

Xeneta Product Roadmap 2020



Erik Devetak

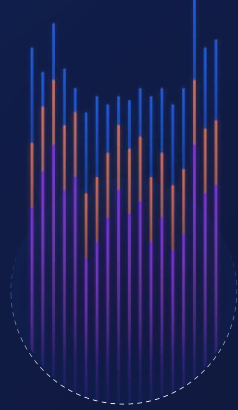
Chief Product Officer



Data



Indexing



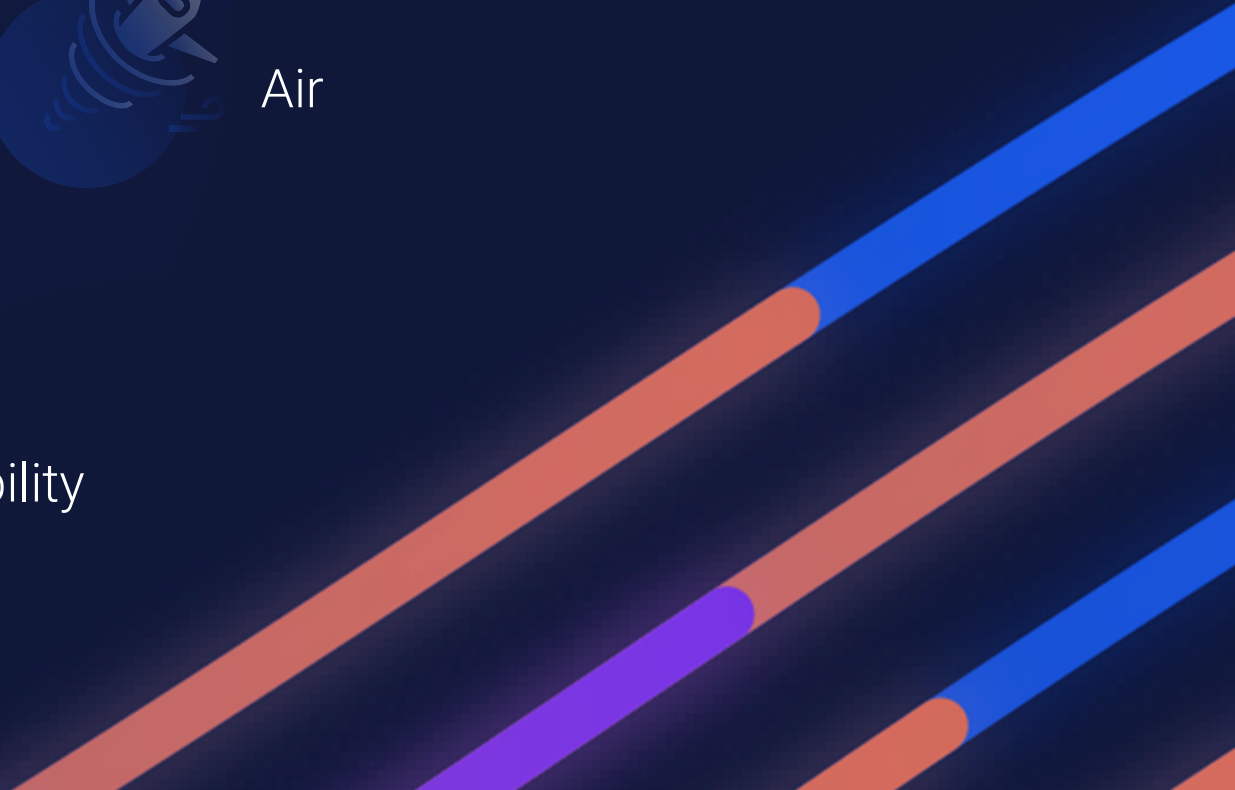
Air



Partnerships



Usability





Data: Xeneta is Data



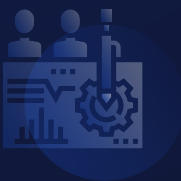
Data before everything



