



Industry Insights

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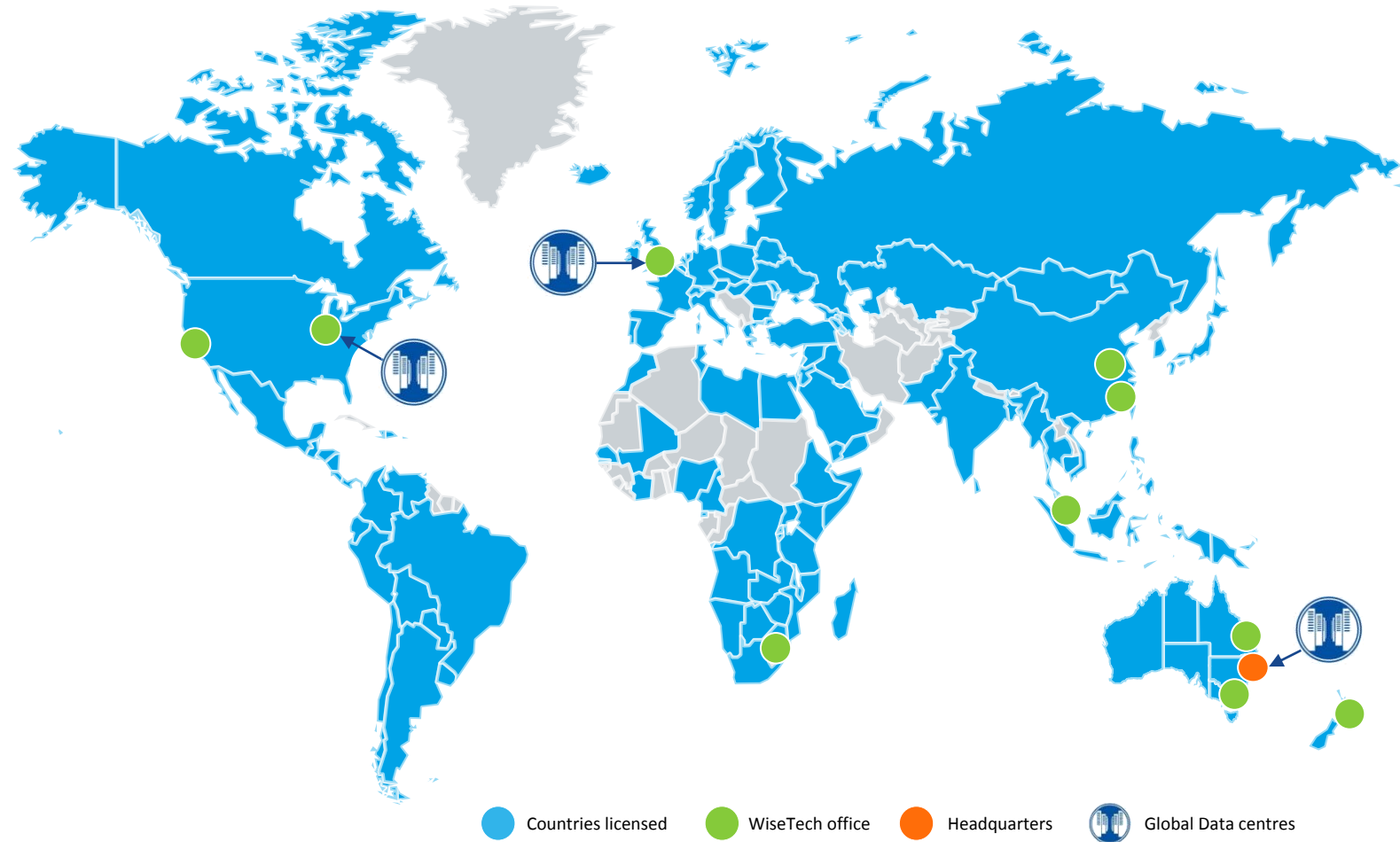
115+
countries

150,000+
module users

6,000+
customers

500+
employees

1
integrated
global system



- Phenomenal rates of change across the globe
- Moore's Law – Computing Power will typically double every two years
 - Proven to be very consistent the past 30 years
 - CPU in today's iPhone that costs less than \$300 cost \$54 million dollars in 1994
 - Smart companies are now taking bets on Moore's Law
- Google Smart Cars
 - Around 2010 Google's first type of sensor cost around \$70,000 USD
 - Traditional car manufacturers laughed. Doubled the cost of a car
 - Google understood Moore's law. This same sensor 5 years later cost \$1000 USD

- Number 1 reason shippers gave for selecting their logistics provider?
 - Relationships?
 - Service?
 - Understanding their Industry
- Continuous innovation
 - Continually investing and growing your technology in both services and performance
 - The world is hard wired for change
 - Shippers want their logistics providers ahead of the curve
- No different to what logistics providers expect from their suppliers. i.e. WiseTech Global

- Retail Transactions
 - In 2014 5.9% of all retail transactions were eTail
 - In 2018 we expect this to increase to 8.8%
 - Almost 1 in 10 of every item purchased globally will be purchased on line
- Bricks and Mortar Retailers
 - 72% of US shippers increasing their use of outsourced logistics services
 - 23% report on a return to in sourcing
- Shipment Models
 - Larger volumes, smaller shipment sizes
 - 4PL's can now control relationships
 - Tight timelines and increased visibility demands

- Supply Chain Offering
 - Customs
 - Freight Forwarding
 - Last mile carriers
- Big Data
- Visibility through the Supply Chain
- Find your groove





- Represents 50% of all eCommerce in the US
- Amazon is fast moving to becoming a Logistics provider
- Vertical Integration – Start somewhere and then take up everything
- Project Dragon Boat
- Increasing the number of hubs, reduce the size of each hub

- Traditional Road Companies moving into International Freight Forwarding
- Companies want to control the freight into their traditional markets
- Mainfreight and the Blue Triangle of Influence
 - ANZ
 - North America
 - China
 - Now Europe

- In general Freight Forwarding has Stayed Traditional
 - Little change in the last 20 years on how shipments are processed
 - The guy who cut your HAWB was the guy who netted your airfreight pallet
 - Freight Forwarding workforce
- Workflow Managers
 - Workforce today are technologists
 - Artists become the conductors managing processes, team to become tasks and workflow oriented
 - Substantial increases in productivity and profitability

- Supply Chains are becoming more complex
- Invest in your capability to change
- Move away from the mad model of cost cutting
- Try 1000 different strategies and don't be afraid to fail

Thank you for your time