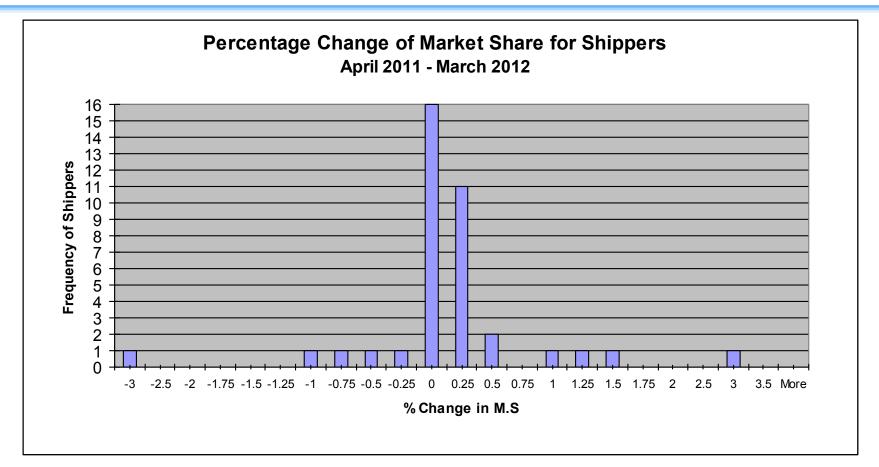


## respect > commitment > teamwork

## **Project Nexus**

**Market Shares** 

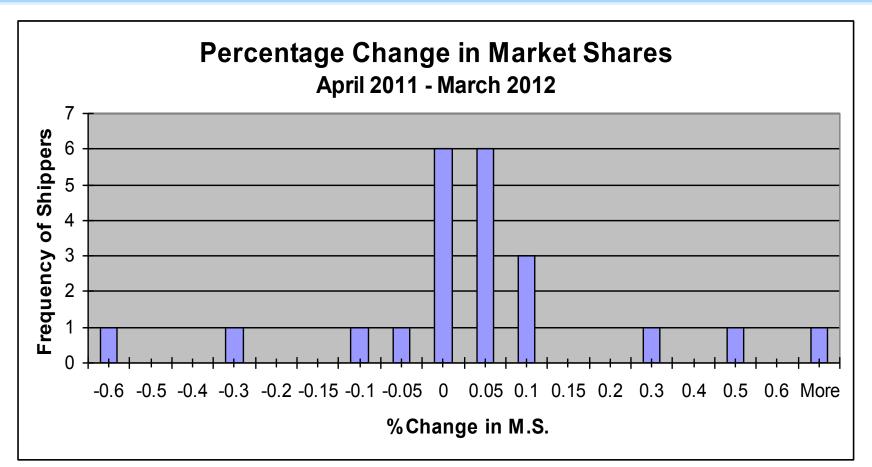
## Shippers Market Share April 2011 – March 2012



80% off all shippers market shares differ between -0.5% and +0.5% over a 12 month period



## Shippers Market Share (excluding the 6 largest shippers) April 2011 – March 2012



Having removed the 6 largest shippers, 77.3% of shippers had a market share change over the previous 12 months of less than 0.1% (positive or negative).

90.1% of Shippers had a market share change of less than 0.5% (positive or negative)

Remaining shippers experienced a market share change of 1% or less (positive or negative)

