XENETA

—

Solution for Air Freight Shippers

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Understand the why behind market movements with granular data that enables excellence in all market conditions.

XENETA

Gain a granular understanding of your position in the air freight market

Monitor combines up-to-the-minute freight rate data with load factor and capacity data—giving you the accurate market intelligence you need to negotiate with confidence.

Identify how air freight rates are affected by supply and demand. Get instant market insight and become proactive about your air freight buying or selling.

Benchmark

Search for specific region-to-region, region-to-airport, or airport-to-airport pairs to understand how rates are trending and assess your position
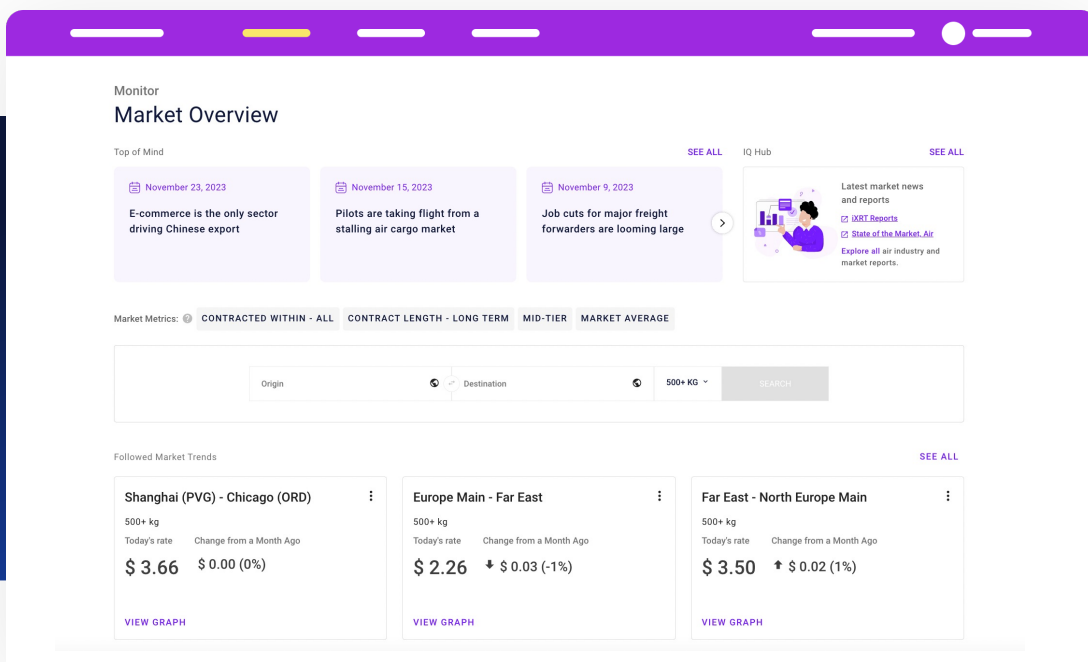
Compare

See how different contract lengths and validities are interacting with each other and consider which type of contract would be most time- and cost-efficient

Understand

Understand and see the influence of different market metrics, such as capacity and load factor, on your rates.

XENETA

Optimize your procurement with the deepest level of air freight data available—anywhere

TRY IT OUT

Tour Air Freight Advanced in this interactive demo

AT A GLANCE

Air Freight Advanced (or Advanced Trends) offers enhanced market intelligence capabilities to Shippers, providing data sourced directly from Airlines.

Updated on a two-week rolling basis, it gives insight into the global air freight market and provides additional data on volume, capacity, load factor and supplier rates.

The data includes but is not limited to:
- Metrics: Dynamic load factor, volume load factor, weight load factor, cargo moved by volume and weight
- Rates: spot rate, seasonal rate, avg rate, spot rate for specific weights

VALUE

Understand base-line buy rates vs sell rates

Identify the most cost-effective and efficient shipping routes

Reassess your shipment schedule based on trends

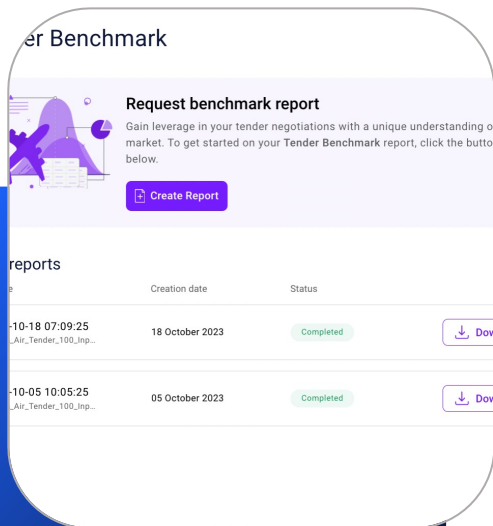Validate your prices and justify your tender strategy

