

# PortCalls

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## PH maritime sector seen doubling to P1.4T by 2028

*From P720 billion currently, the Philippine maritime industry's contribution to the economy is projected to double to P1.44 trillion once the Maritime Industry Development Plan is fully implemented in 2028*

*MARINA is bullish as it updates the industry roadmap to align it with the 8-point priority economic agenda of the current administration*

*The 2019-2028 MIDP is a decade-long roadmap to accelerate the development of a nationally integrated and globally competitive Philippine maritime industry*

THE Philippine maritime industry's contribution to the country's economy is seen to double to P1.44 trillion once the Maritime Industry Development Plan (MIDP) is fully implemented in 2028, according to the Maritime Industry Authority (MARINA).

The 2019-2028 MIDP is a decade-long roadmap aimed at accelerating the development of a nationally integrated and globally competitive Philippine maritime industry.

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## MARINA extends 30% annual tonnage fee discount

- 30% discount in annual tonnage fee (ATF) for fiscal year 2022 has been extended by Maritime Industry Authority until December 31
- The discount extension in line with Presidential Proclamation No. 15 issued in September extending the country's state of calamity due to COVID-19 from September to December 2022
- ATF to be assessed/collected starting from November, as the new rules on assessment and collection of the fee will be based on MC DS-2022-01

THE Maritime Industry Authority (MARINA) has extended the 30% discount on annual tonnage fee (ATF) for fiscal year 2022.

The extension under MARINA Advisory No. 2021-59 conforms with the issuance of Presidential Proclamation No. 15 in September extending the state of calamity in the country due to COVID-19 from September to December 2022, according to MA 2022-63 published on November 17.

MA 2021-59, published in November 2021, was issued in view of the "debilitating effects of the COVID-19 pandemic and recognizing its extreme impact on the shipping and maritime industry". The discount under MA 2021-59 covered fiscal year 2021.

MA 2022-63 noted that as MARINA Circular No. DS-2022-01 has been already in effect since November 11, the ATF to be assessed/collected from that date onward will be based on the new MC.

MC DS-2022-01 amends MARINA's rules on the assessment and collection of ATF, including reduced ATF for ships aged 0-5 years.

Under the new memo, the ATF is now P25 per gross ton (GT) if payment is made from January 1 to March 31, and P30 if payment is made from April 1 to December 31.

Previously, the fee was P35 per GT if

paid from July 1 to December 31 under MC No. 2008-07, which provides the revised rules on the collection of ATF.

MC DS-2022-01 adds that in cases when the ship is 0-5 years old reckoned from its launch date, the ATF is calculated at P10 per GT. The regular schedule will apply on the ship's sixth year.

The ATF will be assessed based on the gross tonnage of each registered ship as

of December 31 of the year immediately preceding the calendar year.

ATF is a fee collected by MARINA pursuant to revised implementing rules of Republic Act No. 9295, or the Domestic Shipping Development Act of 2004.

The fee collected is used to finance MARINA's programs, activities, and projects for the promotion and development of maritime safety in the country.

## IATA exec identifies 5 strategies to address e-commerce pain points

- The air cargo industry must be prepared to handle the forecasted increase in cross border e-commerce shipments, according to an executive of IATA
- Approximately 18-20% of air cargo is e-commerce and it is expected to grow to 22% in 2022
- E-commerce grew to US\$5.2 trillion in 2021 and online sales are forecasted to reach around \$5.7 trillion in 2022
- There are five strategies to address these pain points and for airlines to adapt to the needs of e-commerce players

E-COMMERCE is rapidly growing and the air cargo industry must be prepared to handle the forecasted increase in cross

border e-commerce shipments, according to an executive of the International Air Transport Association (IATA).

