

INTTRA Overview

November, 2016

Agenda

INTTRA Overview

Products

Data - Decision Dashboards

Service & Support



Overview & Products

Overview

Founded by CMA-CGM, Hamburg Süd, Hapag-Lloyd, Maersk Line and MSC

April 2006

165% year over year growth in e-Commerce usage in China boosts adoption

Jan 2010

ABS Capital Partners buys 51% of INTTRA with carriers owning remainder

June 2014

INTTRA Named an Inbound Logistics 2014 Top 100 Logistics IT Provider

April 2015

INTTRA Expands e-Shipping on Africa Routes

2001

2006

2008

2010

2012

2014

2015

2016

Sep 2001

INTTRA founded by five of the top global ocean carriers

July 2008

INTTRA expands presence across SE Asia markets

June 2010

4 of INTTRA's U.S. Patents granted

July 2012

Supply Chain Professionals Vote INTTRA to SupplyChainBrain's list of 100 Great Supply Chain Partners for 2012

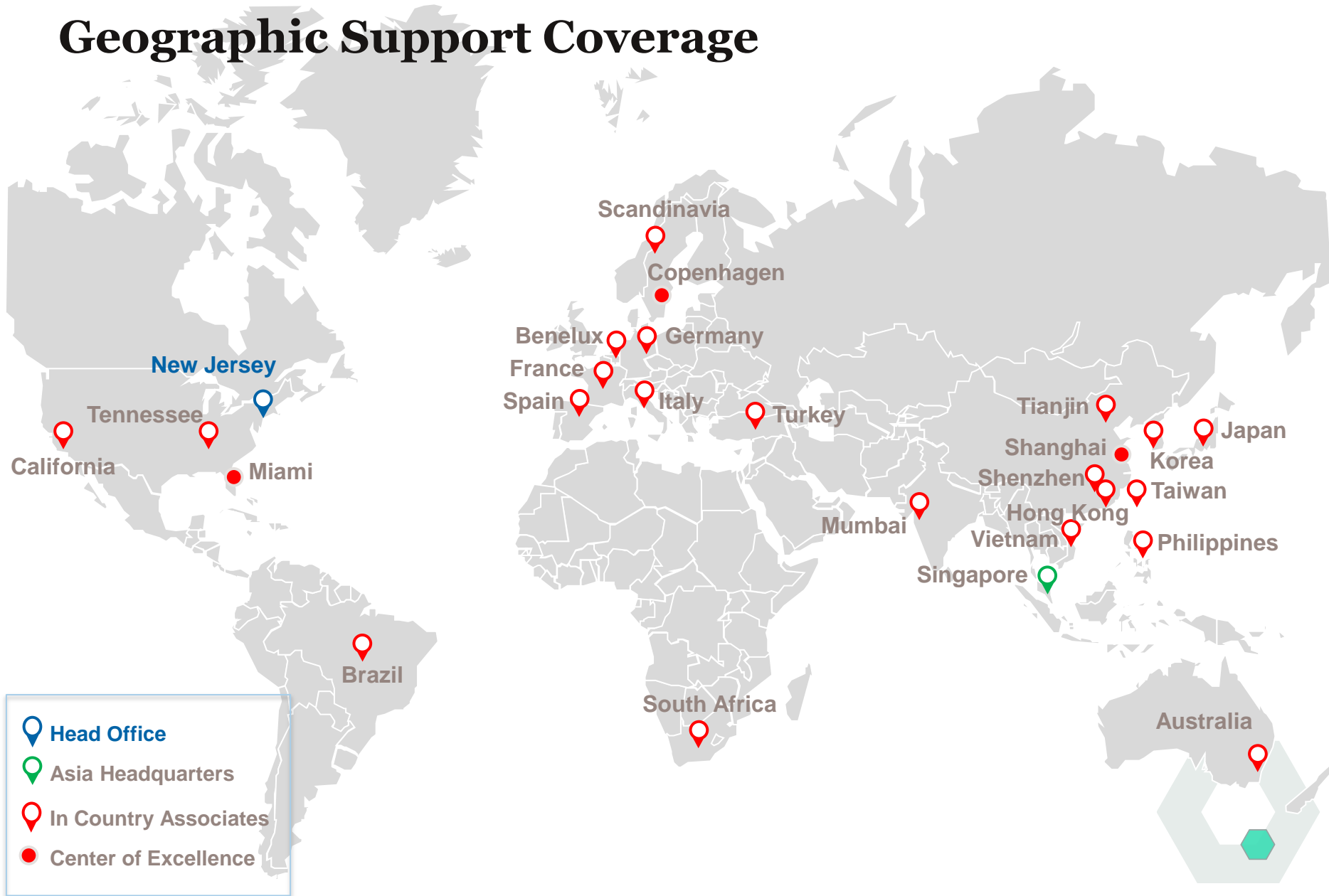
Dec 2015

INTTRA spearheads initiative on SOLAS VGM amendment

June 2016

INTTRA launches eVGM

Geographic Support Coverage



Connecting with INTTRA

PROVEN
PROCESS
& EXPERTISE



LARGEST
GLOBAL OCEAN
NETWORK



BIG PICTURE
INSIGHTS



1st

In Ocean
eCommerce

96%

customer
retention



52
Carriers



Over 100
Software
partners

27%
Market Share

Unique
Connections

1.65M+

315k

shipper
connections



Orders/wk
600k

130



Visibility

35%
global
container
traffic



faster and easier ✓

Where you do business ✓

and plan for the future ✓

Our Global Network – Carriers & NVOCCs



Our Global Customer Network – Shippers

➤ INTTRA offers Shippers, including NVOs and Freight Forwarders an integrated platform with one simple connection to multiple carriers



Not an exhaustive list

INTTRA Partners

- ▶ Leverage existing connections for instant INTTRA functionality via TMS Partner Software
- ▶ Over 100 Software Partners, including...

