

Supply Chain as a Service



IN THIS PRESENTATION

01 Introduction to CSA Services Powered by Cargoo

02 Supply Chain as a Service

03 Customer use cases

04 Other Services

INDUSTRY EXPERTISE AND CUTTING-EDGE TECHNOLOGY TO OPTIMIZE YOUR SUPPLY CHAIN



Founded **1997**

Employees: **250+**

Global Presence: **Offices in 8 countries**

Annual Turnover: **\$1.6 billion**

TEU per Year: **+465,000**

Industries: **FMCG, Retail, Commodities**



Founded **2018**

Platform Coverage: **98% of global ocean container capacity**

Employees: **150+**

Companies Registered: **4,000**

Container Events Tracked (yearly): **~30,000,000**

Shipments Processed (yearly): **~700,000**

Shipment documents (yearly): **~2,800,000**



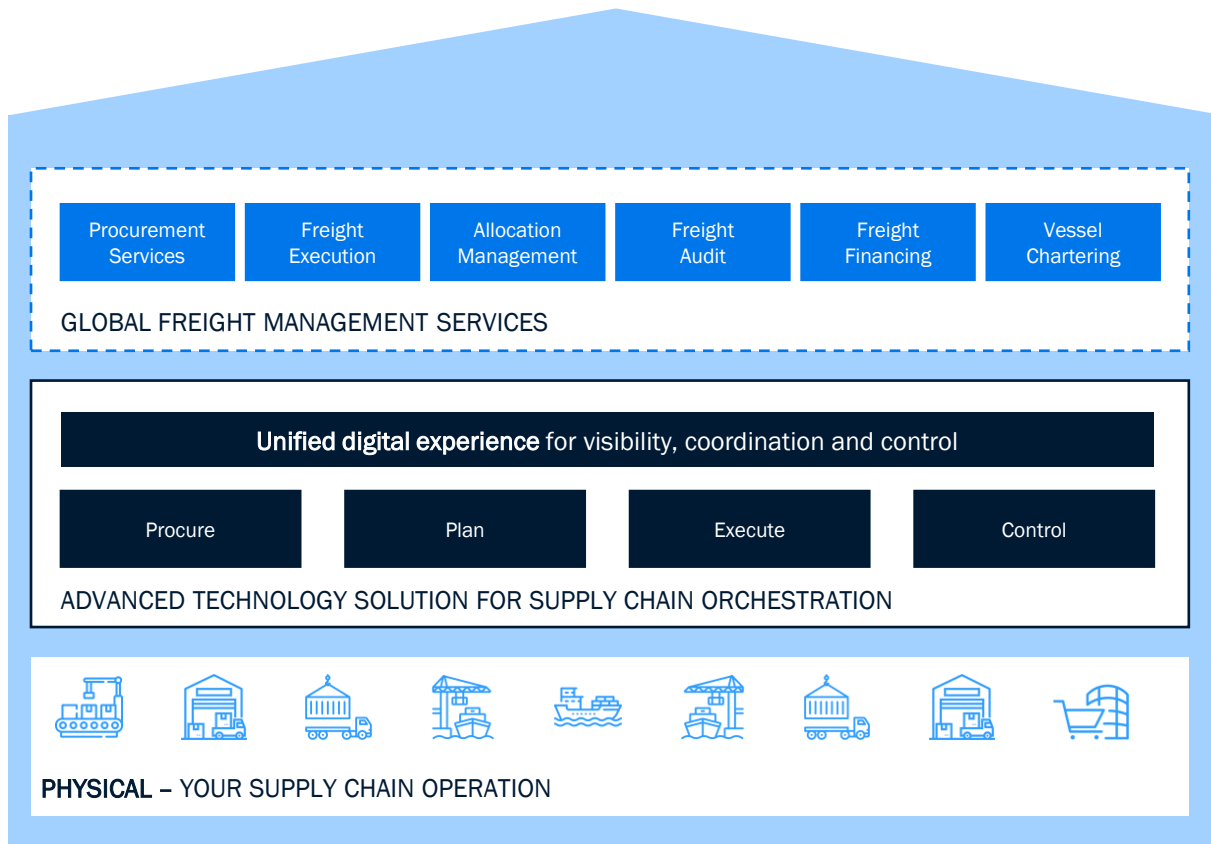
WORLDWIDE OFFICES

SUPPLY CHAIN MANAGEMENT SERVICES

SERVICE AND CONNECTIVITY
OVERVIEW



A SOLUTION DESIGNED TO OVERSEE AND MANAGE ALL ASPECTS OF YOUR SUPPLY CHAIN OPERATIONS



Picture a supply chain model designed just for you, where you call the shots and wave goodbye to outdated methods.

Integrated Expertise & Technology: Combines expert industry knowledge with advanced supply chain digitalization solution for complete control.

Enhanced Visibility: Access to the complete supply chain data set including contract, rates, order and shipment information from procurement to end-delivery.

Optimized Supply Chain Operations: Streamlines processes and smart resource allocation reduce costs and improve efficiency.

