

**XENETA**

Xeneta Product Development  
March 2018

# Data Growth and Quality



1.4+ million June  
3+ million July  
3+ million August



200%+ yoy growth  
25% + qoq growth



Focus on increased  
short sea coverage



Increased  
coverage of exotic  
ports

- Tightened data quality algorithms 2 times in the last 6 months
- Improved regional aggregations: changes to Med structure coming up immediately
- Removing aggregation level on very high level regions: Northern Europe all ports, Far East all ports

# Support and Documentation

Extended our FAQ and documentation  
We now have 80+ (added 40 articles in last 3 months)

Built an onboarding structure for all our customers

The screenshot shows the XENETA dashboard with a modal window open. The modal has the XENETA logo at the top, followed by three icons representing data analysis, a graph, and a document. Below the icons, it says "Welcome!" and "We'd like to show you around a bit to help you get started". It then asks the user to "Please click the NEXT button to continue". A blue "NEXT" button is located at the bottom right of the modal. The background dashboard shows a "Spend Comparison" table and "Saving Potentials" table.

Spend Comparison	
My Covered Spend	\$ 7 825 647
Market Low Spend	\$ 4 994 565
Market Average Spend	\$ 6 382 477

Saving Potentials	
Market Low	\$ 2 857 067
Market Average	\$ 1 655 006
Market High	\$ 710 330

The screenshot shows the XENETA dashboard with a "My Bookmarks" list on the left and a modal window open. The modal shows two icons: a download icon and a bookmark icon. An orange arrow points to the bookmark icon, with the text "Bookmark Icon" below it. Below the icons, it says "Bookmarks can be created for several different graphs and reports". A blue "NEXT" button is located at the bottom right of the modal. The background dashboard shows a list of bookmarks.

My Bookmarks	
Name	
	Shanghai to Rotterdam Graph
	Trade Lane   benchmarks tank
	Trade Lane   trends
	Trade Lane
	test
	Trade Lane
	Trade Lane

# Feeder Rates

Launched Feeder rates for Europe and Asia

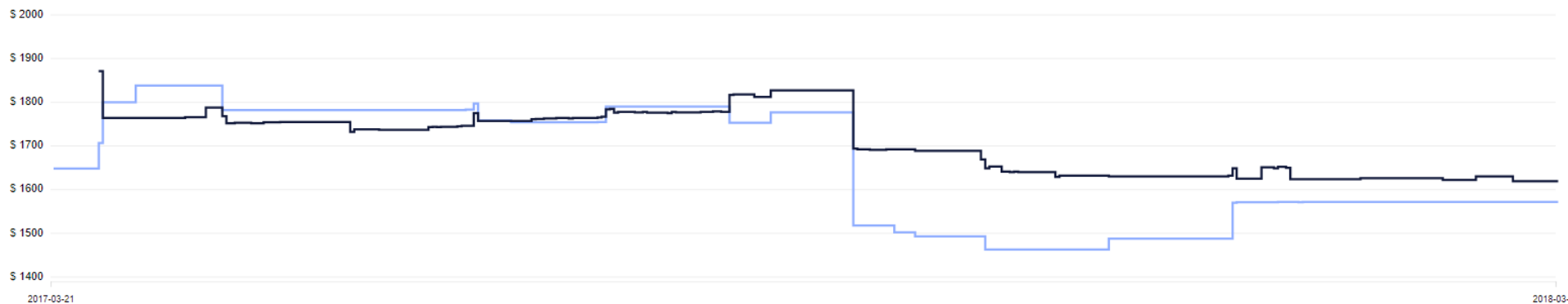
Approximately 18k feeder rates available on the system

Expanding to North America, Mediterranean, ...

Shanghai (CNSGH) — Copenhagen (København) ...