DESCARTES™

KEWILL®

ORACLE®

4S FOUR SOFT
Internet Solutions for Logistics

WiseTech
GLOBAL

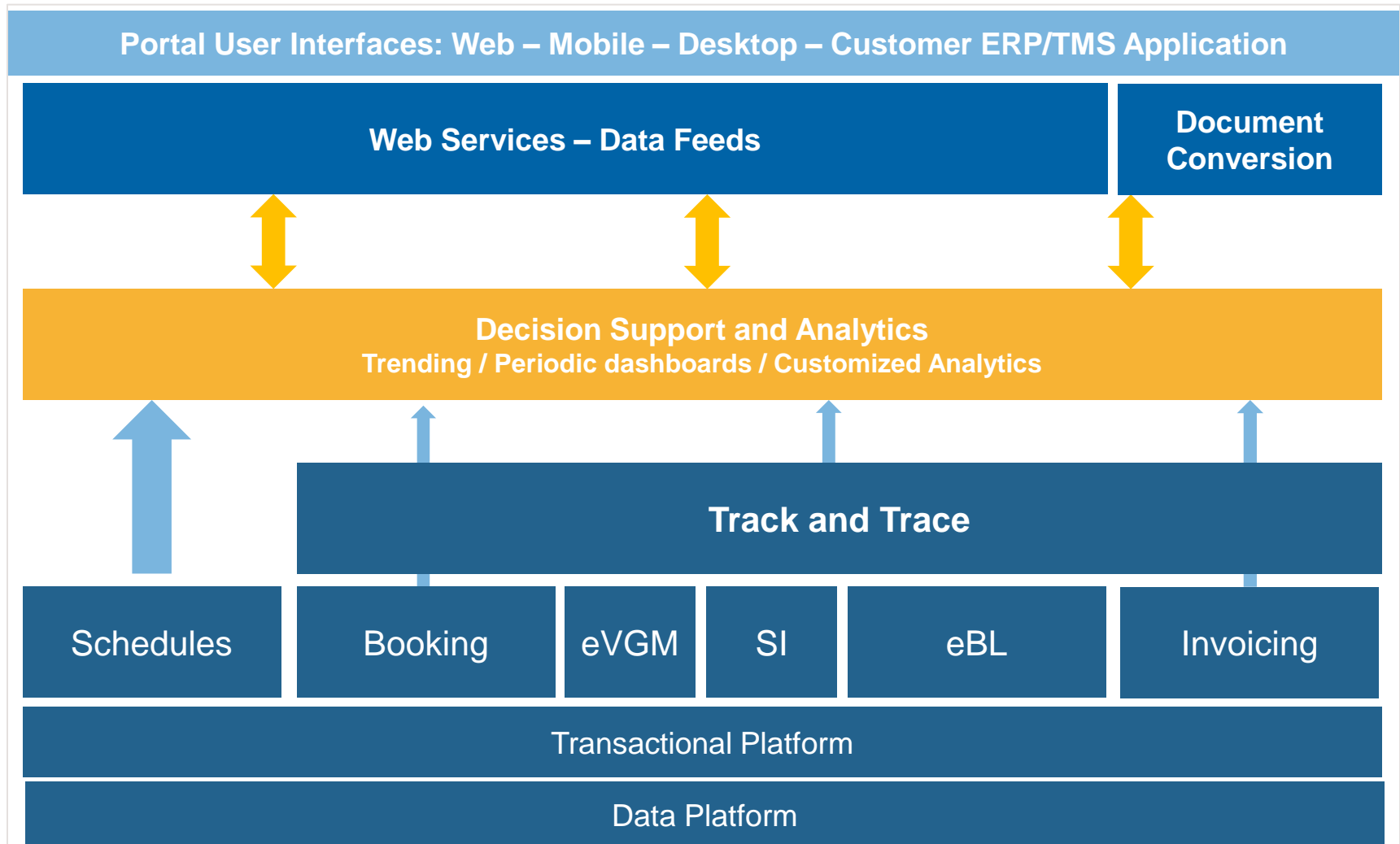
jda.

INTTRA's value added benefits

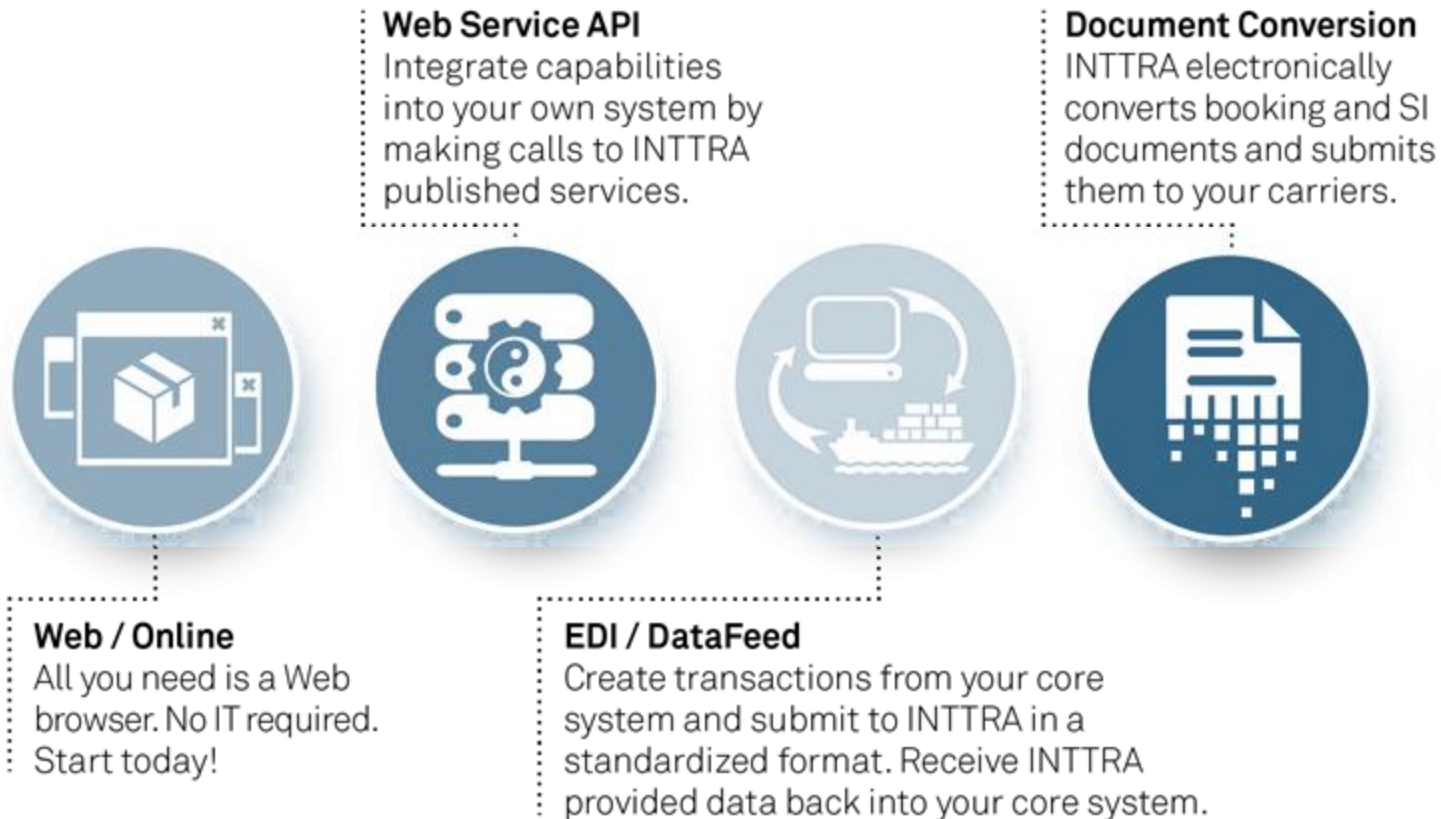
- **Standardize processes** across INTTRA's carrier network
- **Powerful planning tools** to view and collate operational schedule data and negotiate tenders with multiple carrier
- **Streamline document management** by organizing and storing data and documents electronically, enabling data to be shared with shipping partners around the world
- **Faster processing** for bookings, shipping instructions and draft, Bills of Lading across carriers globally
- **Uniform visibility** of global in-transit containers from origin to destination
- **Seamless integration** with supply chains