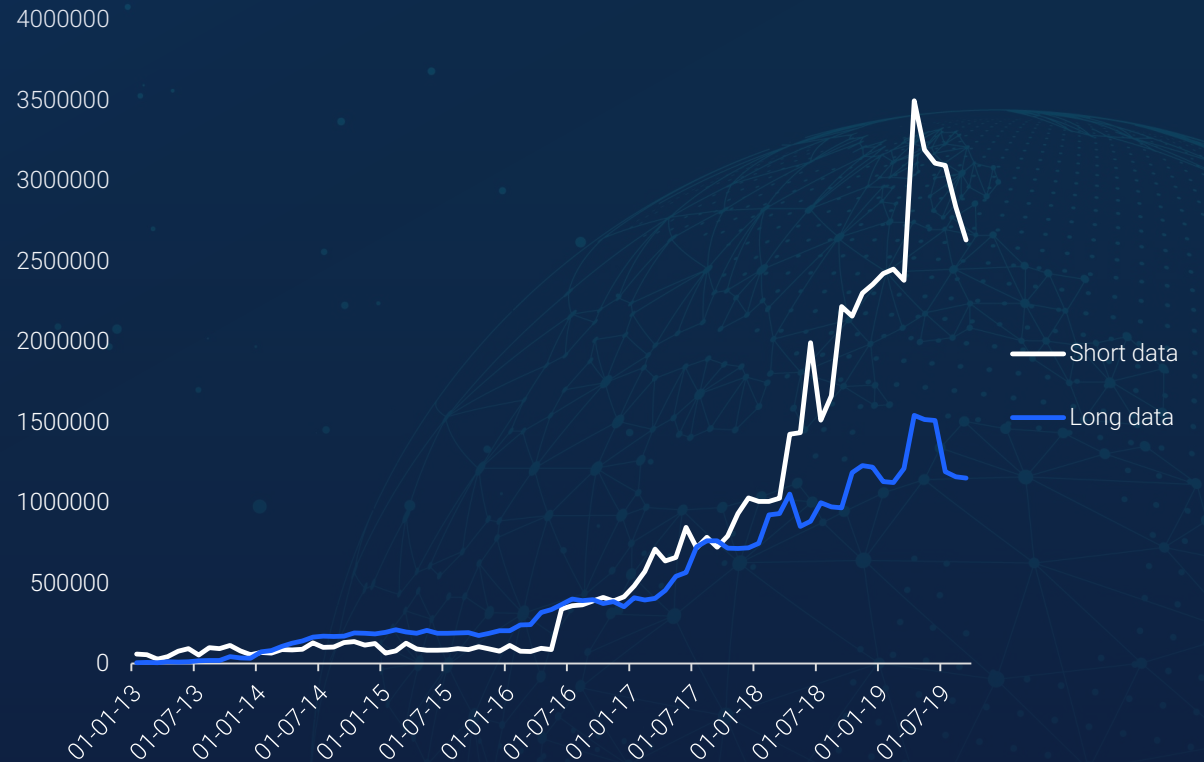
More data: our biggest customer request



2020 Goal - 10 million data points collected each month



2020 Goal - Always have 1.2 million valid long term contracts



Valid Data Points

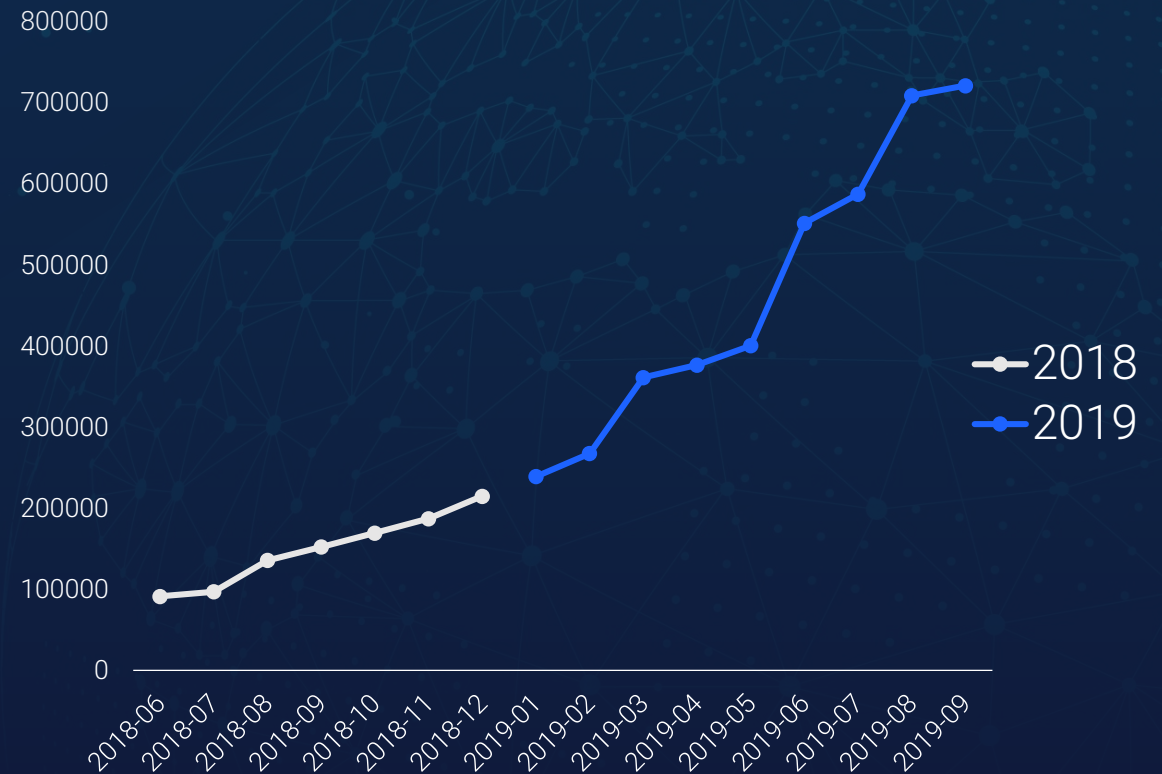
Air data taking off

2019

Collect 1 million data points

