



# XENETA

## Air Freight

State of the Market Webinar

July 2023





Our mission is to drive your business success by leveraging the **world's largest real-time, independent database** of ocean and air freight rates.

*Crowdsourced from our customers*

**300m+**  
rates used for calculation

**160k+**  
port to port pairs

**XENETA**

**10m+**  
new rates per month

**40k+**  
airport to airport pairs

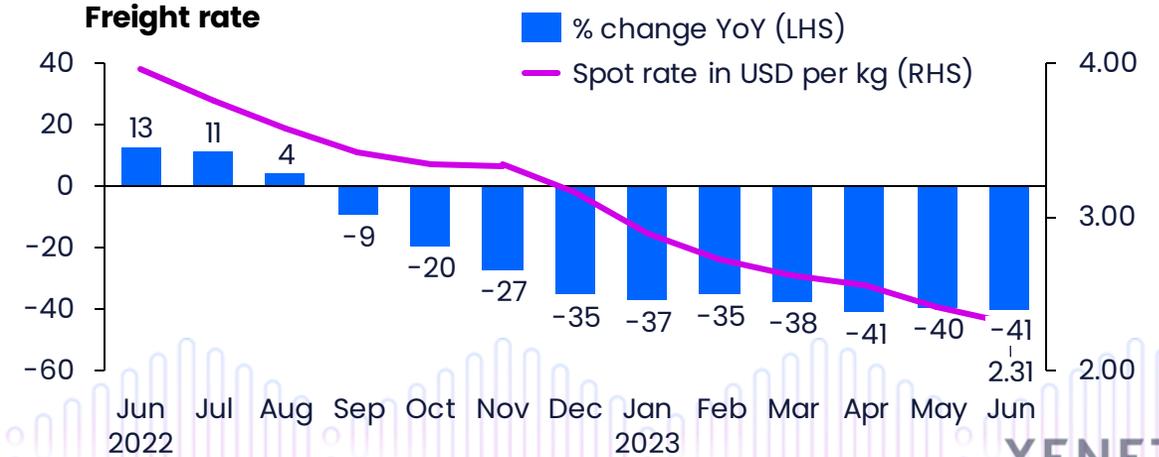
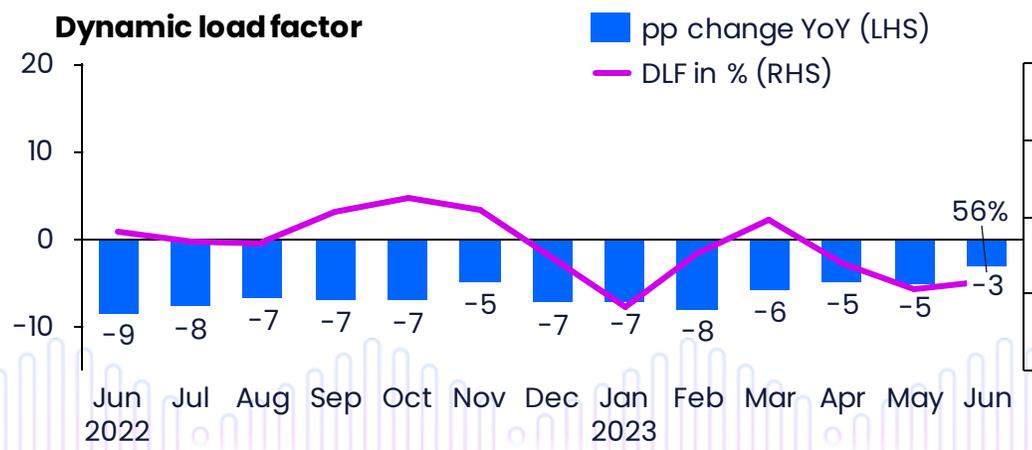
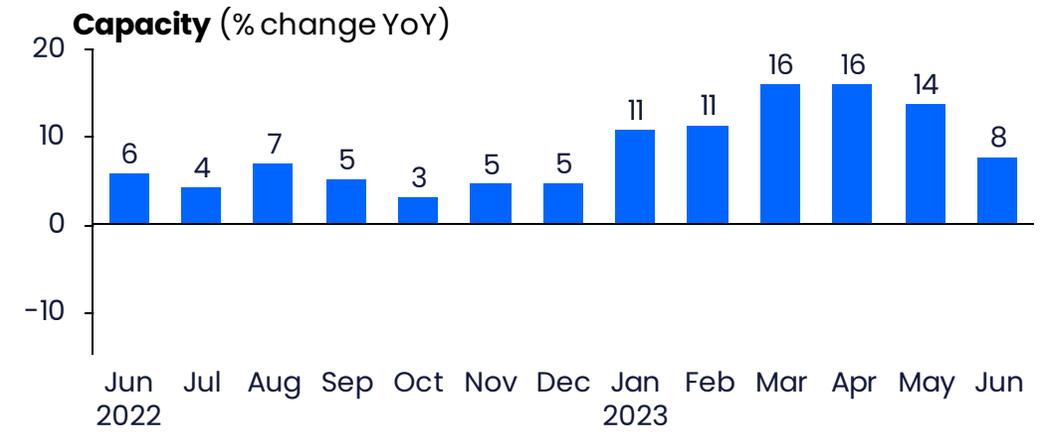
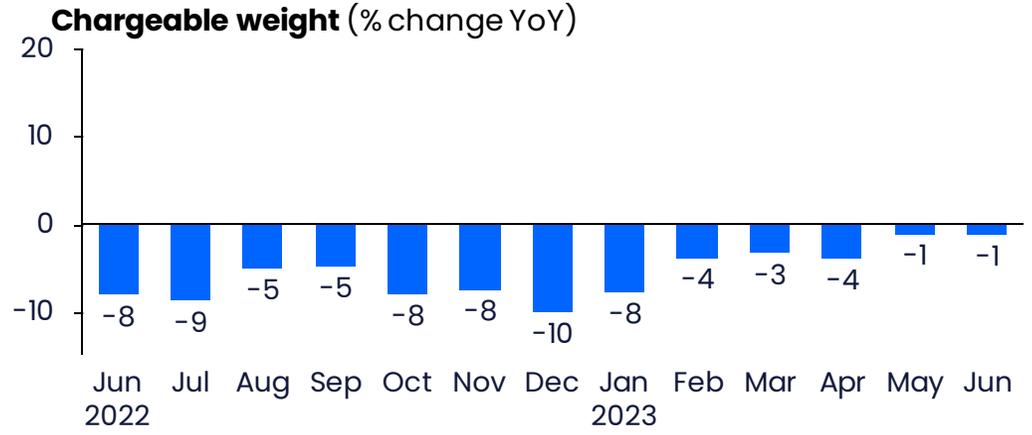
Xeneta has more temperature-controlled BCO rate data than any other air freight rate provider in the market.

