



shipperline

a simpler way to manage your cargo worldwide



maeil^{ll}

CONTEXT – What shippers do



Imagine you export your products worldwide

Ship Products



=

Periodically



+

X Routes



×

X Carriers



×

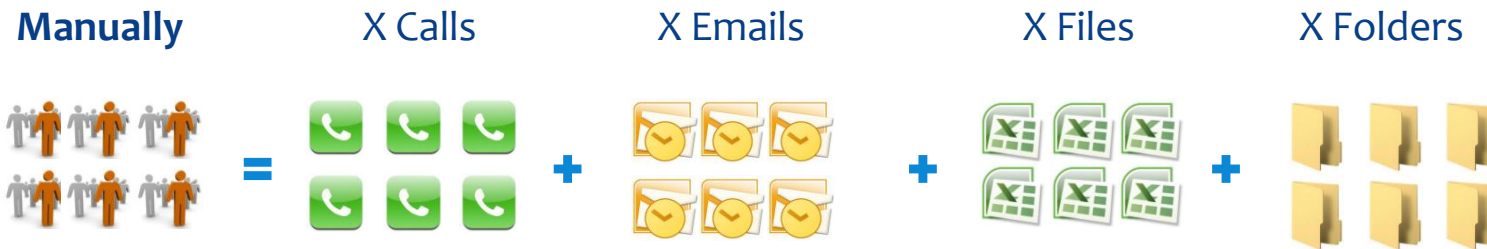
X Quotes



CONTEXT – What shippers can improve



Imagine you do it manually!



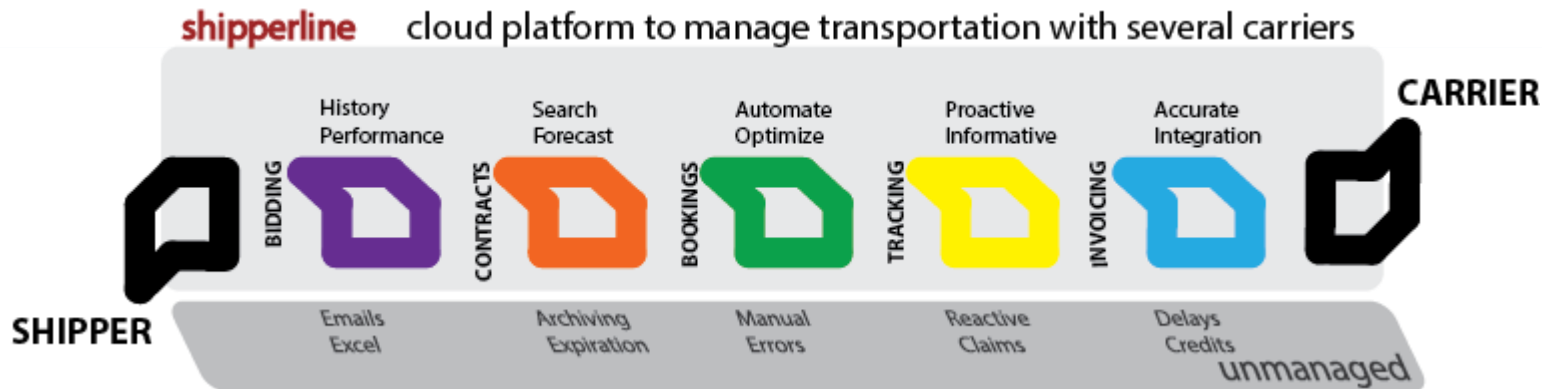
It's a process prone to human **errors**, resource **intensive**, **expensive** and **inefficient**...

And it is a **reality** we **solve**.

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SOLUTION

Automatic and Standard Workflow



Value Propositions

1. **Standard and paperless workflow**
Save time and workforce performing the **export workflow**
2. **Analytics over historical data**
Better negotiation tools: Costs variation, QoS evaluation
Real-time performance metrics
3. **Pro-active response when problems occur**
Better Customer Service
Agile problems resolution