The COVID-19 pandemic has accelerated growth of e-commerce, growing to US\$5.2 trillion in 2021 and with online sales projected to reach around \$5.7 trillion in 2022, according to IATA head of eCommerce, Cargo and Mail Operations Andre Majeres during a recent presentation at the first Philippines Air Cargo Day organized by IATA, the Philippine Multimodal Transport and Logistics Association and PortCalls.

Approximately 18-20% of air cargo is e-commerce and it is seen to grow to 22% in 2022. Moreover, about 80% of cross border e-commerce is shipped via air.

To capitalize on the demand brought by the e-commerce industry, Majeres said

air cargo industry players must address pain points and turn them into opportunities.

These pain points include unstandardized services and pricing, high international rates, lack of tailored products, insufficient service levels in fulfillment, low visibility of status, slow pricing processes and reduced rate competition, inflated costs of forwarding, and poor visibility, disconnections in track and trace mechanisms and reverse logistics.

Majeres said there are five strategies to address these pain points and for airlines to adapt to the needs of e-commerce players. These are to focus on e-commerce products and services, digitalize to increase speed, build into own system, shift to cargo, and compete through responsiveness and value-added services.

He said airlines and freight forward-

ers must be creative and consider what value-added service they can provide e-commerce players. He also emphasized on the need for digital transformation to increase speed as e-commerce players "don't play with paper anymore."

According to an IATA white paper, e-commerce players expect innovation from their partners, and therefore, the complexity and out-of-date processes that are still in place in the logistics industry must evolve to meet their needs.

"Before the pandemic, e-commerce was really key to air cargo. It was absolutely essential, it was part of the business, it was bringing business to our industry. But today, honestly, air cargo is key to e-commerce. They need us. So, let's be prepared and, again, and just offer what they need," Majeres said. —Roumina Pablo

## PEZA Japanese locators invest P11B, export \$13B in Jan-Sept

- Japanese investors accounted for P11.26 billion of new investments in PEZA enterprises and US\$13.26 billion of export income
- 898 Japanese enterprises set up in PEZA economic zones with a cumulative investment of P739.6 billion as of September 2022
- PEZA is encouraging Japanese investors to invest more in the Philippines, particularly in the current administration's priority areas of agriculture and renewable energy
- PEZA signed an MOU with technology firm Junca Global Partner Inc. and a registration agreement with electronics company Kurabe Industrial Philippines Inc

THE Philippine Economic Zone Authority

(PEZA) registered a total of P11.26 billion in new investments and US\$13.26 billion in export income from Japanese locators in January to September 2022 while providing 351,335 direct jobs.

As of September 2022, there were a total of 898 Japanese enterprises in PEZA economic zones with a cumulative investment of P739.6 billion, PEZA officer-in-charge and deputy director general Tereso Panga said in a speech during a recent investment mission in Japan.

Japanese investors already are the leading investors in PEZA but Panga said the agency is still encouraging them to invest more, particularly in priority areas of the current administration, namely agriculture and renewable energy.

Trade Undersecretary Ceferino Rodolfo, concurrently managing head of the Board of Investments, noted the Japanese are pioneers and leaders in key areas of

renewable energy and digitalization.

"Japan also administered visionary industrial souls that will provide us with full solutions should they decide to locate in the Philippines," Rodolfo added.

In a roundtable discussion during the investment mission, PEZA inked two partnerships: a memorandum of understanding with technology firm Junca Global Partner Inc. and a registration agreement with electronics company Kurabe Industrial Philippines Inc.

Under the MOU, PEZA and Junca will aggressively promote the Philippines as an investment destination not only for established manufacturing companies in Japan but also for startups that want to collaborate with local startups or micro, small, and medium enterprises that engage in activities under the Fourth Industrial Revolution.

Junca Global Partner Inc. is involved in stem cells biotech, fintech, and blockchain technology.

