

XENETA



October 2018

Ocean Freight Rates
at a Glance

WELCOME

XENETA

Host & Facilitator



Swati Kakde
Demand Generation Specialist
Xeneta

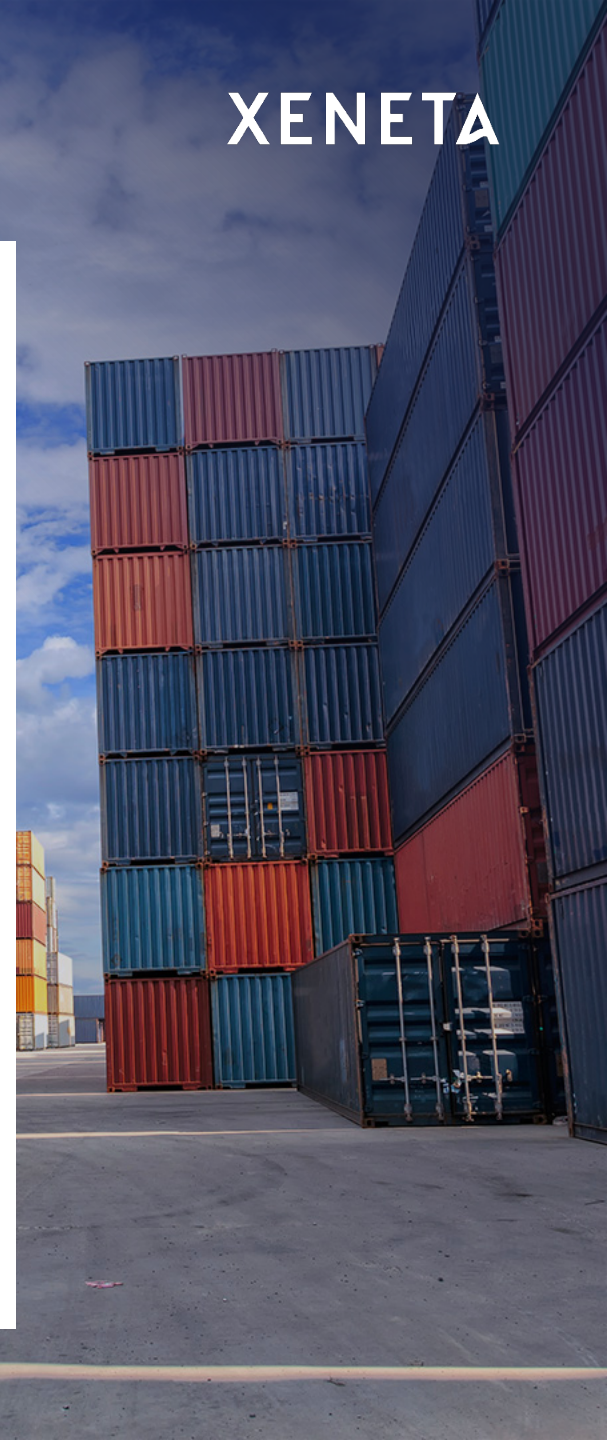
Host & Presenter



Michael Braun
VP Customer Solutions
Xeneta



xeneta.com



HERE ARE SOME HELPFUL TIPS...

- Duration: 25 minutes
- Q&A: 5 minutes
- To chat with us, use the Q&A panel
- Use your headphones or speakers to listen to the audio
- We'll be sending the recording & transcript afterwards if you need to step away

AGENDA

- Overview of Xeneta & key statements
- Latest Highlights and LIVE Xeneta Rates
 - I. North Europe – Far East
 - II. Far East – North Europe
 - III. Far East – N. America West Coast
 - IV. North Europe – North America
- Q&A