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# Market sentiment is still negative despite demand/supply imbalance not worsening

## Global air cargo volume, capacity, load factor and freight rate developments





# Transpacific eastbound load factor stands out among top three corridors

**June 2023 dynamic load factor for regional flows**  
(Weeks 23-26 of 2023 compared to similar weeks in 2022)

North America		
To	DLF	vs '22
EU	40%	- 8.0%
ME	54%	- 6.8%
AP	51%	- 2.6%
LA	63%	+ 1.4%

Europe		
To	DLF	vs '22
AP*	46%	- 12%
ME	58%	- 11%
NA	53%	- 4.1%
LA	65%	+ 2.4%

Asia Pacific		
To	DLF	vs '22
EU*	82%	- 4.2%
ME	82%	- 3.6%
NA	88%	+ 2.2%

Latin America		
To	DLF	vs '22
NA	81%	+ 3.4%
EU	46%	- 4.3%

Africa		
To	DLF	vs '22
ME	46%	+ 6.4%
EU*	54%	+ 2.0%

Middle East & C. Asia		
To	DLF	vs '22
EU	72%	- 2.2%
AP	34%	- 14%
NA	69%	+ 2.9%
AF	58%	- 4.3%

Year-over-year (YoY) percentage points difference: >-5% <-5% <+5% >+5%

\*The dynamic load factor and capacity analyses for these lanes also include the flights between Asia Pacific/Africa and Middle East  
Notes: Dynamic load factor (DLF) is in absolute percentage and Year over year growth (YoY) is based on the change in percentage points