> Our market visibility was very limited — when prices dropped, it would take ages for us to see. We have a lot of trade lanes, and with the transparency we now have from Air Freight Advanced, small improvements add up quickly. We estimate that we saw full ROI in just a few months."
>
> Global Shipper
> **100k+ Tons**

ROI

Customers who use Air Freight Advanced to power their procurement report:

- Up to 50% less time spent on low-value tasks

- 3% additional gross air freight savings annually

- An additional 2-5% rate improvement on their power lanes and up to 10% on their non-core lanes

- Saved 5-10% by agreeing with vendor on a new routing option after studying the demand, supply and cost levels at alternate gateways

www.xeneta.com

XENETA

Automate your tender benchmarking to ensure competitive rates on every lane, in every market

r Benchmark

Request benchmark report

Gain leverage in your tender negotiations with a unique understanding o market. To get started on your **Tender Benchmark** report, click the butto below.

[+ Create Report]

reports

	Creation date	Status	
-10-18 07:09:25 _Air_Tender_100_Inp...	18 October 2023	Completed	⬇ Dov
-10-05 10:05:25 _Air_Tender_100_Inp...	05 October 2023	Completed	⬇ Dov

TRY IT OUT

Tour the Tender Benchmark Tool in this interactive demo

AT A GLANCE

The Tender Benchmark Tool (TBT) provides an automatic price benchmark report for your uploaded lanes.

This report uses Xeneta's vast market rate data to offer you a detailed breakdown of how your supplier rates compare to different market segments across long-term air contracts.

The TBT calculates the granular tender intelligence you need based on:

- Origin & Destination
- Bid rate (optional)
- Rate validity period (optional)

VALUE

See the full scope of the market in just one search

Save time by benchmarking thousands of lanes in less than five minutes

Easily identify and pursue realistic bids, cutting out time wasters

Find the most cost-effective routes and suppliers

ROI

Customers who use Xeneta data to power their tenders reported:

- **Two+ full-time employees** freed up from reporting, manual tendering and monitoring to focus on supply chain optimization

- **$10m saved** in a one-off renegotiation thanks to using Xeneta data to identify gaps

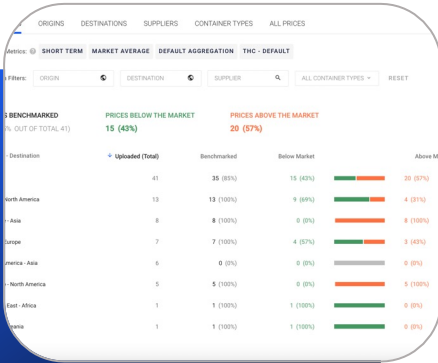- **RFQ round three decision** made solely based on Xeneta data

> "
> The Tender Benchmark Tool is a huge improvement in swiftly getting dynamic rate information for all the lanes in our tender scope and beyond. It significantly simplifies processes like target setting & data validation."

Global Shipper
20k+ Tons

XENETA

Analyze and action the data that defines your true position in the market

Price Benchmarks allows you to benchmark your uploaded rates against the real-time market.

You can assess the full scope of your rates and clearly see where you sit above and below your chosen market segment.

For a deeper understanding, you can filter by specific lanes, contract validities, service levels, and weight brackets, as well as plot on them on the benchmarks graph.