"With the signed MOU, PEZA and

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# DTI launching National Logistics Strategy in Dec

- The National Logistics Strategy to be launched by the Department of Trade and Industry next month will address problems and cut costs in the logistics industry
- The NLS will be launched during the next LSPH Conference on December 19
- DTI has mapped out areas where 455 priority infrastructure projects for the logistics industry have been identified by the private sector
- DTI will do a study on supply chains of selected agricultural commodities with a focus on the cost of transport and logistics

THE Department of Trade and Industry (DTI) will launch next month the National Logistics Strategy (NLS) that aims to address problems and reduce costs in the logistics industry.

DTI, together with Logistics Services Philippines (LSPH) and with assistance from the US Agency for International Development-Regulatory Reform Support Program for National Development (RESPOND) project, initiated formulation of the NLS, said DTI Assistant Secretary Mary Jean Pacheco in a presentation during the Procurement and Supply Institute of Asia forum on November 17.

LSPH is an informal group of private sector organizations representing various segments of the supply chain and logistics industry that was formed after the 1<sup>st</sup> Logistics Services Philippines Conference and Exhibit in 2018.

The NLS will be an update on the 10 Commitments of the Philippines Logistics Sector to collaborate on finding solutions to problems affecting logistics services and ensure the sector's development and

competitiveness. The declaration was signed by LSPH members and relevant government agencies during the first LSPH Conference in 2018.

Pacheco said the NLS will be launched during the next LSPH Conference scheduled on December 19 so that implementation can start in the new year.

Aside from the NLS, DTI has mapped out areas where investments in logistics infrastructure are needed or required. The map covers 455 priority infrastructure, of which 196 are in Luzon, 160 in Mindanao, and 99 in Visayas.

The map was based on inputs by the private sector and will be submitted to the Departments of Transportation and Public Works and Highways for consideration.

Pacheco said that during supra-regional consultations conducted by DTI in various areas nationwide in August and September, infrastructure was the major issue that various stakeholders had raised, aside from policies and port charges.

She said DTI will be doing a study on the supply chains of selected agricultural commodities, focusing on the cost of transport and logistics with the end-view of reducing the cost of logistics and ensuring affordability and accessibility of food, and improving the competitiveness of products for export.

Pacheco cited the need to identify first the logistics cost per product so DTI can check whether it has succeeded in cutting logistics costs with the interventions that will be implemented.

Aside from the NLS, the department also started in 2016 crafting a National Logistics Master Plan, while the private sector launched in the same year the first Multimodal Transport and Logistics Roadmap. - *Roumina Pablo*

# Truckers seek MOA with TS Lines on empty container returns

- United Truckers Group members were asked to keep rejecting import containerized cargoes of Taiwan-based carrier TS Lines
- This is until a MOA for a long-term solution to return of empty boxes is signed with the carrier
- In a meeting called by the Bureau of Customs, United Truckers proposed four conditions under a MOA
- TS Lines agent Ben Line Agencies Phils. committed to discussing the proposal with TS Lines and the Association of International Shipping Lines but is opposing two of the four conditions

THE United Truckers Group has asked its member truckers to continue rejecting import containerized cargoes of Taiwan-based carrier TS Lines until a memorandum of agreement for a long-term solution to issues on return of empty containers is signed.

In a virtual general membership meeting on November 21, the group said no resolution was arrived at with TS Lines general agent, Ben Line Agencies Phils. Inc., after a meeting called by Bureau of Customs Acting Commissioner Yogi Filemon Ruiz.

The meeting tackled the group's October 20 memo asking members to temporarily stop accepting import containers of TS Lines starting November 1.

The move was made after the group, which consists of the Confederation of Truckers Association of the Philippines (CTAP), Inland Haulers and Truckers

Association, and Haulers and Truckers Association in the Watersouth, said it had received numerous complaints from members about alleged "extraordinary difficulty and delays" in returning empty containers of the shipping line.

