

An aerial photograph of a large container ship is positioned diagonally across the upper right portion of the slide. The ship's deck is densely packed with multi-colored shipping containers in shades of orange, red, blue, and green. Two large white gantry cranes are visible on the ship. The ship is situated in a body of water, and a portion of a dock with more containers is visible to the right.

FLOW

2024 ANNUAL MEETING

May 16 – May 17, 2024
Washington, DC

In the bottom right corner, there are two decorative geometric elements: a light beige parallelogram and a thin red diagonal line.



1. What problem are we trying to solve?

- Current forecasts (2-3 weeks out), in many cases, do not allow enough time to ensure chassis are available and in the right locations.

2. What are our goals and how will we measure success?

- Assuming we can correlate the FLOW booking and PO data with our own usage, we can look at historical trends to find examples of volume surges that were not otherwise visible to us.
- Our near-term plan is to use the booking and PO data for demand and DCLI/terminal gate data to determine throughput/share. Longer term, our plan is to review the warehouse, drayage, and terminal data to see if there is a correlation between throughput/congestion and dwell.

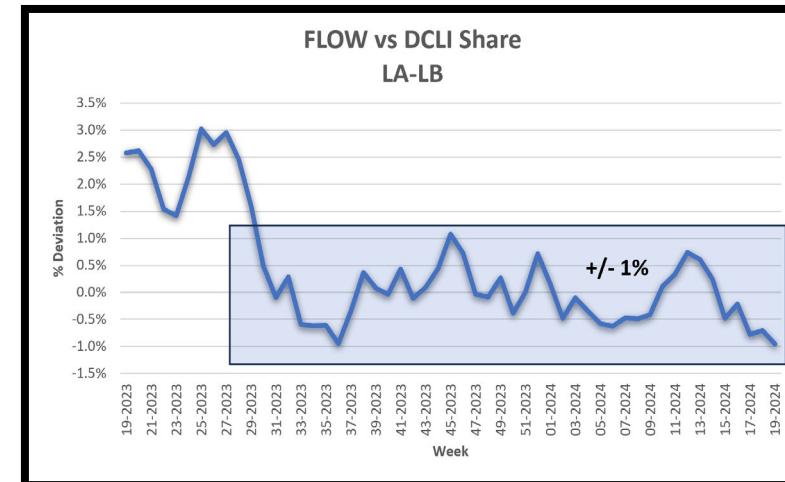
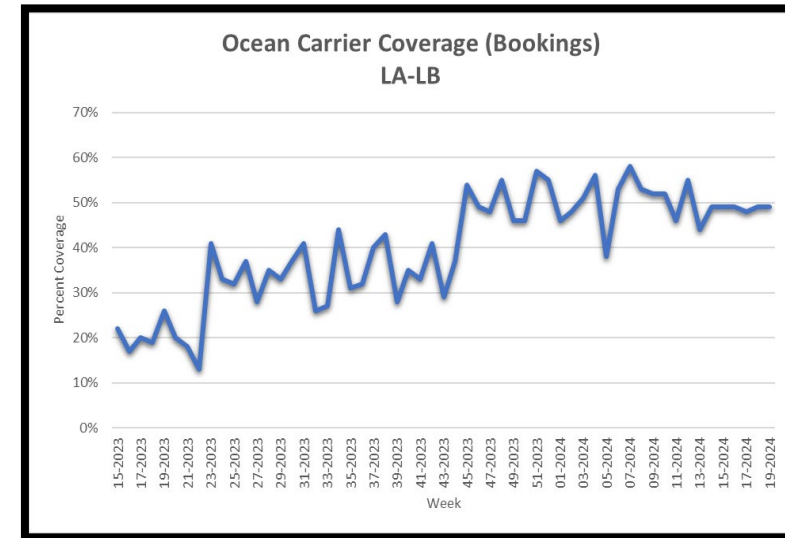
3. What is the benefit to the broader supply chain ecosystem?