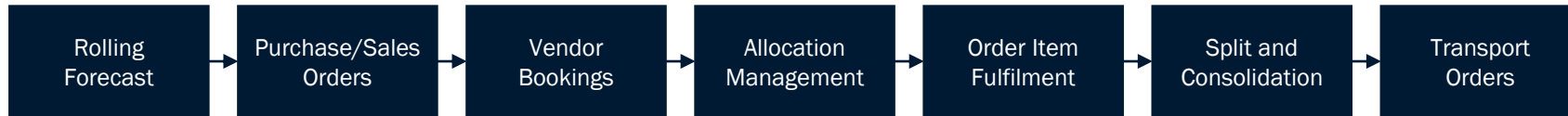
SUPPLY CHAIN MANAGEMENT SERVICES

END TO END OPTIMIZATION OF INTERNATIONAL OCEAN FREIGHT

PROCURE - Optimize global logistics with demand forecasting, volume planning, and freight contract management.



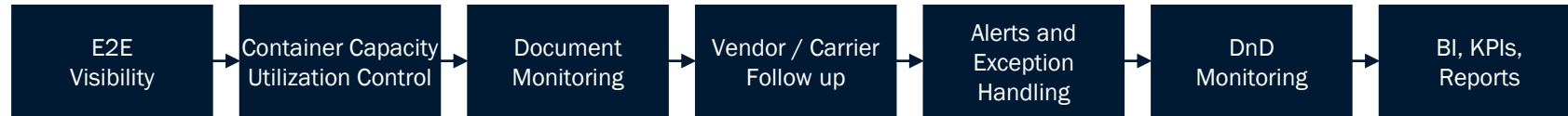
PLAN - Prepare for flawless execution with forecasts, order and booking management, and capacity planning.



EXECUTE - Run a seamless operation with complete shipment and document management capabilities.



CONTROL - Track performance across the supply chain with high-quality visibility, compliance oversight.



Powered by



CONNECTIVITY WITH CARRIERS AND PARTNERS

Available Flows EDI/API

IOT DATA	SPOT RATES	INVOICE	AES/ISF	API PRODUCTS	B/L DATA
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Available Flows EDI/API

01 Sailing Schedules	02 Booking Milestones	03 Carrier B/L Instructions	04 Copy B/L PDF	05 VGM	06 Track & Trace
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98%
Global Ocean
Carrier Connected

6 of the top 10 global freight forwarders book in Cargoo

FREIGHT PROCUREMENT



RFQ Preparation Phase

- Define the procurement strategy and establish RFQ guidelines
- Analyze volumes and seasonality
- Prepare offer sheet for the RFQ through CARGOO tender tool
- Preliminary discussions with RFQ participants
- Provide CARGOO tender tool training to participants