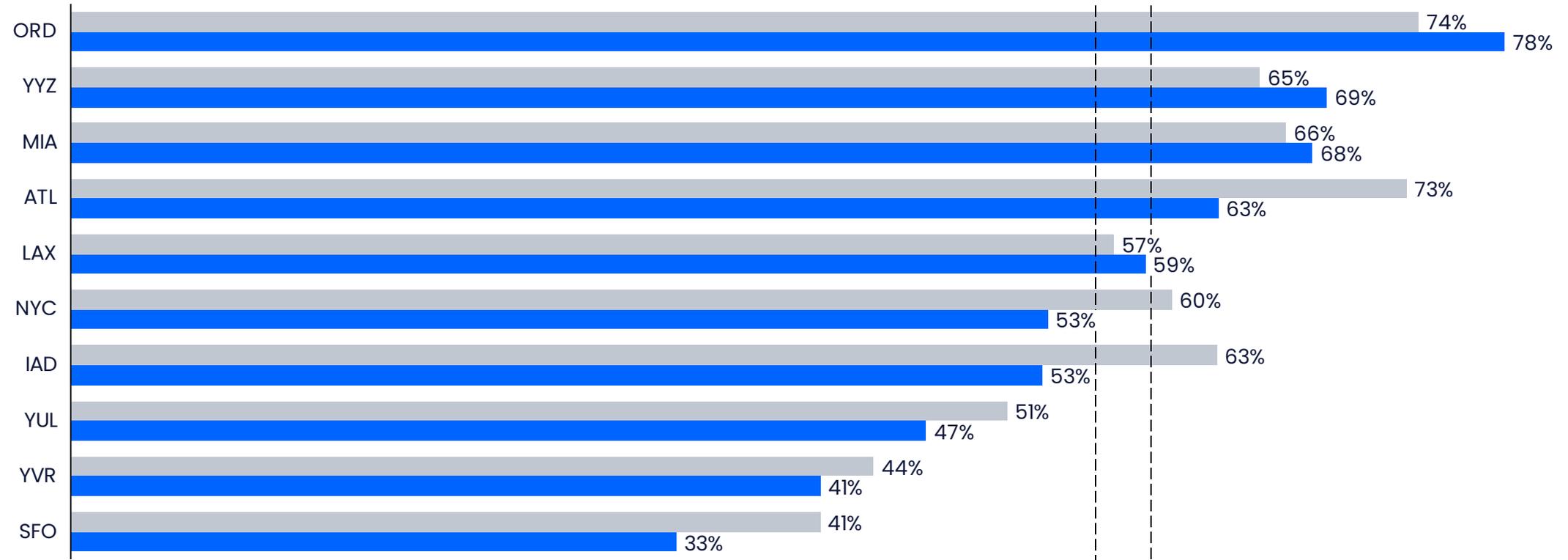
Source: Xeneta



# Transatlantic westbound average load factors in line with the global average

**Air cargo dynamic load factor developments from Western European to the selected airports in North America**  
(in percentage)

■ Jun 2022  
■ Jun 2023



56% in 2023  
59% in 2022

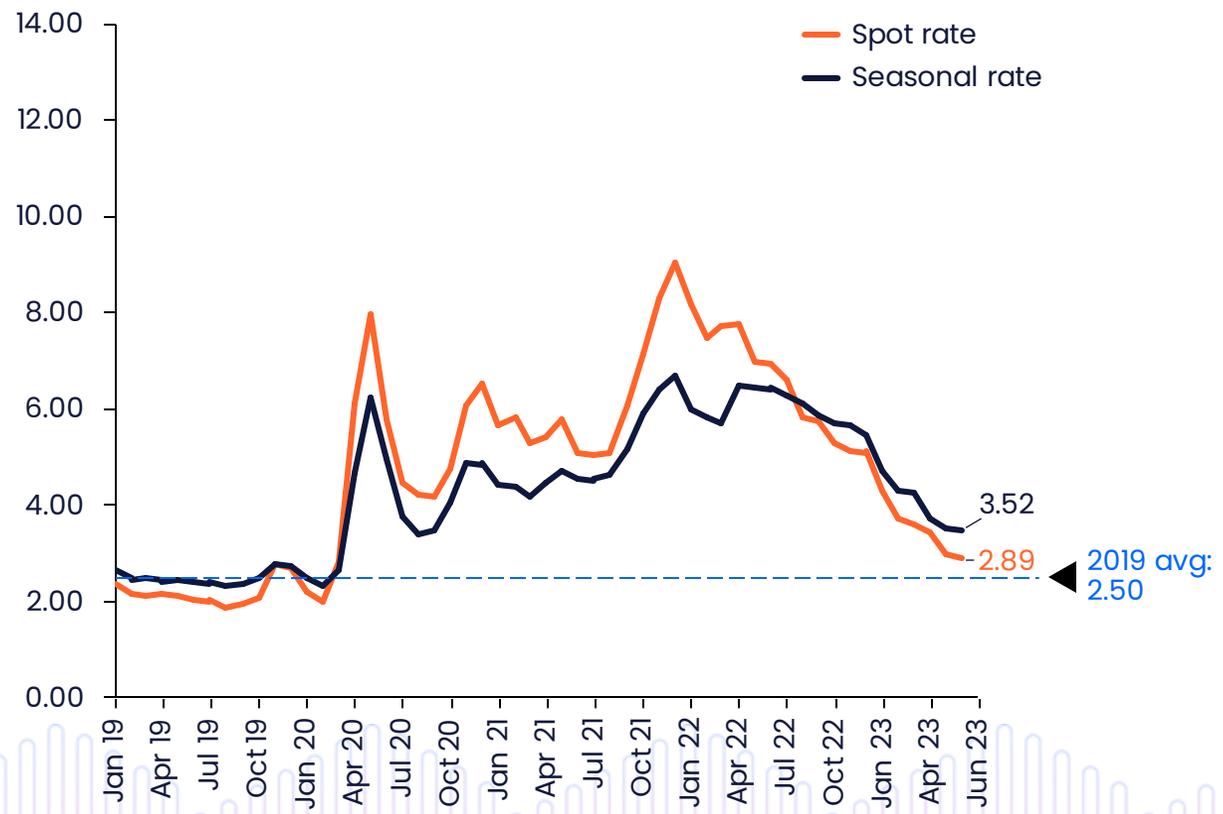


# Northeast Asia to Europe | Downward pressure for longer-term rates remains, but most rates stay elevated above 2019 levels

