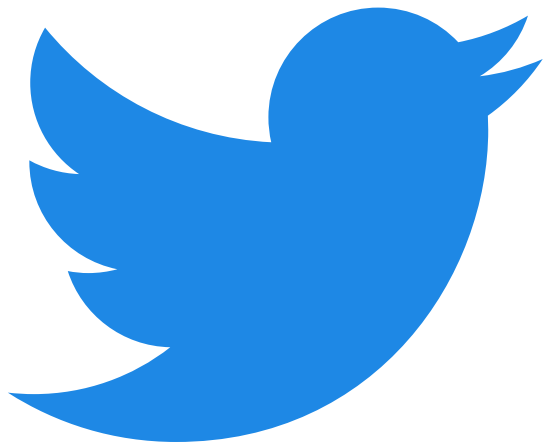


OCEAN FREIGHT PRICES TO GRI OR NOT GRI?

**JOIN THE CONVERSATION
ON TWITTER**



@XENETA_AS

ABOUT XENETA

WE ARE
TRANSFORMING
GLOBAL
LOGISTICS

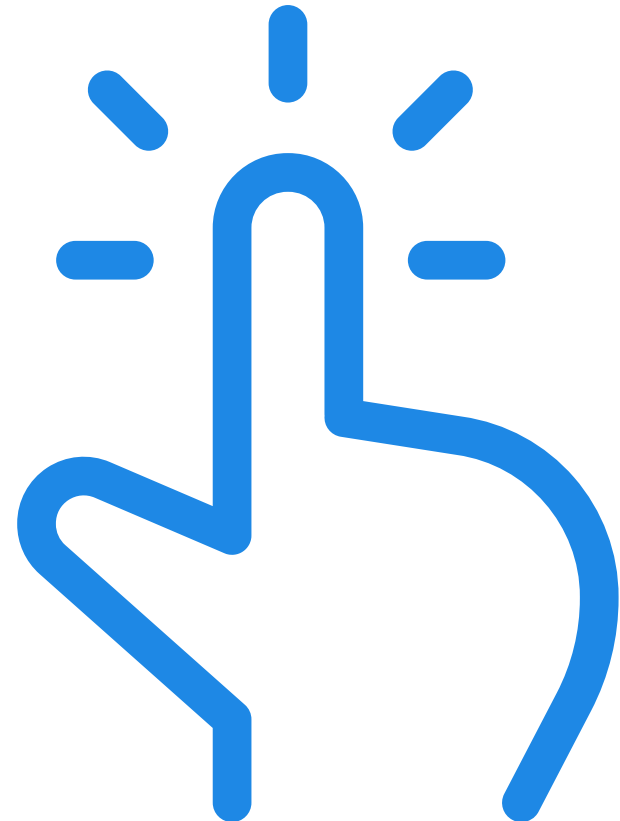
At Xeneta we believe there is an untapped potential for everyone in the industry, to systematically learn from our individual and collective efforts. We hold true that "if you cannot measure it, you cannot improve it". That's why we think actionable metrics is the key to continuously evolve for every business, and ultimately the entire industry. Rethinking global logistics is the vision of Xeneta.

With international experience from the logistics industry, we have first-hand knowledge of the challenges related to high volatility and lack of transparency in the ocean freight market. By combining logistics background and information technology expertise, we found the solution to these challenges.

ARE YOU PAYING THE
RIGHT CONTAINER
FREIGHT RATES?

CONTACT US.

DISCOVER **SAVINGS**
POTENTIAL IN REAL
TIME.



**A FEW WEEKS AGO THE EC
CLOSED ITS PRICING
INVESTIGATION AGAINST 14
SHIPPING LINES MOVING
CARGO BETWEEN ASIA AND
THE EU. THIS CASE WAS,
NATURALLY, INTERESTING
FOR US AT XENETA SINCE WE
THRIVE ON BRINGING OCEAN
FREIGHT PRICING VISIBILITY
TO THE INDUSTRY.**

GRIS DIDN'T COME TO THE RESCUE



THIS WAS A FIVE YEAR EC INVESTIGATION IN WHICH THE CARRIERS WERE ACCUSED OF SURREPTITIOUSLY SIGNALING PRICE INCREASES TO EACH OTHER VIA THEIR VERY PUBLIC GRI (GENERAL RATE INCREASES) ANNOUNCEMENTS.

IN VIEW OF THE STAGGERING LOSSES SUFFERED BY THE VERY SAME CARRIERS DURING THE FINAL THREE YEARS BEING INVESTIGATED, THESE WOULD HAVE BEEN PERHAPS ONE OF THE WORST-COORDINATED AND INEFFECTIVE PRICE HIKES IN MODERN HISTORY.



IN THE REAL WORLD

THE CARRIERS HAVE ONLY EARNED A PROFIT DURING ONE YEAR OF THE EC'S INVESTIGATION.


LOSSES ARE SO EXTREME THAT THE EUROPEAN CENTRAL BANK RECENTLY BEGAN TO REVIEW SHIPPING LOANS

THEY WANT BANKS TO INCREASE THEIR PROVISIONS FOR BAD DEBT FOR BOTH BULK AND CONTAINER CARRIERS.

REUTERS REPORTED THAT DEUTSCHE BANK AG IS SEEKING TO SELL AT LEAST \$1 BILLION OF SHIPPING LOANS AMID INCREASED SCRUTINY OVER THEIR EXPOSURE TO THE TROUBLED SHIPPING INDUSTRY.

A WHIMPERING CLOSE





NOT SURPRISINGLY, THE EC WAS
UNABLE TO PROVE THAT GRI'S
BOOSTED CARRIER PROFITS, AS
ZIM, COSCO, HMM, UASC, HANJIN,
CSCL, AND OTHERS WERE LIKELY
ANXIOUS TO TESTIFY.



THE INVESTIGATION ENDED 'NOT WITH A BANG, BUT WITH A WHIMPER,' AS THE CARRIERS SOLEMNLY PROMISED TO "STOP PUBLISHING AND COMMUNICATING GRI ANNOUNCEMENTS" .

YEARS OF STAGGERING LOSSES PROVE THERE WAS NO COLLUSION. BOXES ARE PRICED BASED ON THE ACTUAL RATES REPORTED ON PLATFORMS LIKE XENETA'S, INSTEAD OF A HOPED-FOR GRI.

CONTAINER RATES CONTINUE TO BE BASED ON SUPPLY-DEMAND OF CONTAINER VS. CARGO DYNAMICS.

**LEARN HOW XENETA CAN HELP
YOU GET INSIGHT AND
INTELLIGENCE INTO YOUR
GLOBAL OCEAN FREIGHT PRICES
AND CHANGE YOUR LOGISTICS
BUSINESS:**

**REQUEST
DEMO NOW**