- Alleviating chassis shortages can reduce service disruptions for marine terminals, rails, motor carriers, and end customers.

CURRENT STATE

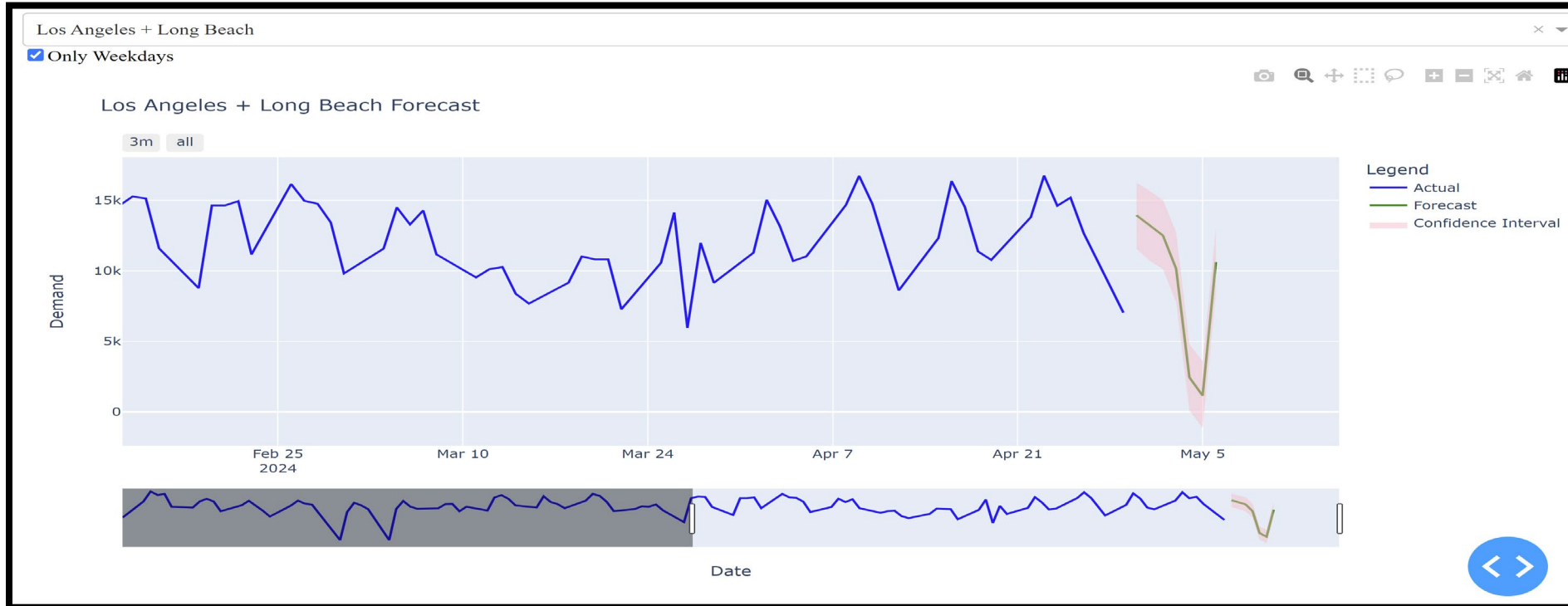
- Los Angeles and Long Beach as pilot locations
- Booking information as primary data source
 - Current “coverage” hovering around 50%
 - Using historical forecast to discharge comparison
- Historical data aligns with DCLI “share”
 - Discharge vs. DCLI outgates
 - Deviation of +/- 1%

