

**XENETA**

# Xeneta Product Development

## June 2018

# Data Growth and Quality



1.4+ million June 2017  
5+ million June 2018



120%+ yoy growth  
27%+ qoq growth



Focus on increased  
short sea coverage



Focus on US rail  
ramps

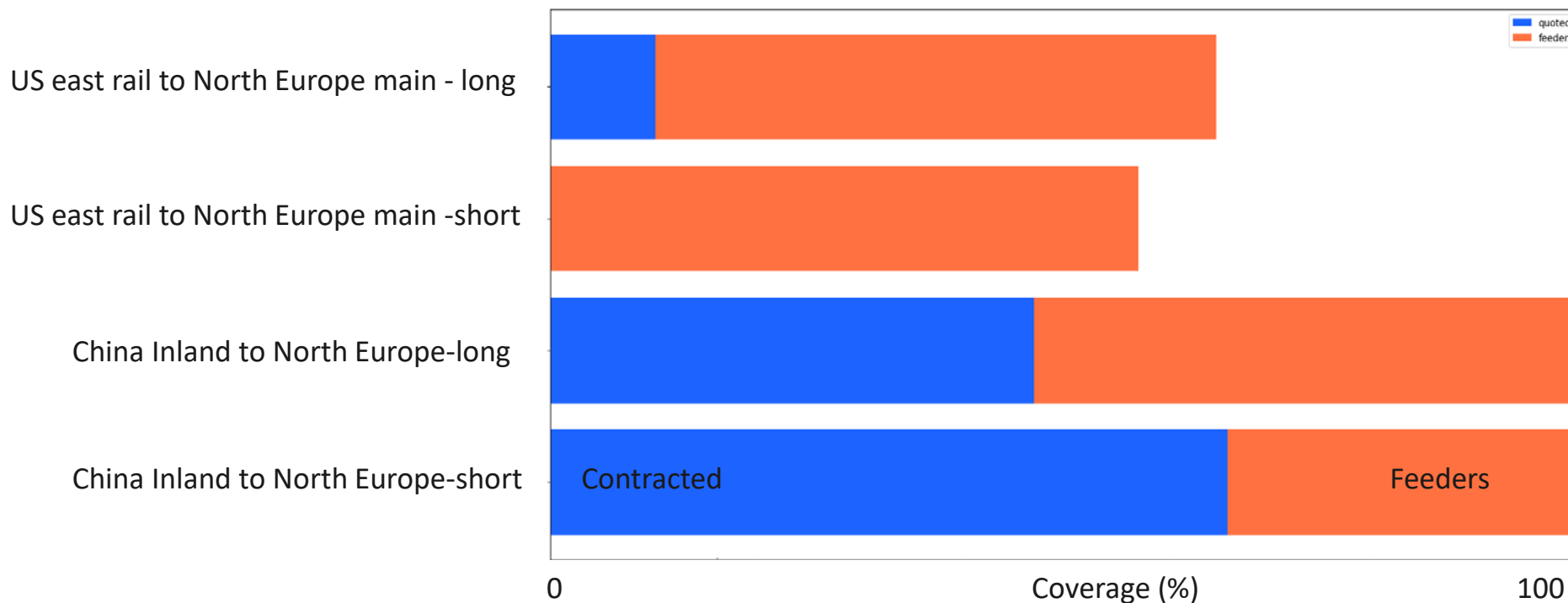
- Improved regional aggregations: changes to Med structure.
- Removed aggregation capacity very high level regions: Northern Europe all ports, Far East all ports, Sout East Asia all ports.
- Currently analysing geographical structures of North and South America. Planning to subdivide regions in main a sub ports.

