



## TRANSPORT MARKETS: ANALYSES AND FORECASTS

### What are the advantages of knowing future transport demand?

Fraunhofer CML conducts applied research for customers in the logistics industry, particularly for infrastructure operators, shipping lines, ports, logistics providers and providers of logistics-related services. The CML utilizes the results to provide strategic advisory services in the field of transport forecasts and market assessments.

Knowledge of future transport volumes helps infrastructure operators and providers of transportation and logistics services to improve their basis of decision-making.

Such findings make it possible to evaluate the profitability of an investment within different scenarios. For example,

the risk of market entry or restructuring services offered can be estimated and evaluated.

### We improve your planning and decision making

The anticipated demand for transport and the transport supply represents an important basis for business decisions and planning. Based on the forecast, we provide an informed assessment of investments, taking into account the individual criteria of the decision-maker. For example, transport service providers can align their long-term capacity planning with future transport demand.



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## IMPRESSUM



Container vessel at port



Ferry

## How we create a sound transport forecast for you

Our structured approach to creating a transport market analysis can be individually adapted to your situation. The following six phases lead to a thorough assessment of your situation and the implications of your decision:

1. The forecast is based on determining the current situation. It defines decision parameters and model boundaries.
2. Uncertainties and variances are included in decision preparation using scenario technique.
3. Future demand in the transport market is derived from trade forecasts and foreseeable changes in the demand structure.
4. A network model is calibrated at the initial stage and the upcoming transport volumes are then allocated to transport modes and routes to determine the distribution of transport demand on the future infrastructure and transport services.
5. In step 5 we perform a sensitivity analysis to determine the effect of variances of model parameters on the results.
6. Our service is complemented by a final report which is matched to your requirements and planning.

**1. CAPTURE CURRENT SITUATION**

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Your decision parameters

**2. DEVELOP SCENARIOS**

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Visions for strategy development

**3. DETERMINE DEMAND**

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Future transport demand

**4. ALLOCATE DEMAND**

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Transport market development

**5. INVESTIGATE SENSITIVITY**

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Sensitivity of model parameters

**6. PREPARE DECISION**

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Sound decision

## Your results

We offer a detailed analysis and forecast of transport demand based on economic development and growth in world trade.

Depending on your requirements, these forecasts can be differentiated by transport modes, regions and transport links. We classify the results in the context of your decision and take particular needs, arising from your strategy or mission statement, into account.

The results are graphically edited using sophisticated software. Sensitivity analyses and scenarios are optional components of our offering. Upon request, we also perform a cost-benefit analysis and investment appraisal for you.

## Your benefits

Benefit from our knowledge in the maritime logistics sector and our experience with the mechanics of the transport market and the operators who participate in

the market. Rely on our professionalism and neutrality. Our analyses and forecasts enable you to improve the basis of your decisions and to evaluate the profitability of investments. Use our transport forecasts as a communication aid in the discussion with various stakeholders and decision-makers. Our forecasts provide critical information and ensure you have more confidence in your decisions.