



#### Keeping air cargo rates in control:

## Unleashing the potential of fact-based market intelligence

Hugo Koppelaars - VP Business Development







- 20 years experience
- Head office in Amsterdam



## Hugo Koppelaars VP Business Development

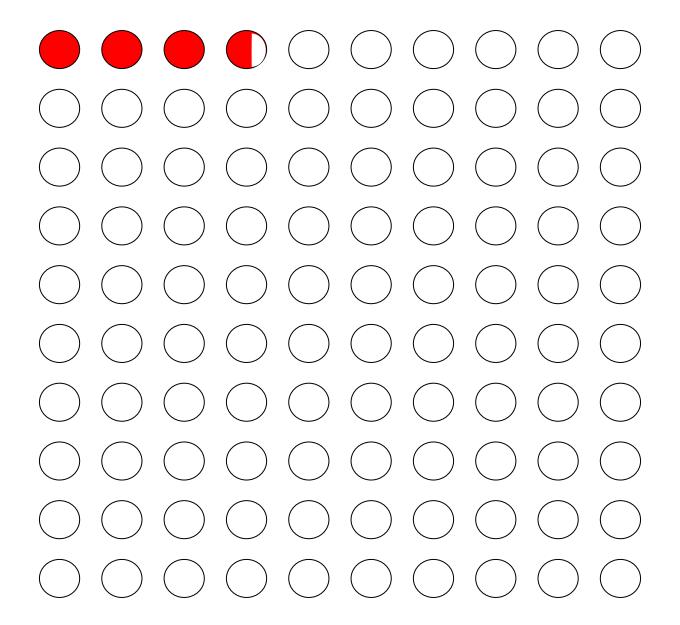
- 28 years experience in logistics
- Of which 2 years based in Germany





What percentage of worldwide air cargo weight is related to pharma?





