

Platform Collaboration

Playing on a global market: How to take the risk out of international logistics

Everyday problems for container users and owners

- Lessee returns containers in bad condition or too late
- Customers/Partners don't pay on time and I have to follow up several times on outstanding invoices
- Increasing costs for container inspections and insurance caused by a lack of trust between partners
- We only work with people we know and forego market transparency and the best price
- The containers that I have booked are not in the condition that I require
- Partners go bankrupt and I am stuck with outstanding debt

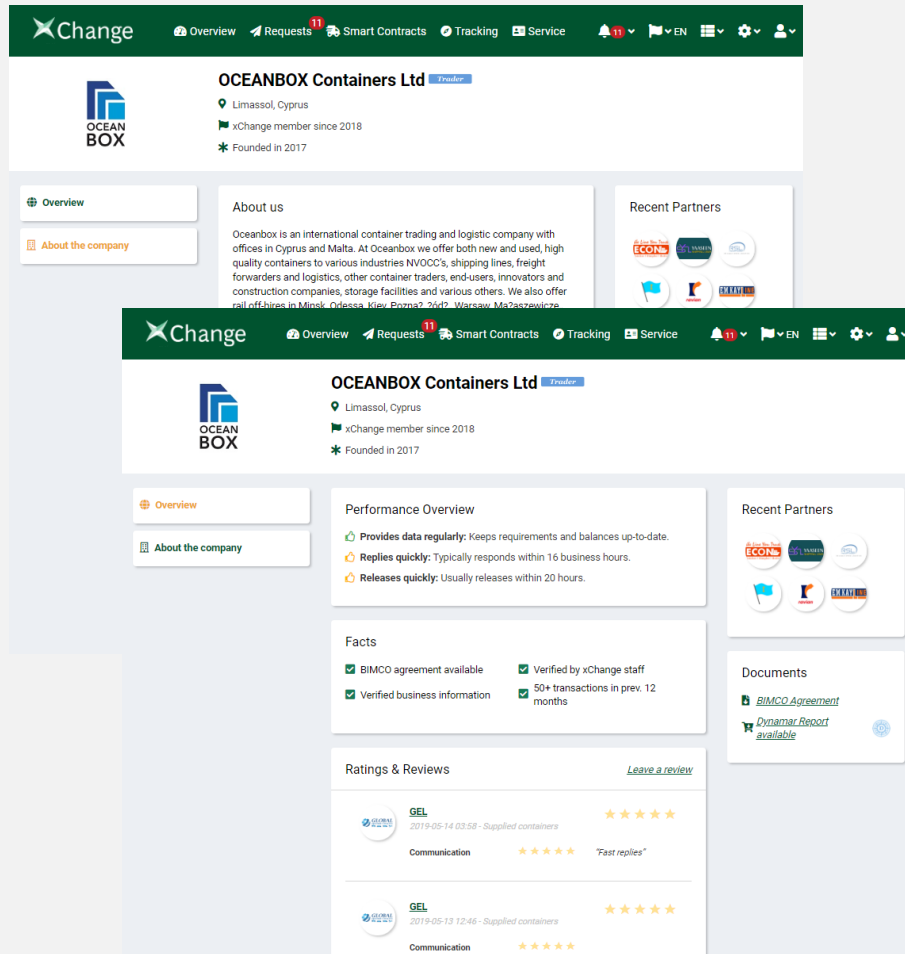
What impact does risk have on your decision-making process?

What is currently done to mitigate risk?

- Anecdotal evidence from your network, the press, google or just gut feeling
 - Personal meetings and extensive travel
 - Bank guarantees, credit assessments
 - Watertight “triple checked” contracts & expensive lawyers
- ➔ Not in real time, expensive, non-scalable, unspecified and error prone
- ➔ Intensified by: Increased business complexity, growing networks and global connectedness

In today’s “digital” age, there must be a better way!