# Feeder Rates

Extended Feeder rates to North America, Mediterranean, South East Asia

Approx. 200k feeders available  
Many areas with 100% coverage

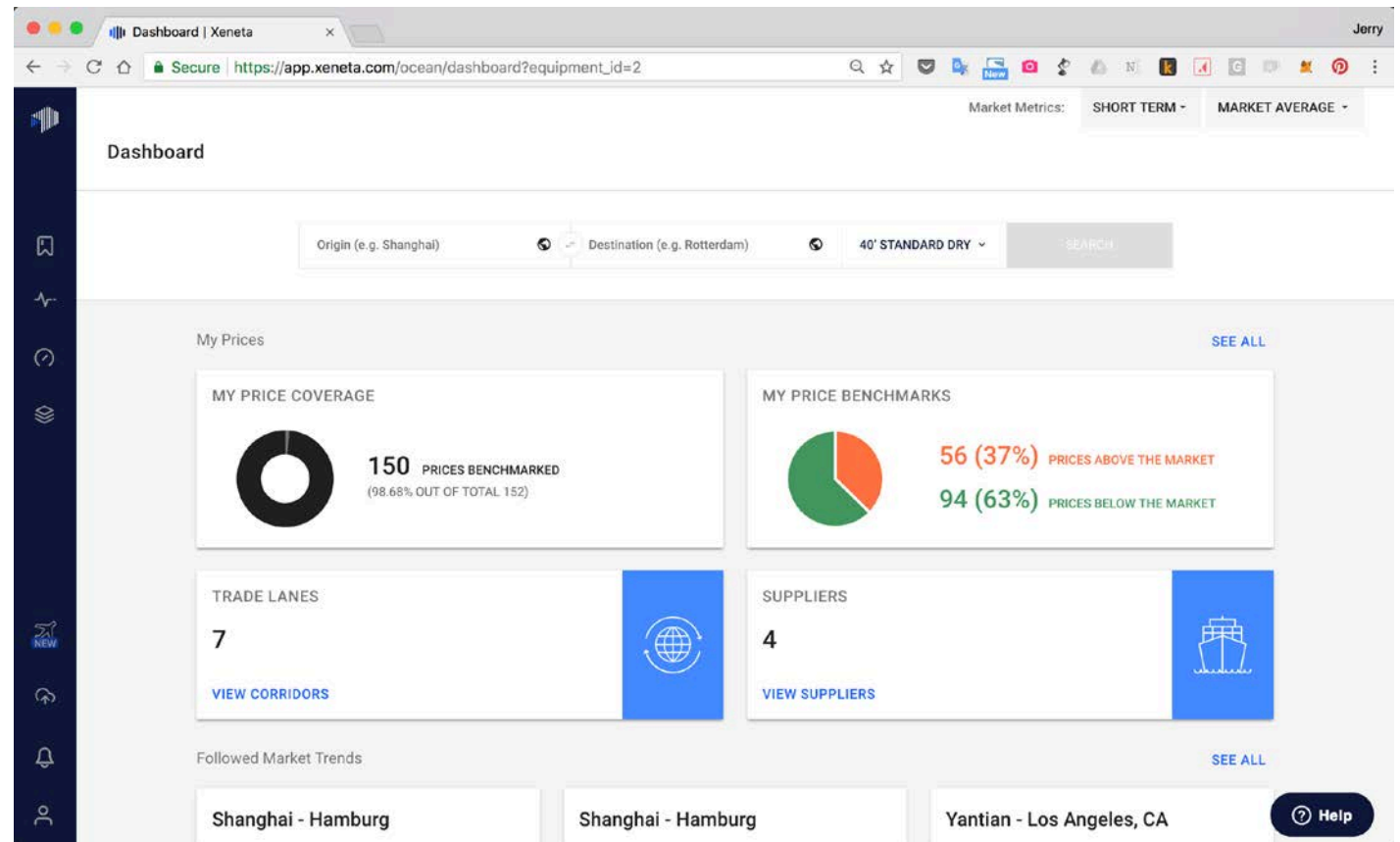
Next steps:  
Display quality of feeder rates  
Use feeders in the whole app



## Price Overview

High level overview of prices vs the market

Can delve into the details and group prices by corridor, carrier,...