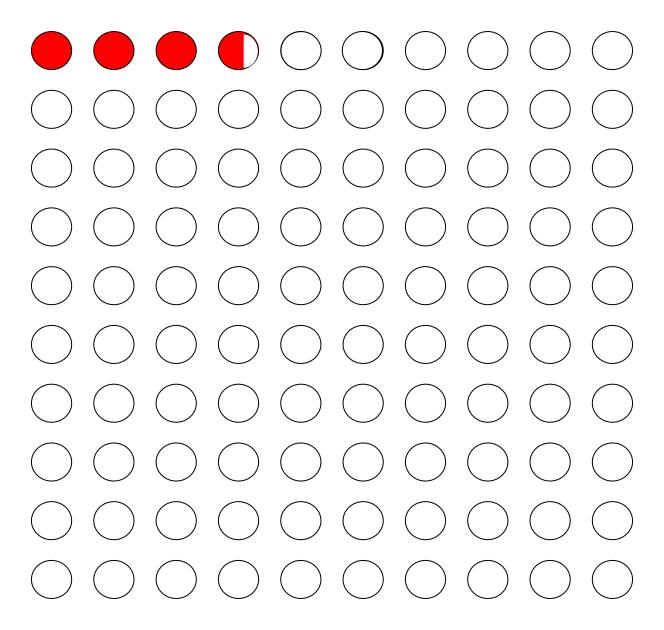
3.6%

2022



# What happens to this percentage if we look at the cost rather than weight?





5.6% >\$4b

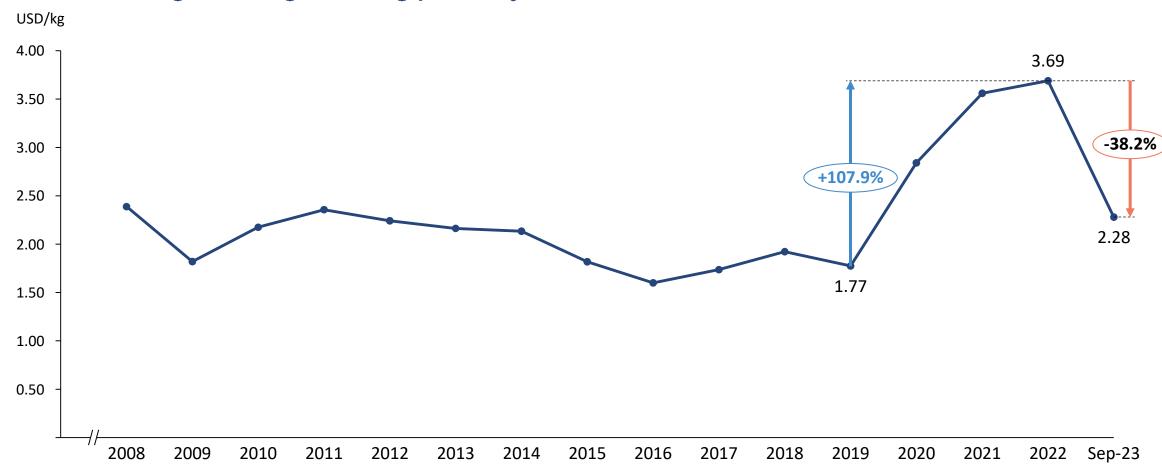
2022





## As a result, the air cargo market has been volatile in the past fifteen years and especially in the last three

#### Global average air cargo rate/kg past 15 years











What <u>source</u> do you need to systematically collect to have the <u>most relevant</u> and <u>objective</u> data about <u>air cargo</u>?



REPRINT 232 AKL 17810166 232-17810166 Proper's Assessed Physical Air Waybill NEG INTERNATIONAL LIMITED Neg House -20 Mahunga Drive M BUILDING KUALA LUMPUR, MALAYSIA, 50250 Mangere Bridge Manukau 2022 NZ Telephone: +64 (9) 622-7777 optex 1, 2 and 3 of this Air Waybill are originals and have the same volidity. Ellin agressi file if in gracio dissortina l'essent an acceptori i a agressat graci delle en condition i seccept an conditi for consigna SULENICE TO DIVE COMDITIONE DE CONTRACTI DE TREVERSIS PERSON, ALL VALENICE SULENICE CONTRACTI PER PERSON DE CONTRACTION DE C studgest's Name and Address NZ NEG SON BHD G-8 AXIS TECHNOLOGY CENTRE NO 17, JALAN 229, SECTION 57A, PETALING ng Carrier's Agent home and City columbia primose TLL NETWORKS (NZ) LTD T/A TLL GLOBAL FORWARDING 24-3 4200/1110 Cortical Dispays Information AUCKLAND C00935692 NZD PP X X NVD NCV BELEARNICE - E Carter offers brazerson, and such trouverses in a quested in accommon with the conditions fluench, traiticals arroant to be rearred in Spiros in loss marked "sensed of brazerson". MH 130 / 06 / Planding Information PLEASE OTHY CONSIGNEE IMMEDIATLEY UPON ARRIVAL OFtN: 46185175 Maken and Chardly of Charles (but, Otropolous or Visiona) 1246.0K C 9750 HEALTH SUPPLEMENTS 1246.0 4248.86 VOL 4.86 M3 1246.0 4248.86 4248.86 Dispercedible that the periodism on the base howed are correct and that invoter an any part of the correlational contains disregarizate goods, each part in properly described by serice and to its proper condition for contage by all exceeding to the applicable impresses decode linguistics. Tidal Other Charges Due Agent Total Office Charges Due Center TLL GLOBAL FORWARDING AS AGENTS TLL NETWORKS (NZ) LTD T/A TLL GLO TLL GLOBAL FORWARDING ON BEHALF OF: SOMEASIAN AIRLINE 05-Aug-15 AUCKLAND. JITU MOGRE Executed on Miles Square of Sessing Carrier or 8s April Charges at Destrution Tring Collect Charges 232-17810166

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#### Air Waybill (AWB)

