

We Keep Business Moving and Growing

Third-Party Logistics Services

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AGENDA

1 Shipping / Supply Chain

- SMB struggles
 - 2026 changes in the industry
-

2 ShipStation Global / WWEX

- Into
 - Timeline
 - What is ShipStation
 - Parcel (UPS)
 - Less than Truckload
 - Full Truckload
-

3 Solutions

Typical Shipping Challenges for the SMB

- Rising fuel costs
- Fragmented processes
- Support
- Amazon effect





Industry Changes 2026



Fuel prices

Up \$0.86/gal on avg



Technology

- ERP software investments are up roughly 15%
- Average business spending 11.25 hours on shipping and transportation management
- Average SMB owners spend 100-300 hours each year



E-commerce

- US e-commerce is growing +10% year over year, while shipping complexity increases
- Increase in demand for technology and automations as business grows
- Shipping rates become more controversial



UPS & FedEx

- UPS — Investing into their network and improving automation
- FedEx — Consolidating their network, focusing on high value sectors, and restructuring



ABOUT SHIPSTATION GLOBAL

One Logistics Partner. Unlimited Potential.

ShipStation Global brings together the innovation of Auctane and the transportation expertise of WWEX Group, creating one of the industry's most comprehensive shipping and freight ecosystems – combining deep transportation expertise, powerful technology, and an unmatched global network to help small to mid sized businesses grow typically spending between \$50K to \$3M annually.





DECADES OF MOVING FORWARD



1994

- Worldwide Express founded



1995

- Became Airborne Express
- First Worldwide Express Franchise sold



2000

- \$50M in revenue
- 100th Worldwide Express Franchise sold



2003

- GlobalTranz founded
- Airborne Express becomes DHL



2005

- \$200M in revenue



2017

- \$1.4B in revenue
- Unishippers acquired



2015

- \$700M in revenue
- SpeedShip® TMS launches
- Began shift from franchise based business to direct-operating business



2013

- \$500M in revenue



2012

- Private-equity investment - acquired by Quad-C



2008

- Partnership with UPS® begins



2018

- Free Press Top Workplaces - Small Business Category



2021

- \$4.6B in revenue
- GlobalTranz acquired



2023

- 2,500+ team members and 55 offices
- WWEX Group established
 - New and improved SpeedShip® TMS launches



2024

- \$4.4bn in revenue
- Mexico office in Monterrey established



2025

- \$5bn in revenue
- JEAR Logistics acquired



2026

- Merged with Auctane to become ShipStation Global



TECHNOLOGY

ShipStation & ShipStation API



ShipStation centralizes orders, inventory, carriers, and shipping into one intelligent fulfillment platform. Automate fulfillment, access competitive carrier rates, and manage every shipment from one place—giving your team the visibility and control to improve efficiency, reduce costs, and deliver a better customer experience.



ShipStation API powers connected, scalable fulfillment. Integrate your technology stack, automate complex shipping workflows, and leverage data-driven insights to improve performance, control costs, and support long-term growth.



ABOUT SHIPSTATION GLOBAL

Build For Growth

3M+

customers worldwide

3B+

shipments processed
annually

600+

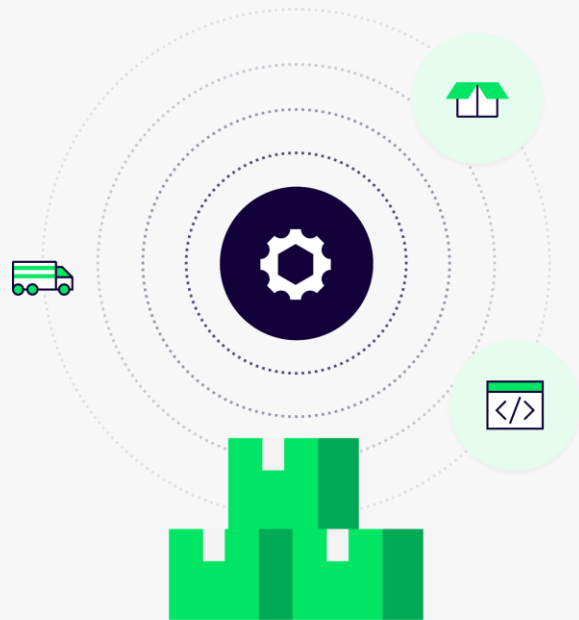
platform
integrations

60+

years of combined
industry experience

350+

trusted brands across shipping,
freight, and fulfillment





THE UPS® ADVANTAGE

Streamlined Shipping, Discounted Rates

Customized UPS Shipping Solutions

- Tailored solutions for small package shipping needs, with personalized billing and live support.
- Expert guidance to ensure the best shipping strategy for your business.

Integrated Technology and Competitive UPS Pricing

- Streamline your operations with our proprietary TMS, easily integrated with e-commerce platforms, ERP and WMS systems.
- Benefit from deep UPS discounts thanks to 53M+ shipments across our network.





LTL RELATIONSHIPS

Simplifying Freight, Maximizing Value

We remove the complexities of less-than-truckload (LTL) shipping by offering streamlined, cost-effective dock-to-dock solutions — all supported by our robust transportation management system (TMS).