RFQ Execution Phase

- Launch RFQ through the CARGOO tender tool
- Support participants during RFQ in case of any technical questions
- Analyze the bids each tender round and prepare summaries
- Set target rates and target conditions for the next round



RFQ Award Phase

- Analyze the final bids and provide summary and carrier split proposal
- Award carriers based on your feedback
- Finalize contracts with the carrier and instruct rate filling
- Summarize final rates and conditions in a rate sheet



Contract Management Phase

- Manage bunker or other rate updates during contract period
- Manage inclusion of new lanes into the contract
- Update rate sheets and distribute to the relevant stakeholders

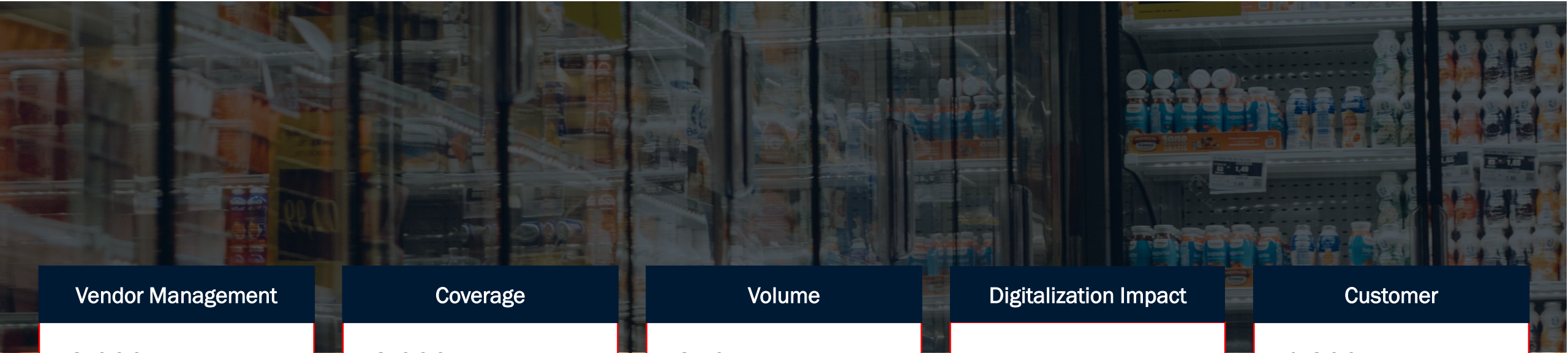


CUSTOMERS USE-CASES



BIRD'S EYE VIEW - NESTLE SET-UP

BIRD'S EYE VIEW - FMCG CONTROL TOWER



Vendor Management	Coverage	Volume	Digitalization Impact	Customer
<p>+3,000 Suppliers and Nestle entities</p> <p>Raw materials, Finished Goods, Coffee, Cocoa, PetCare, Waters, Nespresso, etc</p>	<p>+8,000 trade lanes</p>	<p>+350K TEU a year</p> <p>+90K shipments/year</p>	<p>25% reduction in D&D costs</p> <p>10% efficiency savings</p> <p>31% freight forwarding cost saving</p>	<p>+1,300 users</p> <p>+200 companies</p>

RETAIL CONTROL TOWER

BIRD'S EYE VIEW – RETAIL SET UP



Vendor Management

+200 Suppliers
+ 6,000 Producers

Coverage

4 Destination Markets
6 Origin Markets
80 TradeLanes

Volume

+250K TEU a year
150K containers/year
+2,8M container events /year
+85% promotion goods

