

TRADELENS OVERVIEW

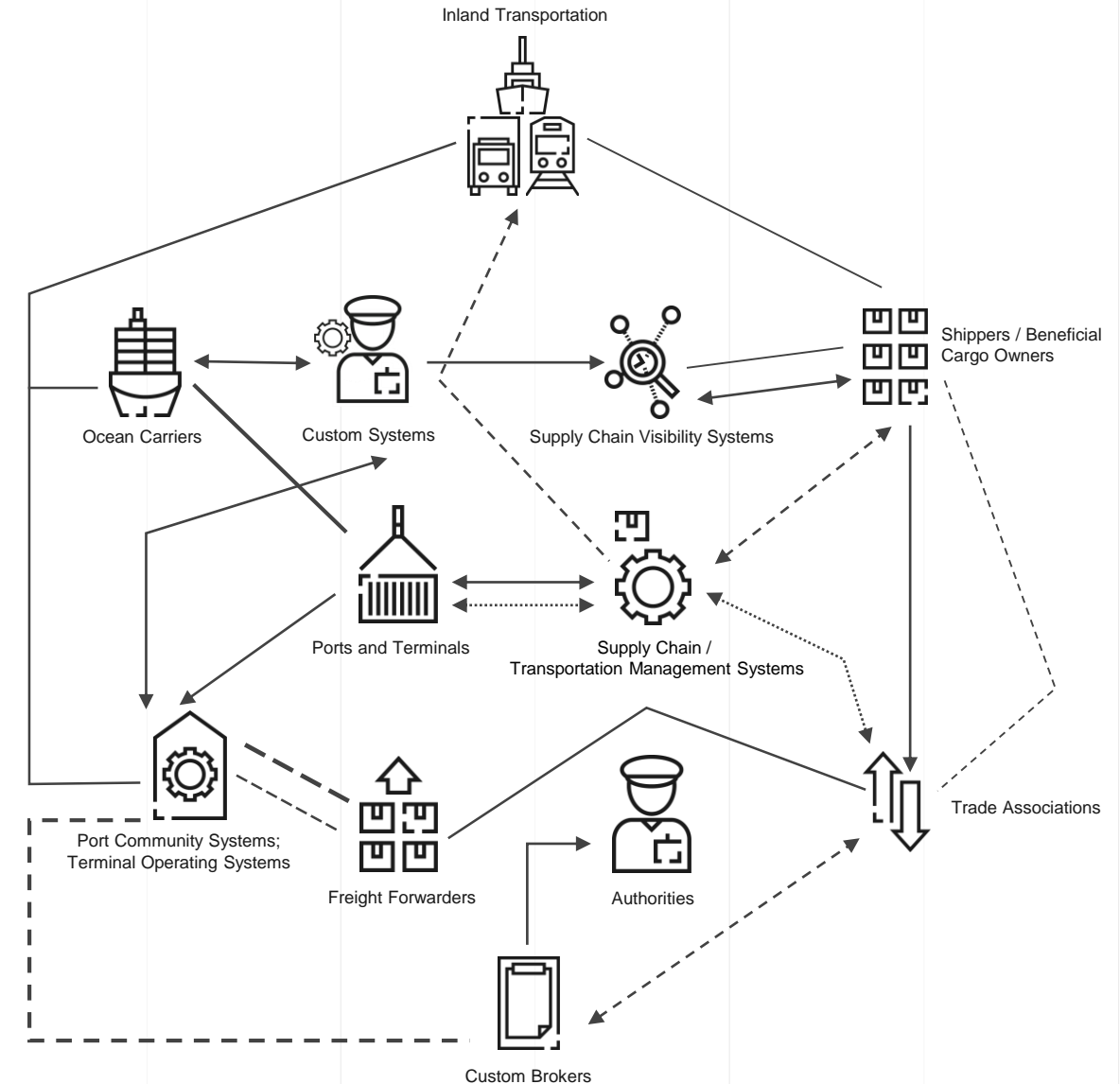
TUSIAD

18 SEPTEMBER 2018



GLOBAL TRADE IS HIGHLY INEFFICIENT AND BURDENED BY PAPER-BASED PROCESSES

- Data trapped in organizational silos
- Disparate perspectives on transaction state
- Manual and time-consuming processes
- Clearance processes subject to fraud