INTTRA Product Offerings



INTTRA Channels



Offerings by Channel

Choose the Channels:

That meets the needs of your business.

	EDI / DATA FEED	WEB SERVICES	WEB / ONLINE	CONVERSION	DESKTOP
Schedules	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Booking Request	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Booking Confirmation	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Shipping Instructions	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Shipping Order	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Bill of Lading	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Track & Trace	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reports	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
eVGM	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Ocean Schedules

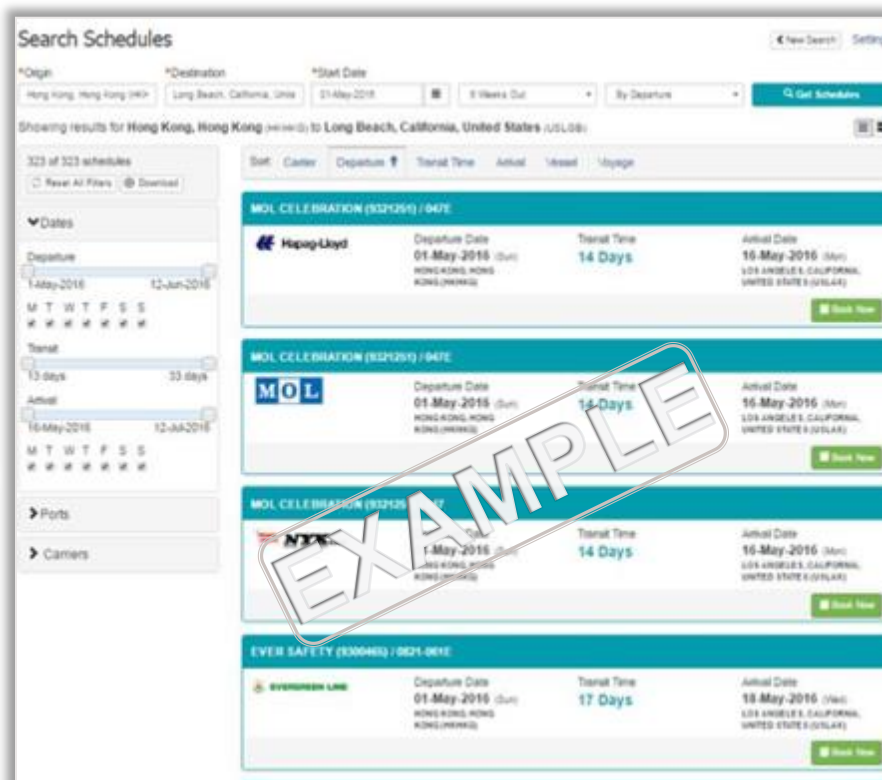
- The world's most powerful ocean schedule search engine

Key Features

- Search capabilities by port of load, port of delivery, voyage number and vessel name
- Various filters to personalize search results for your convenience

Benefits

- Over **12 million** schedules from **35+** carriers and **250,000** location pairs available for search
- Most up-to-date information and constant updates to enhance user experience and data quality



Search Schedules

Origin: Hong Kong, Hong Kong (HKG) | Destination: Long Beach, California, USA | Start Date: 01-May-2016 | 0 Weeks Out | By: Departure | Get Schedules

Showing results for Hong Kong, Hong Kong (HKG) to Long Beach, California, United States (USLGB):

323 of 323 schedules

Reset All Filters | Download

Dates

Departure: 01-May-2016 to 12-Jun-2016

Transit: 10 days to 30 days

Arrival: 16-May-2016 to 12-Jun-2016

Ports

Carriers

Carrier	Voyage	Departure Date	Transit Time	Arrival Date
KapagLloyd	MOL CELEBRATION (832125) / 047E	01-May-2016 (Sun) HONG KONG, HONG KONG (HKG)	14 Days	16-May-2016 (Mon) LOS ANGELES, CALIFORNIA, UNITED STATES (USLGB)
MOL	MOL CELEBRATION (832125) / 047E	01-May-2016 (Sun) HONG KONG, HONG KONG (HKG)	14 Days	16-May-2016 (Mon) LOS ANGELES, CALIFORNIA, UNITED STATES (USLGB)
NTK	MOL CELEBRATION (832125) / 047E	01-May-2016 (Sun) HONG KONG, HONG KONG (HKG)	14 Days	16-May-2016 (Mon) LOS ANGELES, CALIFORNIA, UNITED STATES (USLGB)
EVERGREEN LINE	EVER SAFETY (830465) / 021-001E	01-May-2016 (Sun) HONG KONG, HONG KONG (HKG)	17 Days	18-May-2016 (Wed) LOS ANGELES, CALIFORNIA, UNITED STATES (USLGB)