During the BOC meeting, the group said it proposed four conditions to a "working proposal" for an MOA between the shipping line and the truckers. These are:

- Empty container release orders should specify the empty return location.
- No empty return to port terminals.
- No pre-advise should be required. Shipping line should guarantee acceptance of empty containers within 72 hours upon pull-out of a container from the port.
- If no empty container return location is available, truck demurrage should be imposed by the trucker on the shipping line, which should not impose a detention charge.

The group said Ben Line had committed to discussing the proposal with TS Lines and the Association of International Shipping Lines (AISL), representatives of whom were also present during the meeting. The shipping agent, however, opposed the proposal of no empty return to port terminals and for a truck demurrage to be imposed on TS Lines while no detention charge should be levied on truckers in case of unavailability of empty return location.

A meeting was set again on November 15 but this did not push through. Instead, Ben Line sent CTAP a letter on November 16 asking for the group to withdraw its October 20 advisory and reiterating that



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it has addressed the issue on empty returns. As in its October 21 letter to CTAP, Ben Line said it has no issues with empty returns and has cited various container yards and port terminals where its empty containers may be returned.

Although immediate agreements were not made during the meeting, officers of the group "remain hopeful that the concerned shipping line will acknowledge the problem and work towards a mutually acceptable resolution of the matter."

The group once again called on members during the virtual meeting to join the temporary non-acceptance of import containers of TS Lines, as there are reports that some member truckers continue to handle the boxes.

In an advisory on November 21 following the virtual general membership meeting, CTAP called for a year-end general membership meeting on November 24 to discuss various topics, including issues on the return of empty containers.

Stakeholders, particularly truckers and customs brokers, have been raising issues on the return of empty containers, including non-availability of slots and queuing in container yards which, they said, entails additional costs, lost opportunities to handle more containers, and drivers leaving due to difficult working conditions.

The Alliance of Container Yard Operators of the Philip-

ines said in September that utilization of members' depots was high due to an imbalance in container movement, with more container returns resulting from increased import volumes and vessel arrival delays than pullouts. One of ACYOP's members is a container yard provider for TS Lines.

The high utilization of container yards was also mainly attributed by AISL president Patrick Ronas to vessel delays into Manila following delays in origin ports.

BOC earlier said it would require accreditation for empty container yards to exercise supervision and control as part of the agency's trade facilitation mandate.

A task group has been formed to work closely with stakeholders on issues relating to the return of empty containers and is discussing a proposal to automate monitoring of return of empties to shipping lines' designated container yards. - *Roumina Pablo*





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## Solution to SOC booking pains nears

- 84% of freight forwarders and NVOCCs surveyed by Container xChange still use email and phone to get quotations and book a slot
- Shippers distrust their counterparts due to a lack of transparency in digital transactions
- Players are upbeat about future development of infrastructure for digital vessel schedules and an intuitive booking interface

DIGITAL adoption challenges leading to a lack of transparency, visibility and trust emerge as three of logistics shippers' SOC booking pains, container online platform Container xChange has found in a new survey.

To examine the pain points of the current state of ocean freight booking, Container xChange cooperated with the Copenhagen Business School to survey 137 freight forwarders and non-vessel-operating container carriers (NVOCCs) across the globe.

"Lack of transparency and standardized digital processes has fueled inefficiency and mistrust for a very long time in the logistics industry. These struggles are further worse for shipper-owned containers where no carrier takes care of processes," said Christian Roeloffs, co-founder and CEO of Container xChange.

He said this hinders the adoption of shipper-owned containers (SOCs) in the market. The survey corroborates the present state of the industry, but it is encouraging to understand how so many players are looking forward to digital vessel schedules and intuitive booking interface for instance, Roeloffs added.

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## Cathay's Oct passenger count up 425%, cargo dips

- October 2022 reflects the positive impact of the Hong Kong government's further adjustments to travel restrictions with passenger numbers spiking 425%
- Cargo throughput drops 20.1%, reflecting global economic slowing and China's weak production due to continuing COVID restrictions
- Hong Kong's flag carrier expects passenger traffic to grow further for the rest of 2022 amid strong travel desire despite this week's resurgence in COVID infections

were down 80.1% versus October 2019. Passenger load factor rose 44 percentage points to 73.6%, while capacity expanded 108% y-o-y but fell 79% from October 2019 levels.

