

ECONOMIC OUTLOOK | GROWTH IN CONTAINER SHIPPING



PRESENT CHALLENGES AND RISKS

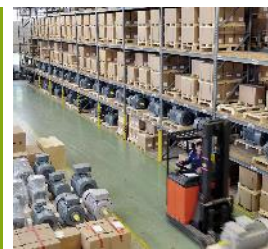
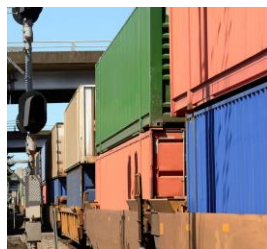
- Reduced investment
- Slow down in job creation
- Reduced consumer spending

Mid term slowdown of growth

OPPORTUNITIES

- Good US economy drives production
- Increased trade agreements drive exports to other countries

Growth drivers





- Digitalization (customs, ports, terminals)
- Security (tracking, preventing and reactive tools)
- Promote start up environment
- Artificial Intelligence projects



SUPPLY CHAIN CHANGE AND CHALLENGES



RESPONDING TO NEEDS OF CUSTOMERS AND CARGO OWNERS

Transactional vs Strategic

- End to end management, visibility, predictive analytic tools - increasing demand
- Change management and change in mindset
 - Supply chain education and training
 - 3 and 4 PL integration into value chain



INDUSTRY CONSOLIDATION



- Strategic relation vs transactional
- Integration (digital, scope and focus)
- Long term approach

*Consolidation is to
continue within
the industry*



INFRASTRUCTURE



- Part of the infrastructure has been improved (Veracruz) - needs future improvement (Manzanillo)
- Railway connections remain a challenge (network + capacity)
- Shortage in truck capacity (specially due to changes in law) should be addressed
- Improve “secure corridors”

*Although
improving
still needs
ongoing
investment*

