

XENETA

Preparing for: The next normal
-a shippers'
constant quest



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Today's Agenda

01 90 days – What a mess

02 Demand – stop 'n' go

03 Play the 'Delivery-game'

04 Understand 'capacity management'

05 No two supply chains are alike

06 Now you want to MEET US

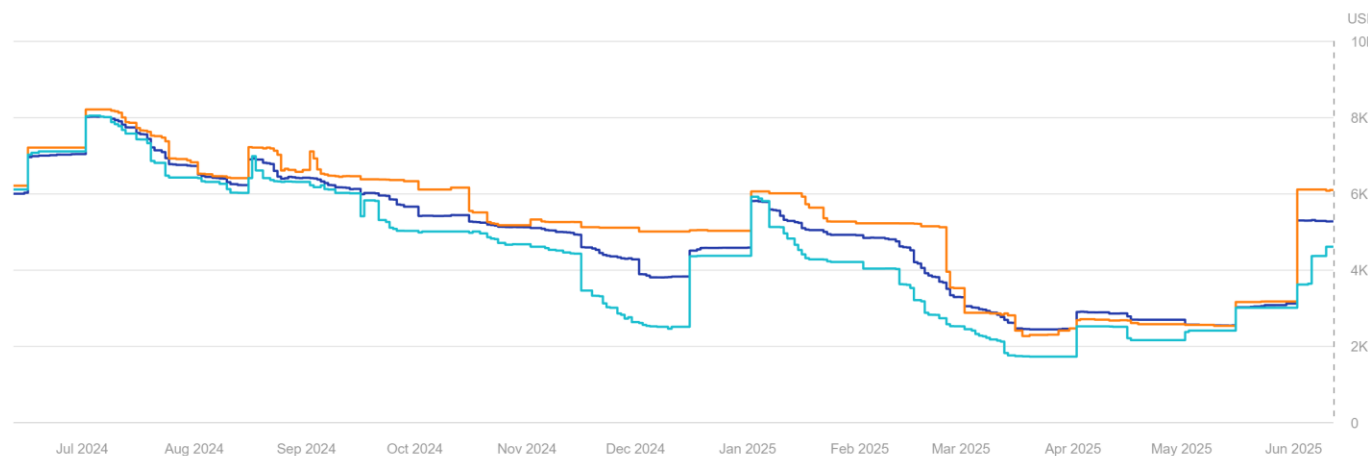


What a difference 90 days pause(s) makes



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Market Average, Mid-high, Mid-low⁺ for Short-term⁺ contracts, 40' DC⁺ container type and THC Destination⁺
 from China Main⁺ to US West Coast⁺ trade lane
 Jun 11, 2024 - Jun 11, 2025