## Northeast Asia to Europe general cargo freight rate developments (in USD per kg)

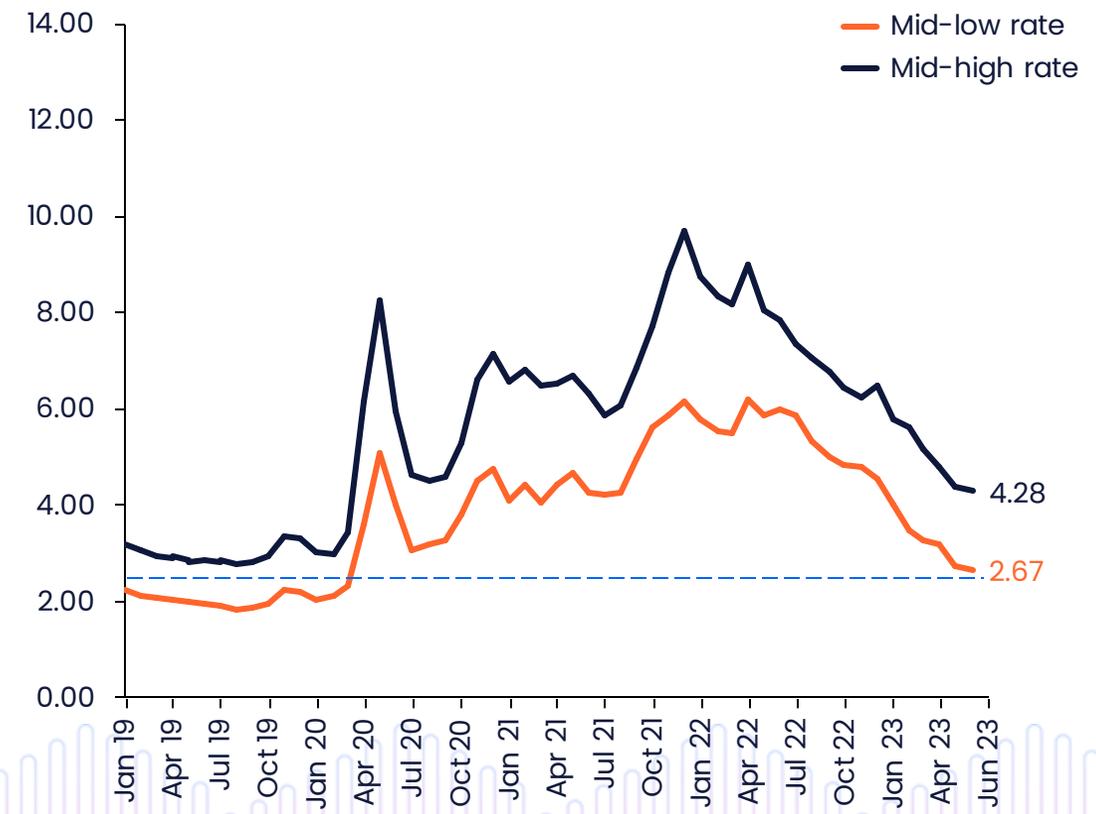
### Spot vs seasonal rates

(Spot: valid for up to 1 month, seasonal: valid for over 1 month)



### Mid-low vs mid-high rates

(Mid-low and mid-high: 75% and 25% of market rates above the rates seen here)