In the first 10 months of 2022, passenger numbers rose 166% against a 20.4% growth in capacity and a 167.8% increase in RPKs, as compared with the same period for 2021.

Cathay carried 109,425 tons of cargo, down 20.1% y-o-y and 40.2% below the October 2019 level. Cargo revenue ton/km (RFTKs) fell 25% y-o-y and 36.2% vs. October 2019.

The cargo load factor dropped 13.9 percentage points to 69%, while capacity, measured in available cargo ton kilometers (AFTKs), was down 9.9% y-o-y and 37.2% below October 2019. In the first 10 months, tonnage fell 11.1% and shrank 21.9% y-o-y.

Chief Customer and Commercial Officer Ronald Lam said travel sentiment improved significantly since the lifting of quarantine requirements for arrivals on September 30.

"Demand for the first half of October mainly stemmed from flights to Bangkok, Singapore and Seoul. We then saw a surge in demand for travel to Japan when its quarantine requirements for arrivals were relaxed on 11 October," Lam said.

He said Cathay increased its regional flight frequencies in October, in particular to Japan, and resumed services to Madrid, Milan, Bengaluru, Dubai and Kathmandu.

Lam said passenger flight capacity grew 32% vs. September. Cathay operated 21% of its pre-COVID passenger flight capacity as passenger numbers grew to nearly 13,000 per day from over 8,800 in September.

In terms of cargo, Lam said the global economic slowing and China's anti-COVID measures continue to impact trade flows and production.

"While our tonnage carried fell in October year-on-year compared with the

Turn to next page

CATHAY Pacific's October passenger traffic continued to reflect the positive impact of the Hong Kong government's further adjustments to travel restrictions and quarantine requirements, with passenger volume increasing 424.5% from a year ago.

The Hong Kong flag carrier's cargo operation, however, reported a 20.1% year-on-year decrease in volume as global economic headwinds and anti-pandemic measures on mainland China continued to weaken trade flows and limit production.

The airline carried a total of 400,909 passengers last month as the government cut to three days since September 30 its seven-day mandatory hotel quarantine for incoming travelers as waning COVID-19 pandemic infections encouraged more Hongkongers to travel. The passenger count, however, was 85.4% below the pre-pandemic level in October 2019

An upsurge in COVID cases in the city above the 8,000 level on November 17 and 18 is rekindling fears the contagion would bring back travel curbs this peak season.

But the government, eased the restrictions further, requiring new arrivals starting November 18 to undergo only two PCR tests - at the airport and on the second day - and take daily rapid tests for a week.

Cathay said revenue passenger kilometers (RPKs) increased 416.6% y-o-y, but

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# PH maritime sector seen doubling...

Continued from page 1

industry. The roadmap was launched in 2017, began to be implemented in mid-2019 but was halted by the pandemic. It was updated last year.

The roadmap will again be updated pursuant to President Ferdinand Marcos Jr.'s directive to the Department of Transportation (DOTr) to draft a maritime industry development plan that will grow and enhance the maritime sector and improve ports to attract more cruise ships to the country and boost the tourism industry.

MARINA in a statement said it is currently updating the roadmap to align it with the 8-point priority economic agenda of the current administration.

Recently, MARINA officials met with DOTr Undersecretary for Planning and Project Development Timothy John Batan to discuss the roadmap. Batan gave his assurance that the transport department will help implement the roadmap. MARINA is an attached agency of the DOTr.

Under Presidential Decree No. 474, or the Maritime Industry Decree of 1974, MARINA is tasked to draw up master plans for the industry. The last MARINA drafted a 10-year roadmap was in the 1980s.