FLOW Annual Meeting



HOW DCLI USES FLOW DATA

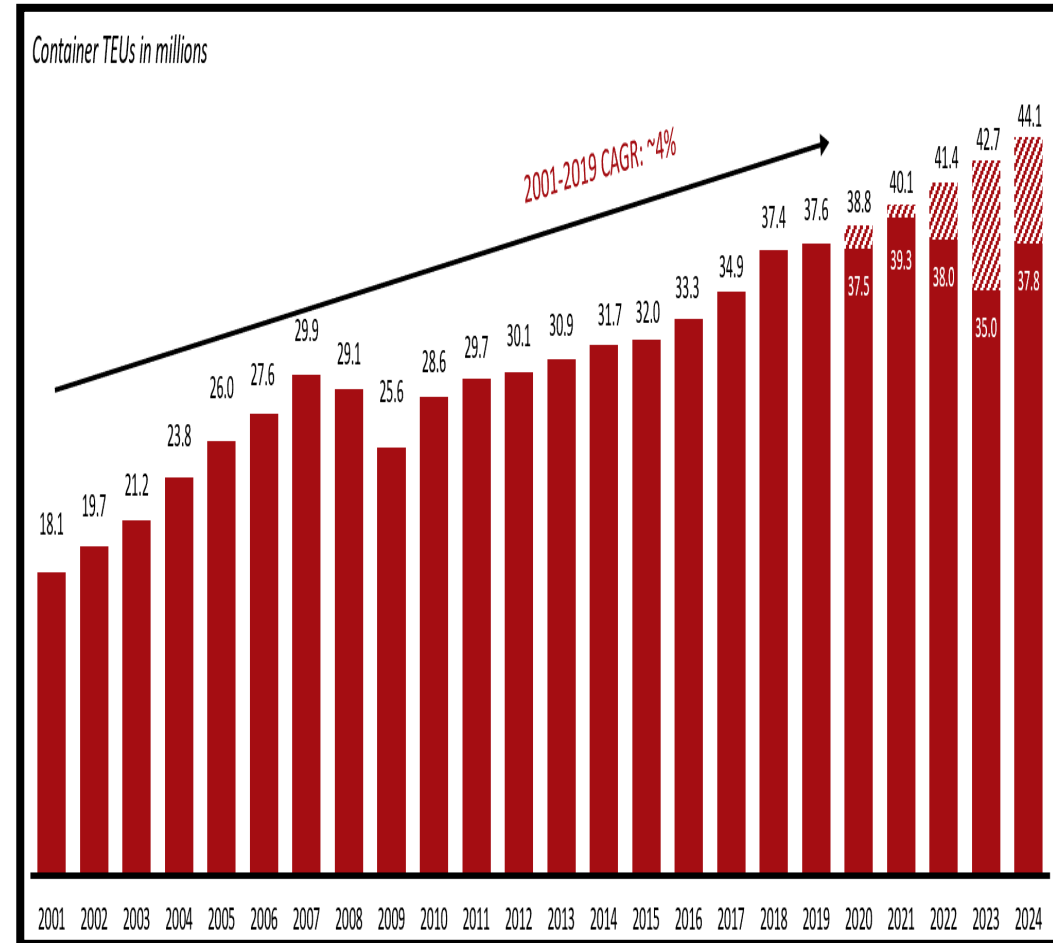
FL^{OW} Annual Meeting



- Consume/analyze booking information daily using Tableau (above)
- Using historical booking/share/outgate data to forecast future demand(3-5 weeks)
- “Confidence” interval currently very narrow but haven’t experienced surge to test model
- Expanding to other markets as data becomes available

		Average
LA+LB	Weeks from Terminal Discharge Week	-12 0.4%
	-11	1.0%
	-10	1.8%
	-9	3.8%
	-8	7.5%
	-7	20.3%
	-6	37.0%
	-5	59.1%
	-4	79.8%
	-3	116.2%
	-2	147.9%
	-1	142.2%
	0	100.0%
	1	12.2%

- Continued focus on PO data (longer range forecasts)
 - 60–90-day visibility to improve planning
- Terminal/location level details where possible
- Increase participation/coverage percentages/markets
- Off –terminal congestion/dwell data
 - Warehouse/drays capacity
 - Chassis requirement = **volume X dwell**
- Historical data that includes surges/volatility to test forecasting models



Based on S&P Global Market Intelligence - PIERS data