BENCHMARKS TRENDS

2017-03-21 → 2018-03-21 SUPPLIER 40' STANDARD DRY LONG TERM - 3 MONTHS THC INCLUDED - NONE



Market rates  
50 + contracts

54 datapoints

- Market Average
- Market Low
- Market High
- Feeders-Based Estimate

2017-03-21 Apr 17 Jul 17 Oct 17 Jan 18 2018-03-21

# Reefer and tank rates

40' REEFER HC 

Market Metrics:

LONG TERM - ALL ▾

MARKET AVERAGE ▾

Origin - Destination	Change from a Week Ago	Today's Rate
Northern Europe - Far East	↓ \$ 6 (0.23 %)	\$ 2 548
Mediterranean - Far East	↓ \$ 1 (0.03 %)	\$ 3 155
North America West Coast - Far East	\$ 0 (0 %)	\$ 2 930
North America East Coast - Far East	\$ 0 (0 %)	\$ 3 266
Far East - Mediterranean	\$ 0 (0 %)	\$ 2 181
North America East Coast - Mediterranean	↓ \$ 1 (0.03 %)	\$ 3 649
South East Asia - Mediterranean	\$ 0 (0 %)	\$ 2 630
Northern Europe - North America East Coast	↓ \$ 6 (0.18 %)	\$ 3 317
Mediterranean - North America East Coast	\$ 0 (0 %)	\$ 3 438
South East Asia - North America East Coast	\$ 0 (0 %)	\$ 4 024
Northern Europe - North America West Coast	↓ \$ 14 (0.36 %)	\$ 3 826
South East Asia - North America West Coast	\$ 0 (0 %)	\$ 2 016
South East Asia - Northern Europe	\$ 0 (0 %)	\$ 1 908
Far East - Northern Europe	\$ 0 (0 %)	\$ 1 920
North America East Coast - Northern Europe	\$ 0 (0 %)	\$ 3 539

Significant and extensive coverage on 40RF long contracts

Limited and expanding coverage on reefer spot and tank market

# Historical and Performance Reporting

Choose date for export of price information

Automatic monthly market report for spent analytics

Enhanced customization (THC methodology)

Enhanced visualizations

**Price Explore**

ORIGIN

Origin - Destination

- Kaohsiung - Long Beach, CA
- Nagoya, Aichi - Shanghai
- Nagoya, Aichi - Shanghai
- Kaohsiung - Long Beach, CA
- Nagoya, Aichi - Shanghai
- Livorno - Shanghai
- Livorno - Shanghai
- Hamburg - Norfolk, VA
- Venezia - Brisbane

**Choose Report Date**

2017-02-12

February 2017      March 2017

Mo	Tu	We	Th	Fr	Sa	Su
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28					

Mo	Tu	We	Th	Fr	Sa	Su
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

Note: If a report is generated for any day other than today's date, it may take additional time to become available. We will notify you as soon as it's ready.

CANCEL      GENERATE

Export Data to Excel

Save Page as PDF

SHORT TERM - MARKET HIGH -

China Shipping Container Lines      40' High Cube      OTHC      \$ 2 417      \$ 749

Help

# Carrier Spread and Lane Analysis

First prototype for comparing your prices to a specific carrier

First design of more detailed lane graphing

# Airfreight

Currently building Xeneta Air

Built a data model and designed UI

Started importing data and verifying data model

**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
<b>\$ 1,47</b>	↑ \$ 0,12 (2,11 %)	100+	ALL IN

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

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

**Total Suppliers** 19 [SEE PRICE OVERVIEW](#)

Market Trends [SEE ALL FOLLOWED](#)

**Frankfurt - Hong Kong**  
Short Term / Express / 100+ kg /

↑ 18,23 % (\$ 0,25) \$ 2,18 [VIEW GRAPH](#)

**Nort Europe Main - China East Main**  
Tender Market / Normal / 1000+ kg /

↓ 7,99 % (\$ 0,32) \$ 1,82 [VIEW GRAPH](#)



## Roadmap



- Revised Mediterranean Structure
- Historical Price Reporting
- More Feeder Regions Supported

- Performance Reporting
- Xeneta Air
- Supplier Spread v1

- Supplier Spread v2
- Lane Analysis