Position

Fully realize your true market position as you visually and financially compare your rates to different market segments and carriers
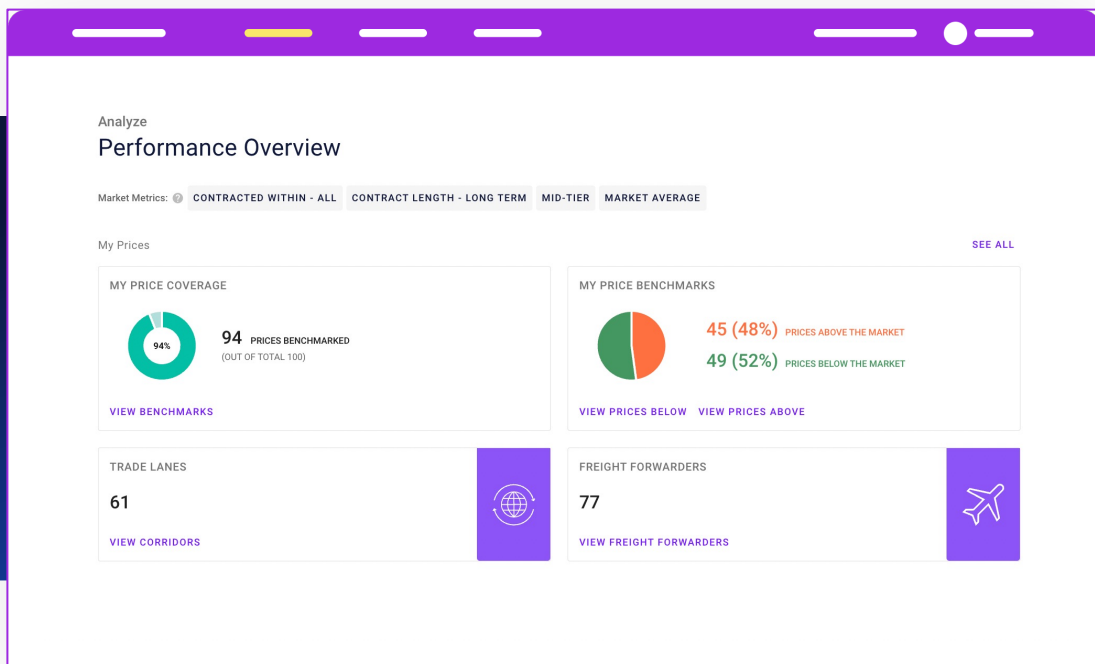
Grow

Understand the full scope of your procurement portfolio and easily identify areas for focus, renegotiation and optimization

Strategize

If your rates aren't where you want them to be, this is vital data to use as you pivot. Share with your core stakeholders and justify your decisions in unbiased, financial terms.

XENETA

In-depth data analysis and air market commentary exclusively for the Xeneta community

Xeneta Air Deep Dive Report
Xeneta customer-exclusive quarterly overview of the major developments in air freight.

Stay up to date on leading ocean & air freight news and market trends with expert commentary and data analytics reports.

Whether diving deep into major market developments, getting a high-level overview or hearing directly from our Analysts and C-team, our reports, webinars and podcast have got you covered.

Xeneta Customers Say:

" We rely on the global freight rate trends reports, Detention & Demurrage, and webinars identifying the opportunities and risks of market changes. They help us to reinforce a core pillar of our business—ensuring our cargo arrives safely and on time to its destination."

All Xeneta Air Reports, Webinars, and Media Assets:

- iXRT Report, bi-weekly

- State of the Air Market webinar, monthly

- Air Deep Dive Report, quarterly

- Air Outlook Report, annually

- Transportation Insights podcast, monthly

- Specialized reports, released based on market changes/disruptions

- Top of Mind analyst commentary, weekly

iXRT
Market News By Xeneta
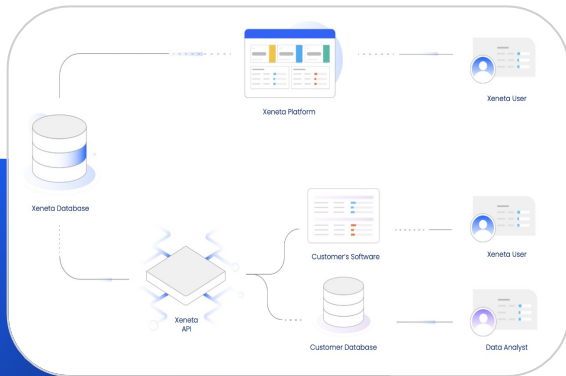November 10, 2023

Read on ⌄

XENETA
2024 OUTLOOK
AIR FREIGHT SHIPPING

XENETA

Bring even more value to your Xeneta bundle

API

Seamlessly integrate 400+ million freight rates and other market data into your business systems to extract market intelligence when, where, and how you need it.

Feed the data into your analytics, tender, finance, quoting or pricing systems to analyze alongside other data sources and create a single source of market truth.

With a quick and easy integration into your own Power BI or Rate Management System (RMS), your team can rapidly pull data and spend more time focusing on the tasks that maintain and grow your competitive edge.

TRY IT OUT

Tour the Xeneta API in this interactive demo

Xeneta Summit

The Xeneta Summit is where leaders from across the shipping world come together to exchange actionable insights, discuss real-world scenarios and debate future predictions of the global freight market.

As a guest, you'll be among the industry's biggest and brightest as we spend two days diving into the ocean & air markets. Unmatched speakers will take the stage and provide the insight you need to build an ironclad freight strategy.