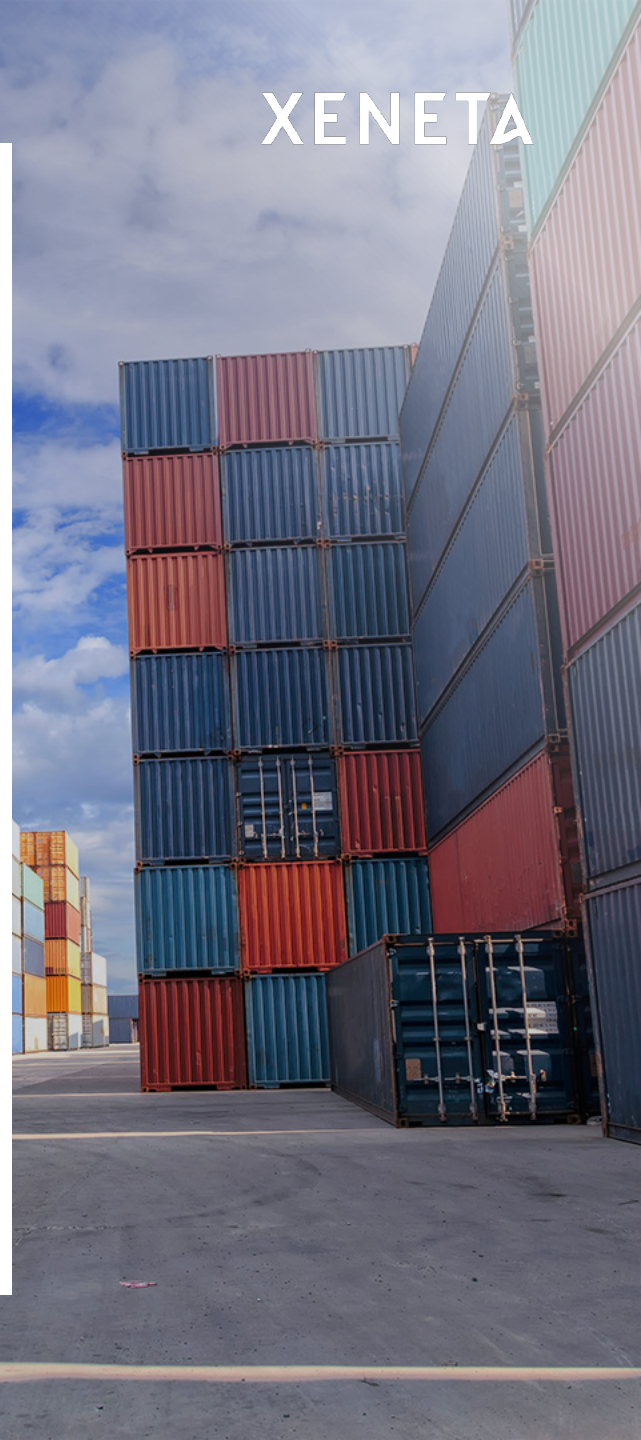
XENETA



OUR MISSION STATEMENT

Provide accurate ocean freight rate benchmarks and market intelligence to optimize procurement performance

XENETA



OUR SOLUTION

The world's largest database of contracted ocean freight rates

Founded: 2012

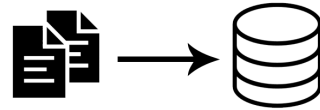
Headquarter: Oslo, Norway

Offices: Hamburg & New York

Employees: >80

XENETA

75+ Million Rates



160,000+ Port-Pairs



Transparent Data
Updated Daily in Real Time



Independent & Neutral
Data Source



A VALID SOURCE

We are an industry-leading valid source of ocean freight market data



THE WALL STREET JOURNAL.



XENETA

DELIVERING VALUE

Trusted By Some of the
World's Leading Companies

2 out of Top 10 Fortune
500 Companies

7 out of Top 10 Freight
Forwarders

+ \$10BN Worth of Container
Freight Purchasing Power



DELIVERING VALUE

Trusted By Some of the World's Leading Companies

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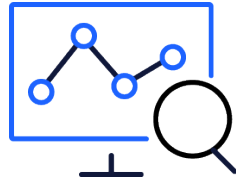
+ \$10BN Worth of Container Freight Purchasing Power



XENETA SUMMIT - OCT 11-12, 2018, AMSTERDAM



What do shippers use Xeneta for?



