

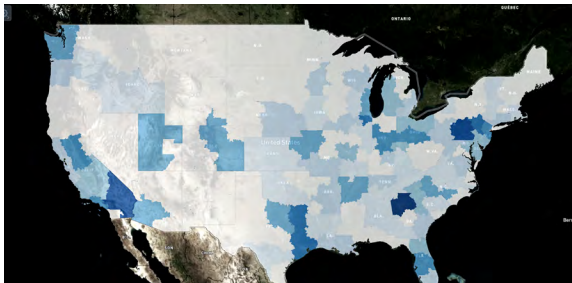


Outbound Tender Volume Index | OTVI

SONAR's tender volumes represent tender volumes of all trailer types on any given day and are organized by outbound volumes for the US and regional market granularity.

What does OTVI do?

- Measures the health of the overall freight economy a national level
- Identify which markets the freight is shipping from
- Breaks down data by dry van or refrigerated equipment

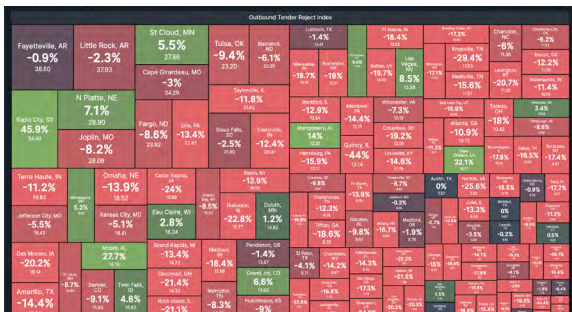


Outbound Tender Market Share | OTMS

A relative index that measures the number of loads in individual markets in relation to total load volume for the day in the United States.

What does OTMS do?

- Identify which markets have the most impact on truckload volumes
- Identify markets that are demanding capacity
- Predict imbalances in capacity and spikes in spot market rates

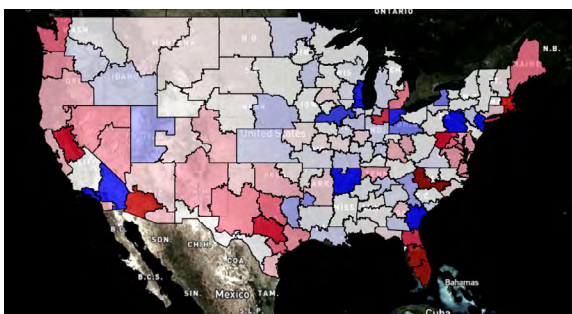


Outbound Tender Rejection Rates | OTRI

The tender rejection indices are measures of carriers' willingness to accept the loads tendered to them by shippers under contract terms. These numbers are expressed as a percentage of loads rejected to total loads tendered.

What does OTRI do?

- Indicate the rising or falling of spot market rates in a market
- Identify carrier reactions to market conditions
- Break down data by dry van or refrigerated equipment



Headhaul Index | HAUL

The HAUL shows the difference between inbound and outbound freight volumes to help understand capacity fluctuations in a market over time.

What does HAUL do?

- Can exclude short and local hauls for better visibility
- Define headhaul market (more inbound) against backhaul (more outbound)
- Break down data by dry van or refrigerated equipment