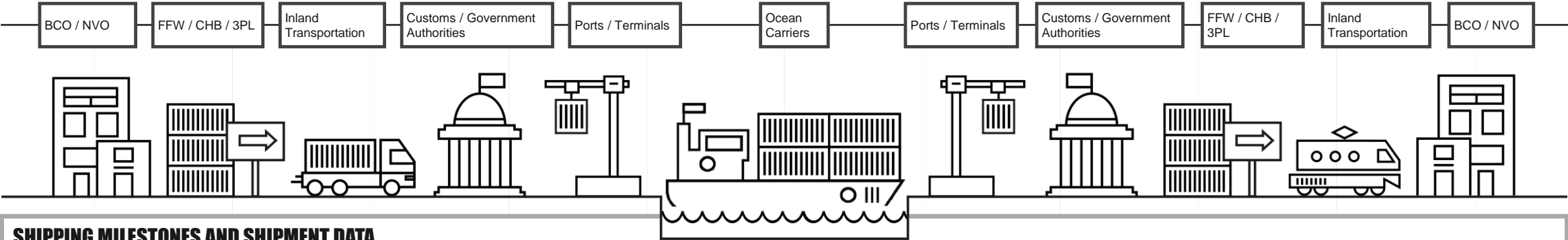


AN EXAMPLE FROM OUR PILOT ILLUSTRATE THE INEFFICIENCIES

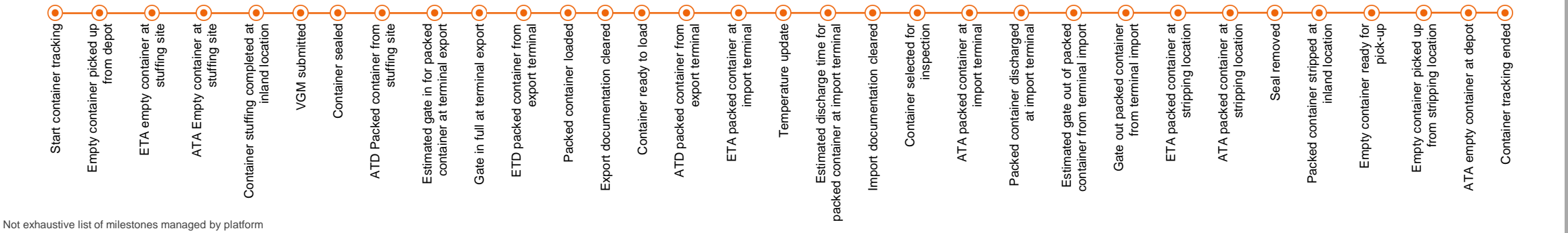
A single shipment of avocados from Mombasa to Rotterdam involves 30 actors, 100+ people, and 200 information exchanges

- Inconsistent information across organizational boundaries and blind spots throughout the supply chain hinder the efficient flow of goods
- Complex, cumbersome, and costly peer-to-peer messaging
- Manual, time-consuming, paper-based processes
- Risk assessments often lack sufficient information; clearance processes subject to fraud