Today: Platforms such as xChange help you to “put facts before feelings”



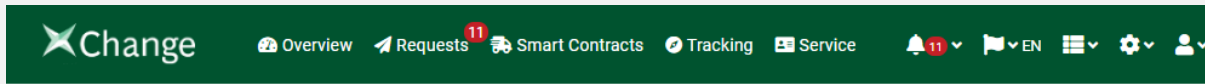
Company specific checks

- High level vetting
- Peer-to-peer partner reviews
- Performance stats

Independent of partners

- Container insurance
- Surveys
- Payment handling through “xWallet”

Let's have a closer look at what this means: "About a partner"



OCEANBOX Containers Ltd Trader

- Limassol, Cyprus
- xChange member since 2018
- * Founded in 2017

Overview

About the company

About us

Oceanbox is an international container trading and logistic company with offices in Cyprus and Malta. At Oceanbox we offer both new and used, high quality containers to various industries NVOCC's, shipping lines, freight forwarders and logistics, other container traders, end-users, innovators and construction companies, storage facilities and various others. We also offer rail off-hires in Minsk, Odessa, Kiev, Poznań, Łódź, Warsaw, Małaszewicze, Bucharest, Constanța, Paris and Madrid.

Website <http://www.oceanboxcontainers.com/>

Company type Trader

Headquarters Limassol, Cyprus

Founded 2017

Member since 2018

Staff on xChange 2

Facts

- BIMCO agreement available
- Verified by xChange staff
- Verified business information
- 50+ transactions in prev. 12 months

Gain a basic understanding on what the company does and where it operates

Recent Partners



Understand who this company has previously worked with on xChange

Find out some basic facts—has the company been vetted by xChange?

Review further documents on the company (e.g. Dynamar business reports)

Let's have a closer look at what this means: "Performance"

OCEANBOX Containers Ltd Trader

Limassol, Cyprus
xChange member since 2017
* Founded in 2017

Performance Overview

- Provides data regularly
- Replies quickly: Typically within 24 hours
- Releases quickly: Usually releases within 20 hours

Facts

- ✓ BIMCO agreement available
- ✓ Verified by xChange staff
- ✓ Verified business information
- ✓ 50+ transactions in prev. 12 months

Ratings & Reviews [Leave a review](#)

GEL
2019-05-14 03:58 - S
Communication

GEL
2019-05-13 12:46 - S
Communication

★★★★★

Check your partners performance and reliability on xChange

Still feeling unsure about this partner?
No problem!

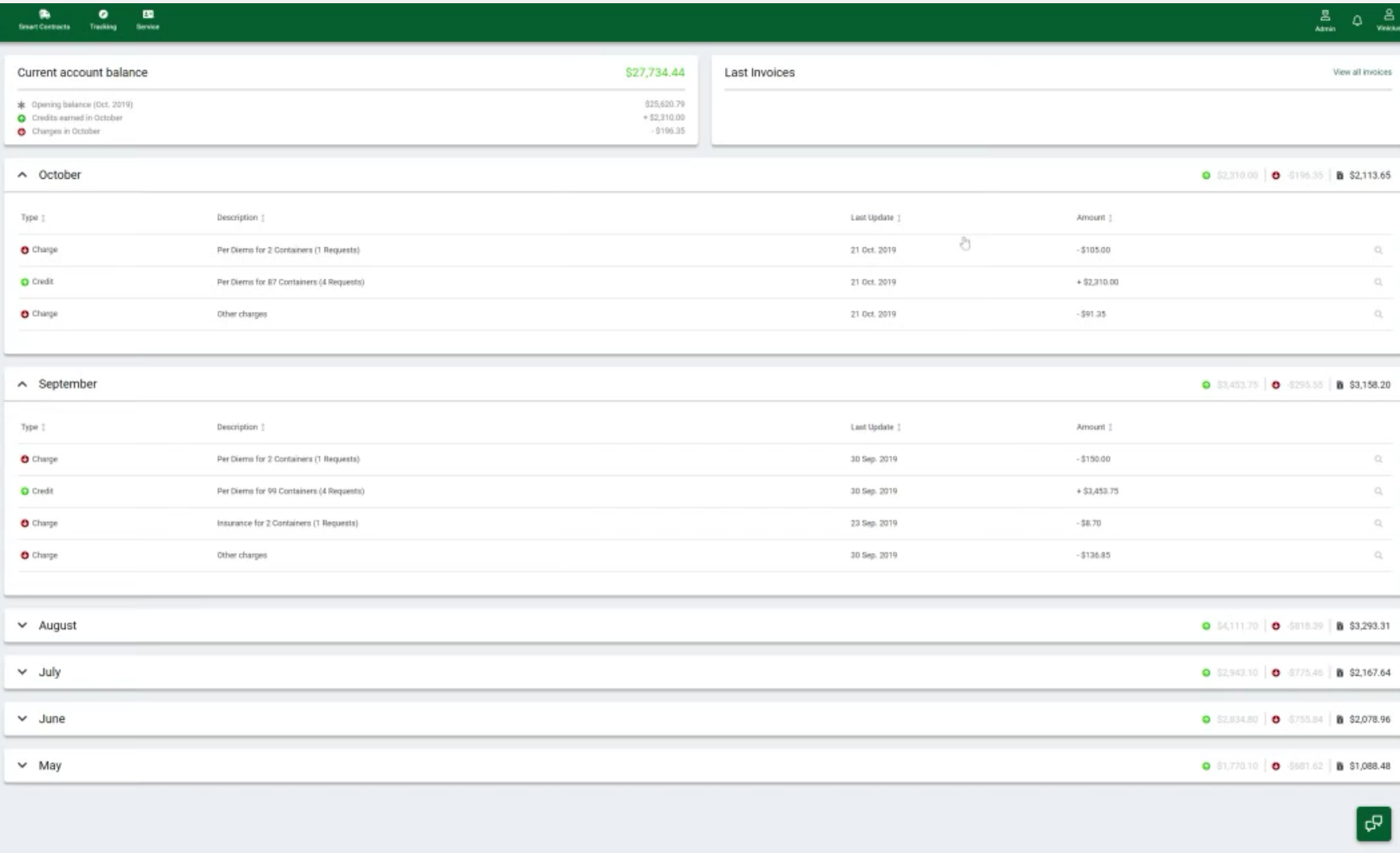
xChange provides increased security through