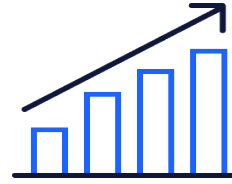
Monitoring

Historic and current market trends

Strategic review of historic performance

Awareness of market changes

Risk assessment, low freight rates



Benchmarking

Assessment of own position in market

Identification of gaps and best practices

Facts-based evaluation of performance



Procurement

Prepare for tender (RFX)

Benchmarking of bids

Target setting

Data-driven negotiation

Ad-hoc rate request

Xeneta Shipping Index XSI™



Reporting

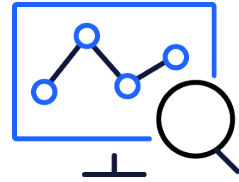
Budget future freight costs

Set competitive goals and foster continuous improvement

Measure procurement performance

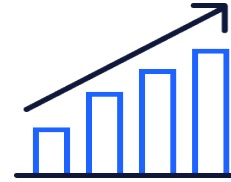
Justify budget increase

What do freight forwarders use Xeneta for on top?



Daily Procurement

Market Monitoring
Awareness of market changes
SME knowledge
Fact-Based Decisions
Risk assessment, low freight rates



Sales Development

Growth Engine
Competitive Edge
Trade Lane Management
Xeneta Shipping Index XSI™



RFQ Management

Increase Productivity
Utilizing Analytics
Consistent Performance
Xeneta Shipping Index XSI™



Customer Management

Trusted Advisor
Industry Knowledge
Market Awareness

XSI™ – XENETA SHIPPING INDEX



Hamburg (DEHAM)



Shanghai (CNSGH)