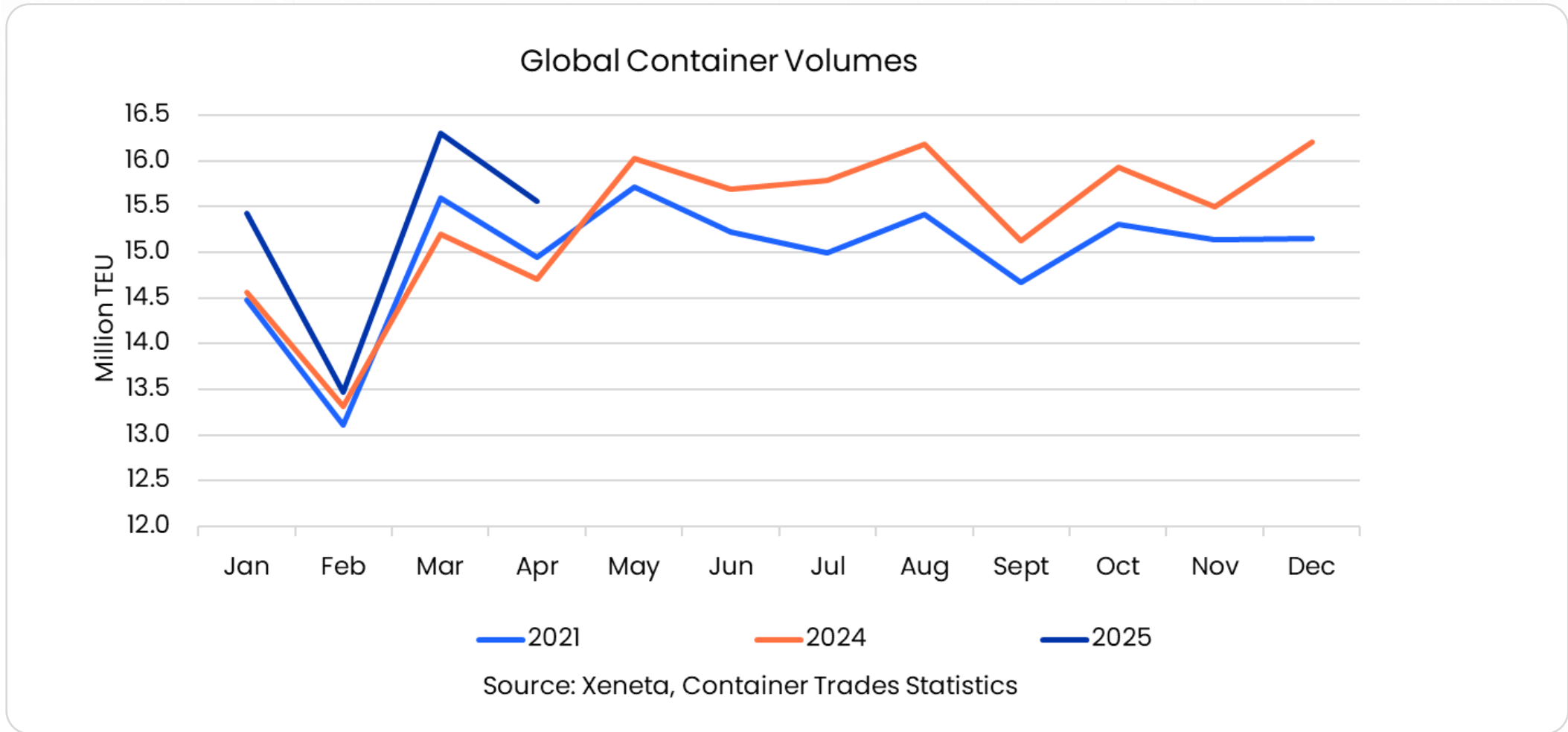


🔍 Market rate — regional ^
 98K+ contracts

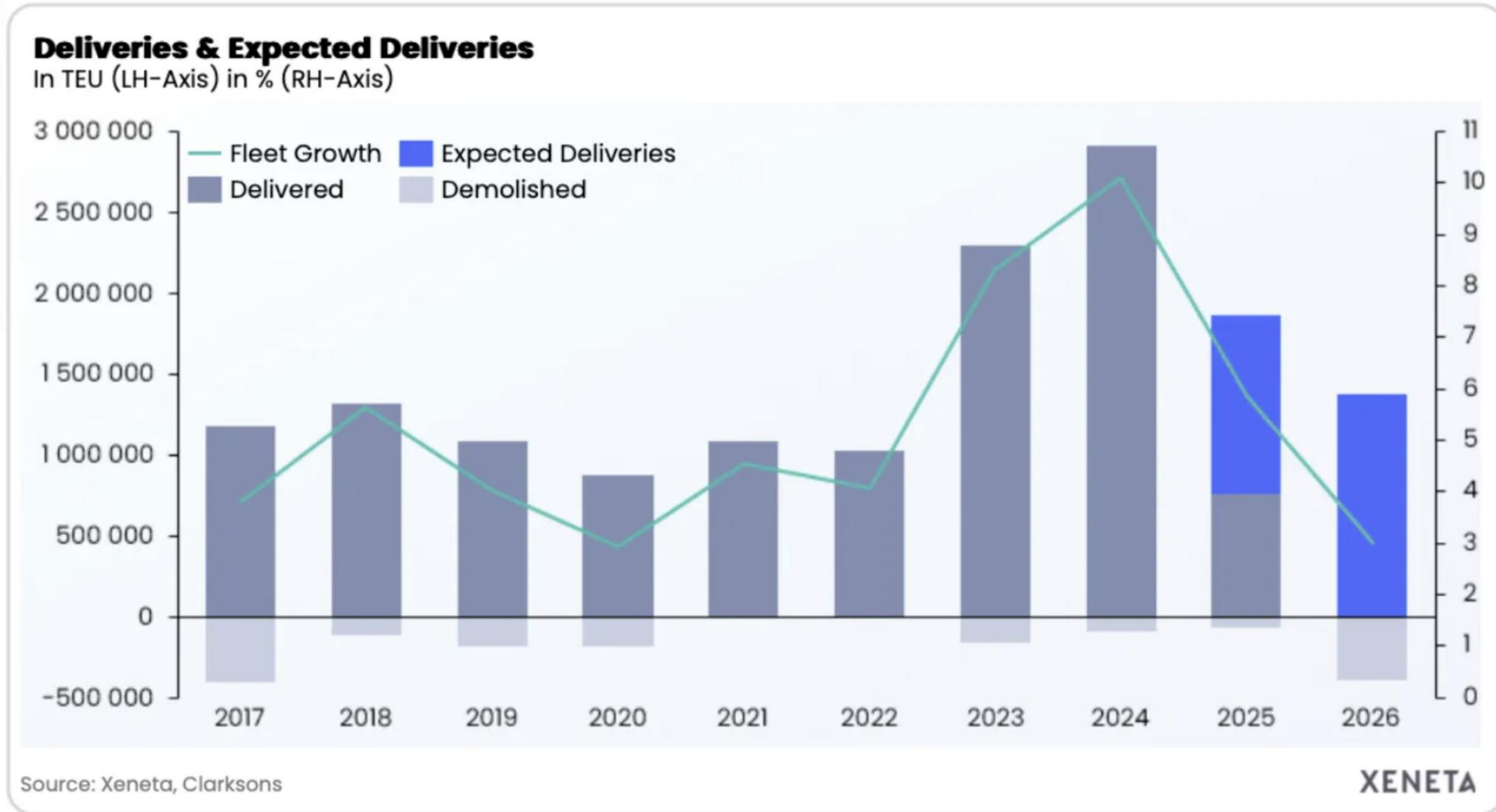
- Mid-high ×
- Average ×
- Mid-low ×

Market rate	Origin - Destination	Jun 11, 2024	Jun 11, 2025	Change
 Average - Short-term	China Main - US West Coast	\$5,990	\$5,265	-12.10%
 Mid-high - Short-term	China Main - US West Coast	\$6,200	\$6,087	-1.82%
 Mid-low - Short-term	China Main - US West Coast	\$6,100	\$4,600	-24.59%