Best In Class LTL Carrier Network

- National, regional and local coverage to meet geographic needs.
- Strong, mutually beneficial relationships with top 75+ LTL carriers.
- Flexible solutions for a diverse range of shipping services at scale.



Customer-Specific Pricing

- Tailored pricing based on your shipment volume, lanes and transit needs.
- Custom solutions for billing with consolidation of invoices
- Personalized service to ensure the most competitive rates for your business.



INDUSTRY-LEADING TRUCKLOAD SUPPORT

Powering Your Supply Chain

With access to over 45,000 vetted carriers, we move nearly 50 million loads annually and offer reliable, flexible solutions that keep your business moving smoothly — 24/7, year-round.



Comprehensive Truckload Services

- Wide range of services, including dry van, flatbed and intermodal shipping.
- Spot and contract pricing options to fit your needs.
- Specialized drop trailer programs to improve efficiency.



Unmatched Support and Reliability

- 24/7 track and trace support for real time visibility.
- Stringent carrier compliance and safety standards.
- Timely, consistent deliveries with no disruption to your operations.



Small Business Solutions

ShipStation



Inbound Conversion



All in 1 solution





Technology

ShipStation

A website that merchants log into to manage and print labels

- Automation
- Rate Shopper
- Inventory
- Returns & Exchanges
- Analytics

Order #	Order Date	Quantity	Order Total	Item SKU	Item Name	Tags	Notes	Gift	Batch	Rec
1026	07/16/2025	2	\$2.99	(2 Items)	(2 Items)					Joe
1025	07/16/2025	2	\$2.99	(2 Items)	(2 Items)					Tia
1024	07/16/2025	2	\$2.99	(2 Items)	(2 Items)					Tia
1020	07/19/2025	1	\$2.99	AUC-SNK-PRT-QCB	Quest Chocolate Br...					Fay
1019	07/19/2025	5	\$10.96	(4 Items)	(4 Items)					Chr
1018	07/19/2025	3	\$11.66	(3 Items)	(3 Items)					Ryl
1017	07/19/2025	5	\$9.48	(2 Items)	(2 Items)					Aar
1016	07/19/2025	1	\$8.48	AUC-SNK-CB-ORW	Clif Bar - Oatmeal ...					Rob
1015	07/19/2025	4	\$6.07	(4 Items)	(4 Items)					Chu
1014	07/19/2025	6	\$11.74	(2 Items)	(2 Items)					Bou
1013	07/19/2025	3	\$8.37	AUC-SNK-NGC-RAIN	Nerds Gummy Clus...					Har
1012	07/19/2025	1	\$2.99	AUC-SNK-HARIBO	Haribo Goldbears					Tor
1011	07/19/2025	3	\$6.27	(3 Items)	(3 Items)					Fre
1010	07/19/2025	1	\$4.48	AUC-SNK-NV-OAH	Nature Valley Gran...					Kat
1009	07/19/2025	2	\$5.28	(2 Items)	(2 Items)					Sar
1008	07/19/2025	2	\$4.98	(2 Items)	(2 Items)					Har
1007	07/19/2025	3	\$5.39	(3 Items)	(3 Items)					Am
1006	07/19/2025	5	\$5.48	(7 Items)	(7 Items)					Wes



Inbound Conversion

What does taking control on vendor shipments look like?

- Transparency on shipping charges
- Ease of tracking
- Manage cash flow
- Support

<DATE>



A Note to our Vendors.

Effective immediately, Worldwide Express will handle all of our incoming and outgoing freight shipments. Any shipment that you wish to ship to us must be arranged via Worldwide Express.

About our new shipping partner.

Worldwide Express is a non-asset, third-party logistics provider offering personalized attention and unsurpassed access to small package, truckload and less-than-truckload shipping solutions for small-to medium-sized businesses.

Here's how to ship to us.

The best way to submit a shipment request is through our Vendor Portal (link located to the right). You may also contact the Worldwide Express Freight Team using the phone number or email provided. Please reference the account number when reaching out. Their team will coordinate everything from pickup to delivery. For any questions or concerns, please direct all communication to their specialized support team.

Thank you for your assistance with this change.

Regards,

<Customer Contact Name>
<Title>
<Company Name>



TO ARRANGE FREIGHT

Freight Team
email@wwex.com
000-000-0000

ACCOUNT NUMBER

XXXXXXXXXX

VENDOR PORTAL

XXXXXXXXXX

SALES CONTACT

First Last
email@wwex.com
000-000-0000

wwex.com

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ShipStation Global

All in 1 Solution

**Powerful logistics.
Powering your business.**

Intelligent shipping and logistics solutions for any business or anybody.

In Transit

Tracking Number: 0001672484US

Label Created → Shipped → Out for Delivery → Delivered

TO: OAKLAND, CA FROM: ONTARIO, CANADA

Thu Jul 12 1:52 AM Detroit, Michigan Arrived at USPS facility

delivered!

Customer Insights



Thank you!

Ryan Cornell

Senior Account Executive

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<https://www.shipstation.com/start-a-free-trial/?ref=sbg-ryan.cornell>

(919) 570-4161

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