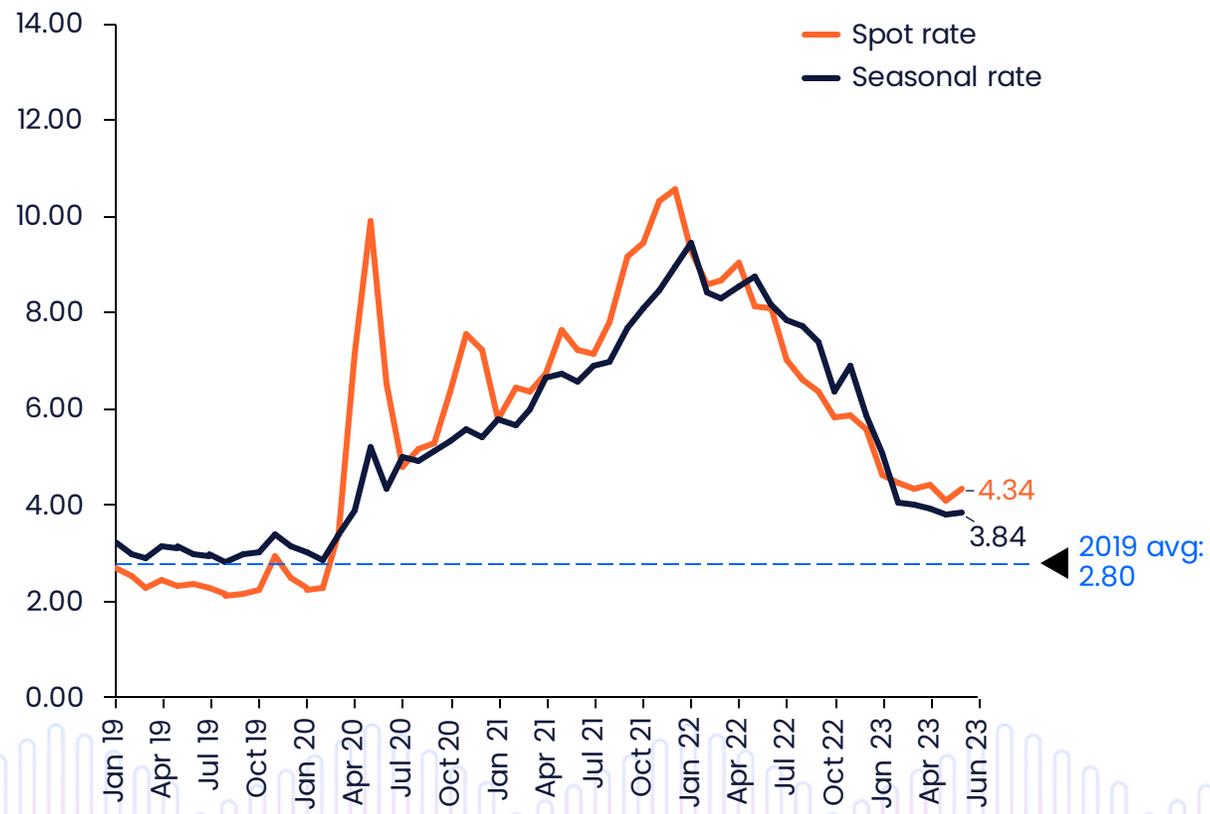


# Northeast Asia to US | longer-term rates likely to pick up, but some rates fall below pre-pandemic levels

## Northeast Asia to the US general