BENCHMARKS

TRENDS

SUPPLIER SPREAD

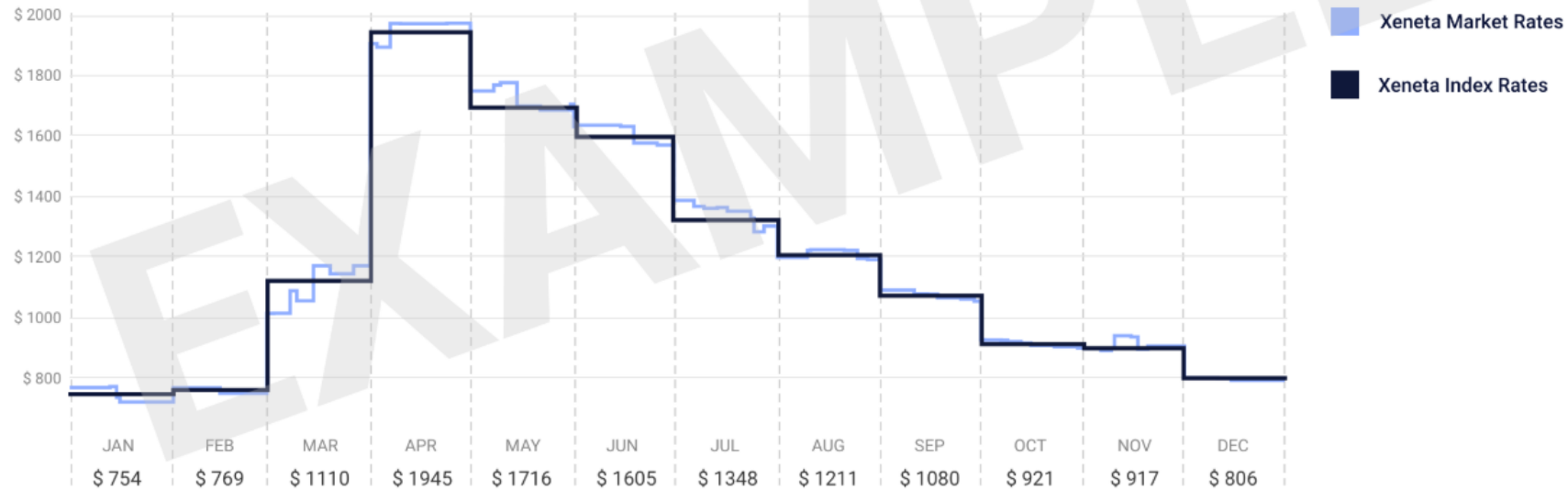
INDEX

2017-01-01 → 2017-12-31

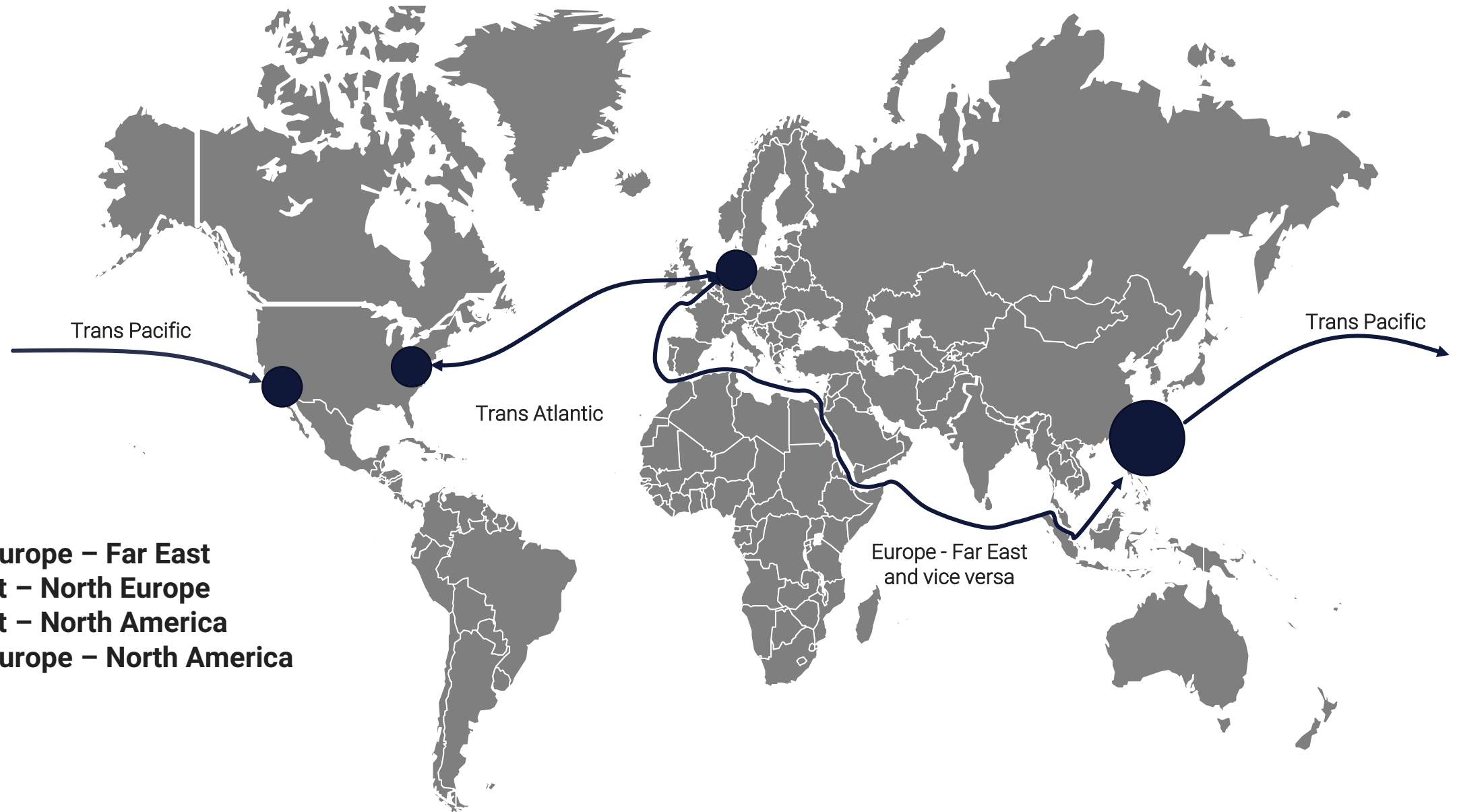
40' STANDARD DRY

SHORT TERM

THC INCLUDED - NONE



TODAY'S INSIGHTS



- **North Europe – Far East**
- **Far East – North Europe**
- **Far East – North America**
- **North Europe – North America**

AIR FREIGHT | INTRODUCING NOW

XENETA

XENETA
AIR FREIGHT