2020

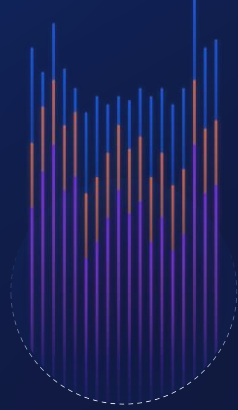
Collect 3 million data points



Data



Indexing



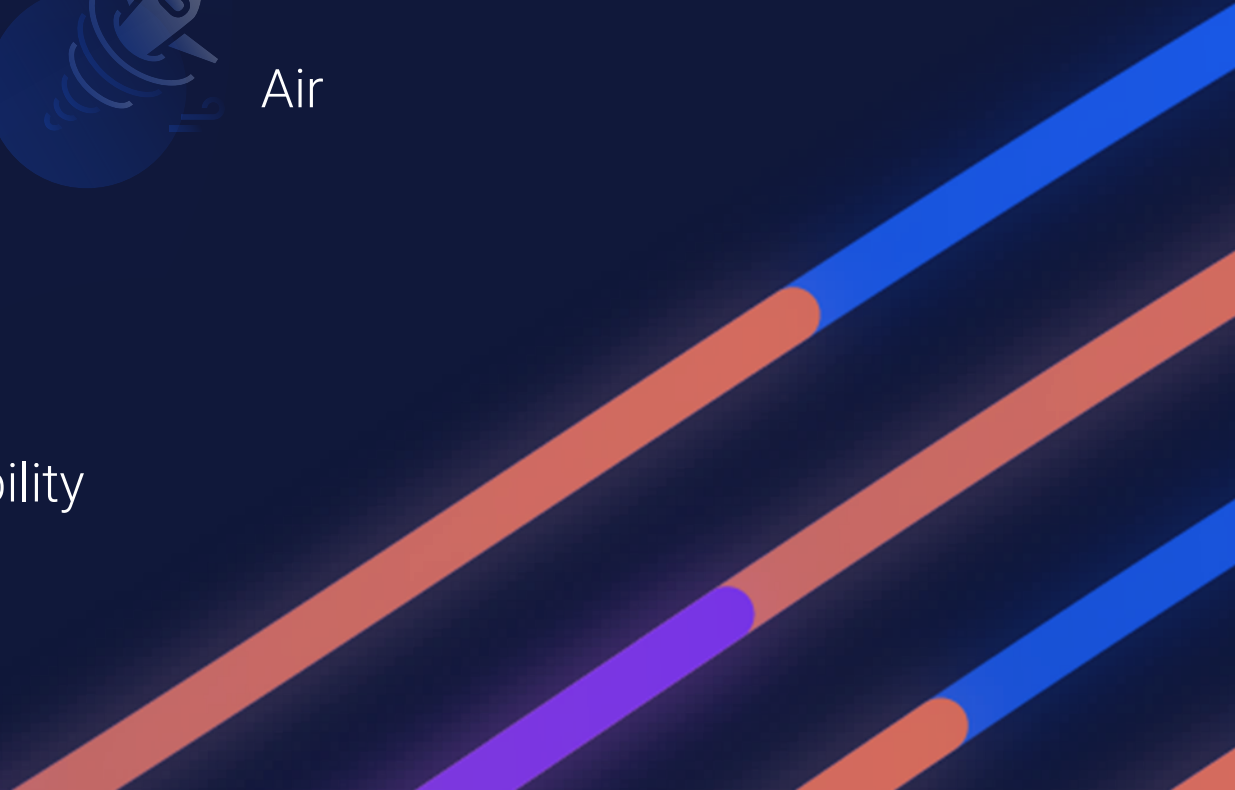
Air



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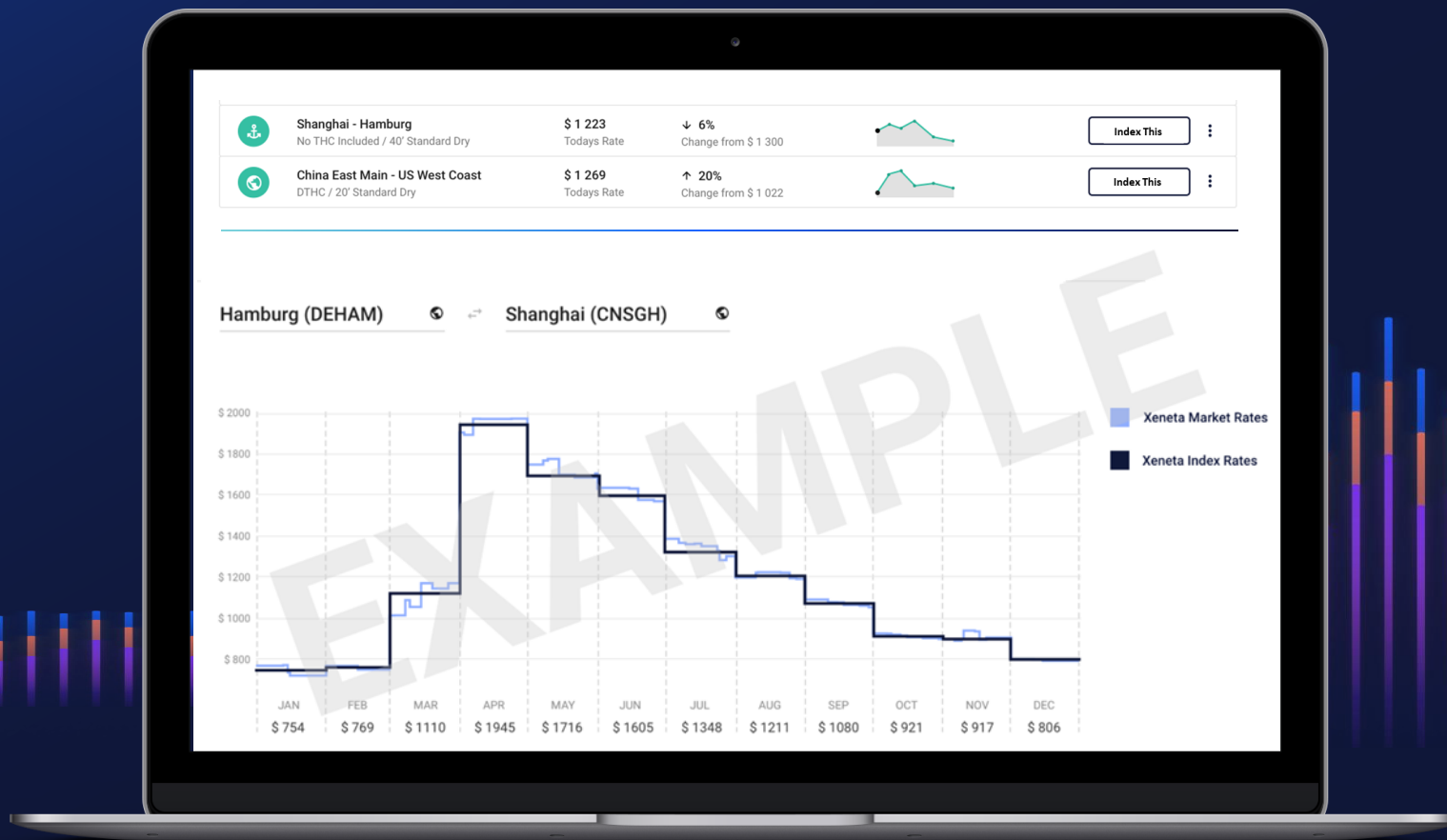


Indexing: Build a Product





From a POC...