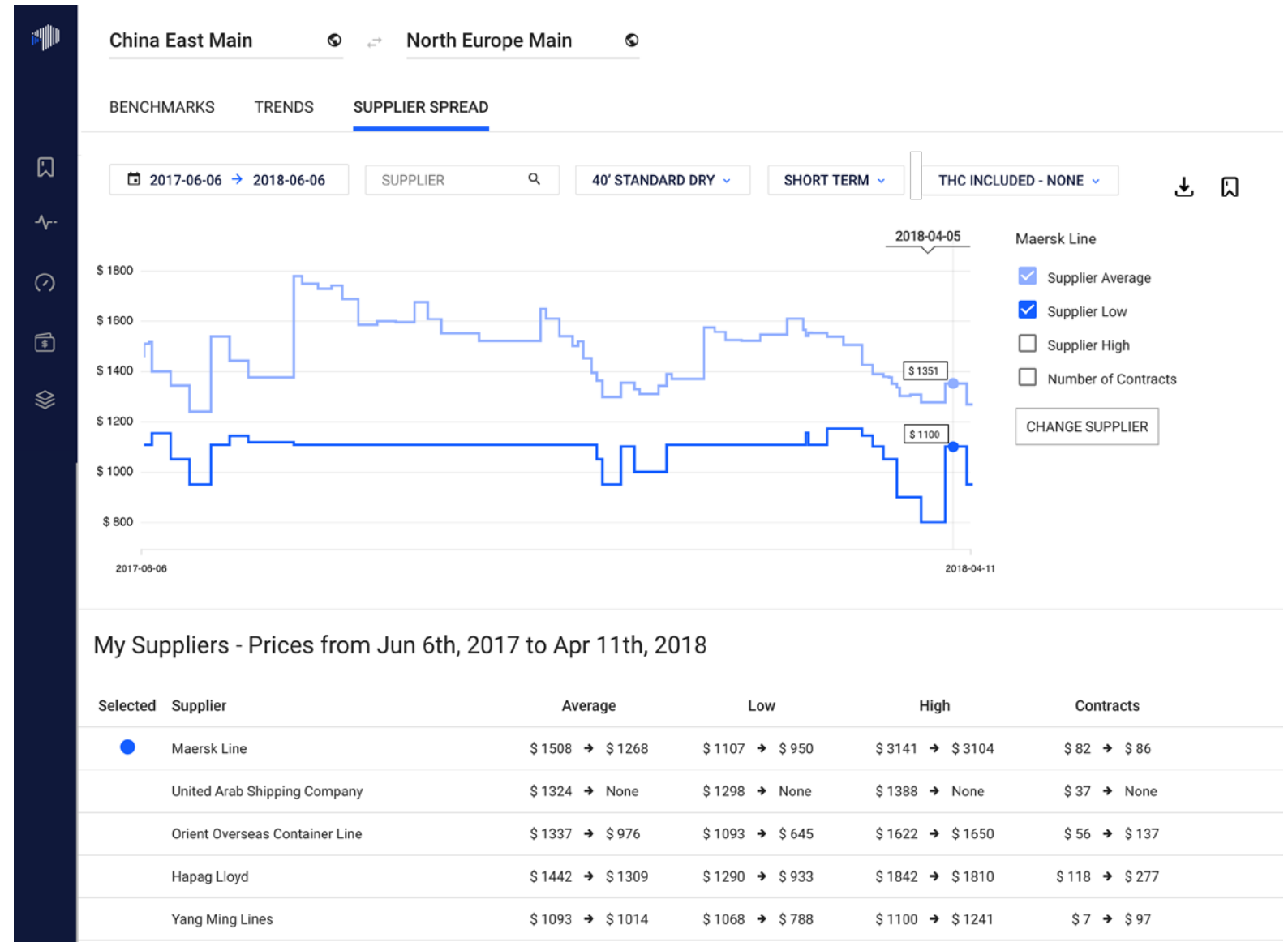
## Carrier Spread

Available to existing customers early July 2018

Full launch end of July 2018

Coverage of 10+ carriers  
Coverage of 40+ corridors

Upgrades:  
Compare carriers in graph q4  
Compare prices in graph q4



# Air Freight

Finished data model

Finished v1 of the user interface

Air freight beta available to our data providing customers end of July 2018

The screenshot shows the XENETA Air Freight dashboard. At the top right, there is a 'MARKET AVERAGE' dropdown menu. Below it, a navigation bar contains filters for 'Frankfurt' and 'Dubai' (each with a globe icon), '100+ kg', 'Short Term', and 'Normal Time', followed by a blue 'SHOW PRICE' button. The main content area features a 'Frankfurt - Dubai' section with a price of \$1,47, an increase of \$0,12 (2,11%) from last week, 100+ datapoints, and 'ALL IN' handling charges. Below this are two summary cards: 'Total Airport Pairs' (435) and 'Total Suppliers' (19), both with 'SEE PRICE OVERVIEW' links and blue action buttons. The 'Market Trends' section shows two cards: 'Frankfurt - Hong Kong' (up 18,23% to \$2,18) and 'Nort Europe Main - China East Main' (down 7,99% to \$1,82), each with a 'VIEW GRAPH' link. A vertical sidebar on the left contains icons for home, dashboard, data, trends, air freight, and user profile.

**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](#)

Market	Change	Price
<b>Frankfurt - Hong Kong</b> <small>Short Term / Express / 100+ kg /</small>	↑ 18,23 % (\$ 0,25)	\$ 2,18
<b>Nort Europe Main - China East Main</b> <small>Tender Market / Normal / 1000+ kg /</small>	↓ 7,99 % (\$ 0,32)	\$ 1,82

[VIEW GRAPH](#)

# Historical and Performance Reporting

Release of historic price date has been postponed to Q3 2018

Automatically perform monthly market report for spent analytics Q3 2018

Working towards enhanced customization (THC methodology)

Working towards enhanced visualization

**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

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					

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	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

ay's Rate

- \$ 1 892
- \$ 1 557
- \$ 1 628
- \$ 447
- \$ 1 617
- \$ 447
- \$ 1 408
- \$ 1 397
- \$ 1 049
- \$ 328
- \$ 982
- \$ 1 026
- \$ 952
- \$ 1 026
- \$ 767
- \$ 1 815

China Shipping Container Lines

40' High Cube

OTHC

\$ 2 417

\$ 749

Help

## Roadmap



- Supplier spread v1
- Xeneta air for data providers
- More feeder regions supported

- Performance reporting
- Price reporting
- Lane analysis

- Supplier spread v2
- Feeder data quality



# Xeneta Summit 2018

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Steering the Future of Cargo Procurement

Amsterdam, NL | Oct 10-12, 2018

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