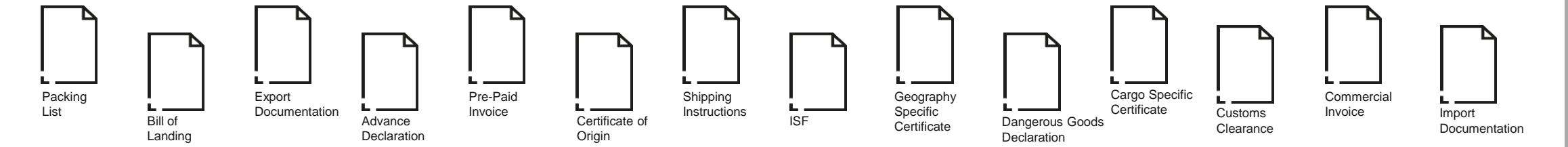


SHIPPING MILESTONES AND SHIPMENT DATA



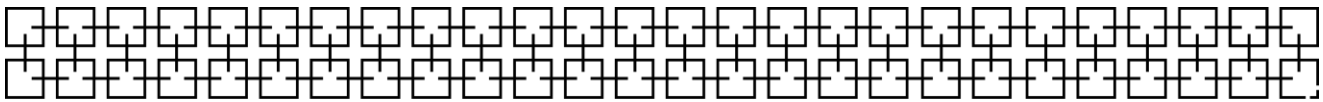
Not exhaustive list of milestones managed by platform