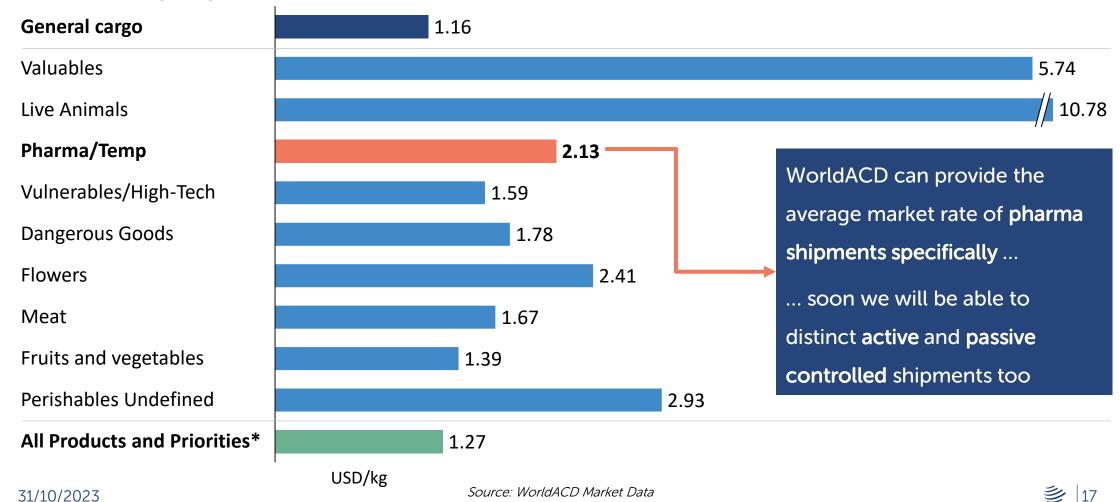
- Forwarder
- Origin
- Destination
- Chargeable weight
- Actual rates paid by the forwarder to the airline

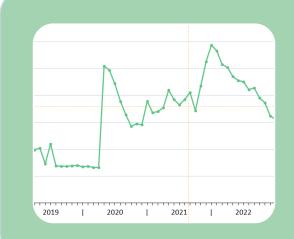
## WorldACD has the largest cargo coverage because of its data partnerships with 100 airlines across the globe



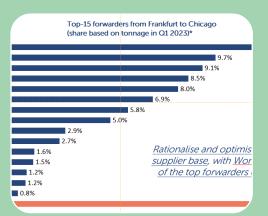
## WorldACD provides you with the market rates for your type of cargo, because averages\* can be very misleading

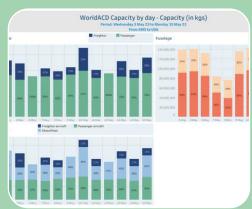
Rate incl. surcharges per product category from Frankfurt to Hong Kong (Q2 2023)











Market rates

Market rate indices

Forwarder ranking

capacity

Available

By lane; By relevant product; Every month

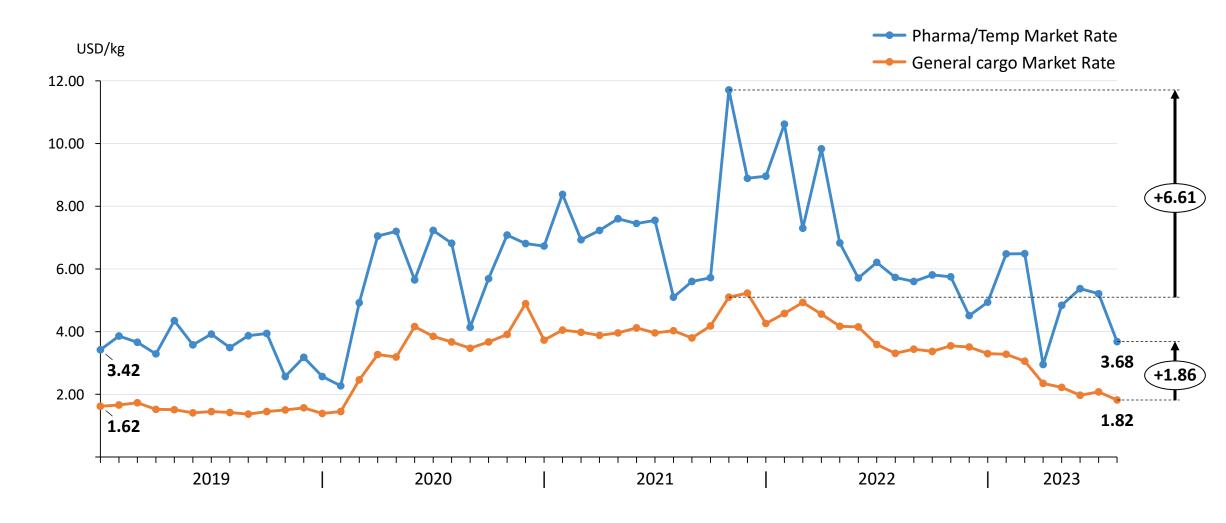
Pharma air cargo market rates from Frankfurt to New York