- Container insurances
- Auto-payment handling
- Guarantees
- ...

Understand how other members have rated transactions with this partner

Browse through written reviews from other members or trade references

The xChange Wallet is an integral part of trust on xChange



The screenshot displays the xChange Wallet interface. At the top, there's a navigation bar with 'Smart Contracts', 'Tracking', and 'Service' options. The main content area shows the 'Current account balance' as \$27,734.44. Below this, a summary table lists: Opening balance (Oct. 2019) at \$25,600.79, Credits earned in October at +\$2,310.00, and Charges in October at -\$106.35. To the right, there's a 'Last Invoices' section with a 'View all invoices' link. The main part of the interface is a transaction history table, grouped by month. The 'October' section shows three transactions: a charge of -\$105.00 for 'Per Diems for 2 Containers (1 Requests)', a credit of +\$2,310.00 for 'Per Diems for 87 Containers (4 Requests)', and a charge of -\$91.35 for 'Other charges'. The 'September' section shows four transactions: a charge of -\$150.00, a credit of +\$3,453.75, a charge of -\$8.70 for 'Insurance for 2 Containers (1 Requests)', and a charge of -\$136.85 for 'Other charges'. Below these are sections for August, July, June, and May, each with a summary of credits and charges. A green button with a document icon is visible at the bottom right of the interface.

Month	Credits	Charges	Balance
October	\$2,310.00	-\$196.35	\$2,113.65
September	\$3,453.75	-\$295.55	\$3,158.20
August	\$4,111.70	-\$818.39	\$3,293.31
July	\$2,943.10	-\$775.40	\$2,167.64
June	\$2,834.80	-\$755.84	\$2,078.96
May	\$1,770.10	-\$681.62	\$1,088.48

One single source of truth

- Gain full control of all credits and charges
- Including per diems, pickup fees and storage or repair
- Real-time transparency
- No more paperwork and follow-ups

KUEHNE+NAGEL



“I am having all my one-ways run through xChange including total loss insurance – no matter if organized through xChange or outside.”

Benny Huygens, Trade Manager

>30 regular partners

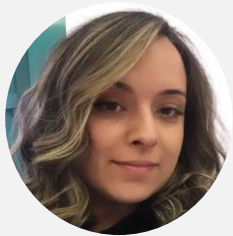
All units automatically insured

Pickup credits in real time

Live-support in issue resolution

Good partners are rated

Customizable tracking alerts



“During the few months that we have used xChange, we have saved more than 40,000 USD vs membership fees of less than 2,000 USD!”

Katia Paes, Container specialist

>5 regular partners

Fast deals by “smart contracts”

All billings through xChange

Live-support in issue resolution

“Niche” problems solved

Great team support

Feel like this could help you? Join 300+ other members



The background is an aerial photograph of a busy port filled with stacks of colorful shipping containers and numerous yellow gantry cranes. The entire image is covered with a semi-transparent teal filter. Centered in the middle of the image is the text 'Thank you' in a large, white, sans-serif font.

Thank you

—and come meet us for a coffee at C46—