cargo freight rate developments (in USD per kg)

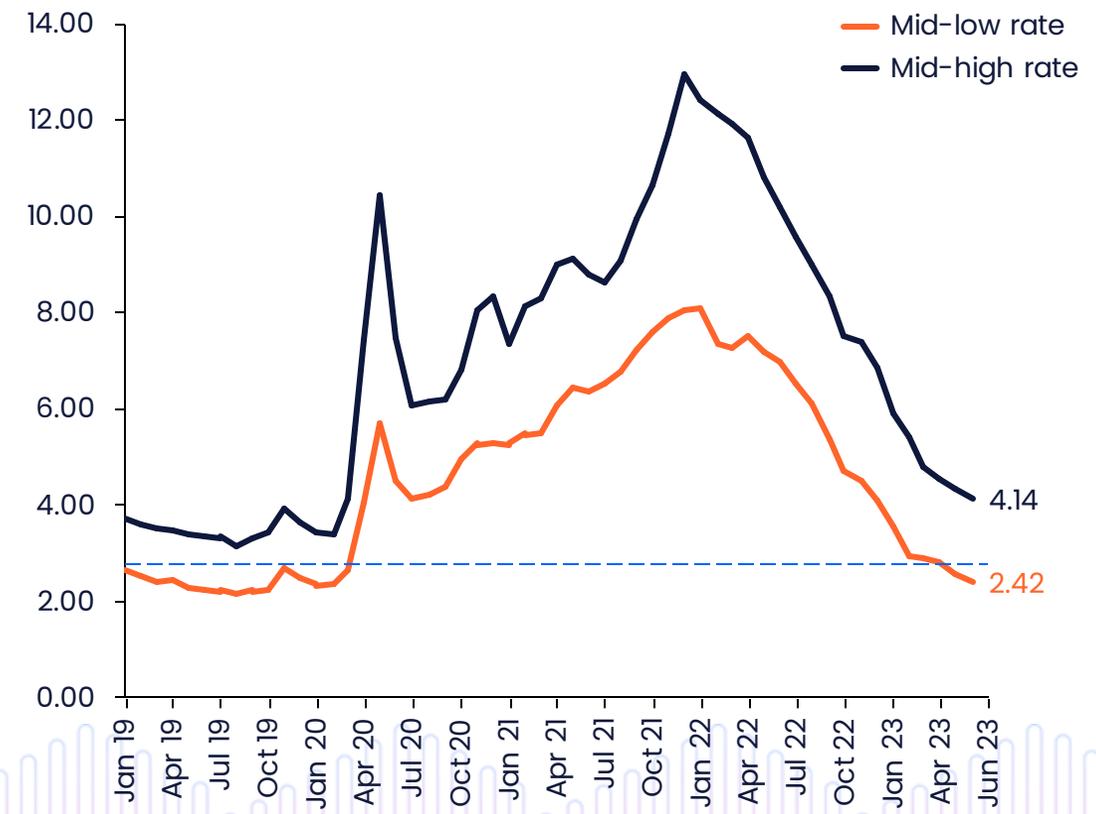
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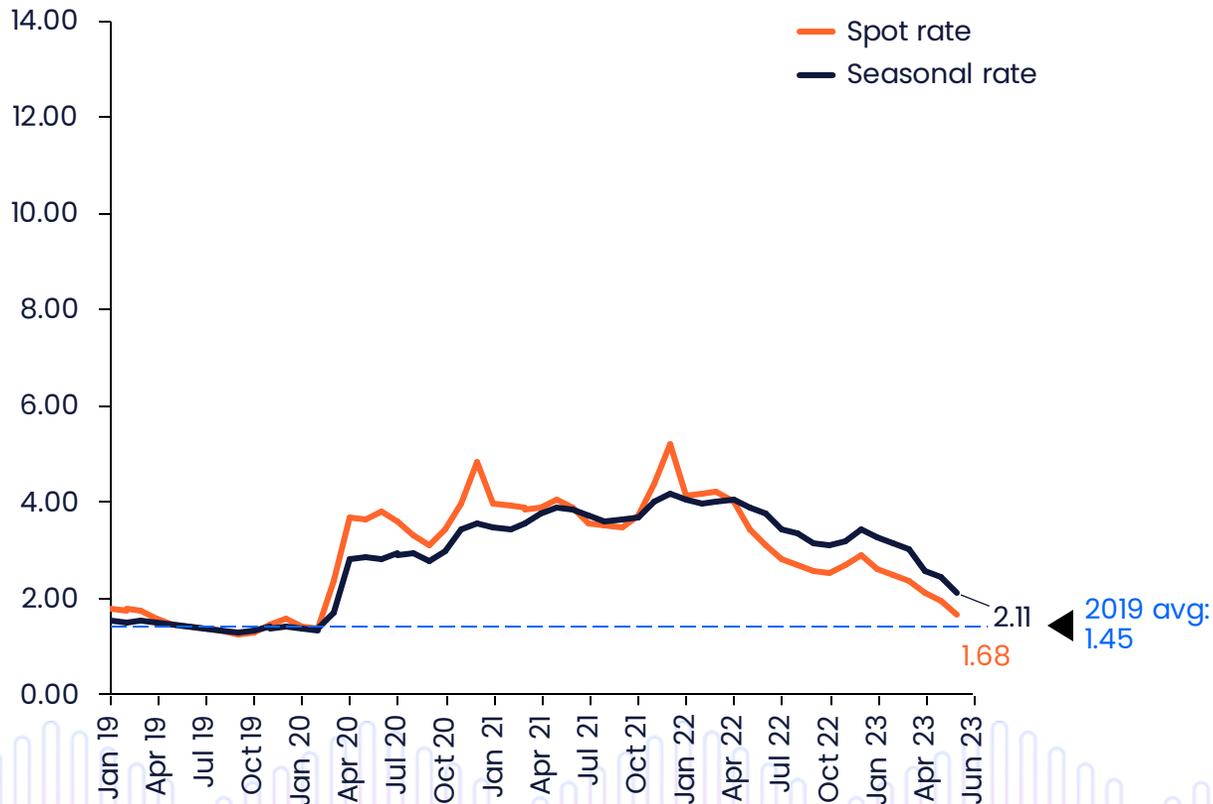