Container Booking

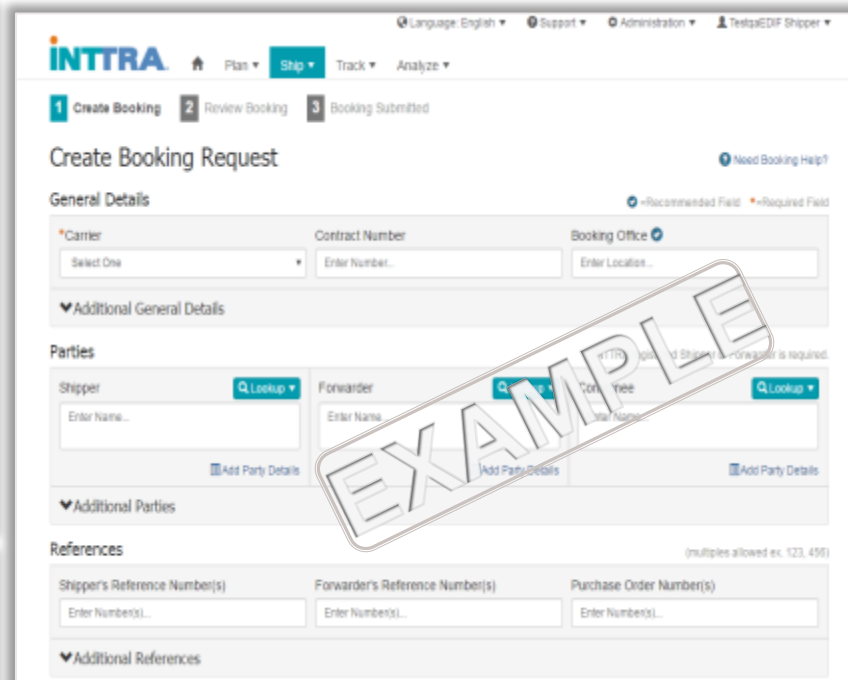
- *Booking through INTTRA has saved companies up to 50% of time and labour - with no required IT investment.*

Key Features

- Auto-recommendations to catch potential errors
- Automatic notifications of changes in booking status
- Creation of Shipping Instructions
- View complete booking history when accessed through online channels
- Integrated carrier schedule data

Benefits

- Reduce costs
- Improve operational excellence
- Receive and/or deliver your booking confirmation faster than with manual processes
- Standardize globally on a singular booking management platform



Language: English Support Administration TestigaEDIF Shipper

Plan Ship Track Analyze

1 Create Booking 2 Review Booking 3 Booking Submitted

Create Booking Request

Need Booking Help?

General Details

Carrier Contract Number Booking Office

Select One Enter Number... Enter Location...

Additional General Details

Parties

Shipper Forwarder Consignee

Enter Name... Enter Name... Enter Name...

Add Party Details Add Party Details Add Party Details

Additional Parties

References

Shipper's Reference Number(s) Forwarder's Reference Number(s) Purchase Order Number(s)

Enter Number(s)... Enter Number(s)... Enter Number(s)...

Additional References

(multiples allowed ex. 123, 456)



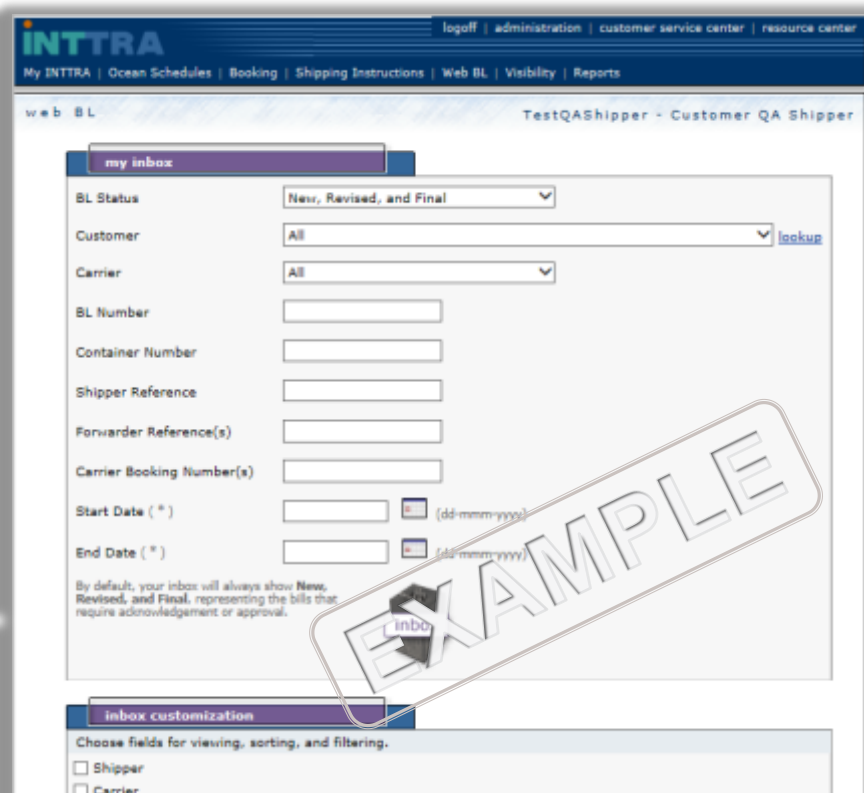
Bill of Lading

Key Features

- Multi-carrier inbox for all participating carriers
- Visibility across all your B/Ls whether booked directly with a carrier or through INTTRA
- Easy sharing of non-negotiable copies and Express & Sea Way Bills to multiple parties
- Automatic email notifications of B/L receipt

