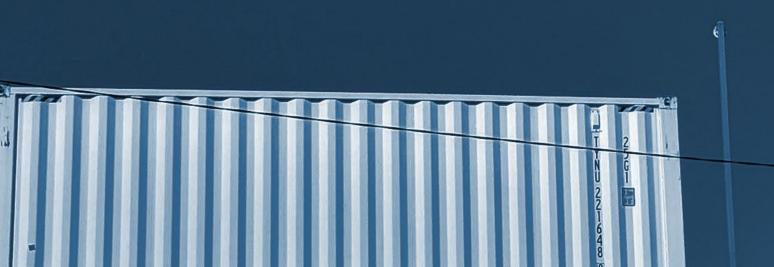
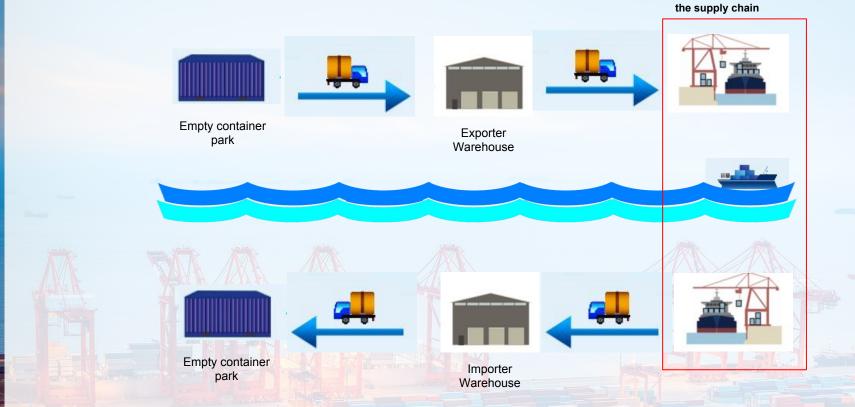


A Shipping Lines Digital Pricing Solution

The 32nd Joint Conference of the ROC-Australia and Australia-Taiwan Business Councils



The container supply chain



Where Mizzen sits in



The "Amadeus" of shipping

Launched in Sept 2016 and today working with nine lines to distribute their spot market price to their customers via mizzenit.com. Two distinct groups of products, one aimed at shipping lines and other other at NVO/BCO spot market customers.

10 shipping line partners



















- Automated Spot Rate Delivery
- Market Rate Price Insights Tool
- Space & Equipment Guarantee Product **IN PILOT**
- Dynamic Price Delivery IN TEST
- Branded Spot Rate Web App

70+ signed up NVO/BCO



Australian based businesses ranging from small to large multinational companies.

- Multi-Carrier Schedule Search Capabilities
- Spot Rate Request
- **Digital Booking Integration**
- Local Cost Breakdown IN TEST



		Global Market	Cumulative Global Market	
Rank	Operator	Share	Share	Status
1	Maersk	17.90%	17.90%	~
	Hamburg Sud	0.00%		\checkmark
2	MSC	14.50%	32.40%	~
3	COSCO Group	12.50%	44.90%	
	COSCO	9.50%		-
	OOCL	3.10%		~
4	CMA CGM Group	11.80%	56.70%	
	ANL	0.00%		~
	APL	0.00%		~
	CMA CGM	0.00%		~
5	Hapag-Lloyd	7.10%	63.70%	~
6	ONE	6.90%	70.60%	-
7	Evergreen Line	5.10%	75.70%	✓
8	Yang Ming	2.90%	78.60%	-
9	PIL	1.90%	80.40%	-
10	ZIM	1.90%	82.30%	-
11	Hyundai M.M.	1.80%	84.10%	~



Thank you!



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Mizzen Group