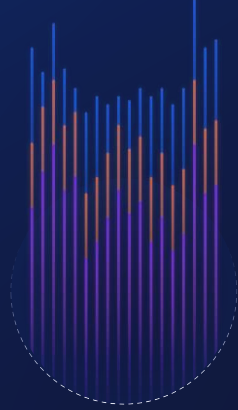
...to a Product

Build a wizard that will help our customers design their own indexes

Data



Indexing



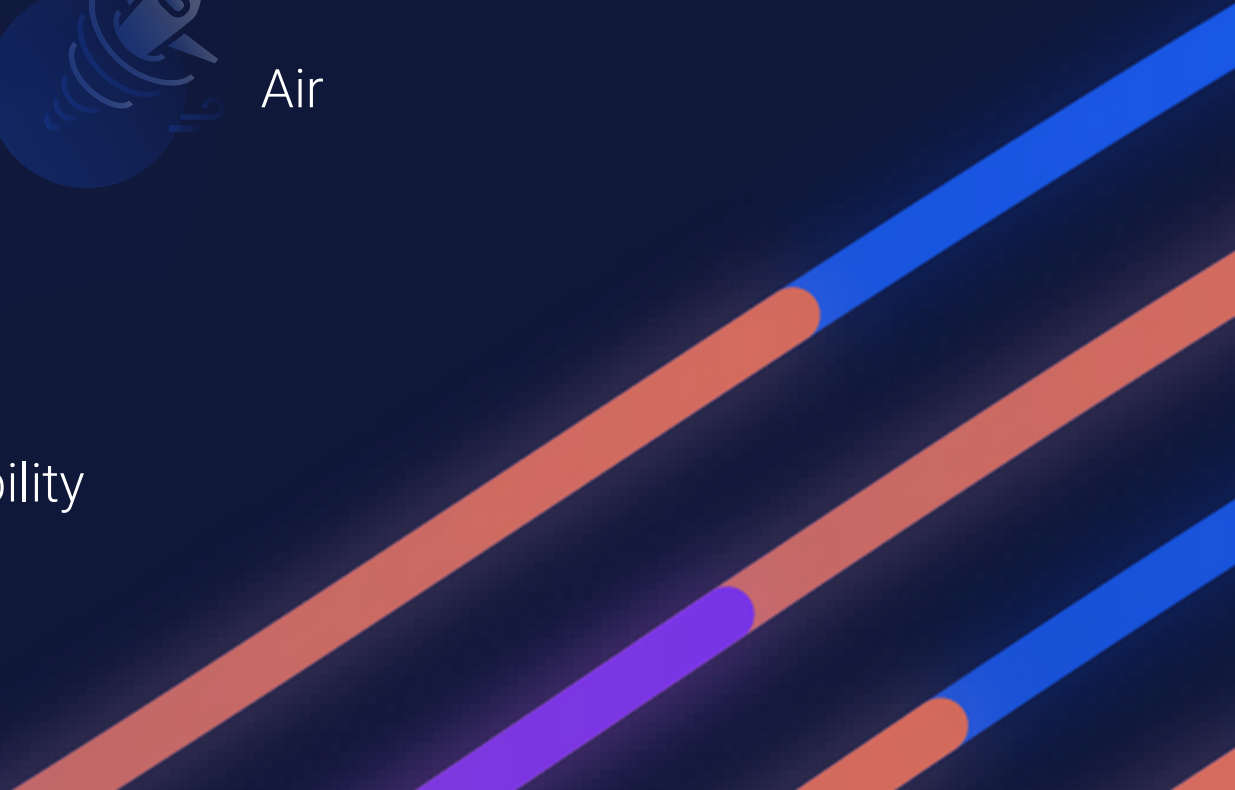
Air



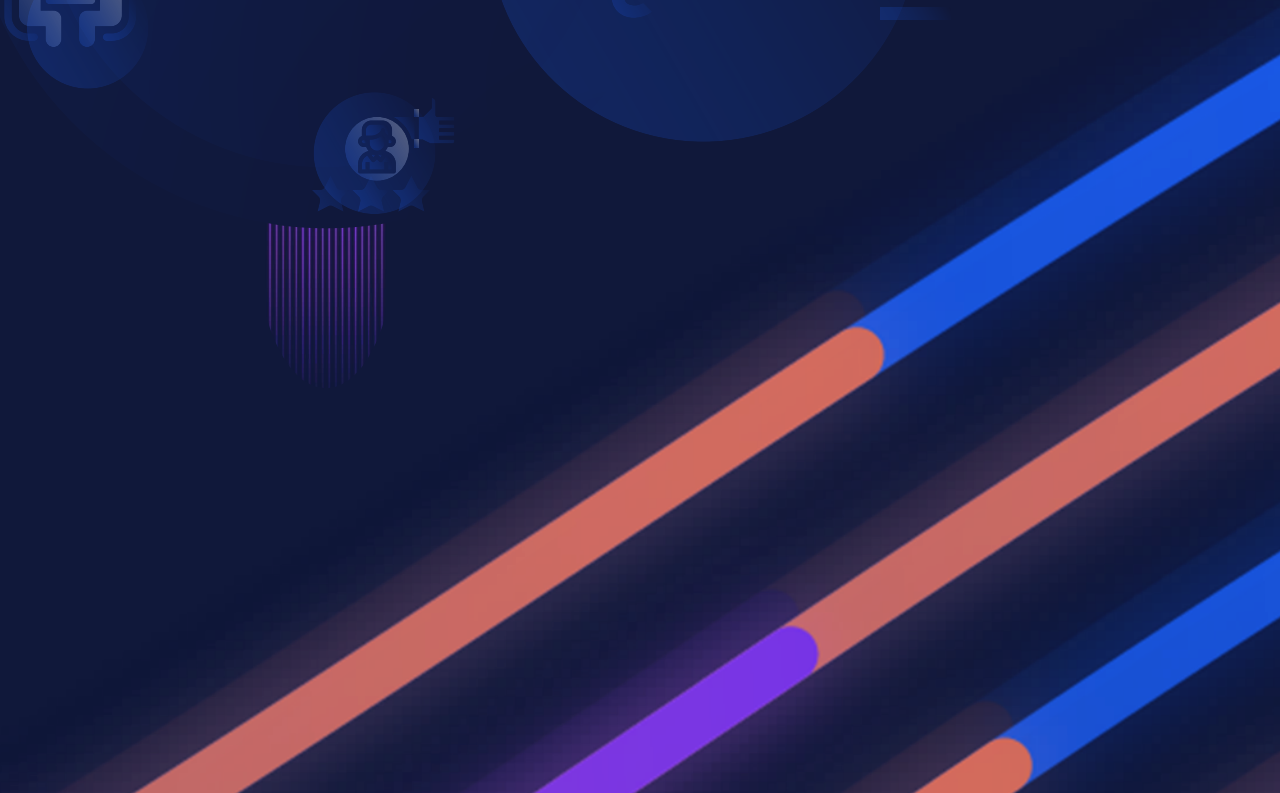
Partnerships



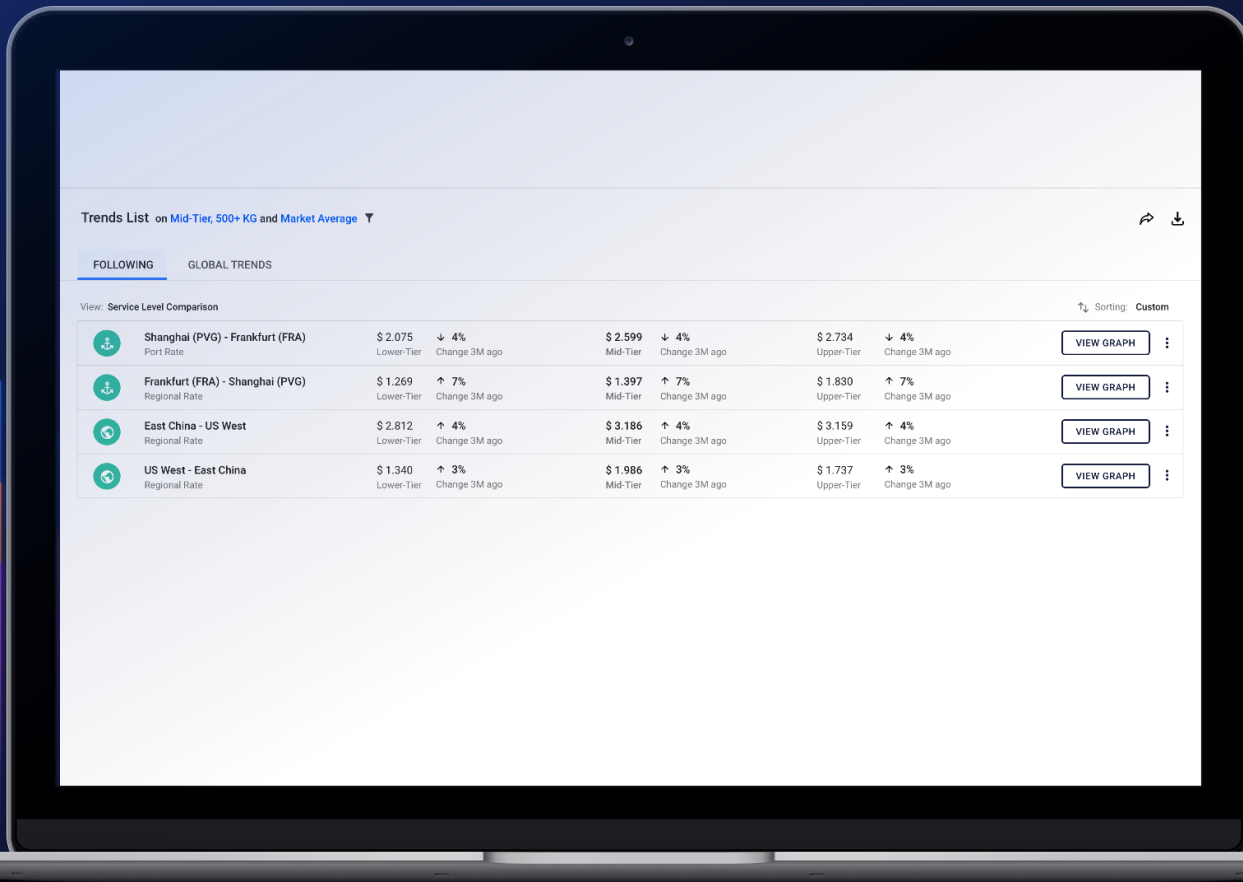
Usability



Air:
Reach New
Heights

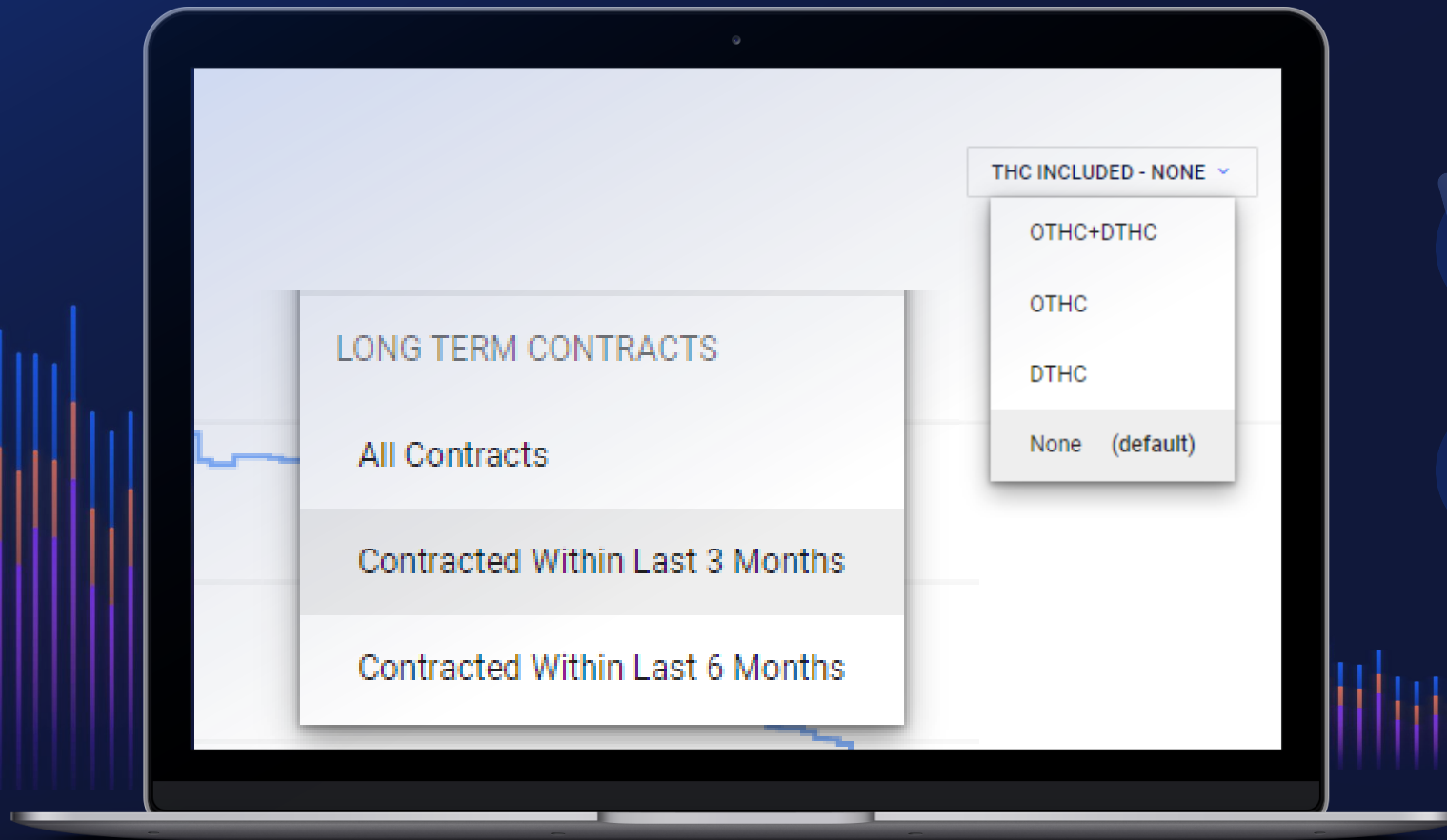


New data comparisons



