

Container Market Outlook: Macro-factors for container owners



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Container-xChange.com is a SaaS-enabled marketplace for container leasing and trading—with three core advantages

- Visibility across container availability and prices in 2500 locations worldwide
- Process management from inventories through negotiations and operational execution of transaction
- Secure payments automatically connected to defined process steps

Our vision: Simplifying the logistics of global trade, making the processes around the container as simple as the container itself

Example use case 1: Shipping line has booking from Shanghai to Hamburg but not sufficient containers, leases in units on one-way basis against one-off fee and daily rental charge

Example use case 2: Container trader buys containers at 1000 USD in India, leases them out from India to UAE, sells at 1350 USD

Customers: ~1500 container owners (leasing companies, shipping lines, container traders) and user/operators (forwarders, NVOCCs, etc.)

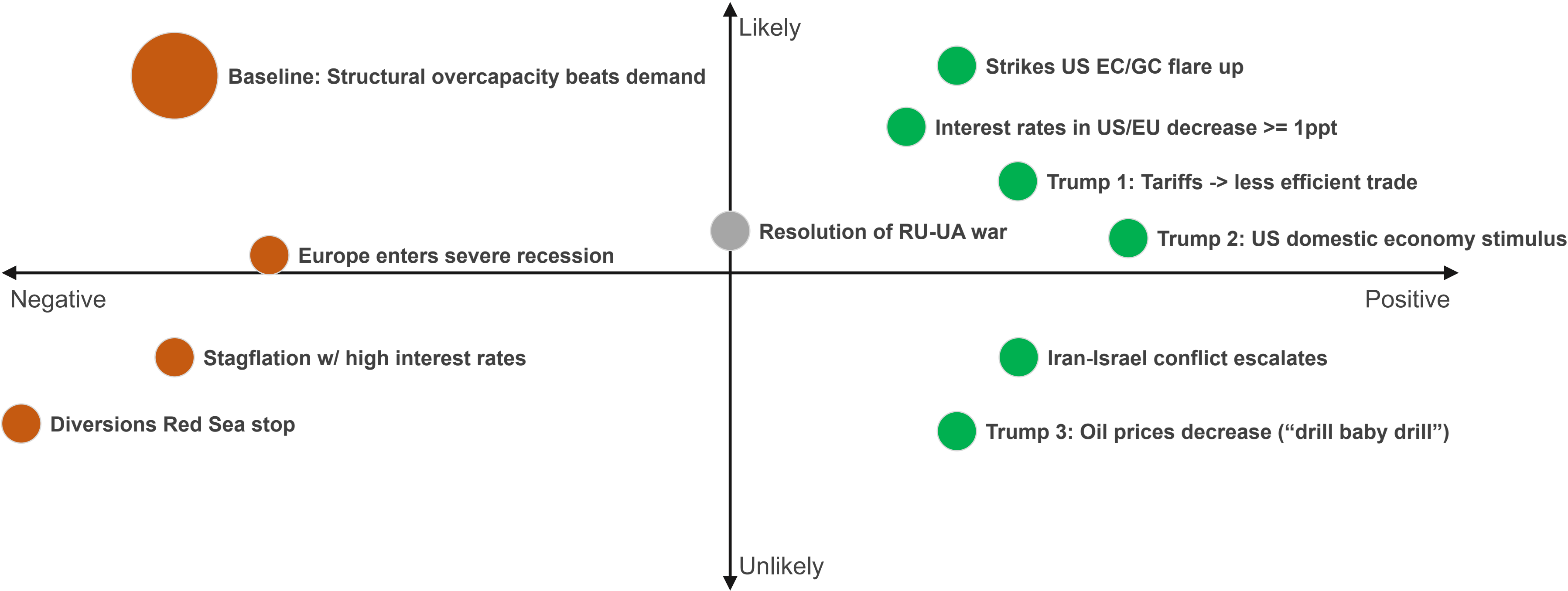
~120 team members in Hamburg/Germany + remote (mainly based in Asia and Americas)

The past 4 years have shown: macro-scenarios are key for container industry

Overall baseline expectations

- In 2023/2024 major disruptions (particularly Red Sea) have kept supply tight, unexpectedly strong US economy and some pulling fwd of orders have kept demand high -> container prices and freight rates remain(ed) high
- For 2025: Structural overcapacity beats demand (vessels and containers) -> freight rates and container prices to decrease

So... the baseline is negative. But likely upsides exist!



Keen to hear the audience's views—anything missing and/or wrong?

If you're a container owner: What to do? This is what we advise our clients



- 1. Prepare for a down-market—if no “new” disruptions come to the rescue, this takes 2-3 years**
 - **Keep inventory low/source close to the sale**
 - **Conserve cash**
 - **Optimize operations to reduce variable cost per transaction**
- 2. Monitor additional risks closely**
- 3. Look at opportunities: What scenarios do you think are likely? How to profit from them?**
 - **Broaden partner network to become more flexible**
 - **Leverage data/market analytics tools to find (new) profitable trades**

Questions?

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