Destination Coordination

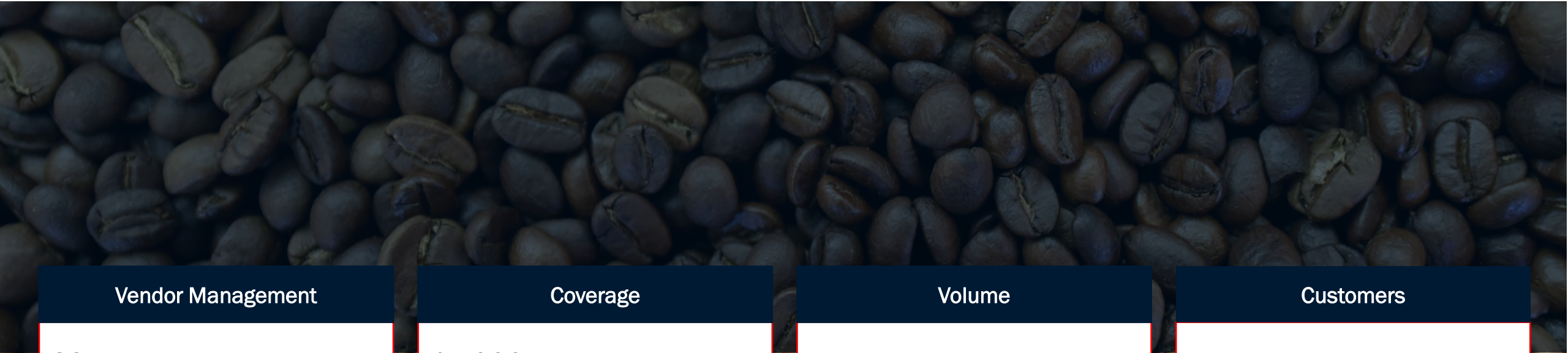
Carrier release coordination for **+18K** shipments
Coordinate with nominated customs brokers and **200** suppliers
Coordinate on-carriage for **+20** 2PL providers

Freight Audit

+80K carrier invoices validated annually

FREIGHT BUYING SET UP

BIRD'S EYE VIEW – PROCUREMENT FOR COMMODITIES



Vendor Management

39 carrier contracts

Green coffee, soluble coffee, tea, sugar, cotton, corn, cocoa, molasses, ethanol among others

