

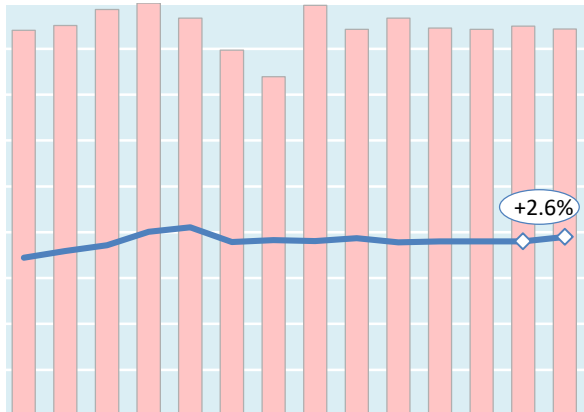
## Actual Yields against Volume Development

Latest 14 months

— Actual yield including charges (in USD)

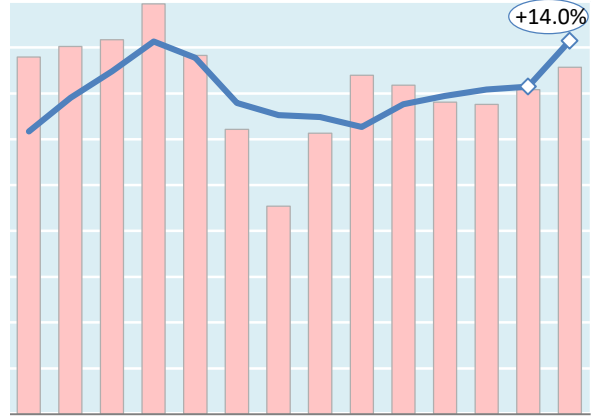
█ Chargeable weight development

### Worldwide



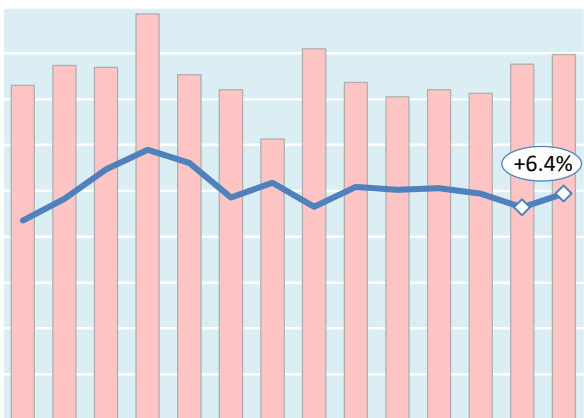
Aug '17 = \$1.72 Aug '18 = \$1.90 Sep '18 = \$1.95

### Hong Kong to USA



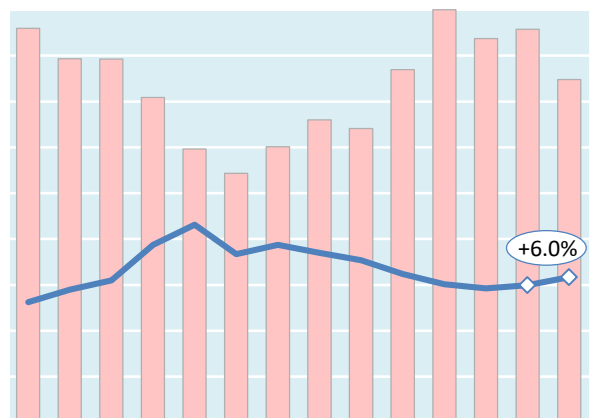
Aug '17 = \$3.08 Aug '18 = \$3.57 Sep '18 = \$4.07

### Shanghai to Germany



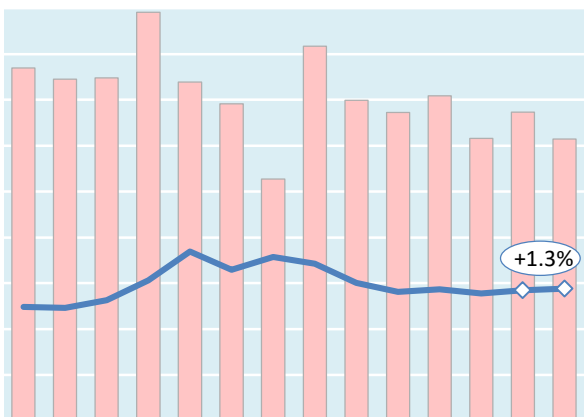
Aug '17 = \$2.18 Aug '18 = \$2.32 Sep '18 = \$2.47

### Amsterdam to USA



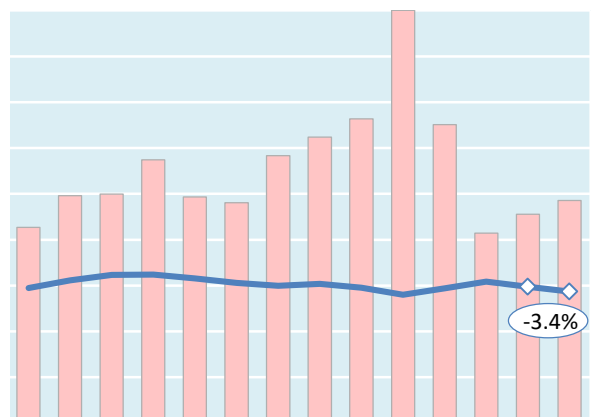
Aug '17 = \$1.31 Aug '18 = \$1.50 Sep '18 = \$1.59

