



BenchmarkingClub

Confidentially benchmark your contract shipping rates and service agreements against your peers - based on genuine, shipper only, pure buy rate comparisons

From the market leaders in ocean freight rate intelligence

Ocean freight procurement has rarely been more challenging and complex. Increases in contract rates, rate volatility, market uncertainty and new regulations, all combine to frustrate costs, internal budgeting processes and complicate your negotiating position with carriers.

To help put category managers and ocean freight procurement teams back in control, Drewry operates The Benchmarking Club, an innovative online platform that builds on our heritage of supporting the needs of shippers (importers and exporters).

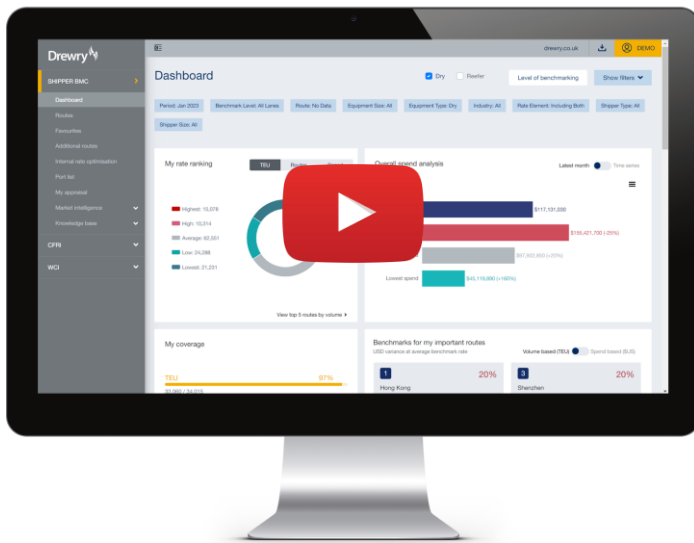
“Confidentially benchmark your shipping costs and service agreements against your peers.”

Benchmarking Club gives you the visibility and detailed cost saving advice you need to respond to price volatility, prepare for your carrier negotiations and track spend through a powerful and easy to use online interface.

Q... How do your container shipping costs compare with your peers..?

Q... Are you securing the best terms in the market to meet the needs of your business..?

All-new Container Freight Portal



FAST FACTS

125 Countries

900+ Ports

15,000 Port pairs

125+ Exclusive shipper members

4m TEU per annum

\$4.1bn Spend per annum



Confidentiality Assured

Your contract rates and conditions remain confidential. Only aggregate freight rate data is shared amongst club members.

Procurement success through insight-led market benchmarking

FEATURES



Exclusive to Shippers (Importers / Exporters only)



Confidentially benchmark contract container freight rates



Access to spot market rates, unique freight rate forecasts for major trade lanes, indices for 17 major routes and industry best practice forums



Interactive online system



Individually customised reports for each member



Real time access to rates



Quarterly Individual Review Calls



Benchmark data plugged into your Bid Events / Tenders (Optional Extra)



BENEFITS



Secure best rates in the market and reduce your spend



Understand short, medium & long term market developments



All Market Intelligence at your fingertips



IMO Sulphur regulation intelligence & Impact Calculator



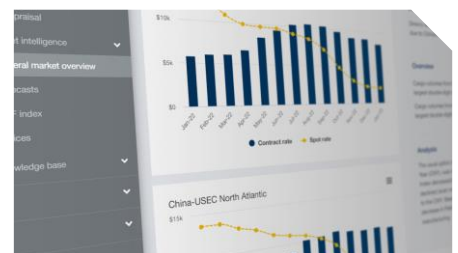
Understand Best Practices in Procurement to maximise efficiencies



Internal Stakeholder support & approval
• Create awareness and understanding



Determine whether the bids you receive in your Bid Events / Tenders are in-line with the market



MEMBERS

- Confidentially provide route and rate information



DREWRY

- Aggregate and anonymise data
- Create and provide benchmarks

Your complete ocean freight cost benchmarking solution

1 Access to our ONLINE platform

Contract rates

- Current & Historic Rates
- New route rates
- Service comparisons
- Rate inconsistencies

Spot rate comparisons

Market intelligence

- Market Outlook Briefings
- Forecasts
- Indices (trade routes & BAF)
- Customised report access

Knowledge base

- Market Outlook & Best Practice Forum outputs

2 Real time Contract Rate updates

3 Container Freight Rate Insight (CFRI) – spot rates (6,300 global lanes)

4 Customised reports & Review Calls

4 Virtual Meetings and 2 Reports per annum

- Tailored to your routes
- Average, Lowest, Highest market rates
- Spot Rates
- Comparison by Shipper Size (S, M, L)
- Transit time, Freetime
- Rate Validity
- Ranking

Rate appraisals and cost savings advice

- Detailed analysis of your rates v benchmarks
- Cost saving recommendations

5 Participation in Best Practice Forums

6 Access to Drewry Container Market Outlook Briefings

7 Benchmark Rates plugged into your Bid Sheet

2x per Bid event / tender (optional extra)

- View benchmark lowest and average rates for your tender lanes
- Plugged in / mapped to your Bid Sheet Port Pairs



Your complete ocean freight cost benchmarking solution

"We selected Drewry's Benchmarking Club to benchmark our ocean rates with other retail industry leaders and to gain insight into container shipping market trends, forecasts and best practices through webinars provided to Club members by Drewry."

Logistics manager, **Leading global electronics and home entertainment brand**

"Drewry's Benchmarking Club enables us to ensure that we secure competitive freight rates with carriers and identify lanes where we could possibly further lower our costs."

Vice president global logistics & customs,
Fortune 500 US Retailer



"Benchmarking Club data allows us to see trends from both the market and Drewry point of view which provided strategic value on what to expect during the upcoming procurement process. The comparisons of our company's position in transit times, rates, and shipment methods are of particular value."

Logistics director, **US FMCG, Retail Company**

"Drewry has been very helpful to us in benchmarking our shipping costs and in developing strategies to improve our shipping efficiency and effectiveness".

Richard Blossom, Head of Exports, **Del Monte Philippines**

CONTACT US FOR A DEMONSTRATION

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