Coverage

15,000 trade lanes

3 main destination markets, incl. North America, Asia and Europe

Volume

180,000 TEUs/year

20'ft & 40'ft food-grade standard and high cube containers

13 carriers under allocation

Customers

+200 customers

SERVICE AND CAPABILITIES

SELECTED HIGHLIGHTS



DEMURRAGE & DETENTION MANAGEMENT

CAPABILITIES OVERVIEW

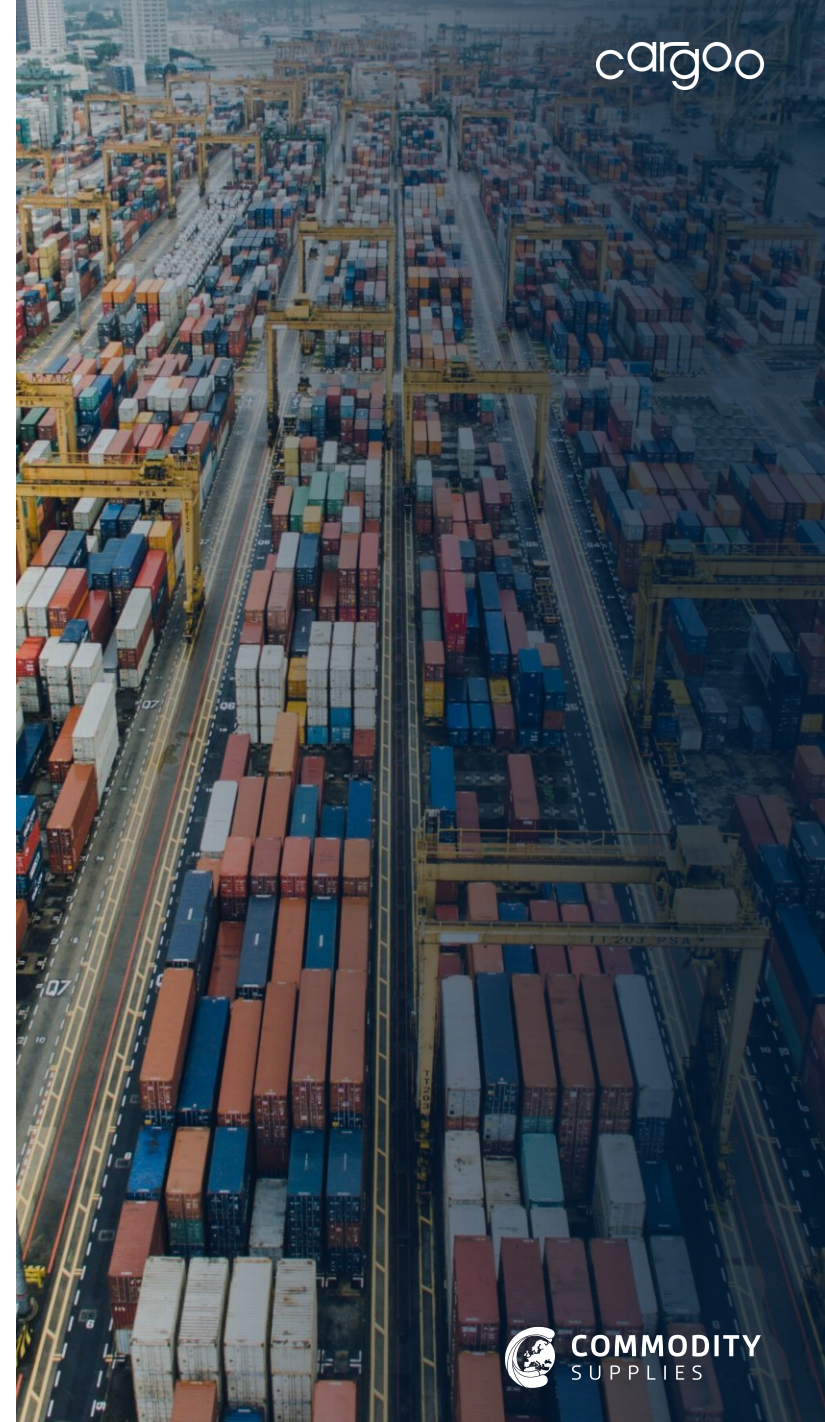


Managed Services

- Share report of arriving containers including last day of free time with nominated 2PL or 3PL daily
- Follow up with 2PL or 3PL on shipments where the free time is going to expire in less than 3 calendar days
- Share overdue report with nominated 2PL or 3PL daily
- Capture reason for exceeding free time in Cargo
- Escalate long standing unit to 2PL, 3PL and freight paying market

Cargo

- Capture D&D, Storage, plug in conditions precisely as the carrier applies them in our contract management tool.
- Apply D&D conditions to each shipment and make it visible to everybody who has access to the shipment.
- Calculate last day of free time based on contractual terms and tracking data.
- Calculates D&D, Storage & Plug in costs for you, in case free time is exceeded, supporting spend forecasting activities.



END TO END VISIBILITY FOR EXCEPTION MANAGEMENT

READY FOR THE UNEXPECTED

Automated alerts

Real-time notifications on any supply chain disruption, including delays, documentation, and shipment process and status updates.

Proactive Risk Management

Complete visibility over potential risks, such as port disruptions or vessel delays, and issues. Set up alerts to mitigate operational impacts.

Custom Dashboards

Tailored dashboards to focus on critical KPIs like booking status, D&D, container utilization and shipment status, enabling fast and informed decision-making.

Seamless Communication

Collaboration between stakeholders is facilitated through user-customizable notifications ensuring that issues are addressed promptly and effectively.

Cargoo's exception management capabilities empower users to proactively manage and respond to supply chain disruptions and risks.



ADVANCED ETA PREDICTION

CAPABILITIES OVERVIEW

Cargoo ETA prediction capabilities leverage real-time data from 98% of global ocean carriers.

Data Quality & Coverage: API/EDI integrations pull real-time information on vessel movements and carrier schedules.

