

QUARTERLY FIELD REPORT

# Northwind Logistics — Q2 Operations Review

Northwind Logistics, Inc. · Q2 2026 (Apr 1 – Jun 30) · Prepared by Operations Intelligence

Q2 closed ahead of plan across every lane. Network volume rose 14% quarter-over-quarter as the new Rotterdam and Singapore cross-docks came online, on-time delivery held above target despite a three-week port disruption in May, and unit economics improved as we retired two legacy carriers. The pages that follow break down regional performance and the full settled-shipment ledger for the quarter.

**LIVE REFLOW DEMO**

Jump to the shipment ledger on the next pages and add or delete a few rows. Watch the table re-break across the page boundary — the header row repeats itself automatically — while the regional grid above reflows to fill the freed space. Nothing here is pinned to a fixed page: it is one continuous document that re-paginates on every edit.

<p><b>NET REVENUE</b></p> <p><b>\$18.4M</b></p> <p>▲ +14.2% QoQ</p>	<p><b>SHIPMENTS</b></p> <p><b>52,910</b></p> <p>▲ +11.8% QoQ</p>	<p><b>ON-TIME RATE</b></p> <p><b>96.3%</b></p> <p>▲ +1.4 pts</p>	<p><b>COST / SHIPMENT</b></p> <p><b>\$71.20</b></p> <p>▼ -5.6% QoQ</p>
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## Regional performance

Settled revenue, sequential growth and on-time delivery by service region

<p><b>North America — East</b></p> <p>Revenue <b>\$4.10M</b></p> <p>QoQ growth <b>+9.2%</b></p> <p>On-time <b>97.1%</b></p> <p><b>ON TRACK</b></p>	<p><b>North America — West</b></p> <p>Revenue <b>\$3.55M</b></p> <p>QoQ growth <b>+12.6%</b></p> <p>On-time <b>95.8%</b></p> <p><b>ON TRACK</b></p>	<p><b>Latin America</b></p> <p>Revenue <b>\$1.42M</b></p> <p>QoQ growth <b>+21.4%</b></p> <p>On-time <b>93.0%</b></p> <p><b>SCALING</b></p>
<p><b>UK &amp; Ireland</b></p> <p>Revenue <b>\$2.18M</b></p> <p>QoQ growth <b>+7.8%</b></p> <p>On-time <b>96.6%</b></p> <p><b>ON TRACK</b></p>	<p><b>EMEA — West</b></p> <p>Revenue <b>\$2.90M</b></p> <p>QoQ growth <b>+15.1%</b></p> <p>On-time <b>94.2%</b></p> <p><b>WATCH</b></p>	<p><b>EMEA — Nordics</b></p> <p>Revenue <b>\$1.07M</b></p> <p>QoQ growth <b>+18.9%</b></p> <p>On-time <b>97.4%</b></p> <p><b>SCALING</b></p>

**Middle East**

Revenue **\$0.96M**  
 QoQ growth **+24.7%**  
 On-time **92.1%**

**SCALING****APAC — North**

Revenue **\$1.74M**  
 QoQ growth **+10.3%**  
 On-time **95.0%**

**ON TRACK****APAC — Southeast**

Revenue **\$0.48M**  
 QoQ growth **-3.1%**  
 On-time **90.4%**

**AT RISK****Shipment ledger**

Every settled shipment for the quarter — add or delete rows to watch the table re-break across pages

