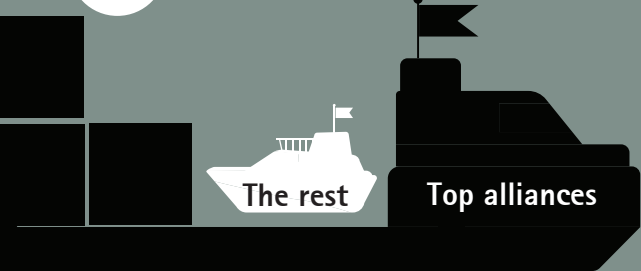


## Port operators – 5 dynamics impacting your future

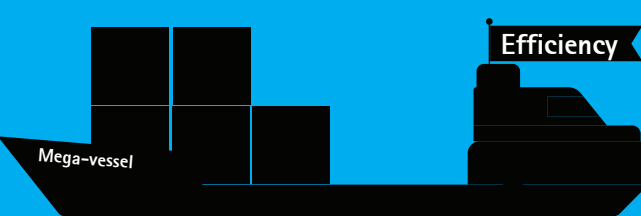
**1** Profit & capacity impacted by global export & commodity volatility pressures.



**2** Shipping alliances' buying power increasing.



**3** Mega-vessels & the \$50bn USD challenge. Liners continue the race for mega-vessels to drive efficiency...customers consider the case for investment.



**4** Automation & analytics: productivity increase is the goal—ports must automate or optimise manual processes to stay relevant.



**5** Ports at center of trade & dynamic supply chains: to facilitate trade must operate efficiently