Compare different service levels

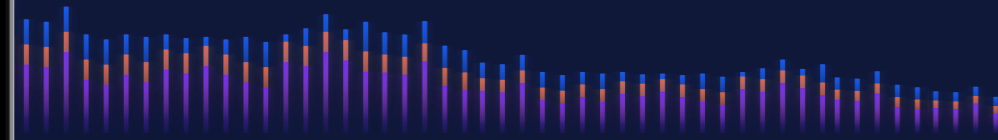
More choices and more precision



Inclusive/Exclusive
Handling charges
methodologies



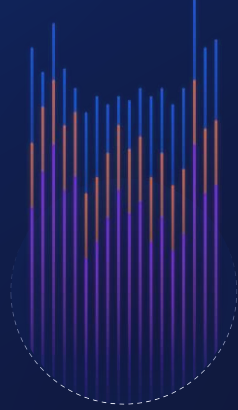
Contracted within
options



Data



Indexing



Air



Partnerships



Usability

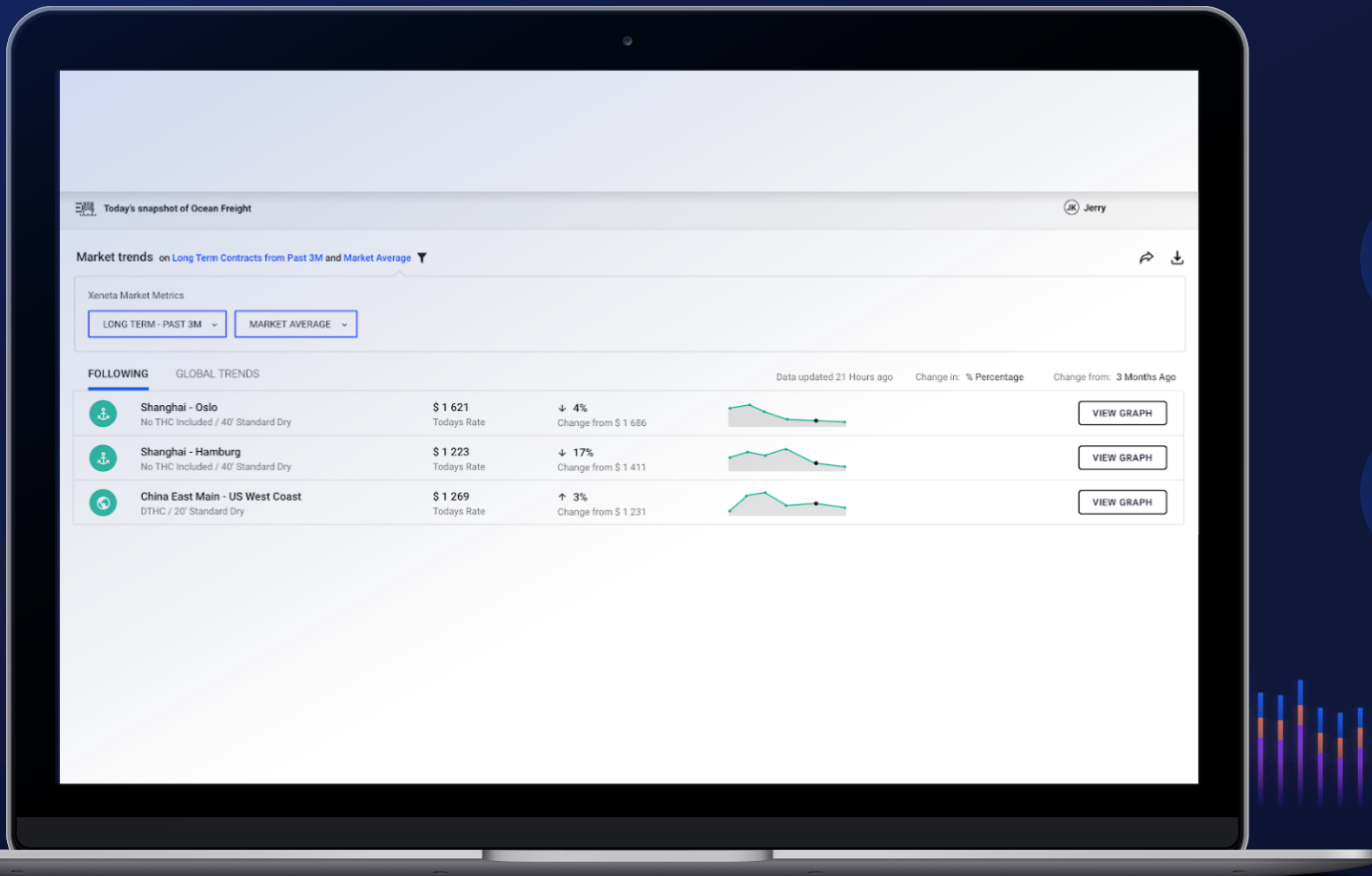




Usability: Unlock Your Potential



Monitor the market trends



