

# Reefer Trends

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ReeferTrends

- ✓ Role and importance of reefer business
- ✓ Impact of fleet profile changes
- ✓ Innovation
- ✓ Short, Medium and Long term alternatives

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# Specialised reefers and Market structure

- ✓ Structure of markets
- ✓ Scheduled trades
- ✓ Spot trades

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# Changes in costs

- ✓ EU banana tariff
- ✓ Charter market

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# Advantages of the specialised reefers

- Speed
- Direct
- Flexibility
- Cooling efficiency
- CA
- Load port logistics
- Discharge port logistics
- Inbound supply chain
- Marketing
- Capacity utilisation
- Dedicated cargo
- Documentation
- ?
- ?
- ?
- ?

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# Age profile

Built between 1971 and 2007

	<b>Cubic ('000)</b>	<b>Number of vessels</b>	<b>Total cubic ('000,000)</b>	<b>Average age</b>
100-199		211	32.8	1984
200-299		177	44.6	1988
300-399		122	42.3	1987
400-499		147	66.3	1987
500 plus		157	90.8	1990
<b>Total</b>		<b>814</b>	<b>277</b>	<b>1987</b>

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# Annual returns

Estimated average 12 month earnings, large reefer segment



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# Reefer container slot capacity projections

Year	Total TEU	Reefer TEU	Reefer Plugs
2007	1,082,043	170,681	126,947
2008	1,419,441	237,435	166,661
2009	1,227,827	177,464	121,098
2010	428,857	56,124	38,876
2011	15,858	2,800	1,400
Total	4,174,026	644,504	454,982

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# Conclusions

- ✓ All doom and gloom?
- ✓ Long term?

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