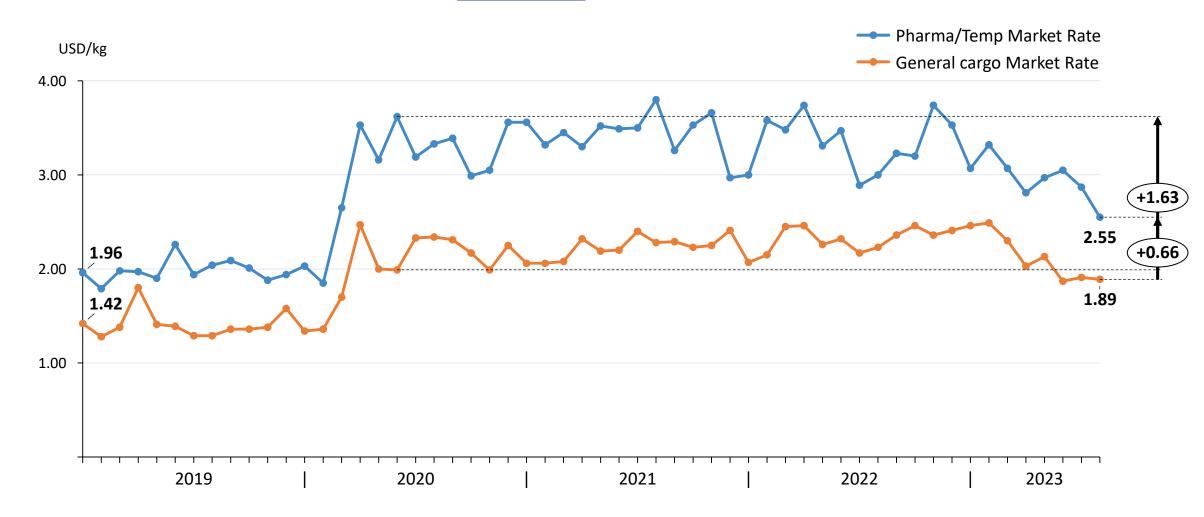
### Market rates

## Pharma vs general cargo market rates from Frankfurt to New York



### Market rates

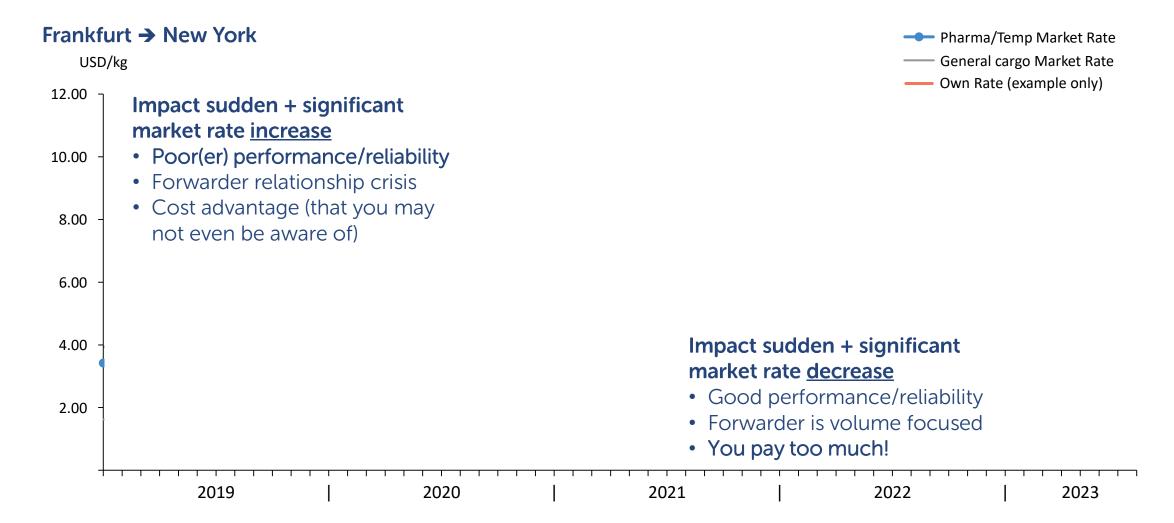
## Pharma vs general cargo market rates from Frankfurt to Riyadh