# Europe to US | Longer-term rates to fall further but most rates remain above 2019 levels

## Europe to the US general cargo freight rate developments (in USD per kg)

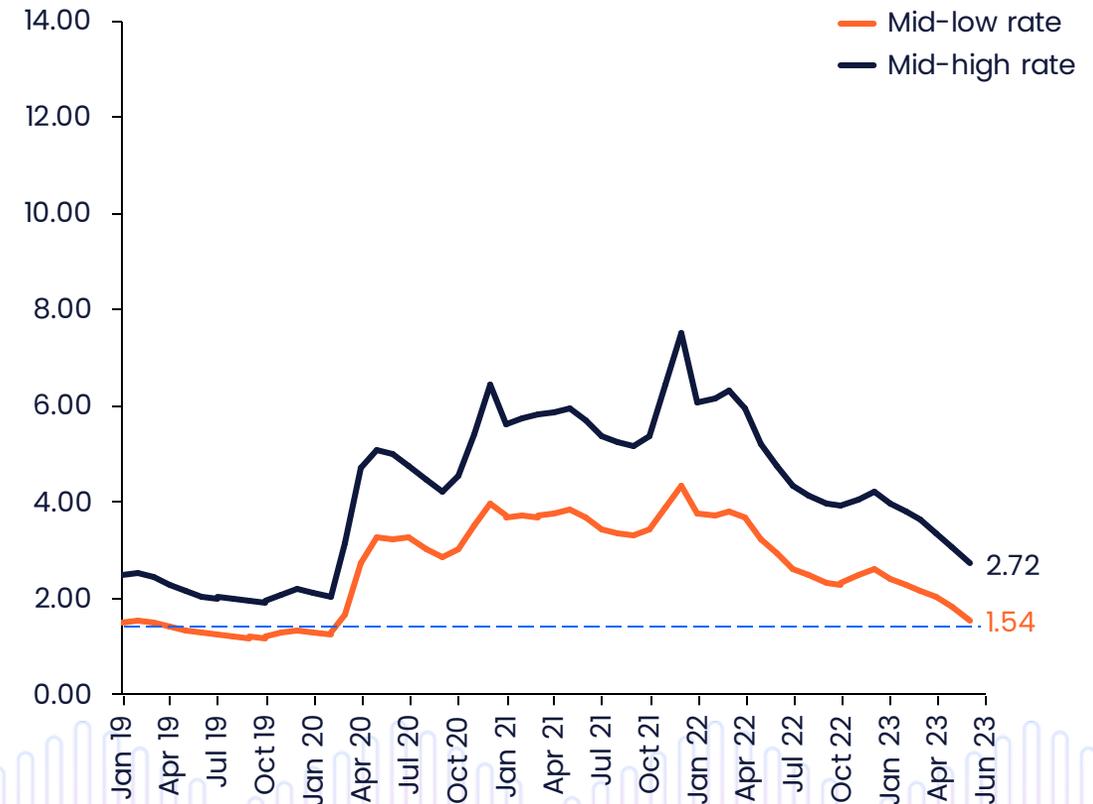
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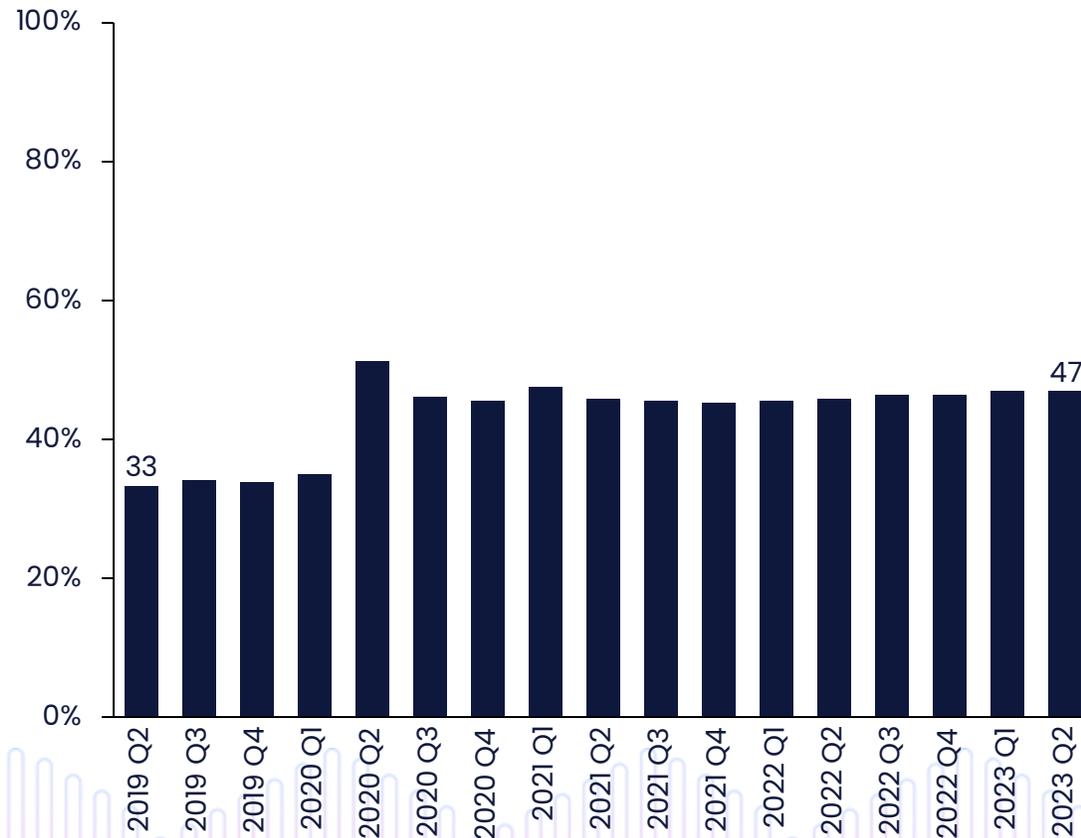