Air Freight MARKET AVERAGE ▾

Frankfurt ▾ Dubai ▾ 100+ kg ▾ Short Term ▾ Normal Time ▾ [SHOW PRICE](#)

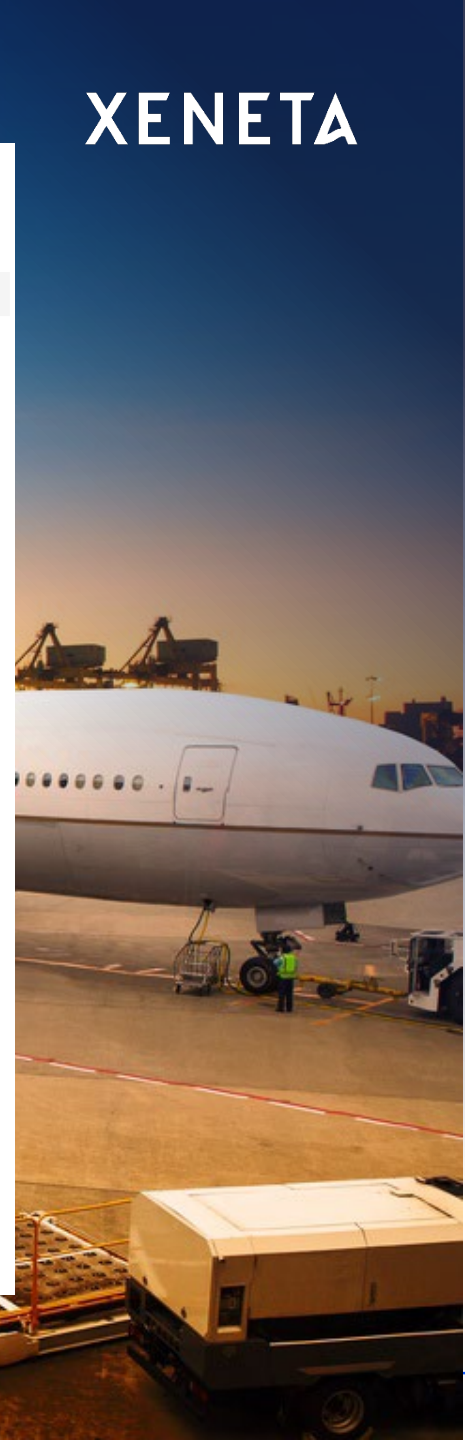
Frankfurt - Dubai

Price today	Change from last week	Datapoints	Handling Charges
\$ 1,47	↑ \$ 0,12 (2,11 %)	100+	ALL IN

[VIEW GRAPH](#) [FOLLOW](#)

Total Airport Pairs
435
[SEE PRICE OVERVIEW](#)

Total Suppliers
19
[SEE PRICE OVERVIEW](#)





QUESTIONS & ANSWERS

XENETA

Thank You!