31/10/2023

### What happens with your forwarder contracts in volatile markets?

### Market rate indices



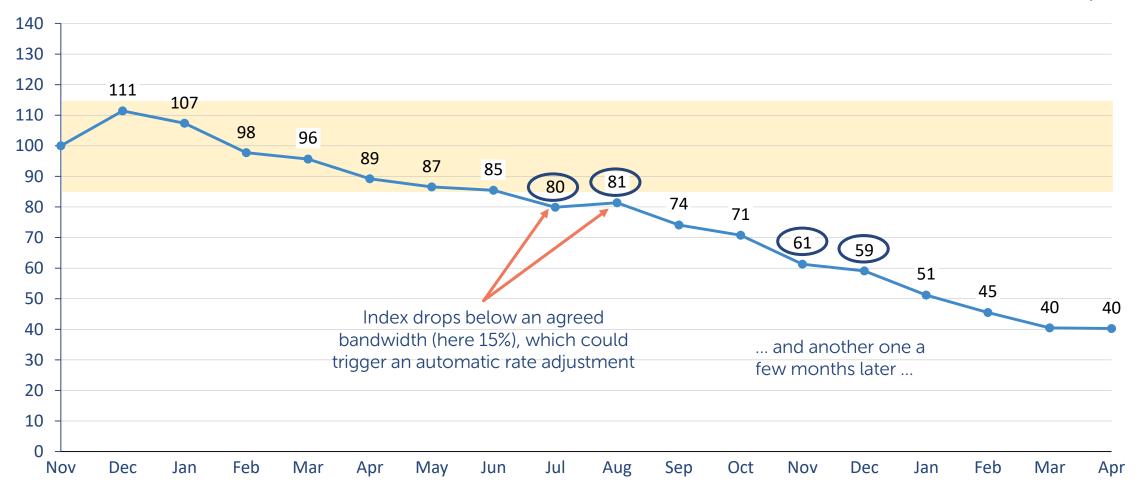
Source: WorldACD Market Data

## Using index based rates in your contracts with forwarders reduces risk and contract mgt time

Market rate indices

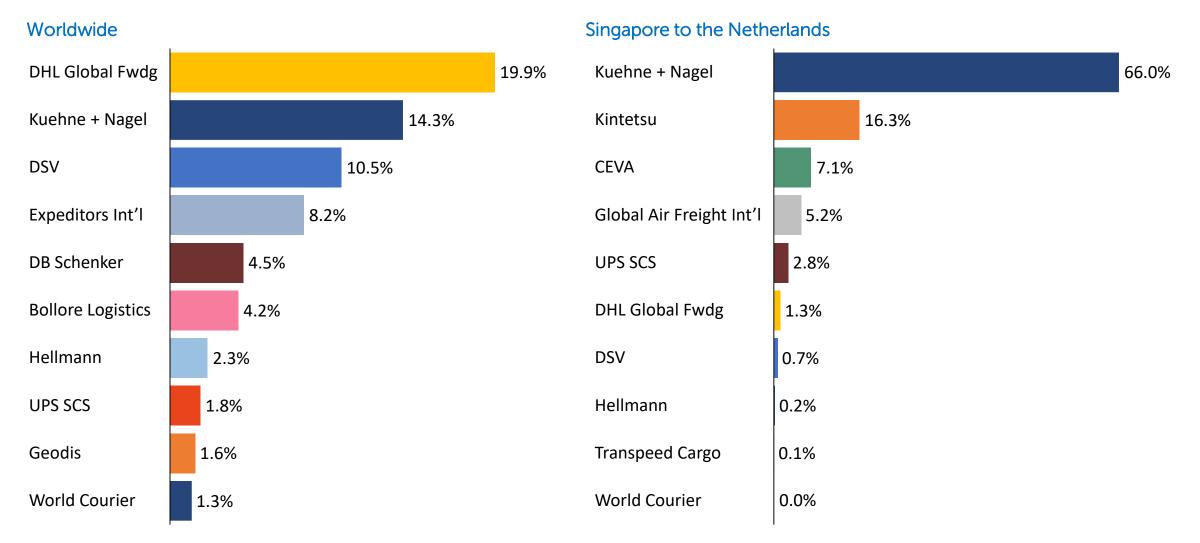
Market Rate Index from Singapore to Amsterdam (Start in Nov 2021 = 100)