Monitor the movements of the last month, quarter, year or more



Xeneta suggests best rate to follow

See your own methodology

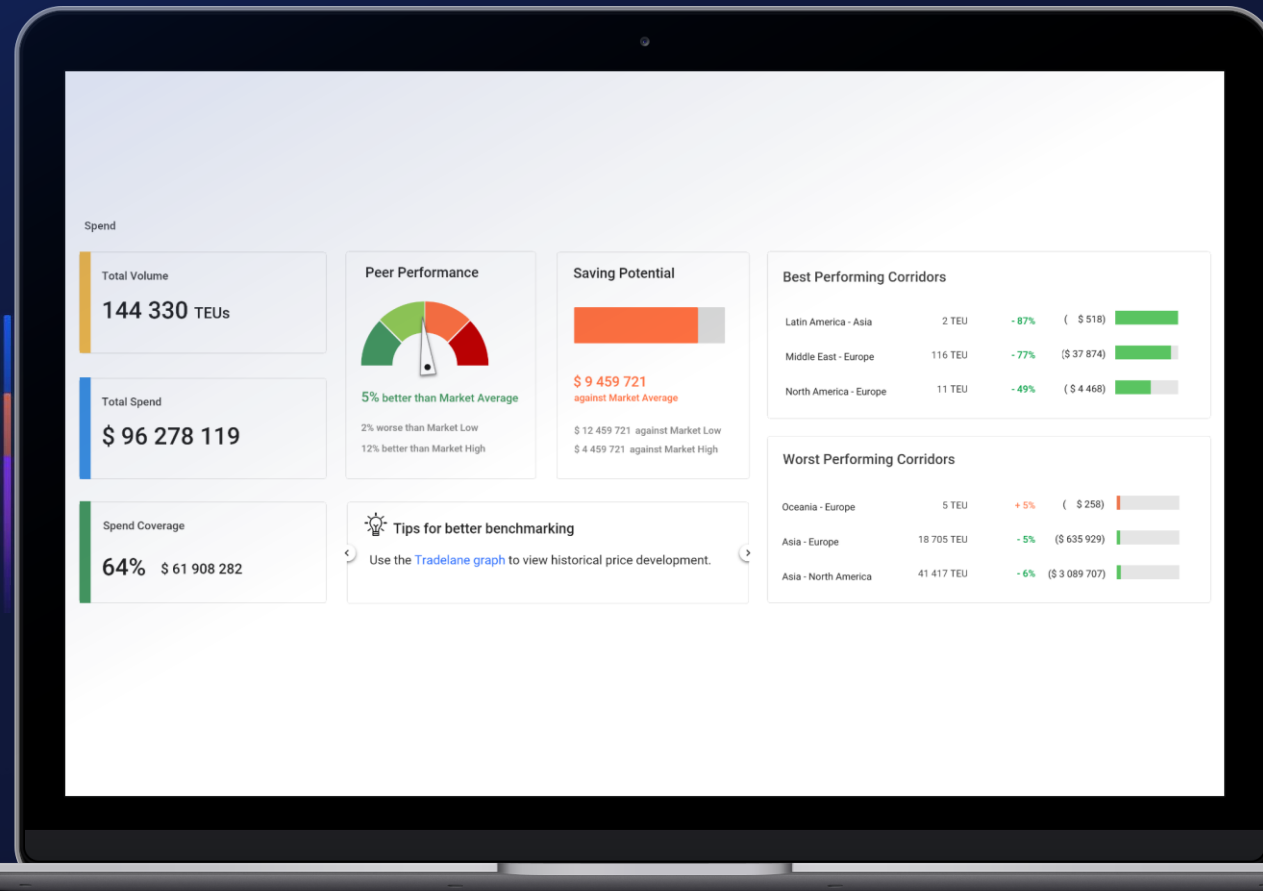
FF	Contract	THC	Current Price	Market Price	Change	Current Total
FF 12	40' Standard Dry	OTHC	\$ 973	\$ 429	+ 79%	\$ 544
FF 05	40' High Cube	NONE	\$ 1 871	\$ 395	+ 27%	\$ 1 476
FF 12	40' High Cube	OTHC	\$ 969	\$ 371	+ 62%	\$ 598
FF 12	20' Standard Dry	OTHC	\$ 885	\$ 364	+ 70%	\$ 521

