



FREIGHTWAVES®

The #1 Source for Navigating the Freight Markets

Freight Market Trends: From Global to Regional

Henry Byers, Market Expert



"if Bloomberg and ESPN had a baby in the back of a semi-truck, that would be FreightWaves."

-Yahoo

Finance



Our Vision

FreightWaves is a data and content forum that provides market participants with near-time analytics on the state of the freight market and tools that provide actionable outcomes.

FreightWaves is focused on empowering incumbents and emerging firms with information that give them an edge in the market.



FreightWaves Media



The #1 Trafficked Website Dedicated to Freight

#1 in Page Views

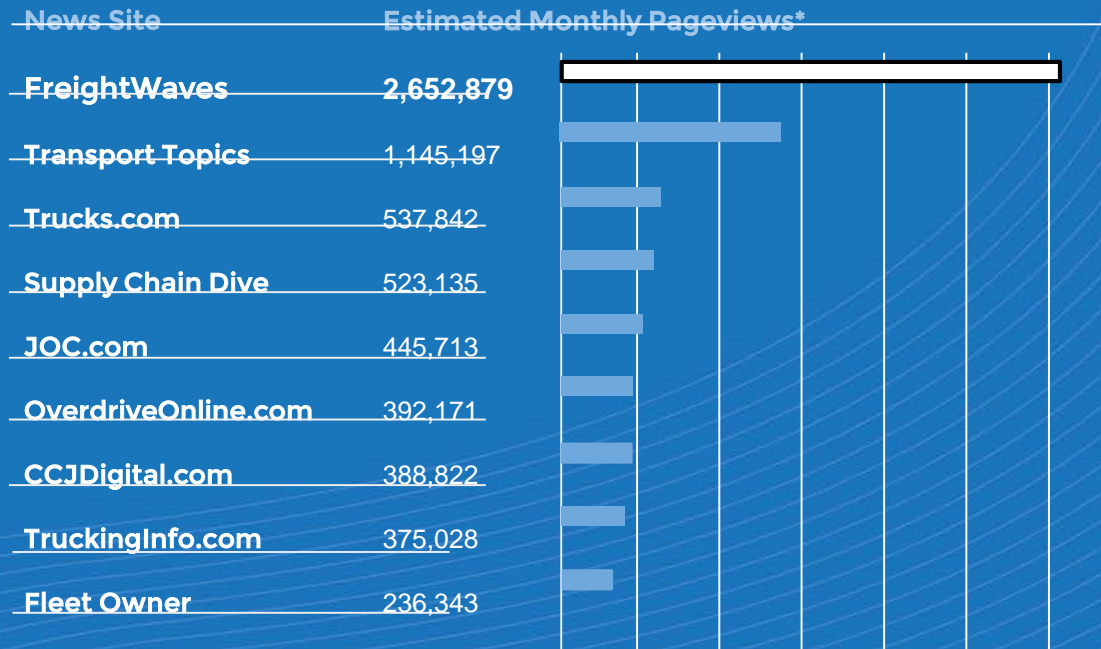
2.6M+ per month

#1 in Unique Visitors

950K+ per month

Reaching Decision Makers

55% of subscribers are Director level and above



**stats from Amazon's Alexa & Google Analytics as of December 1st, 2019*

**Data from Amazon's Alexa PRO Analytics, as of December 1st, 2019*



FreightWaves Media - Product Verticals



- **FreightWaves Media (custom content)**
FreightWaves TV, Webinars, Editorial, Infographics
- **Media Sponsorships**
Daily Updates, Weekly Shows, Podcast & Alexa content
- **Advertising**
Newsletters, Web & Mobile Display, Paid Boosting etc.



Market Intelligence





FreightWaves Offers a Broad Array of Executive Intel Services



MARKET INTELLIGENCE

- Use Cases
- Data & Market Intelligence
- Consultative & Data Science Services
- API & UI
- User Success
- Executive Support



BENCHMARKING

- In-depth Financial Analysis
- Evaluation of Internal Metrics & KPI's vs. Market
- Identify Operational Efficiencies & Inefficiencies



COMMUNITY

- Freight Futures
- BITA
- Events



MEDIA

- Brand Awareness
- News & Commentary
- FreightWaves TV

 **FREIGHTWAVES**

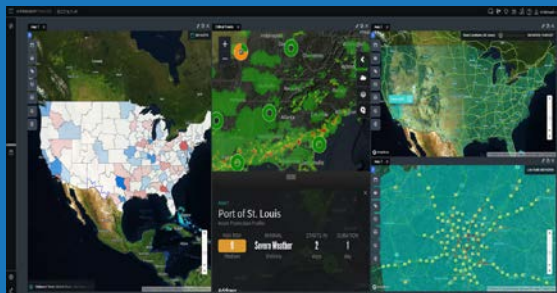
The #1 Source for Navigating the Freight Markets