Benefits

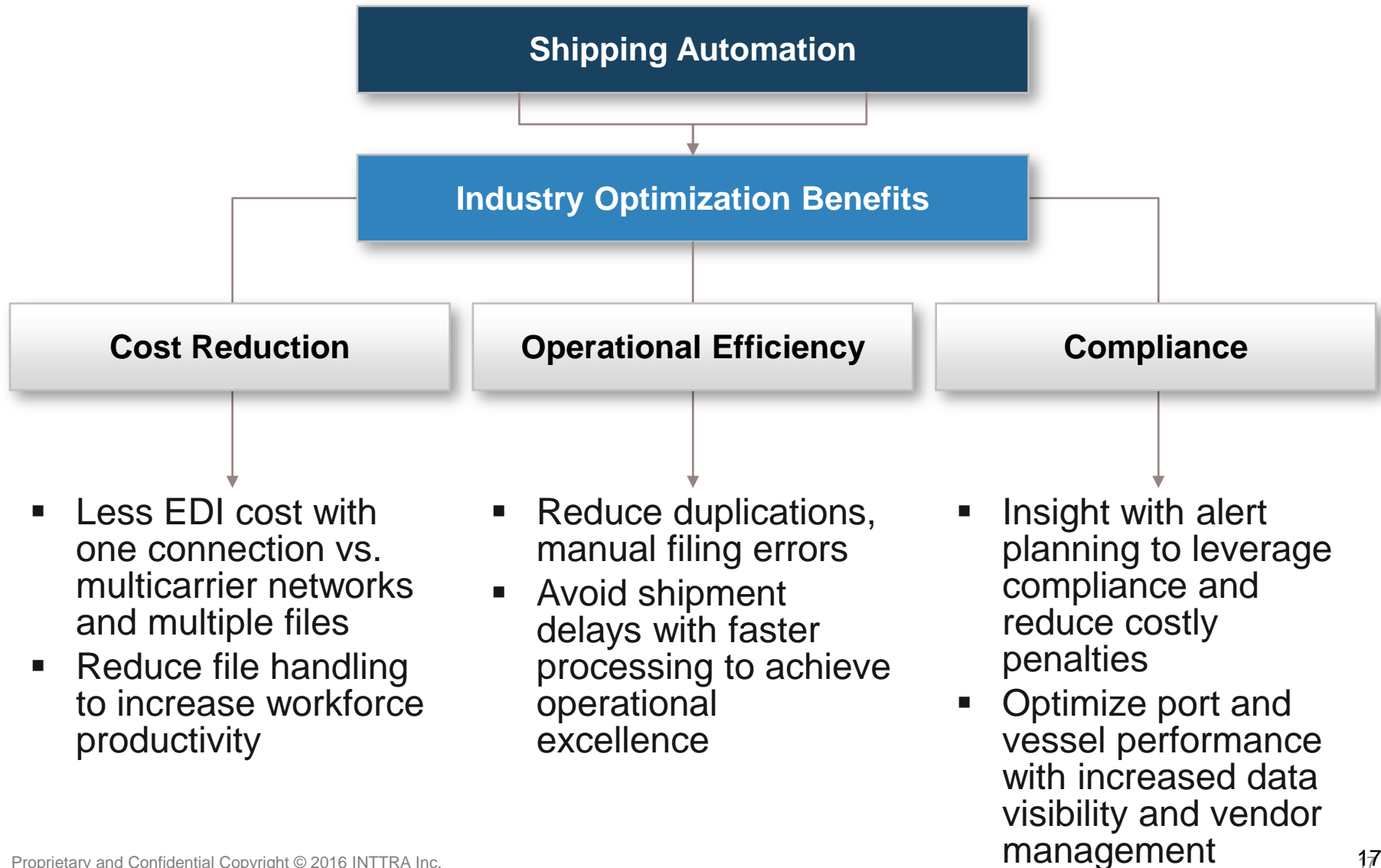
- Reduce errors and delays with one standardized process
- Improve your visibility with regular shipment notifications and information sharing features
- Reduce paperwork
- Improve data accuracy



The screenshot displays the INTTRA web BL interface. At the top, there's a navigation bar with links like 'logoff', 'administration', 'customer service center', and 'resource center'. Below this, a secondary bar shows 'My INTTRA' with links for 'Ocean Schedules', 'Booking', 'Shipping Instructions', 'Web BL', 'Visibility', and 'Reports'. The main header area includes 'web BL' and 'TestQAShipper - Customer QA Shipper'. The 'my inbox' section features a dropdown for 'BL Status' (set to 'New, Revised, and Final'), a 'Customer' dropdown (set to 'All' with a 'lookup' link), and a 'Carrier' dropdown (set to 'All'). Below these are input fields for 'BL Number', 'Container Number', 'Shipper Reference', 'Forwarder Reference(s)', and 'Carrier Booking Number(s)'. There are also date pickers for 'Start Date (*)' and 'End Date (*)' with a '(dd-mm-yyyy)' format hint. A note states: 'By default, your inbox will always show New, Revised, and Final, representing the bills that require acknowledgement or approval.' An 'inbox customization' section at the bottom allows users to 'Choose fields for viewing, sorting, and filtering.' with checkboxes for 'Shipper' and 'Carrier'. A large, diagonal 'EXAMPLE' watermark is overlaid on the right side of the form.



Benefits of electronic booking and shipping instructions



INTTRA Track & Trace

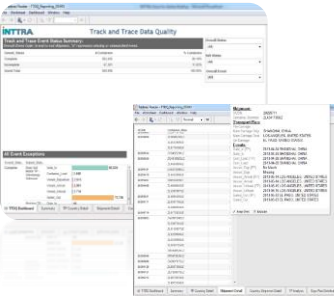
- ▶ 8 Primary Consistent Events
 - Gate Out Empty
 - Gate In Full
 - Loaded on Vessel
 - Vessel Departure
 - Vessel Arrival
 - Discharged from Vessel
 - Gate Out Full
 - Gate In Empty

- ▶ 100+ additional events varied by carriers

INTTRA's Data Quality Program



Monthly Scorecard
Accuracy, Timeliness,
Completeness



Insights Platform
Dynamic analysis



Ocean IQ
Individual + cross carrier

54%

Greatest
improvement by
single carrier

Overall industry
average
improvement
9 months results

12.5%

SOLAS VGM Solutions

INTTRA offers an eVGM solution that will enable customers to seamlessly comply with SOLAS VGM.