INVOICE	DATE	CUSTOMER	LANE	SERVICE	STATUS	AMOUNT
NW-48021	Apr 02	Meridian Foods	Rotterdam → Chicago	Ocean FCL	DELIVERED	\$12,480
NW-48047	Apr 04	Carbon Bicycles	Taipei → Los Angeles	Air Express	DELIVERED	\$8,150
NW-48066	Apr 06	Brightline Pharma	Basel → Newark	Air Express	DELIVERED	\$21,900
NW-48092	Apr 09	Polar Outfitters	Oslo → Boston	Ocean LCL	DELIVERED	\$4,260
NW-48118	Apr 12	Helix Robotics	Osaka → Seattle	Air Express	DELIVERED	\$33,540
NW-48140	Apr 15	Verde Coffee Co.	Santos → Hamburg	Ocean FCL	DELIVERED	\$9,720
NW-48173	Apr 18	Atlas Mining	Perth → Singapore	Bulk	DELIVERED	\$54,300
NW-48201	Apr 21	Solstice Apparel	Dhaka → Rotterdam	Ocean FCL	DELIVERED	\$14,880
NW-48234	Apr 24	Northwind Retail	Shenzhen → Long Beach	Ocean FCL	DELAYED	\$27,410
NW-48262	Apr 27	Cedar & Co.	Vancouver → Tokyo	Air Standard	DELIVERED	\$6,090
NW-48289	Apr 30	Ionic Energy	Hamburg → Houston	Ocean FCL	DELIVERED	\$18,750
NW-48311	May 03	Meridian Foods	Valencia → Montreal	Ocean LCL	DELIVERED	\$5,640
NW-48344	May 06	Brightline Pharma	Singapore → Frankfurt	Air Express	CUSTOMS HOLD	\$24,120
NW-48370	May 09	Quantum Devices	Hsinchu → Austin	Air Express	DELIVERED	\$41,260
NW-48398	May 12	Polar Outfitters	Reykjavik → London	Air Standard	DELIVERED	\$3,980
NW-48425	May 15	Atlas Mining	Port Hedland → Qingdao	Bulk	IN TRANSIT	\$61,500
NW-48459	May 18	Verde Coffee Co.	Cartagena → Antwerp	Ocean FCL	DELIVERED	\$11,340
NW-48483	May 21	Helix Robotics	Nagoya → Guadalajara	Ocean FCL	DELAYED	\$29,870
NW-48510	May 24	Solstice Apparel	Ho Chi Minh → Felixstowe	Ocean FCL	DELIVERED	\$16,220
NW-48538	May 27	Cedar & Co.	Seattle → Busan	Air Standard	DELIVERED	\$7,410
NW-48566	May 30	Ionic Energy	Gothenburg → Charleston	Ocean FCL	DELIVERED	\$19,650
NW-48594	Jun 02	Quantum Devices	Kaohsiung → San Jose	Air Express	DELIVERED	\$37,880
NW-48620	Jun 05	Northwind Retail	Ningbo → Oakland	Ocean FCL	IN TRANSIT	\$25,940

INVOICE	DATE	CUSTOMER	LANE	SERVICE	STATUS	AMOUNT
NW-48653	Jun 08	Brightline Pharma	Zurich → Chicago	Air Express	DELIVERED	\$22,470
NW-48681	Jun 11	Meridian Foods	Genoa → Veracruz	Ocean LCL	DELAYED	\$8,330
NW-48709	Jun 14	Atlas Mining	Newcastle → Kaohsiung	Bulk	IN TRANSIT	\$58,200
NW-48736	Jun 17	Verde Coffee Co.	Buenaventura → Bremerhaven	Ocean FCL	DELIVERED	\$10,560
NW-48764	Jun 20	Helix Robotics	Kobe → Portland	Air Express	DELIVERED	\$34,910
NW-48792	Jun 24	Solstice Apparel	Chittagong → Rotterdam	Ocean FCL	DELIVERED	\$15,470
NW-48820	Jun 28	Ionic Energy	Antwerp → Savannah	Ocean FCL	IN TRANSIT	\$20,180

Amounts are settled USD totals net of fuel surcharge. Status reflects position at the quarter-end snapshot; in-transit and customs-hold shipments are accrued at booked value.

## Summary & next quarter

Where we landed and where Q3 effort goes

Q2 delivered record volume at improving unit cost, and the two new cross-docks are already absorbing peak-season demand. The single watch item is APAC — Southeast, where a carrier change dragged on-time rate; a replacement partner is contracted for July. Three priorities carry into Q3.

### Stabilise APAC-SE

Onboard the replacement carrier, rebuild the Ho Chi Minh lane schedule, and target 95% on-time by the September snapshot.

### Scale the Middle East

Capacity is the constraint, not demand — add a Jebel Ali cross-dock and a second weekly air block to hold +24% growth.

### Lock in unit cost

Roll the retired-carrier savings into the Q3 rate card and protect the sub-\$72 cost-per-shipment line through peak season.