Ability to select own THC methodology

Market	Value
Market Low	\$ 841 053
Market Average	\$ 267 340
Market High	-

Always available throughout whole product

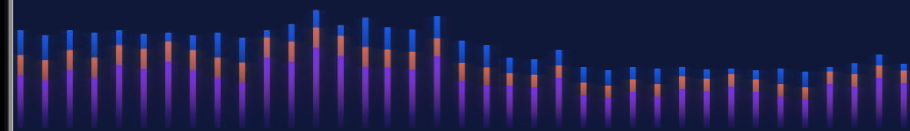
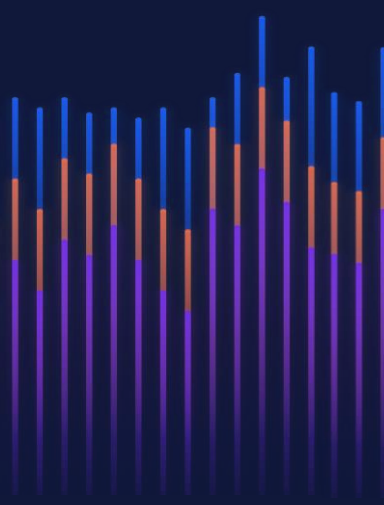
How well am I performing?



APIs and integrations



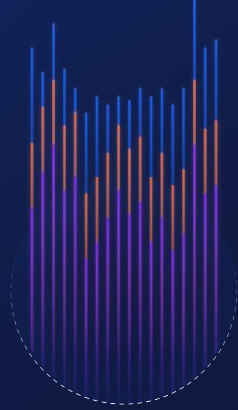
Integrate Xeneta in your day to day working tools



