



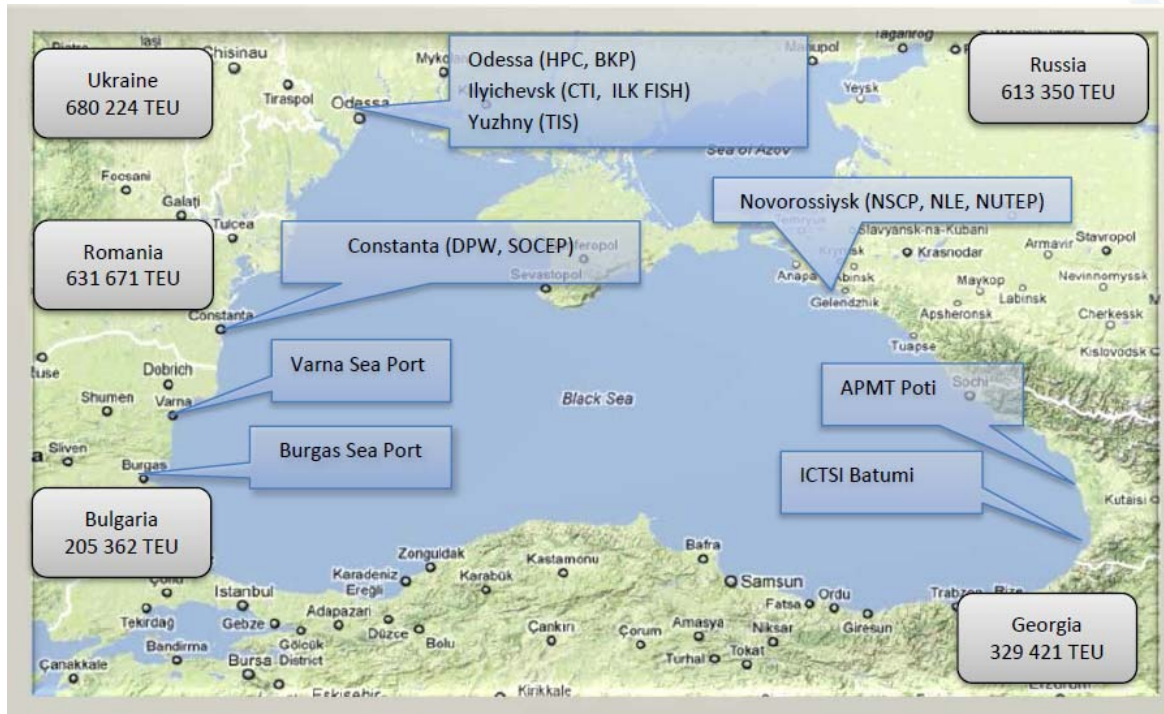
Black Sea Shipping Business; Challenges and Opportunities

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Black Sea Volume (2016)



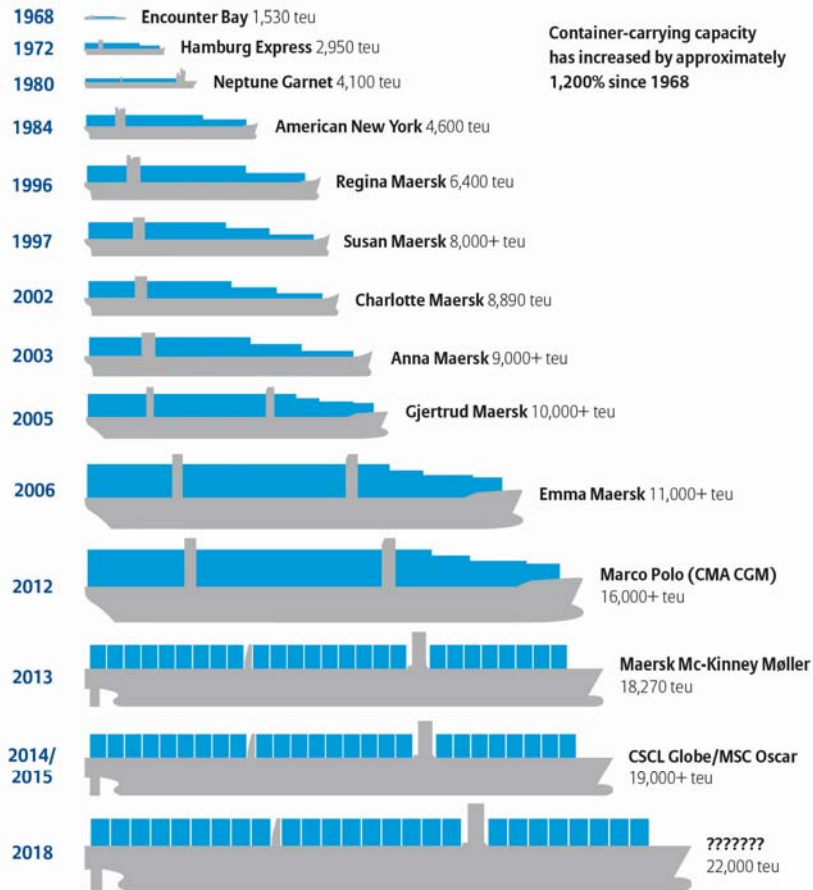
- Ukraine
- Romania
- Russia
- Georgia
- Bulgaria

Source: Informall B.G.



Industry Challenges

50 years of Container Ship Growth



Graphic: Allianz Global Corporate & Specialty.
Approximate ship capacity data: Container-transportation.com

- Global Economy
- Supply&Demand
- High Competition
- Low freight&profit
- Financial
- Alliances



Black Sea Challenges



- **Local Politics**
- **International Politics**
- **High Competition**
- **Alliances**



Cooping



- **Alternativer routes**
- **Rotations**
- **Feeder Agreements**
- **Multi-modal services**
- **More flexibility**
- **Market focus shift**



Opportunities



- **Adaptation**
- **New services**
- **Developments**



LAM Land Air Maritime

LAM Group is constantly widening its borders. For stable and reliable services, LAM, has developed a network in different areas of the world, and therefore, can provide efficient services to its clients.



- **Azerbaijan**
- **France**
- **Georgia**
- **Iraq**
- **Kazakhstan**
- **Romania**
- **Turkey**
- **USA**
- **Over 100 agency partners**



LAM Land Air Maritime

LAM provides a dedicated service on international and regional levels thanks to a dynamic and professional team spread over the region covering all possible transport solutions.



Shipping Services

- Shipping Agency
- Crew Management



Land, Air, Maritime Logistics

- Land Transport
- Air Cargo
- Maritime Transport
- Rolling Cargo Transportation
- Liquid and Chemical
- Warehouse & City distribution



LAM Reference

LAM is proud of its clients and partners reference developed over years of cooperation:



MEDITERRANEAN SHIPPING COMPANY





THANK YOU
FOR YOUR ATTENTION