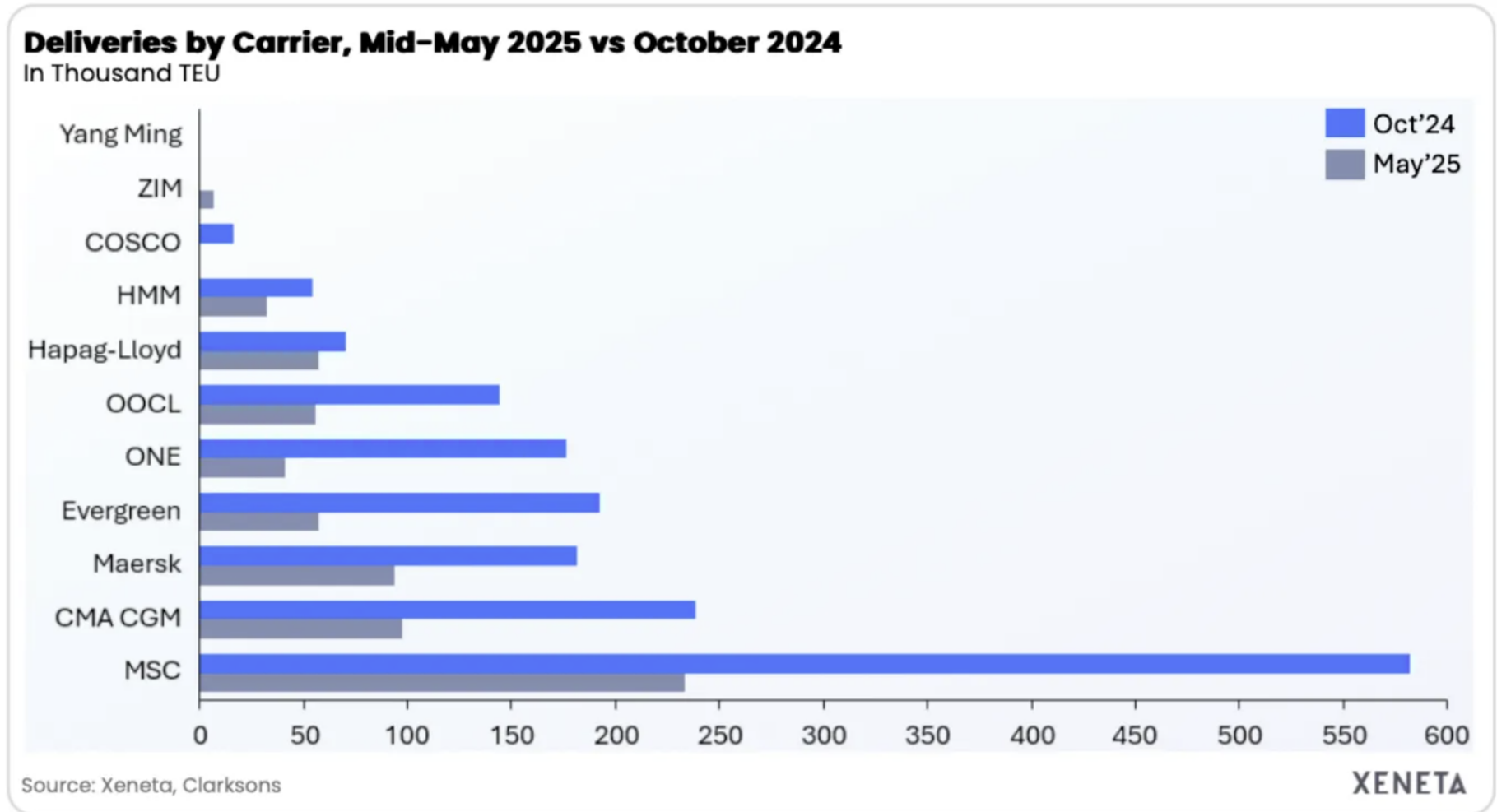
Demand to grow 0-2% in 2025E – Jan-Apr up by 5.1%



Slowing down – BUT – Red Sea is the decisive factor



Play the 'delivery-game' to your favour – IF you know it



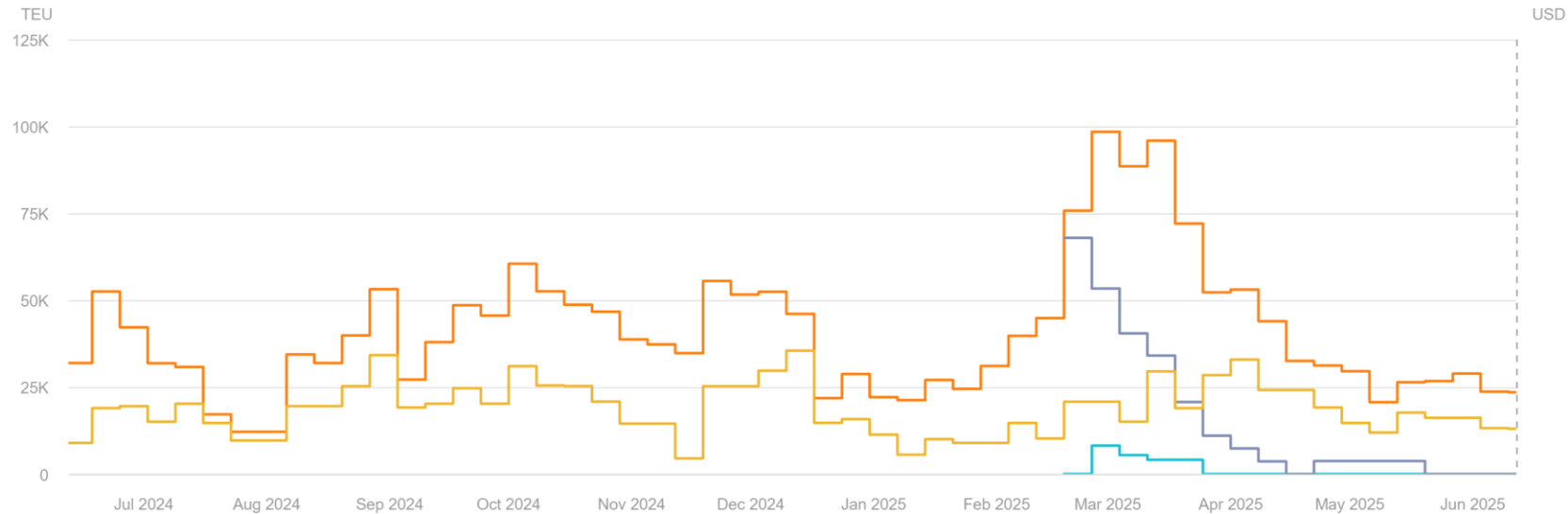
Carriers managing capacity – WHERE it matters