Comprehensive, Near Real-Time Freight Market Data at Your Fingertips



Technical charts and studies



Geo-based heat maps



Heat coded Market
Tables with direct
charting

Freightos Baltic Daily Index			Drewry World Container Index		
China North America East -6.2% 2,683	Europe North America East -7.8% 1,916	China Mediterranean East -9.7% 1,701	Shanghai to New York -9.6% 2,519	Rotterdam to New York 0% 2,364	
China North America West -12.1% 1,421	China North America East - West Spread 1.5% 1,263	Europe South America East -6.3% 927.99	Shanghai to Genoa 35.2% 2,099	Shanghai to Rotterdam 1.3% 1,644	
Europe South America West -0.6% 1,404	North China 0.5% 0.883	North Europe 3% 1,000	Global Composite Index -0.7% 1,454	New York to Rotterdam -0.4% 508.00	
China North Europe -8.5% 1,357	North China East China -27.6% 1,000	North Europe 2.3% 1,000	Shanghai to Los Angeles -16.2% 1,393	New York to Los Angeles -5.4% 1,000	

Customizable Tree Maps

- ▶ Data viewed across 135 markets
- ▶ Over-The-Road, Maritime, Air, Intermodal/Rail, etc.
- ▶ 120k+ daily data points
- ▶ Geo-coded time series data
- ▶ Comparative overlay charting
- ▶ Statistical drill down
- ▶ API connectivity
- ▶ Two-day lead time in market shifts



Leveraging the Power of SONAR



SONAR Delivers

Increased utilization



Network expansion



Increased profitability



Improve customer
conversion rate



How

Identifying emerging markets



Identifying balanced &
consistent markets



Identifying markets with
deteriorating conditions

Identifying changing conditions
on a market level



Benefits

Lower Operating Ratio

Consistent & efficient growth

Increased asset utilization &
revenue growth



Exclusive, proprietary data sources provide the visibility to help combat market volatility



Fluctuations in Supply & Demand Drive Freight Market Volatility



GOVERNMENT
REGULATIONS



TRADE POLICY &
BALANCE



WEATHER



DIESEL PRICES



TRUCK
PRODUCTION



DRIVER
AVAILABILITY



COMMODITY
SUPPLY



CONSTRUCTION
ACTIVITY



MANUFACTURING
ACTIVITY



CONSUMER
SPENDING



MARKET
TRENDS



SEASONALITY



Freight Market Trends: From Global to Regional



Monthly US Customs Maritime Import Shipments

China to United States
-17.7%
524,150

South Korea to United States
-17.8%
195,298

Taiwan to United States
-4.4%
60,839

Italy to United States
-8.2%
42,929

Singapore to United States
13.3%
40,905

Hong Kong SAR
China to United States
-24.2%
40,549

Belgium to United States
7.2%
38,604

Germany to United States
-0.2%
64,891

Vietnam to United States
32.6%
63,912

India to United States
7%
40,197

Spain to United States
-0.4%
31,882

Japan to United States
3.8%
25,908

Thailand to United States
23.4%
21,722

Netherlands to United States
2.2%
20,440



Freightos Baltic Daily Index (China North America West)

1332.59
▲ 24.58 (1.88%)