Proactive Alerts: Automated alerts notify users when ETAs shift outside predefined thresholds, enabling preemptive actions.

Full Coverage: The ETA prediction system covers every stage of the container journey, ensuring full control over the shipment lifecycle.



PRECISION IN MOTION

Optimizing Delivery Accuracy with Real-Time Data & RDD Adjustments

For Nestle, Cargoo enhances **Requested Delivery Date (RDD)** accuracy using machine learning algorithms that consider the destination and historical transit data. This allows Nestle to optimize planning and ensure on-time deliveries.

Nestle RDD Optimization:

Cargoo calculates the transit time between the final destination and the warehouse based on historical data. This transit time is then added to the ETA shared by the carrier to determine a more accurate RDD.

OTIF KPI Enhancement:

By aligning ETA recalculations with Nestle's RDD targets, Cargoo helps Nestle maintain and improve OTIF KPIs. Any ETA changes trigger updates to the RDD, allowing Nestle to adjust supply chain operations, ensuring timely deliveries.



END TO END VISIBILITY FOR CONTAINER MANAGEMENT

CAPABILITIES OVERVIEW



Full Container Lifecycle

From booking to return, Cargoo provides detailed visibility of each container at every stage.

Proactive Alerts

Alerts notify users of important events such as loading completion, departure delays, and container discharge.

Milestone Tracking

Track key container milestones like gate-in, gate-out, and transshipment events.

Exception Management

If any deviations or rollovers occur, alerts are triggered to ensure immediate attention and corrective action.

Custom Dashboards

Users can configure dashboards to view real-time data on container utilization, shipment progress, and carrier performance.

REPORTING FOR ACTION AND STRATEGY

CAPABILITIES OVERVIEW

Our reporting and exception management capabilities provide full visibility into every shipment and container, ensuring all stakeholders are informed in real-time.

Proactive management of exceptions ensures disruptions are handled promptly, supported by detailed reports covering every stage of the supply chain.

Reports

Tracking Reports

- Not delegated orders report
- Delegated shipments report
- Booked shipment report
- Empty picked up, not gated in report
- Gated in, not departed shipment report
- Floating shipment report (incl. transshipments)
- Arrival report including shipments that arrive within the next 14 days + arrived, but not gated out
- Gated out, but no inbound and DWH report
- Inbound at DWH, but not returned shipment report

Carrier Delay Reporting

- Initial ETD vs. ATD
- Initial ETA vs. ETA when shipped
- ETA when shipped vs. Current ETA
- ETA when shipped vs. ATA