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Gemini Cooperation, MSC, Ocean Alliance + Blanked + capacity for Far East Main to North Europe Main trade lane.

Jun 11, 2024 - Jun 11, 2025, 4 week rolling average

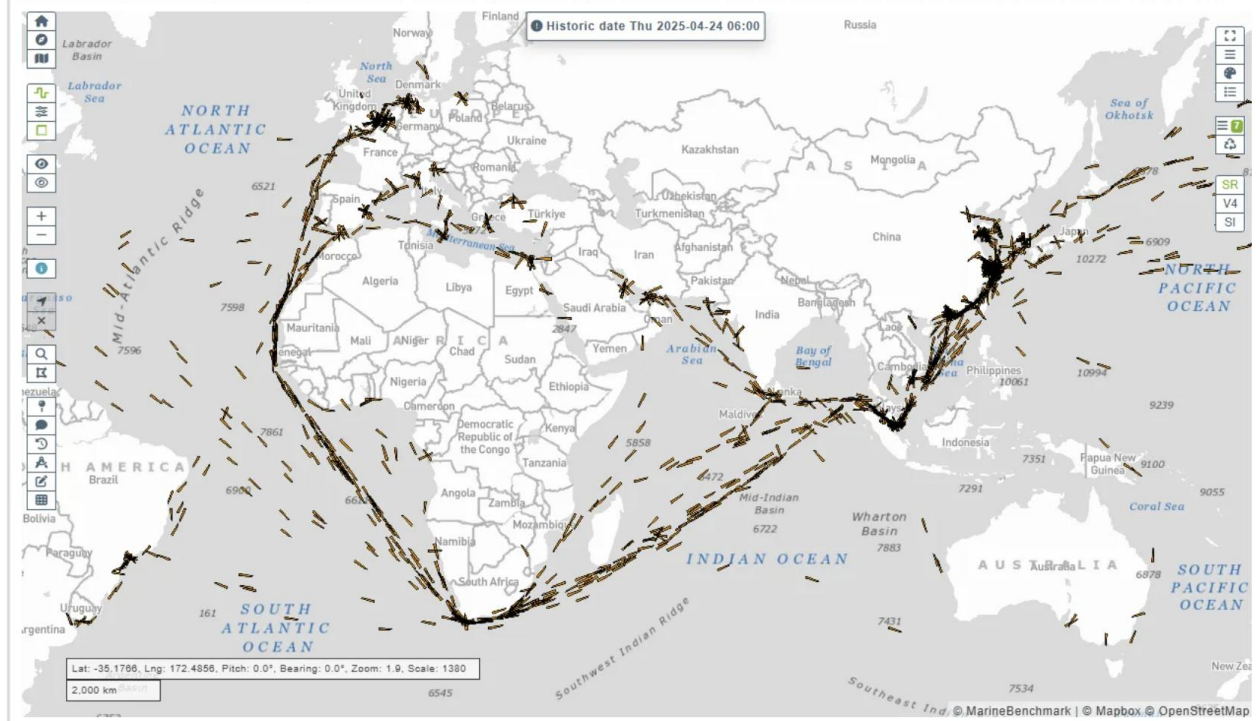
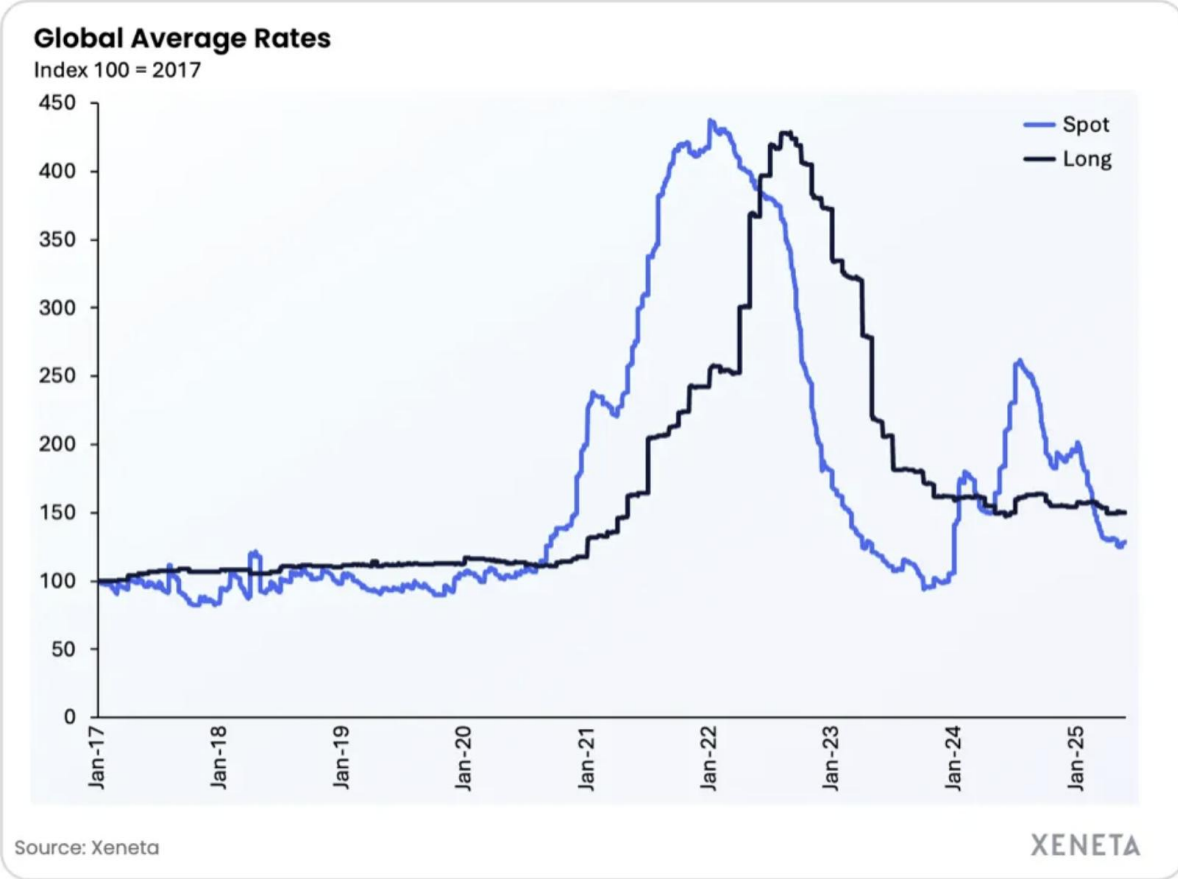


Market rate — average, regional

Blanked capacity — regional

- Corridor
- Gemini Cooperation
- MSC
- Ocean Alliance

No two supply-chains are alike; Index-linked Contracts



The image above shows ships over 8 000 TEU diverting around the Cape of Good Hope on 24 May 2025 (source: Xeneta and Marine Benchmark).



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