Basic Operational Use Case



- This basic scenario suggests that the Submitter is the Responsible Party who must vouch for the accuracy of the provided VGM and **SIGN**
 - A more complex scenario would have the Submitter (Forwarder) sending the VGM to the carrier on-behalf of the Responsible Party (true Shipper). In this case the true Shipper may be the signing party, or the Forwarder may be authorized to sign on their behalf
- *IMPLICATION: Industry need for a simple mechanism to quickly submit VGM measurements to carrier*



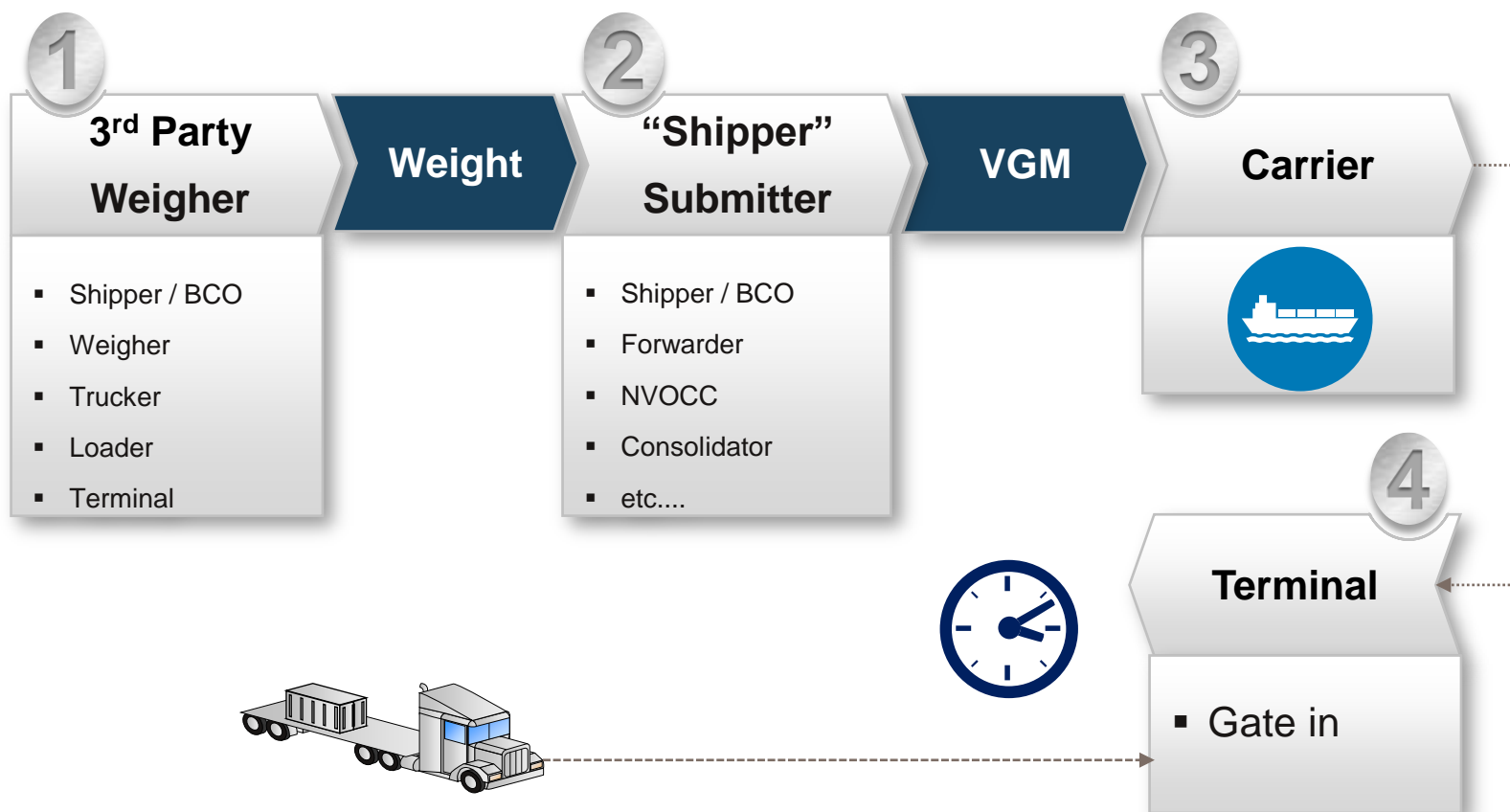
“Upstream” use case(s)



- Additional scenarios are being considered for the capturing of VGM relevant information. This information may be passed onto the company that is the Responsible Party (signer) and/or the VGM Submitter for approval and submission to the Carrier.

➤ *IMPLICATION: Need for submission capability by third parties for shipper verification*

Terminal Access



➤ *IMPLICATION: Terminals may require direct access to Shipper VGM declarations*



Data Feeds

Data Feeds



Booking Confirmation

Receive all your booking confirmations across all ocean carriers in a single connection. Available via EDI and XML, this connection provides critical shipment information such as container pick up data, container drop of date, vessel voyage, and departure and arrival times.



Track & Trace

The lifeblood of your operational decisions, shipment visibility is essential for customers because they are in constant need of the updated status of their shipments. INTTRA addresses this need for visibility by providing status event messages received from each carrier and matched to your bookings.



Bill of Lading (B/L)

Take advantage of the opportunity to consolidate your finalized shipment information (which may include freight charges) across all ocean carriers into a single data feed. The B/L Data follows standard EDI 310 format and is created with data that originates from your ocean carriers.