# FFs keep shorter-term contracts with airlines, while sell longer-term to BCOs

### Airlines' share of freight volume in spot market

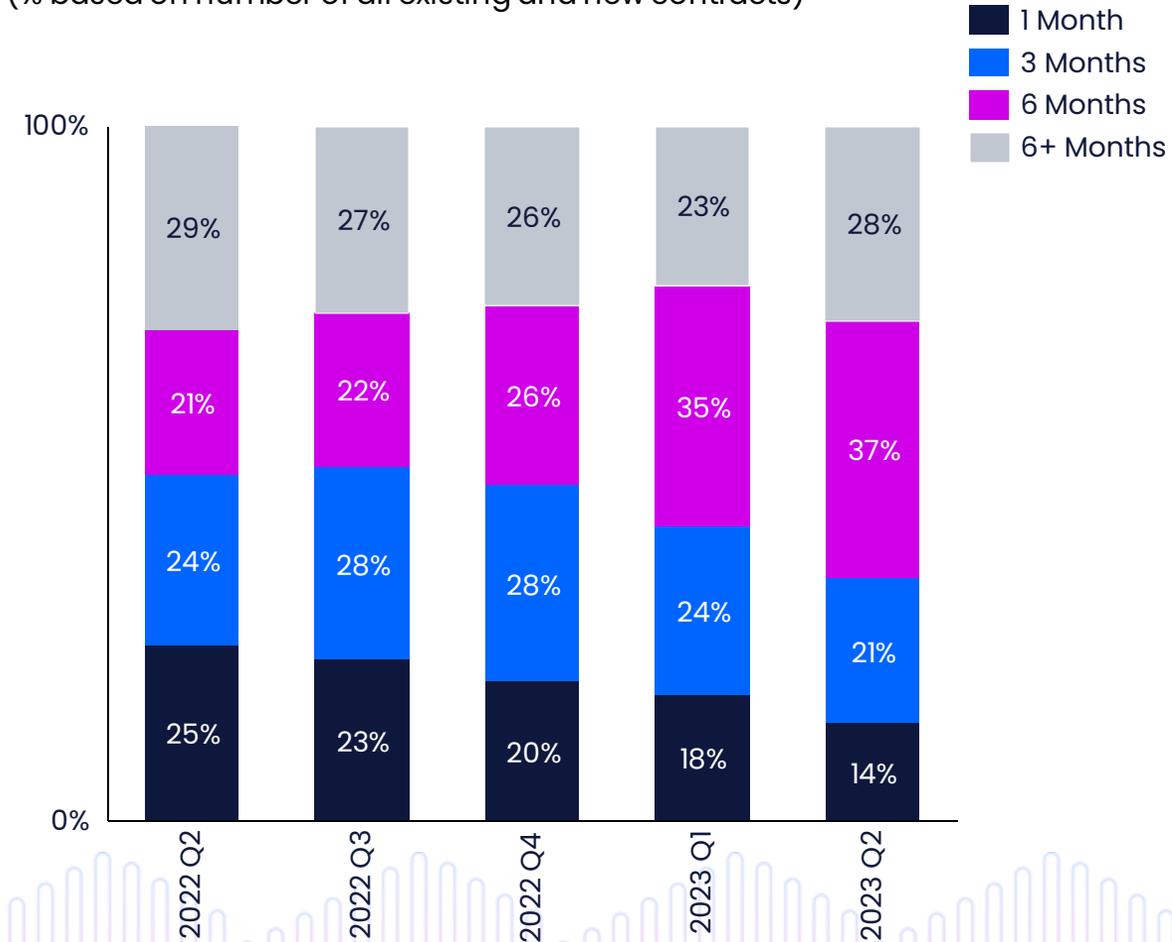
(Rates in spot market valid for up to 1 month)



Source: Xeneta

### Distribution of contract duration for all shipper contracts

(% based on number of all existing and new contracts)



Notes: 1 Month refers to contracts valid for up to 1 month, 3 Months refer to contracts valid for longer than 1 month and up to 3 months, etc.

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# Thanks!

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