Roll Over Reporting

- Roll overs at origin
- Rollover at transshipment

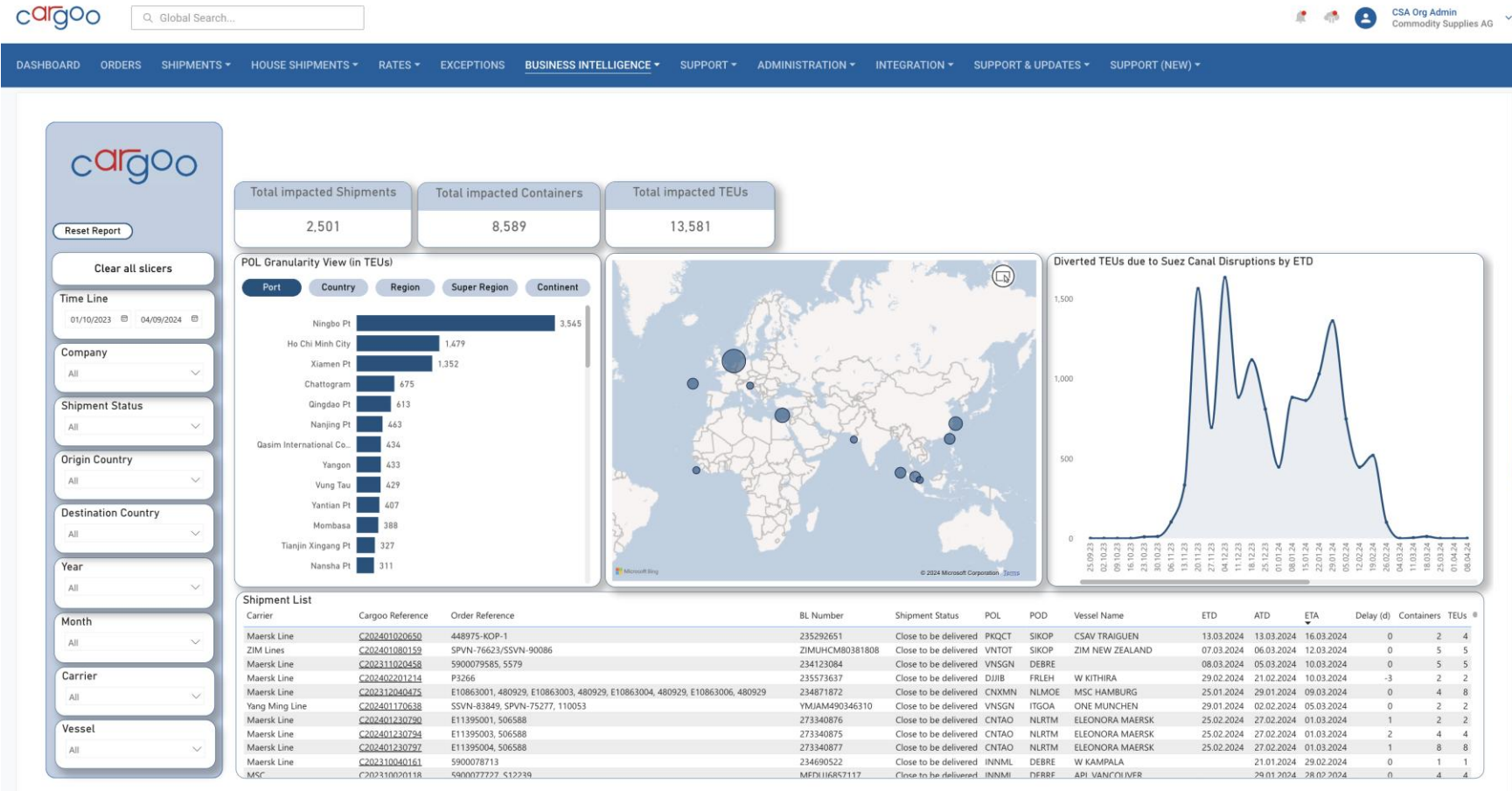
Exception Management

- Roll over follow up
- Carrier booking split follow up
- Origin & Destination D&D free time exceeded
- Proactive notifications to relevant stakeholders about delays, booking changes and other disruption

The screenshot displays a comprehensive reporting interface. At the top, it shows key metrics: Total Shipments (188,439), Total Containers (474,613), and Total TITs (727,336). Below these are several data visualization components: a line chart for 'TITs shipped by Month', a world map showing shipment density, and three bar charts comparing 'PDB Completion (ETD)', 'PDB Completion (ETA)', and 'Transship Completion (ETA)'. A 'Shipment List' table is visible at the bottom right, listing shipment details such as carrier, cargo, schedule, and status.

RED SEA MAP

MANAGING GLOBAL DISRUPTION



Custom Dashboard: Cargoo developed a real-time Red Sea dashboard during the crisis, enabling users to track impacted shipments.

Real-Time Tracking: Every affected TEU was tracked with real-time updates, providing visibility into the status of cargo as it navigated the disruption.

Risk Mitigation: Alerts were triggered for potential delays, giving users enough time to adjust plans and reroute shipments if needed.

Crisis Response: The dashboard allowed for rapid, data-driven decisions to minimize supply chain impacts during unplanned global events.



THANK YOU

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