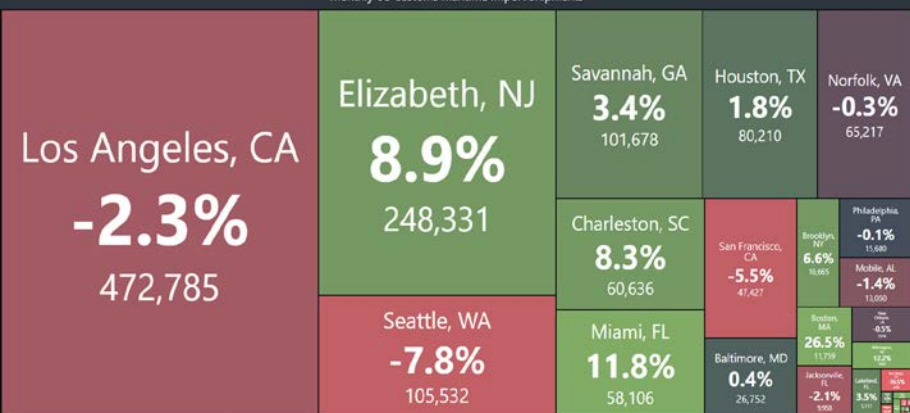
+ Compare...
■ FBXD.CNAE 2603.42

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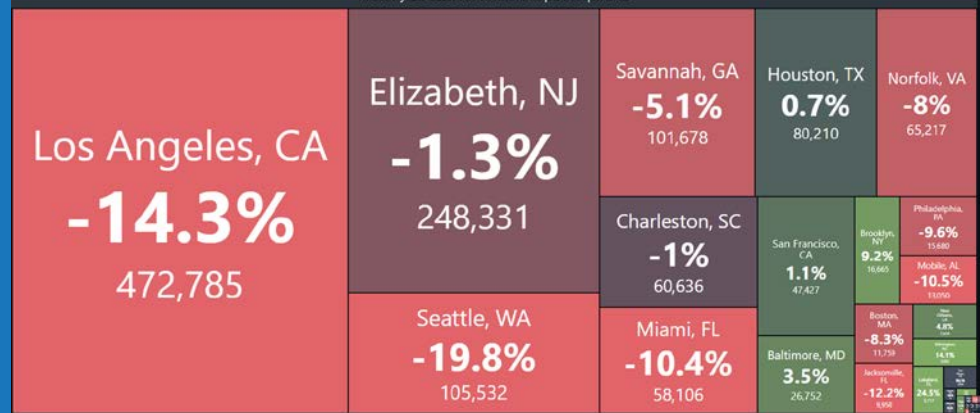




