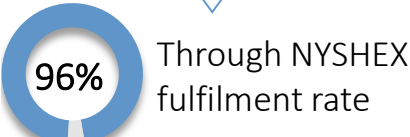


Our path up until today...

We started with a bold vision

Both shippers and carriers will benefit from independent contract enforcement

and it works!



Of the defaults:
 - Carriers, 2.6%
 - Shippers, 1.4%



Our collaboration with Agri began

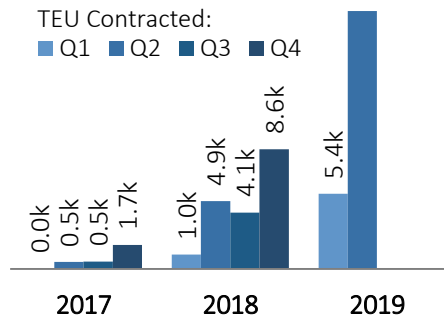
Today over 37,000 TEU of Agri have contracted through NYSHEX



More carriers and our launch

6 of the top 10 carriers joined us representing all 3 alliances and 52% of global capacity, and

trading is growing!



We listened to your feedback

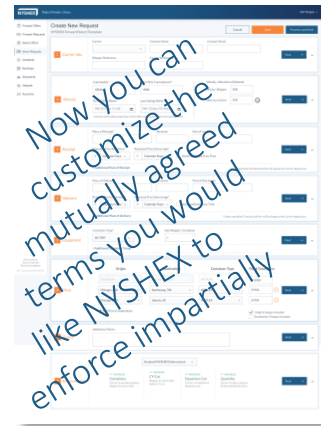
We asked shippers and carriers what we could do to improve, and you told us...

“We want NYSHEX to enforce different types of contracts, e.g. with:

- multiple weeks*
- multiple port pairs*
- multiple bookings”*



New feature: Forward Select



- Forward Offers
- Forward Requests
- Select Offers
- Select Requests
- Contracts
- Bookings
- Shipments
- Defaults
- Accounts

Create New Request

NYSHEX Forward Select Template

Cancel

Save

Preview and Send

| | | | |
|-----------------------|----------------------|----------------------|----------------------|
| 1 Carrier Info | Carrier * | Contact Name | Contact Email |
| | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| | Shipper Reference | Carrier Reference | |
| | <input type="text"/> | <input type="text"/> | |

Next →

- 2** Volume
- 3** Receipt
- 4** Delivery
- 5** Equipment
- 6** Price
- 7** Terms

Two NYSHEX *Forward Select* use cases:

- 1. Post Agreement:** Just agree on the contract terms up front with your carrier, then capture them into NYSHEX *Select* so that we can provide the independent performance guarantee.
- 2. Pre Agreement:** Capture your desired contract terms into NYSHEX *Select*, then send them directly to your carrier. Once accepted, NYSHEX will confirm and guarantee the contract.

| <i>Forward</i> | <i>vs</i> | <i>Forward Select</i> |
|----------------------------|-----------|--|
| Enforceable and guaranteed | | Enforceable and guaranteed |
| Single shipment | | Group of shipments |
| Single port pair | | Multiple port pairs |
| Fixed price for the week | | Fixed price for contract |
| Weekly commitment | | Monthly commitment <i>(with weekly allocations)</i> |
| Commitment is exact | | MQC can be exceeded <i>(subject to space and equipment)</i> |

We have been using NYSHEX for two years now but now that we can tailor-make our own guaranteed contracts with our port pairs and a monthly MQC; it's a game changer.

Carl Varner, VP Logistics,
Fornazor International



The biggest value add we've seen in building long term deals on the NYSHEX platform has been the growth of relationships, trust and volume with carriers. We've found new and creative solutions that are truly mutually beneficial and set both shipper and carrier up for success with the backing of the NYSHEX guarantee.

April Zobel, Manager of Export
Logistics, The Andersons Inc.



For me it has been a huge value to be able to build a longer-term deal with my carrier partners that works for my business and to have the luxury of knowing the service is fully guaranteed.

Christy Marron, Freight,
Prairie Creek Grain