→ Pharma/Temp



### Forwarder ranking

## Knowing the top forwarders on each key lane is very useful for strategic partner selection

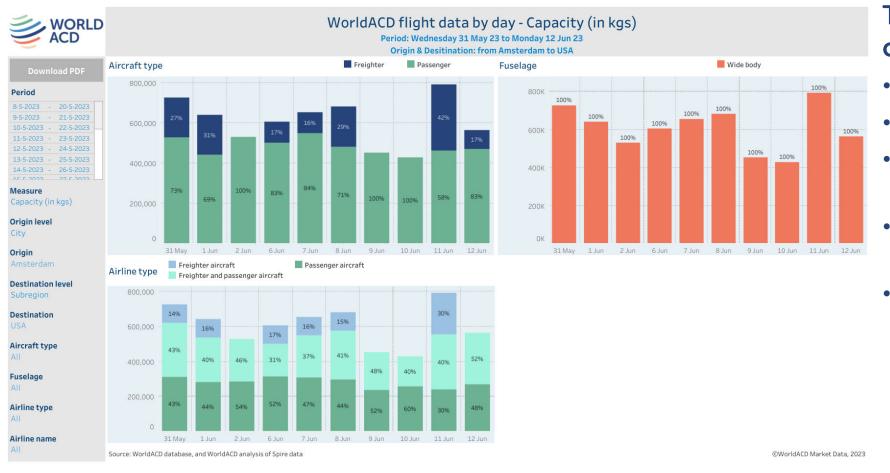


Source: WorldACD Market Data

### Available capacity

## Optimise your shipping days and routes using WorldACD's capacity dashboard

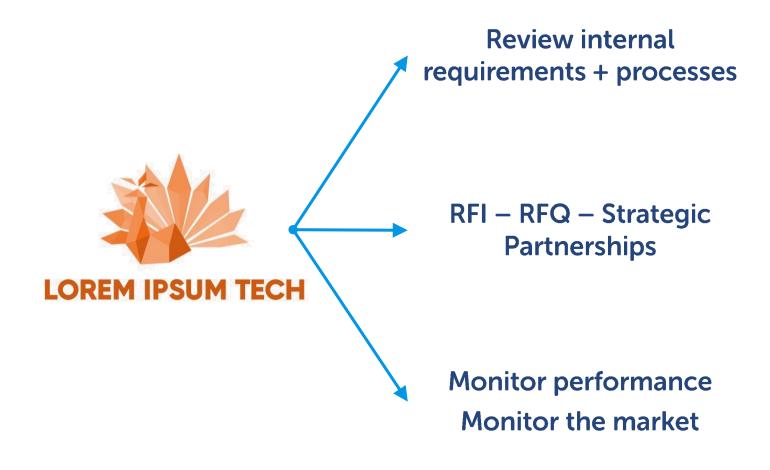
Capacity dashboard, showing the available capacity by aircraft and airline type per day per route (AMS – US, May 31st to Jun 12th 2023) for all airlines (more than WorldACD partners)



#### Total available capacity by:

- Lane
- Day
- Aircraft type
   (freighter; passenger)
- Fuselage (narrow; wide)
- Airline type
   (freighter; passenger; mixed)