Monthly US Customs Maritime Import Shipments

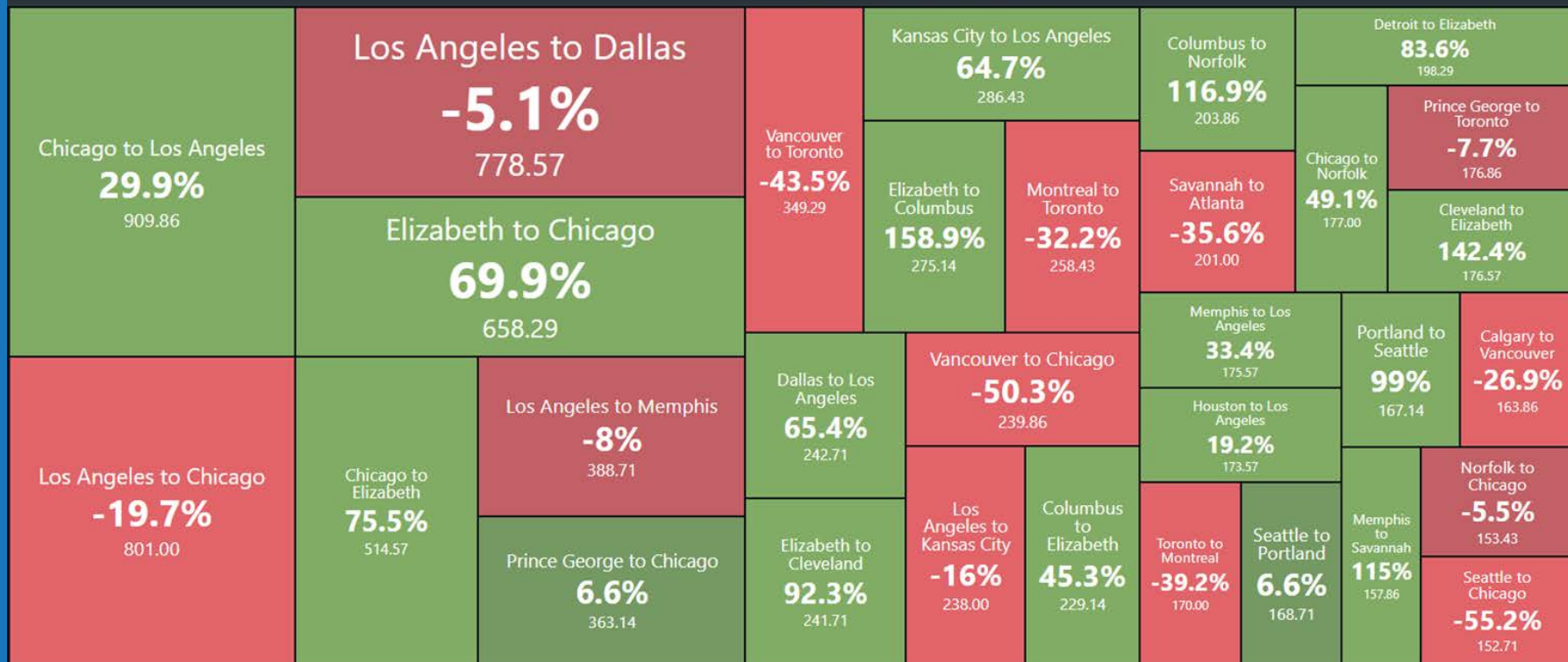


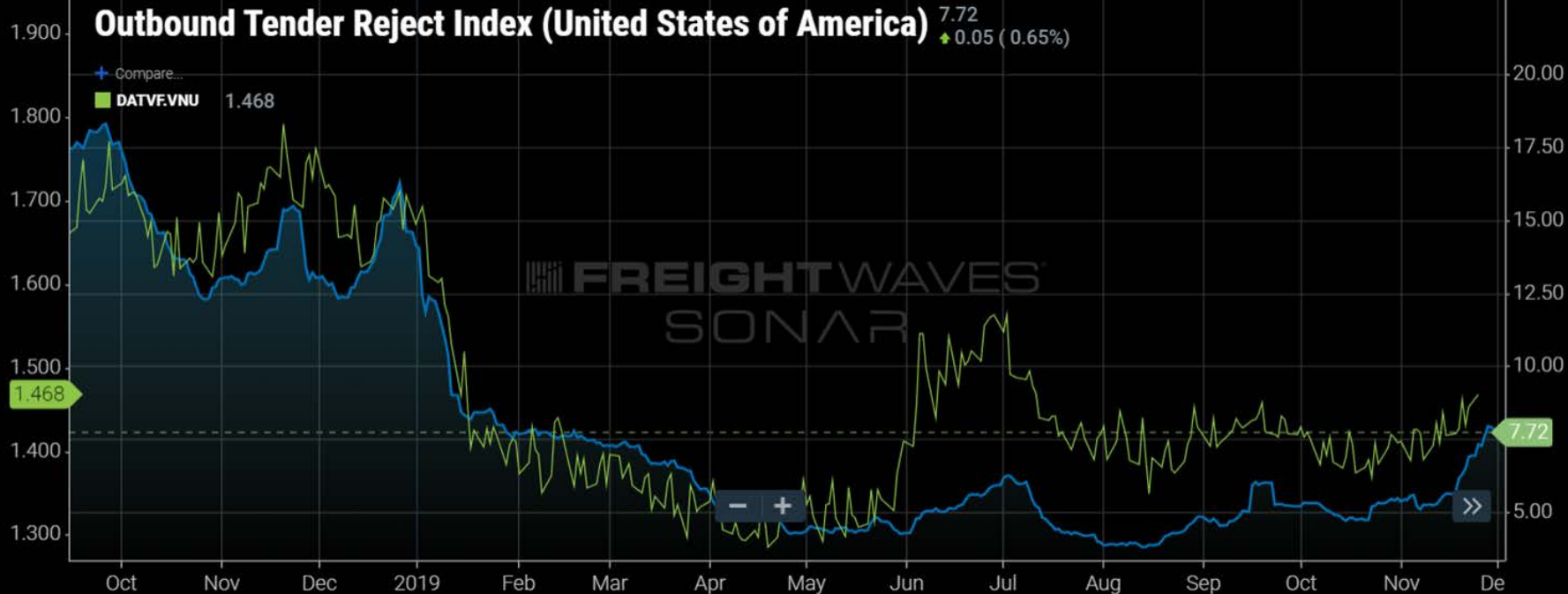
Monthly US Customs Maritime Import Shipments





Total Outbound International Rail Container Volume (Loaded)







US Customs Maritime Import Shipments (China to United States)





Transportation Air Cargo Index Price per kg to Ship Air Cargo in US Dollars (Hong Kong Airport to North America)

+ Compare...

AIRUSD.PVGNOA
AIREUR.FRASEA
AIRUSD.HKGEUR
AIRUSD.PVGEUR
AIREUR.FRANOA

3.78
0.03 (-0.79%)

3.55
0.87
3.34
3.06
1.64

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- +

Oct Nov Dec 2019 Feb Mar Apr May Jun Jul Aug Sep Oct Nov 21

7.00
6.00
5.00
4.00
3.00
2.00
1.00
0.00

3.78
3.34
3.06
1.64
0.87



Total Carloads (United States of America)

(2018-2019) 240k
♦ (-2.31%)

Seasonality Mode

RTOTC.USA (2017-2018) No Data

RTOTC.USA (2016-2017) 229168





Total Intermodal Containers (United States of America)

Seasonality Mode

■ RTOIC.USA (2018) No Data

■ RTOIC.USA (2017) 207022

(2019) 241530
♦ 3686 (-1.50%)