### Frankfurt to China



Aug '17 = \$1.24 Aug '18 = \$1.42 Sep '18 = \$1.44

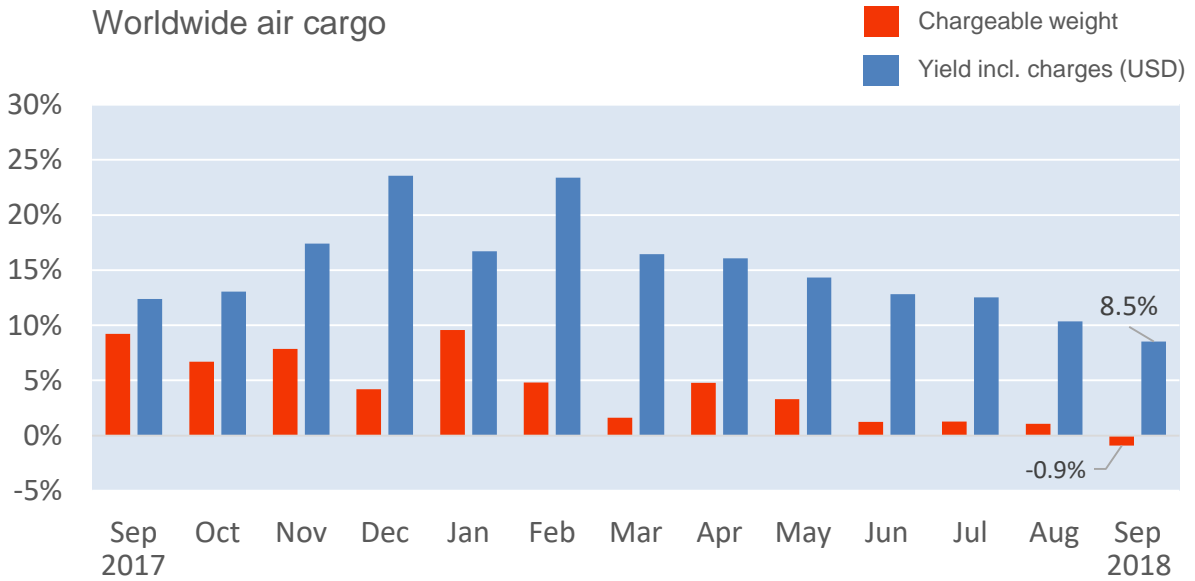
### Mumbai to UK



Aug '17 = \$1.47 Aug '18 = \$1.49 Sep '18 = \$1.44

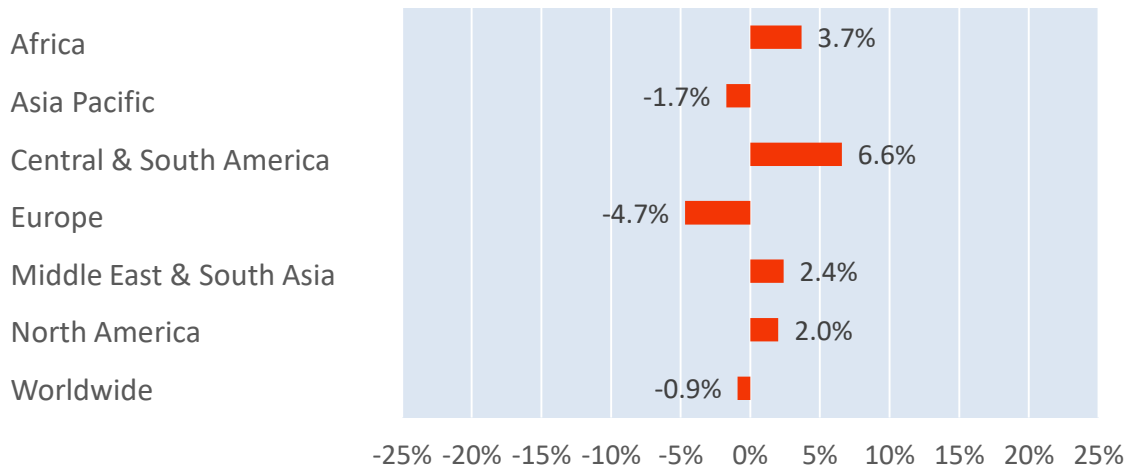
Database contains **over 2 million transactions per month** (74 airlines; over 30,000 forwarder locations)

## Monthly Change Year-on-Year - Weight and Yield



## Monthly Change Year-on-Year – Weight per Origin Region

Chargeable weight (September 2018)



## Monthly Change Year-on-Year – Weight per Product Category

Chargeable weight (September 2018)