Decision Support

INTTRA Marketplace Decision Support



Shipment Reliability
Dashboard



Booking Response
Dashboard



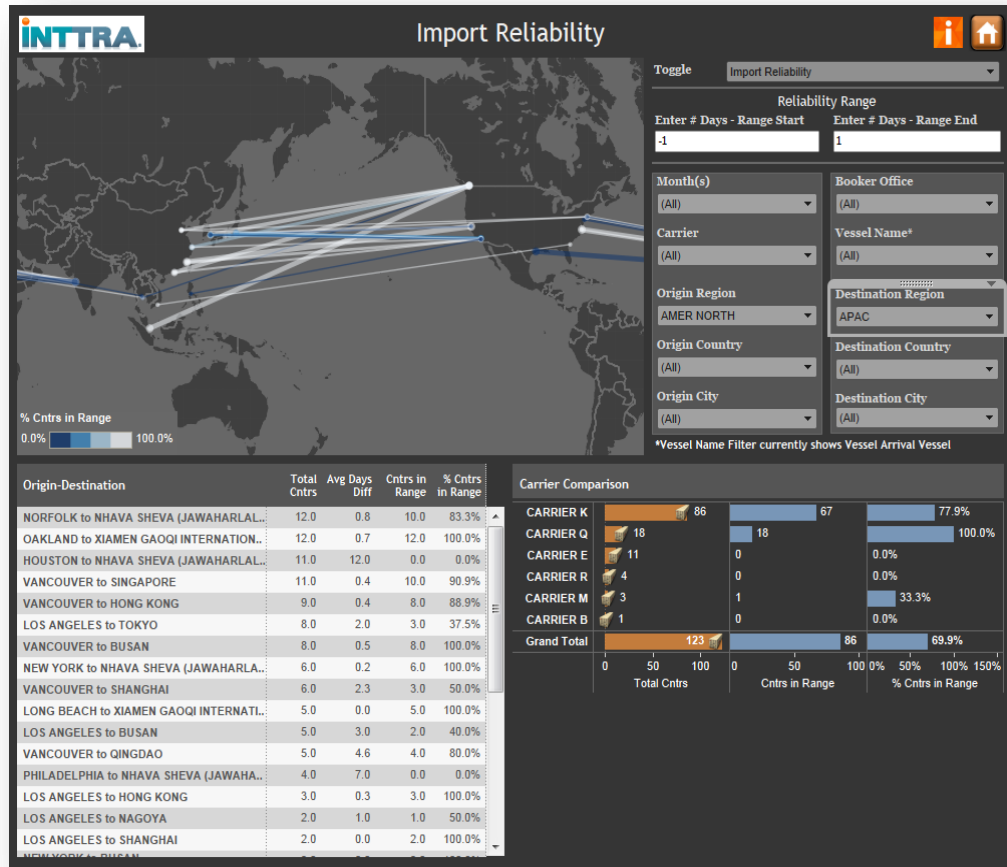
Track & Trace
Scorecard



Demurrage, Detention
& Dwell Time

Tailored Reports on Your Company's Own Information

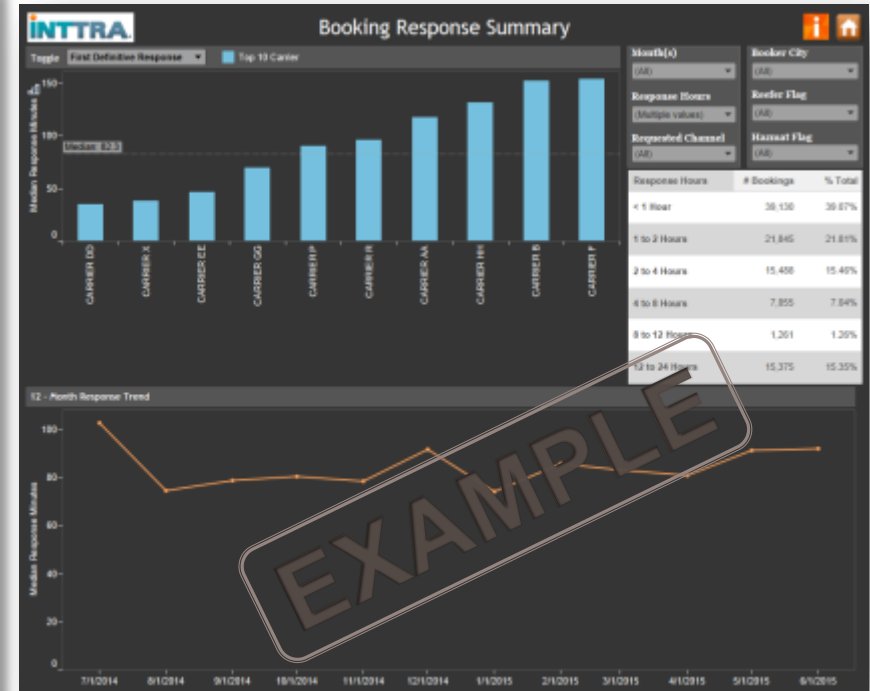
Shipment Reliability - Benefits



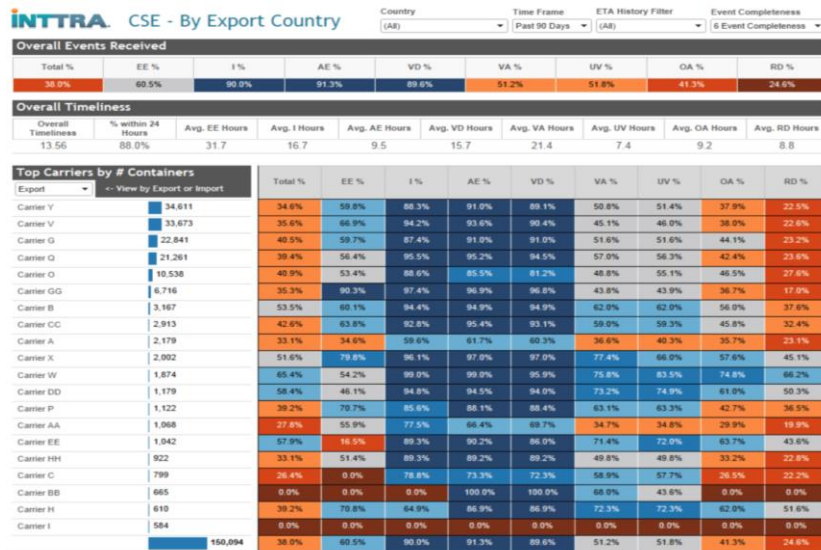
- Evaluate carrier performance based on criteria important to your business – (Inco terms)
- ETA Reliability
- ETD Reliability
- Transit Time Reliability
- Isolate trade lanes & port pairs important to you and your customers