2018 US Intermodal Container Volume

2017 US Intermodal Container Volume

2019 US Intermodal Container Volume

300k
275k
250k
225k
200k

242k

216k

207k

200k

- +

19

Feb

Mar

Apr

May

Jun

Jul

Aug

Sep

Oct

Nov

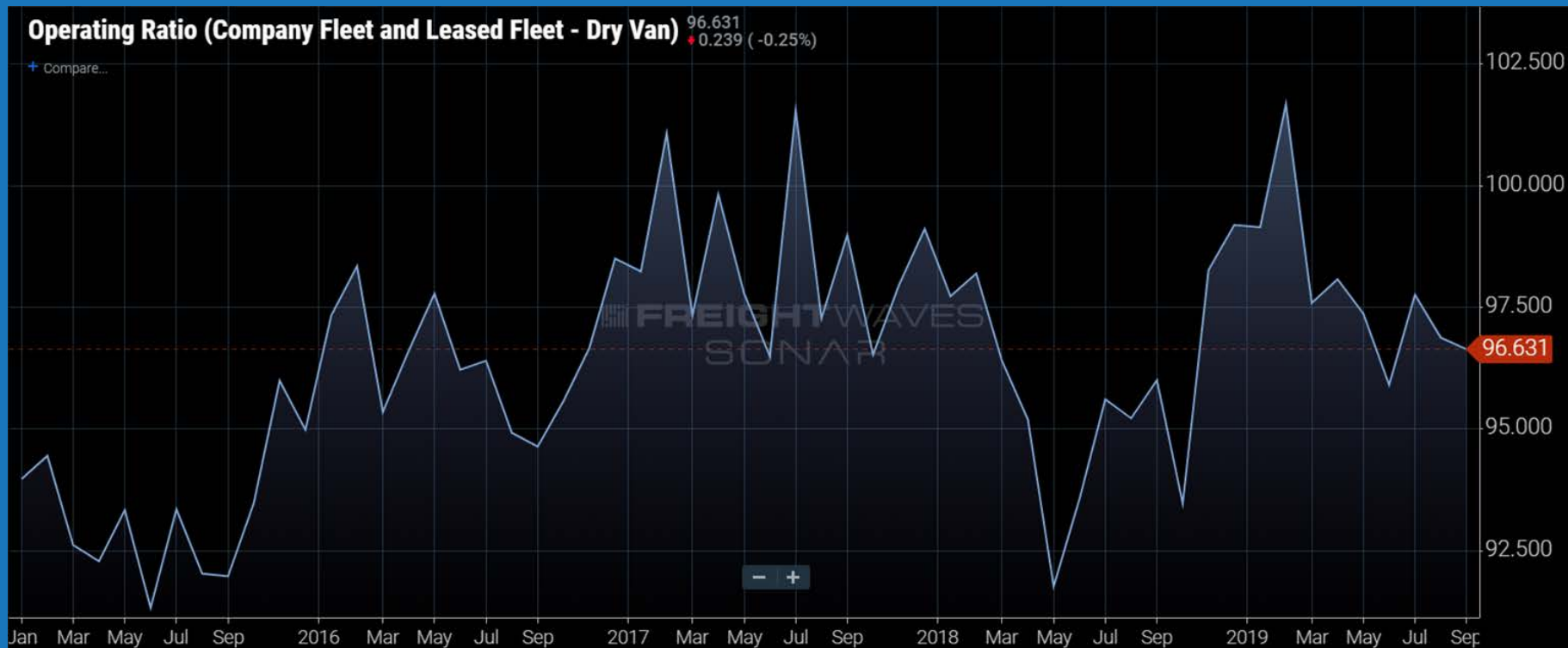




Operating Ratio (Company Fleet and Leased Fleet - Dry Van)

96.631
0.239 (-0.25%)

+ Compare...







Outbound Tender Volume Index (Northeast Region)

1881.71
▲ 55.54 (3.04%)

+ Compare...





Outbound Tender Reject Index (United States of America)

7.31
▲ 0.38 (5.48%)

+ Compare...



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Outbound Tender Reject Index (West Region)

4.84
▲ 0.34 (7.56%)

+ Compare...

OTRI.URNW 11.70
OTRI.URMW 10.38
OTRI.URNE 6.00
OTRI.URSE 5.86
OTRI.URSW 5.40

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Outbound Tender Reject Index (Columbus, OH)

+ Compare...
OTRI.MKE 8.21
OTRI.MSP 17.47

8.77
+0.44 (5.28%)





Outbound Tender Reject Index (Atlanta, GA) 4.44 ▲ 0.23 (5.46%)

Compare...

OTRI.DAL 3.07

OTRI.LAX 4.94