The MIDP is envisioned to accelerate and expand domestic shipping services that will render the country's economic environment more conducive to flourishing of businesses, influx of investments and facilitation of trade within the country; build modern and seaworthy ships through a globally competitive shipbuilding, ship repair and shipbreaking industry; and promote and develop the Philippines as human resource capital for ship management and other maritime services.

The roadmap features 10 priority programs to be implemented until 2028:

- Program 1: Upgrading of domestic shipping in support of the Philippine nautical highway development
- Program 2: Development of shipping services for tourist destination areas
- Program 3: Development of coastal and inland waterways transport systems
- Program 4: Strengthening the safety standards of Philippine-registered fishing vessels

- Program 5: Development of a global maritime hub
- Program 6: Enhancement of maritime safety in the Philippines
- Program 7: Enhancement of maritime transport security in the Philippines
- Program 8: Maritime innovation and knowledge center
- Program 9: Development of competitive and highly skilled Filipino maritime professionals
- Program 10: Implementation of the Philippine Strategy on maritime environment protection

According to the roadmap, there are four causes of the declining competitiveness of the Philippine maritime industry and these are poor quality of sea transport system; low level of shipbuilding and ship repair productivity; unattractiveness of the Philippine ship registry; and decreasing quality of maritime officers.

To be able to effectively address the core problem of the maritime sector and its underlying causes is the key challenge to preparing the MIDP. Hence, MARINA said the following actions are necessary:

Adopt an integrated approach to development by pooling together the expertise and resources of concerned government agencies, private sector, and civil society towards a common goal for the maritime sector;

Prioritize government programs that are aligned with Ambisyon Natin 2040, the Philippine Development Plan 2017-2022, the UN Sustainable Development Goals 2030, and the country's international commitments in the maritime sector

Undertake key strategic actions that will strengthen MARINA's capacity in maritime administration and governance in the first two years of MIDP implementation. — *Roumina Pablo*

## Lipana is new MMDA GM

- President Ferdinand Marcos, Jr. has appointed Procopio Lipana as general manager and Frisco San Juan, Jr. as deputy chairman of the Metropolitan Manila Development Authority (MMDA)
- Both vowed to support the programs initiated by MMDA chairman Romando Artes, who was re-appointed last October
- Lipana is a retired police colonel in service for 34 years
- San Juan served as the MMDA's deputy chairman and general manager from 2016 to 2022

PRESIDENT Ferdinand Marcos, Jr. has appointed Procopio Lipana as general manager and Frisco San Juan, Jr. as deputy chairman of the Metropolitan Manila Development Authority (MMDA).

Lipana and San Juan Jr. were appointed on November 11 and 16, respectively, MMDA said in a statement.

Both vowed to support programs initiated by MMDA chairman Romando Artes, who was re-appointed last October.

Lipana, who replaced Baltazar Melgar, is a retired police colonel in service for 34 years.

Lipana was the projects and program officer of the Market Development and Administration Department of the Local Government of Quezon City. He also served as deputy district director for administration and district directorial staff chief at Quezon City Police District.

From June 2011 until 2012, he was the Provincial Director of the Camarines Sur Police Provincial Office. He also served as the chief of police of San Juan City.

San Juan, meanwhile, was the MMDA's deputy chairman and general manager from 2016 to 2022.

Before his appointment at MMDA, San Juan served as the vice governor of Rizal from 2009 to 2016.

## PEZA Japanese locators invest...

Continued from page 2

Junca will collaborate in bringing renewable energy technologies to eco-zones and thereby enable locator companies to remain globally competitive while contributing to mitigating the effects of climate change pursuant to the Kyoto Protocol and the Paris Agreement," Panga added.

Panga said these high-tech industries will diversify the country's investment profile. The biotech industry, in particular, will support PEZA's bid to attract investments in research and development and pave the way for their commercialization and level up the value chain so the Philippines can compete with big countries on high-tech industries, he said.

