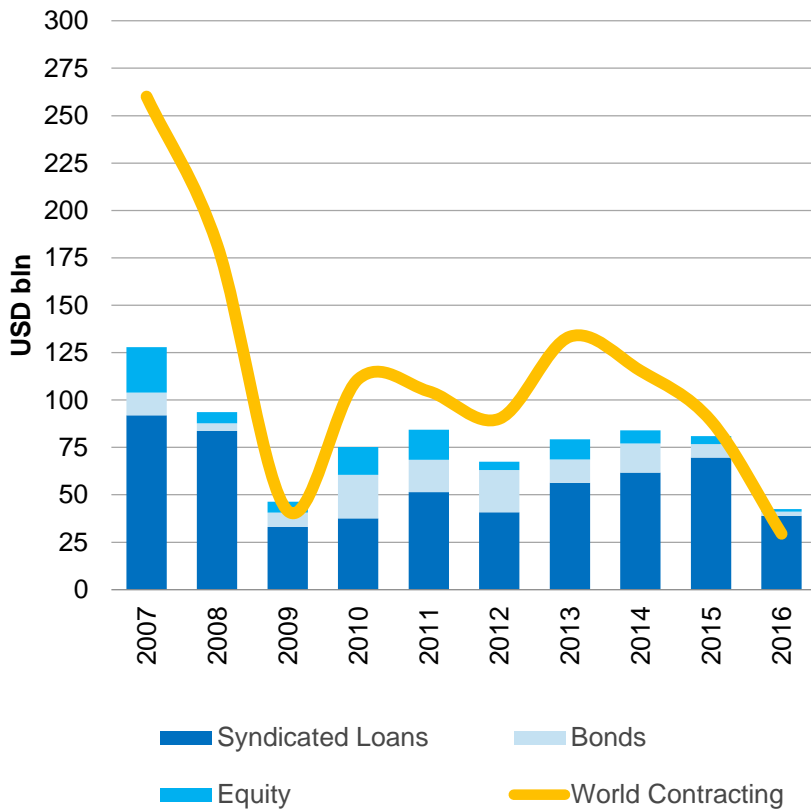




Financing landscape: maritime



Major sources of capital for shipping and value of new vessel orders



-29%
- \$115 bln

**Exiting/
Downsizing
Players**

-7%
- \$28 bln

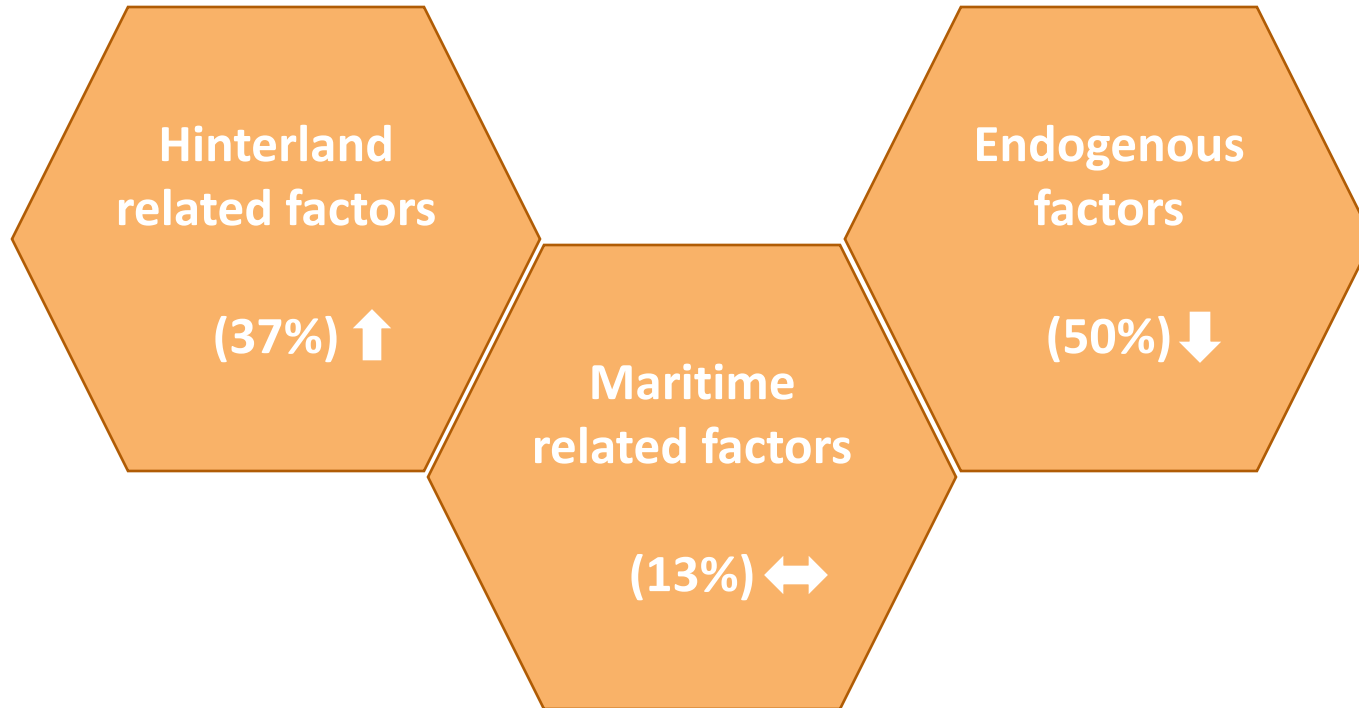
**Maintaining
Players**

+22%
+ \$87 bln

Newcomers



Key attributes for maritime hubs



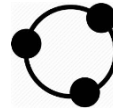


Key attributes for maritime hubs



General business environment

- Port costs



Participant network

- Network of traders, charterers, service providers, offtakers



Access to human capital

- Legal of education
- Attractive living environment



Legal, regulatory and tax framework

- Robust, transparent
- High compliance standards



Financial and trading infrastructure

- Access to funding through banking and capital markets