MARKET

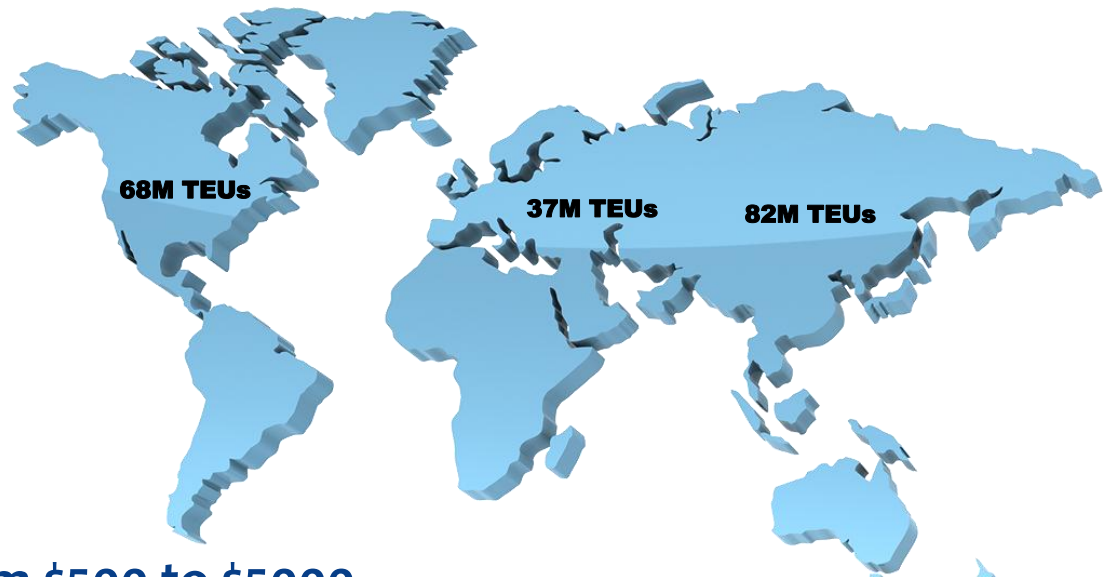


shipperline targets worldwide shipping market

Target the \$7 BN market in U.S.

Market in TEUs

- * 2,5M in Portugal
- * 37M in Europe
- * 82M in Asia
- * 68M in America
- * 208M Worldwide



Cost per TEU can range from \$500 to \$5000

* TEU is a Twenty-foot Equivalent unit used to measure container volume

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REVENUE MODEL

Pay as you Go



Innovating the existing models

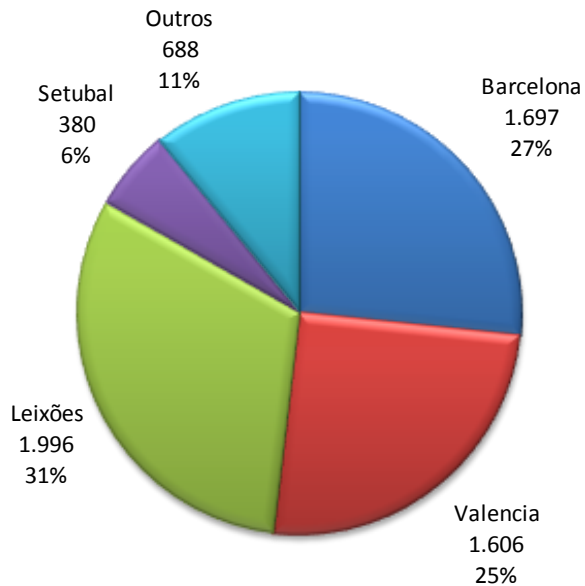
**Cloud, SaaS, Pay as you Go
Comission per Booking**

CASE STUDY

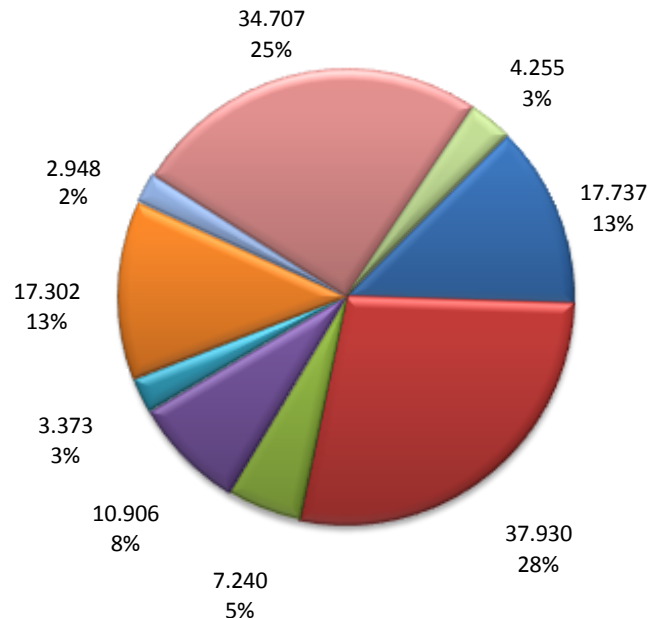


1 Shipper that exports 6400 TEU/year

TEU (per Port of Loading)



9 Carriers



TEU (Month / Year)

467 / 6,367

15€ per container
100K€ revenue

Yearly Shipping
Total Cost of
12M€

COMPETITION



shipperline is the only solution addressing shipper's needs

Handful of Competitors

With **different customer focus**
and **revenue models**

TEAM



Founded in 1999, 15 employees, Lisbon



Hugo Duarte da Fonseca
shipperline CEO

14 years in Shipping Industry

Transporter software for Carriers: **Liners, Agents, Forwarders**

Accounts in Europe and Africa


Projects in Netherlands, UK, Germany, Spain, Turkey, Morocco, Angola, Kenya

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THANKS!



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“With **shipperline**  a simpler way to manage your cargo worldwide we would be able to better serve our clients, and give them a service they don't currently have.” **Worldwide export director**

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Quotes

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Quote Validity From: To:

Hide Incomplete Quotes:

1 to 50 of 96 records

<input type="checkbox"/>	Quote Name	Account Name	Loading Port Name	Discharge Port Name	Quote Start Date	Quote Expire Date	20 FT Cost	40 FT Cost
<input type="checkbox"/>	TranaANRBND35	Trana	ANTWERP	BANDAR ABBAS	2012-10-19	1900-01-01		
<input type="checkbox"/>	TranaBarTin54	Trana	Barcelona	Tincan Island	2012-10-19	1900-01-01		