Under the registration agreement, Kurabe will manufacture and assemble car seat heaters, steering wheel heaters, and CSH and STH heating wires in a five-hectare lot in Lima Technology Center-Special Economic Zone in Lipa City, Batangas.

## Cathay's Oct passenger count...

Continued from previous page

high base of 2021, it saw a 5% increase over September. We operated about 10% less cargo capacity compared with the same time last year as we flew fewer cargo-only passenger services. Overall, we operated about 63% of our pre-pandemic cargo flight capacity last month," Lam said.

For the remainder of 2022, Lam said Cathay has added about 3,000 passenger flight sectors from October until the end of December and is on track to achieve its target of operating up to one-third of its pre-pandemic passenger flight capacity levels.

As for cargo, he expects the peak season this year will be subdued compared with the unprecedented peak last year, but said tonnage should increase, driven by seasonal e-commerce events and the start of the perishables season in the Southern Hemisphere.



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RITA	0020S	12/09	12/11	12/16	ONE MAGDALENA	0004E	12/24	01/19	01/23		
INTELLIGENT PURSUIT	0029S	12/16	12/18	12/23	NAVIOS UNISON	0013E	12/31	01/26	01/30		

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SEASPAN GUAYAQUIL	0249W	12/10	12/18	SEASPAN YANGTZE	0023E	12/20	01/06	01/10
VIVALDI	0250W	12/17	12/25	YM TRILLION	0002E	01/03	01/20	01/24

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EVER BEADY	0065N	12/09	12/11	YM UNIFORMITY	0062E	12/20	01/03	01/09
EVER BLISS	0068N	12/16	12/18	YM UNIFORMITY	0062E	12/20	01/03	01/09

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INTELLIGENT PURSUIT	0028S	12/02	12/04	12/09	YM WIND	0023E	12/11	01/05	01/08	01/11	01/13
RITA	0020S	12/11	12/13	12/17	NEWYORK EXPRESS	0047E	12/26	01/19	01/22	01/25	01/27
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INTELLIGENT PURSUIT	0028S	12/02	12/04	12/09	CONTI CRYSTAL	0128E	12/15	01/11	01/15	01/17	01/20
RITA	0020S	12/11	12/13	12/17	HYUNDAI FORCE	0096E	12/22	01/18	01/22	01/24	01/27
INTELLIGENT PURSUIT	0029S	12/16	12/18	12/23	NYK VEGA	0077E	01/05	02/01	02/05	02/07	02/10

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INTELLIGENT PURSUIT	0028S	12/02	12/04	12/09	NYK VIRGO	0075W	12/24	01/13	01/19	01/22
RITA	0020S	12/11	12/13	12/17	NYK VIRGO	0075W	12/24	01/13	01/19	01/22
INTELLIGENT PURSUIT	0029S	12/16	12/18	12/23	NYK VESTA	0076W	01/03	01/23	01/31	02/03

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RITA	0020S	12/09	12/11	12/16	YM WINNER	0038W	12/23	01/14	01/17	01/21	01/23
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RITA	0020S	12/11	12/13	12/17	ONE TRIBUTE	0020W	12/28	01/19	01/22	01/24	01/28
INTELLIGENT PURSUIT	0029S	12/16	12/18	12/23	ONE TRIBUTE	0020W	12/28	01/19	01/22	01/24	01/28

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INTELLIGENT PURSUIT	0028S	12/04	12/09	SOUTHAMPTON EXPRESS	0033W	12/18	12/26	12/29	12/31	01/04	01/05
RITA	0020S	12/13	12/17	YM WELLCOME	0033W	12/28	01/06	01/09	01/11	01/15	01/17
INTELLIGENT PURSUIT	0029S	12/18	12/23	YM WELLCOME	0033W	12/28	01/06	01/09	01/11	01/15	01/17

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## Solution to SOC booking pains...

