

Day 1: Wed, 9 Nov 2022



DAY 1 | Nov 9, 2022

Voice of the Industry

09:00 am - 10:00 am CET

- Registration & Breakfast

10:00 am - 6:00 pm CET

- Keynote Presentations & Panel Discussions
- Xeneta Expert Help Desks

Venue: Ehemaliges Hauptzollamt | Alter Wandrahm
19-20, 20457 Hamburg

7:30 pm - 11:00 pm CET

- Xeneta Customer Appreciation Dinner

Venue: Penthouse Elb-Panorama, Bernhard-Nocht-
Straße 113, 20359 Hamburg



Keynotes | Plenary sessions

Venue: Ehemaliges Hauptzollamt | Alter Wandrahm 19-20, 20457 Hamburg

9:00 – 10:00 Registration, Breakfast & Xeneta Help Desks

10:00 -10:05 Intro

10:05 – 10:15 Keynote: Xeneta Welcome (*Patrik Berglund, CEO, Xeneta*)

10:15- 10:50 Keynote: Maersk (*Johan Sigsgaard, Global Head of Ocean Products – Sr VP, Maersk*)

10:55 – 11:35 Presentation + Panel Discussion: Decarbonization in Container Shipping: What Needs to be Done? (*Benjamin Weber, Associate Partner, McKinsey & Company, Daria Krivonos, CEO, Copenhagen Institute for Futures Studies, Johan Sigsgaard, Global Head of Ocean Products – Senior Vice President, A.P. Moller – Maersk, Paolo Galli, VP Group Logistics Operations, Electrolux, Kai Miller, Strategic Pricing Models, Kuehne + Nagel*)

11:40 – 11:50 Injecting Sustainability into the Buying & Selling of Freight (*Sarah Oliver, VP Product, Xeneta*)

11:50 – 12:30 Lunch

12:30 – 13:30 Brain Dates, Networking & Xeneta Help Desks

13:30 – 14:00 From Challenges to Gold; How to Lead Yourself to Success (*Johann Koss, 4-Time Olympic Gold Medalist & Social Entrepreneur*)

14:00 – 14:30 How Digitalization Can Lead Ocean & Air Shipping Through Uncertain Times (*Daria Krivonos, CEO, Copenhagen Institute for Futures Studies*)

14:35 – 15:00 Invisible No More – Container Shipping has the Attention of US Congress and President (*Daniel Maffei, Chairman, Federal Maritime Commission*)

15:00 – 15:30 Coffee break



15:30 – 16:30 After the Shipping Boom, Now the Doom? How can we Deal with the Challenges Ahead? (*Mark Szakonyi, Executive Editor, JOC, S&P Global Market Intelligence, Peter Sand, Chief Analyst, Xeneta*)

16:30 – 17:00 How Data is Driving Multi-Million Dollar Profits in Shipping (*Erik Devetak, CPO, Xeneta*)

17:00 – 18:00 Brain Dates, Networking & Xeneta Help Desks

Customer Appreciation Event

Venue: Penthouse Elb-Panorama | Bernhard-Nocht-Straße 113, 20359 Hamburg, Germany

19:30 – 23:00 Dinner

Day 2: Thu, 10 Nov 2022

Venue: Ehemaliges Hauptzollamt | Alter Wandrahm 19-20, 20457 Hamburg



DAY 2 | Nov 10, 2022

Xeneta in Action

9:00 am - 10:30 am CET

- Panel Discussions
- Xeneta Expert Help Desks

10:30 am - 1:00 pm CET

- Shipper/BCO Specialized Track
- Logistics Service Provider Specialized Track
- Xeneta Partner Workshop
- Xeneta Expert Help Desks

1:00 pm - 3:30 pm CET

- Lunch
- Keynote Presentations
- Xeneta Expert Help Desks

Venue: Ehemaliges Hauptzollamt | Alter Wandrahm
19-20, 20457 Hamburg

Plenary sessions

8:30 – 9:00 Breakfast & Xeneta Help Desks



9:00 – 9:45 Panel: Freight 2030 – The Relationship Between Ocean Carriers and Shippers (*Patrik Berglund, CEO, Xeneta, Helge Remmers, Sourcing Manager Air&Ocean, Covestro, Marlene Avellan, Global Category Manager Supply Chain Logistics, Philip Morris International, Martijn Smeets, Regional Air Pricing Manager Europe, CEVA Logistics, Alan Murphy, CEO & Partner, Sea-Intelligence*)

9:45 – 10:30 Brain Dates, Networking & Xeneta Help Desks

*****Agenda continues below with more plenary sessions. *****

Shipper Track

10:30 – 12:00 2023 Ocean Freight Outlook – What Has Changed for Shippers? (*Michael Braun, VP Customer Solutions, Xeneta*)

12:00 – 13:00 Approaching Cost and Price Adjustments today and in the Future (*Michael Braun, VP, Customer Solutions, Xeneta, Emily Stausbøll, Market Analyst, Xeneta, Wenwen Zhang, Air Freight Shipping Analyst, Xeneta*)

*****Agenda continues below with more plenary sessions. *****

Logistics Service Provider Track

10:30 – 11:00 The Future of Freight Forwarding Amidst the Green Agenda (*Peter Sand, Chief Analyst, Xeneta, Richard Fattal, Co-Founder, Zencargo*)

11:00 – 11:30 How to Simultaneously Maintain Your Margins and Grow your Customer Base (*Scott Irvine, Vice President of Freight Forwarding Development, Xeneta, Stanley Aizenstark, VP XSI-C, Indices & Markets, Xeneta*)



11:30 – 13:00 Panel: The Journey Towards Data-Driven Logistics (*Fernando Pazmino, Principal Customer Success, Xeneta, Christian Sorensen, Managing Director EMEA, Winmore, Marc Moss, GM Global Head Business Development, Nippon Express, Harm Wessels, Managing Director, Magaya*)

*****Agenda continues below with more plenary sessions. *****

Xeneta Partner Workshop

10:00 – 11:45 Workshop 1

11:45 – 12:00 Break

12:00 – 13:00 Workshop 2

*****Agenda continues below with more plenary sessions. *****

Plenary sessions

13:00 – 14:00 Lunch

14:00 – 14:55 Predicting Air Freight Market Trends for 2023 & Beyond (*Wenwen Zhang, Air Freight Shipping Analyst, Xeneta, Niall van de Wouw, Chief Air Freight Officer, Xeneta*)

15:55 – 15:30 Networking & Xeneta Help Desks



15:30 END