Booking Reliability - Benefits

- **Measure** booking response data by:
Timeframe and Booking Office
Channel
Reefer or Hazmat
- **Analyze** your data:
Drill down to the Booking detail
Trending by month or quarter
Summary counts by various
statuses in the booking lifecycle
Compare performance by
Tradelanes and Country
- **Integrate:**
Data can be exported to PDF or as
an image
Chart images can be exported to
emails or PowerPoint presentations



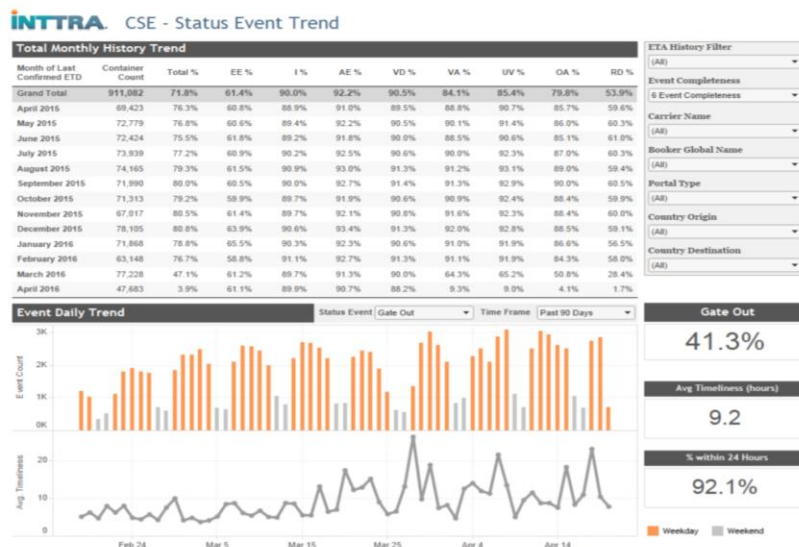
Track & Trace Data Quality Dashboard - Benefits



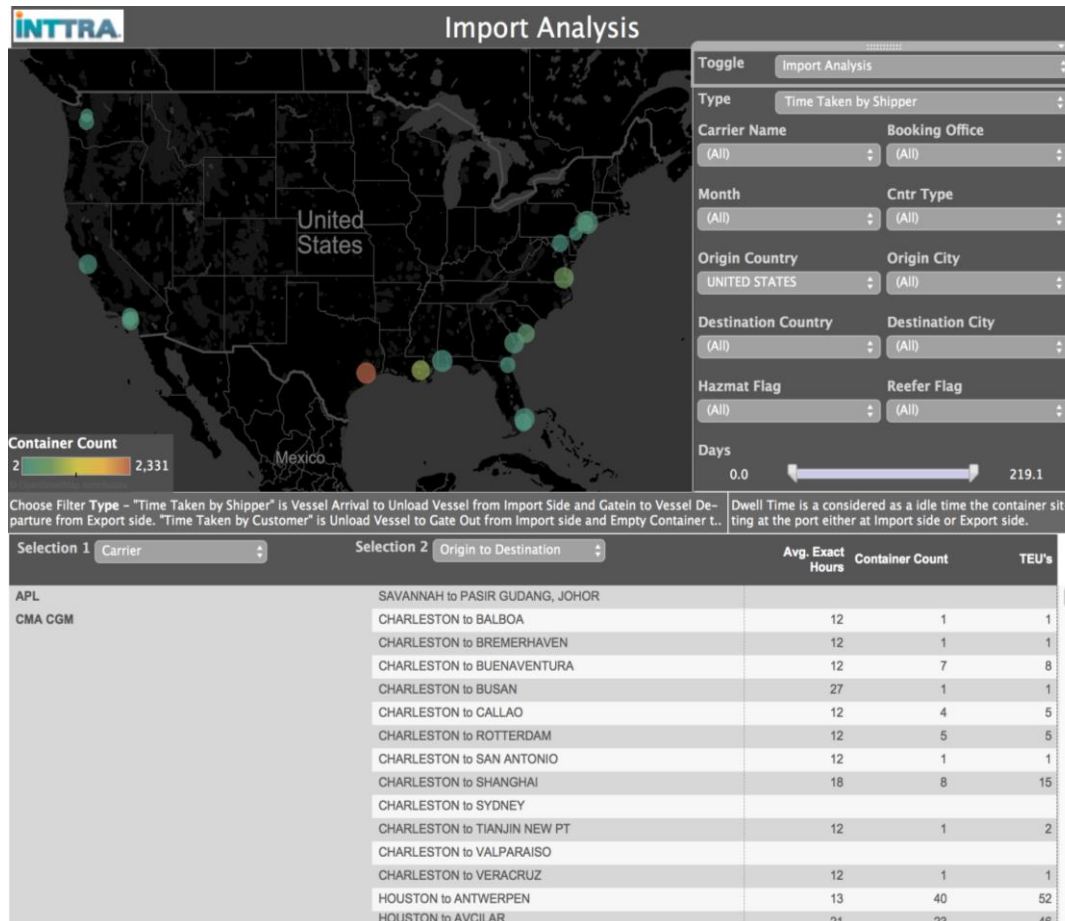
Determine if TT events were received –

- For all events expected
- In a timely manner
- In sequential order

Identify trends in missing or incomplete shipment data that can then be addressed with carrier.



Demurrage/Detention/Dwell Time - Benefits



Identify locations where idle containers are-

- Generating unplanned costs
- Increasing overall transit

Better plan route selection to minimize demurrage & detention

Customer Experience

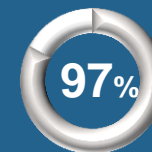
- **Multilingual support** across 3 time zones
- **In-house customer service** with a focus for high quality delivery
- Leverage our team's **extensive** technical and industry **experience**
- Receive support throughout all stages of shipment management
- **Personalized training** on our new products and advanced solutions
- Receive **regular updates** on latest product enhancements and regulatory changes
- **Feedback** through regular customer experience surveys initiated by INTTRA



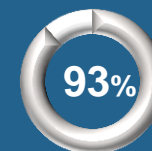
Customer
Satisfaction
Survey 2016



Live Chat answer
rate 2016



Efficiency
(Time taken till close of
customer cases within 24 hrs)
2016



Managing **16,400** cases per month

➤ *Available 24/7 via online chat, phone or email*

** Support available in more than 5 languages through regional sales and local offices*