- FX market



Physical flows and infrastructure

- Warehouse capacity and distance
- Operational efficiency

Freight & vessels

- Increasing volumes through earnings pressured

Flows

- Increasing importance of emerging countries
- Developed countries still dominating

Financing

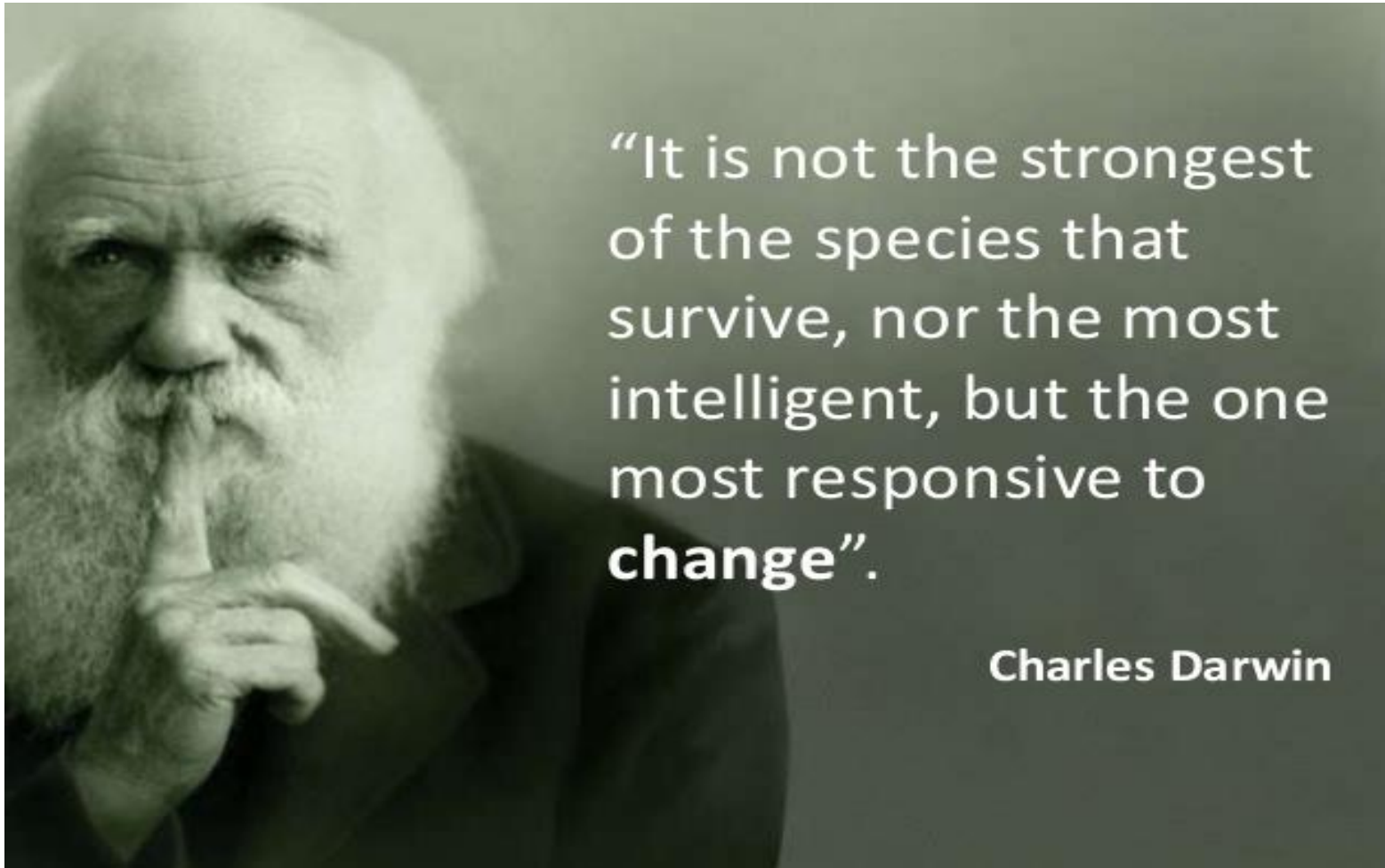
- Funding is being withdrawn in sizeable amounts
- New providers of capital still falling short of the withdrawn amounts

Facilities

- Port attributes: increasing importance of hinterland connectivity, endogenous factors more important for export oriented hubs



Future trends of the maritime & commodity global hubs



“It is not the strongest of the species that survive, nor the most intelligent, but the one most responsive to **change**”.

Charles Darwin