Data



Indexing



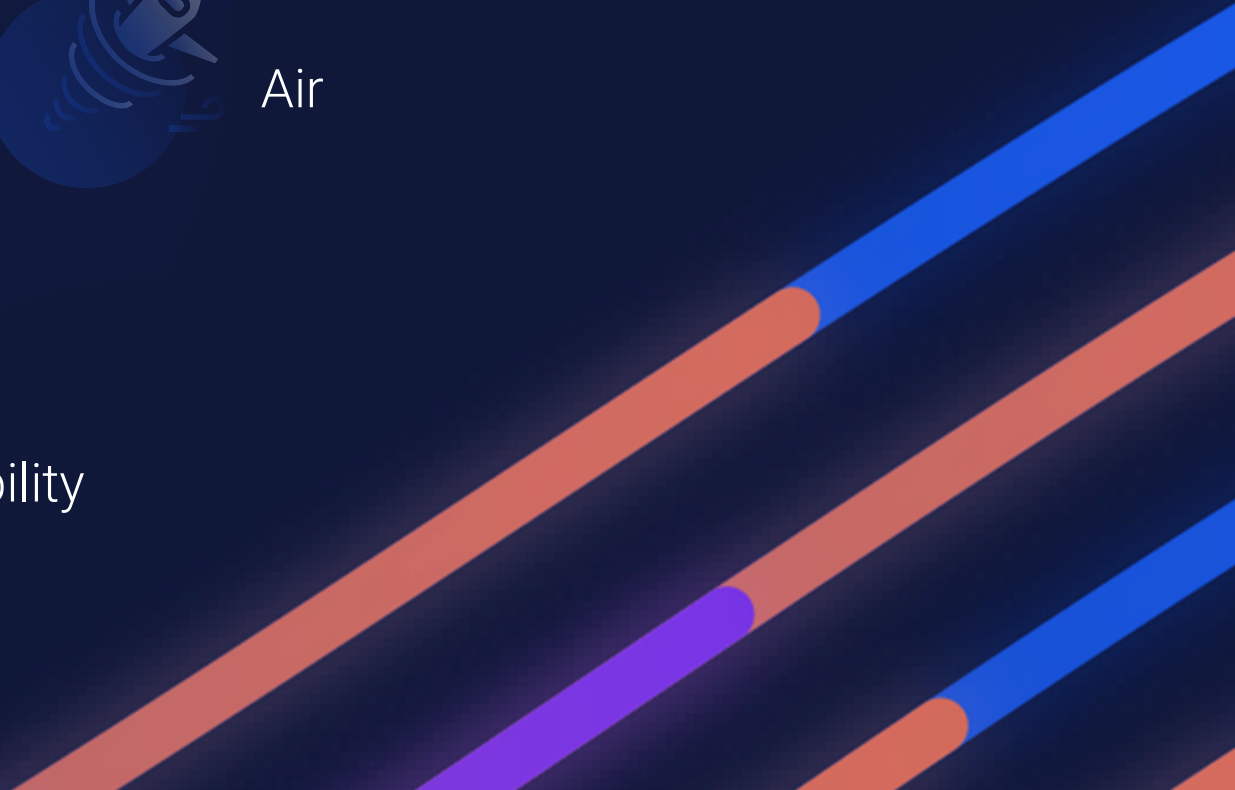
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Partnerships



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Partnerships: Expanding the Reach



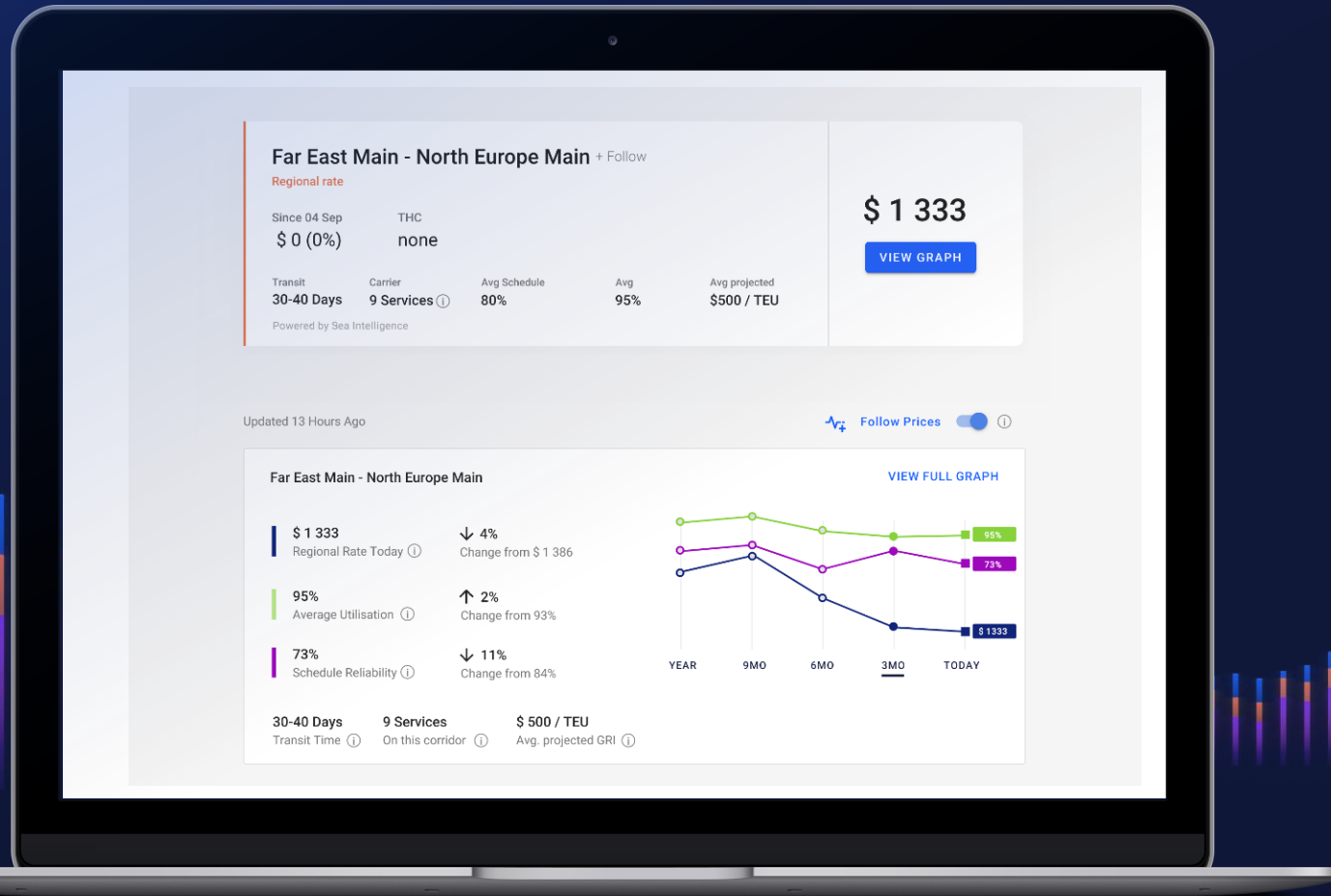
New partnerships? A new way of seeing Xeneta



Currently:
Catapult

Announced today:
Portrix

Coming soon:
TenderEasy
Others...



New Partnerships? New Data

Currently working on partnership with SeaIntelligence for schedules and reliabilities

An Exciting Time to Be
a Xeneta Customer



Thank you!



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