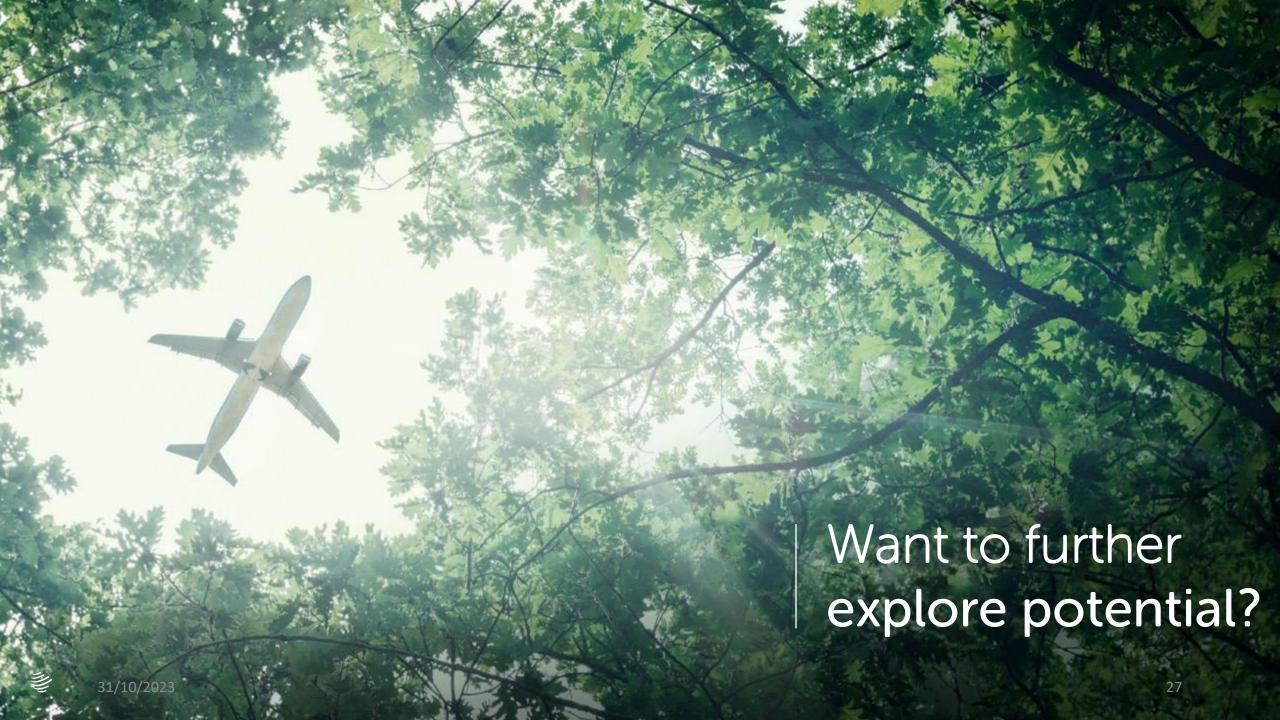
## A leading high-tech manufacturer used WorldACD during a recent global supply chain optimisation project



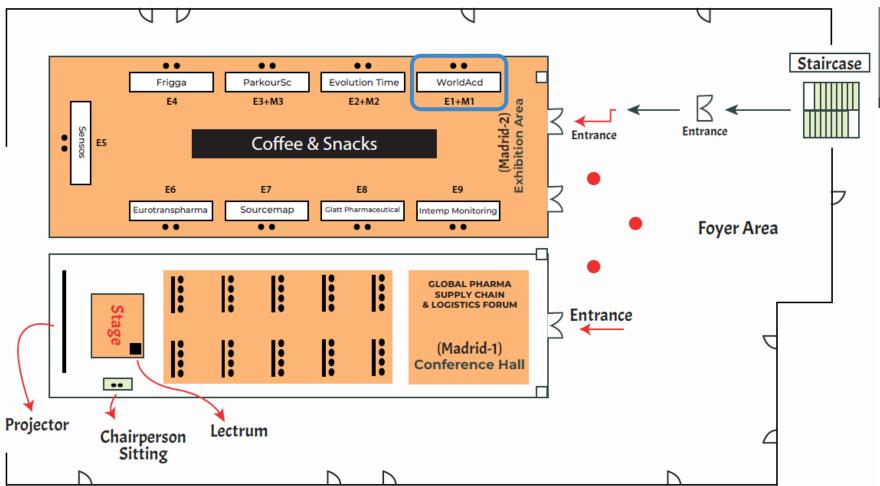
#### **Results achieved**

- Improved reliability
- Reduced costs
- In control going forward













**Swinda Hagedoorn** VP Customer Insights

**Hugo Koppelaars**VP Business Development

#### Booth E1, to the right of the entrance of the exhibition area

- To explore opportunities
- Dashboard demo (real data)
- Information leaflet & sweets
- Eco-friendly sunglasses for the tender champions (and we have some extra)!







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Thank you!

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