Continued from page 4

“With the adoption of digital tools, all of this could be streamlined in a manner that there is a standardized procedure for all users. With digitalization at the crux of the whole booking cycle, the industry could become more efficient with streamlined vessel schedules, intuitive booking process, avoid scammers and gain trust in counterparties with vetted partners,” he said.

Compared with carrier-owned containers (COCs), in principle SOC provide more flexibility and can help users avoid hefty fees like demurrage and detention. The market has yet to adapt fully to SOC in the same way as COCs do to digital solutions. SOC, a fairly new concept, don't have digitalized slot booking processes and have a huge opportunity to connect to the fragmented ocean freight marketplace.

For ocean freight slots, shippers' SOC booking pains include how to get accurate quotations and confirmation of available capacity, so they end up booking with 5-10 shipping or feeder lines as there is no schedule reliability. COC users, in contrast, get administrative tasks like trucking, offloading, unstuffing and so on taken care of. But despite digitalized slot booking solutions in place, many players still book manually with loads of emails and phone calls.

The main findings of the survey were:

- More than 70% of the respondents find a lack of trust in their counterparts
- Of the companies surveyed, 83% ranked digital vessel schedules 4 or 5 in importance, while 77% ranked intuitive booking interface in the same way. But industry players want their document checklist and uploads visible and easy to use, and their operational contact

- information ready at hand.
- 84% of the respondents still source quotations via email and phone, while 78% use the same outdated processes to place a booking.
- That 60% also use online quotation solutions such as shipping companies' online booking interface (e.g. Maersk's platform) shows a market for digital SOC ocean freight booking exists.

The ocean freight market is still using slow manual processes. To get quotations and bookings, the industry struggles with swift and easy processes while outdated manual processes are prevalent with companies still booking slots via e-mail and phone, Container xChange said.

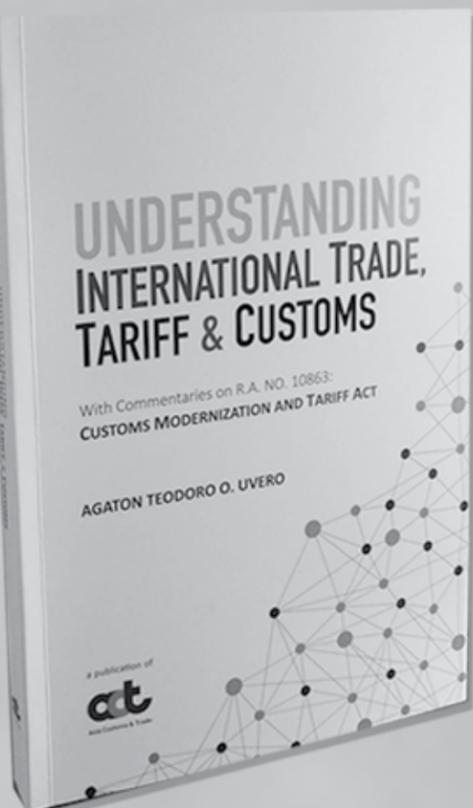
Instant booking and capacity confirmations are deemed most important, yet, many players are less than satisfied with the service they receive.

Adrian Degode, senior product engineer at Container xChange, said: “The shipping industry is becoming increasingly digital but the biggest thing missing is trust. The caveat remains to be bringing all the solutions under one platform that simplifies the lifecycle of ocean freight spot booking while ensuring trust and transparency.”

Degode said to provide with an end-to-end solution, Container xChange is building a dynamic Ocean Freight Marketplace with transparent rates and trustworthy partners for SOC, where users get guaranteed slots on the vessel and supplier-guaranteed payments.

The results showed while most forwarder-shippers and NVOCCs use online quotation solutions, 83% seek better digital infrastructure, pointing to digital ship schedules and intuitive booking interfaces as the most impactful digital transformations in future.

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