STRUCTURED AND UNSTRUCTURED DOCUMENTS



Not exhaustive list of documents managed by platform

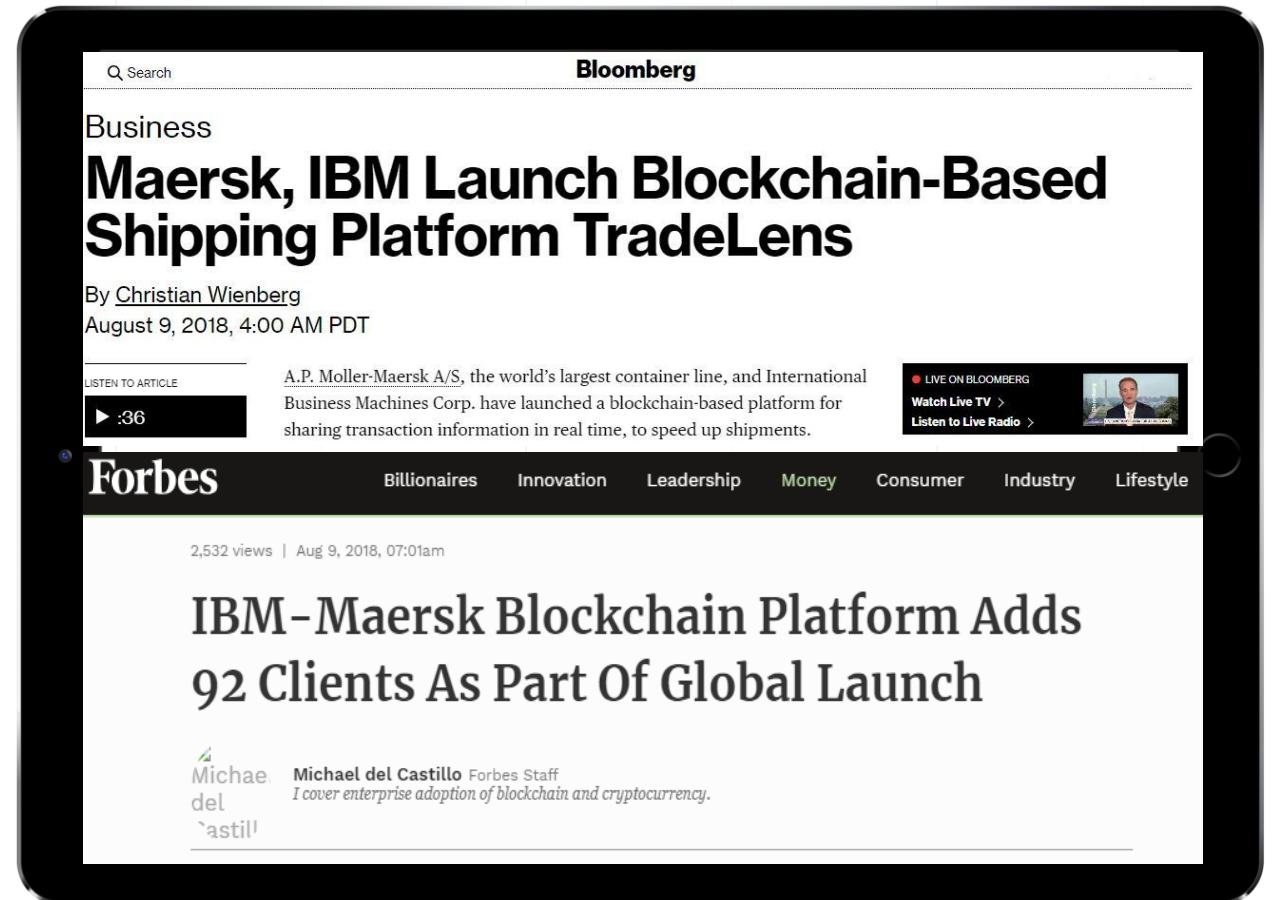
TRADELENS BLOCKCHAIN BUSINESS NETWORK



IBM AND MAERSK HAVE LAUNCHED TRADELENS

An open and neutral supply chain platform poised to transform the industry

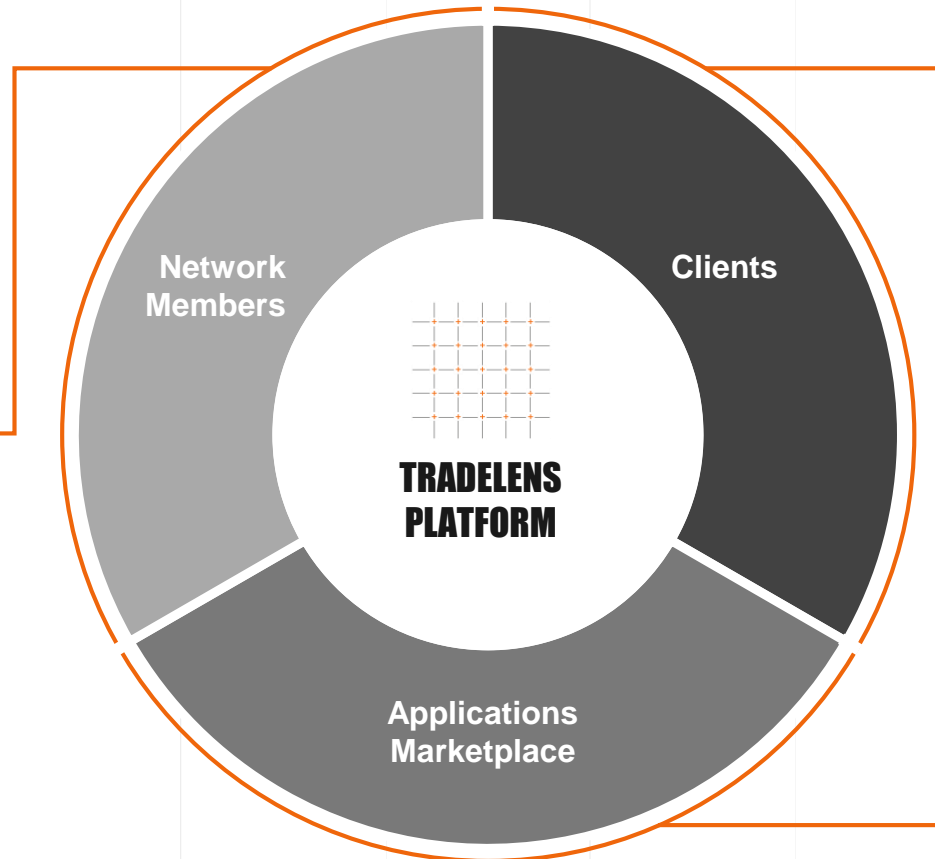
- TradeLens is built for the industry and offers benefits to trade participants from across the supply chain ecosystem
- Responding to industry feedback, IBM and Maersk have revised the approach and are proceeding under a collaboration model, which offers greater flexibility and responsiveness to industry feedback
- An Industry Advisory Board will help to shape the platform and drive standards
- Maersk Line and Hamburg-Sud are participants under the same terms as other network members
- Core platform components are available today under an Early Adopter program; full release remains on target for Q4 2018



THE TRADELENS ECOSYSTEM

Provide and gain access to end-to-end supply chain information

- Ocean carriers
- Ports and terminals
- Government authorities
- Inland transportation
- 3rd party data providers



Primary consumers and beneficiaries of the platform

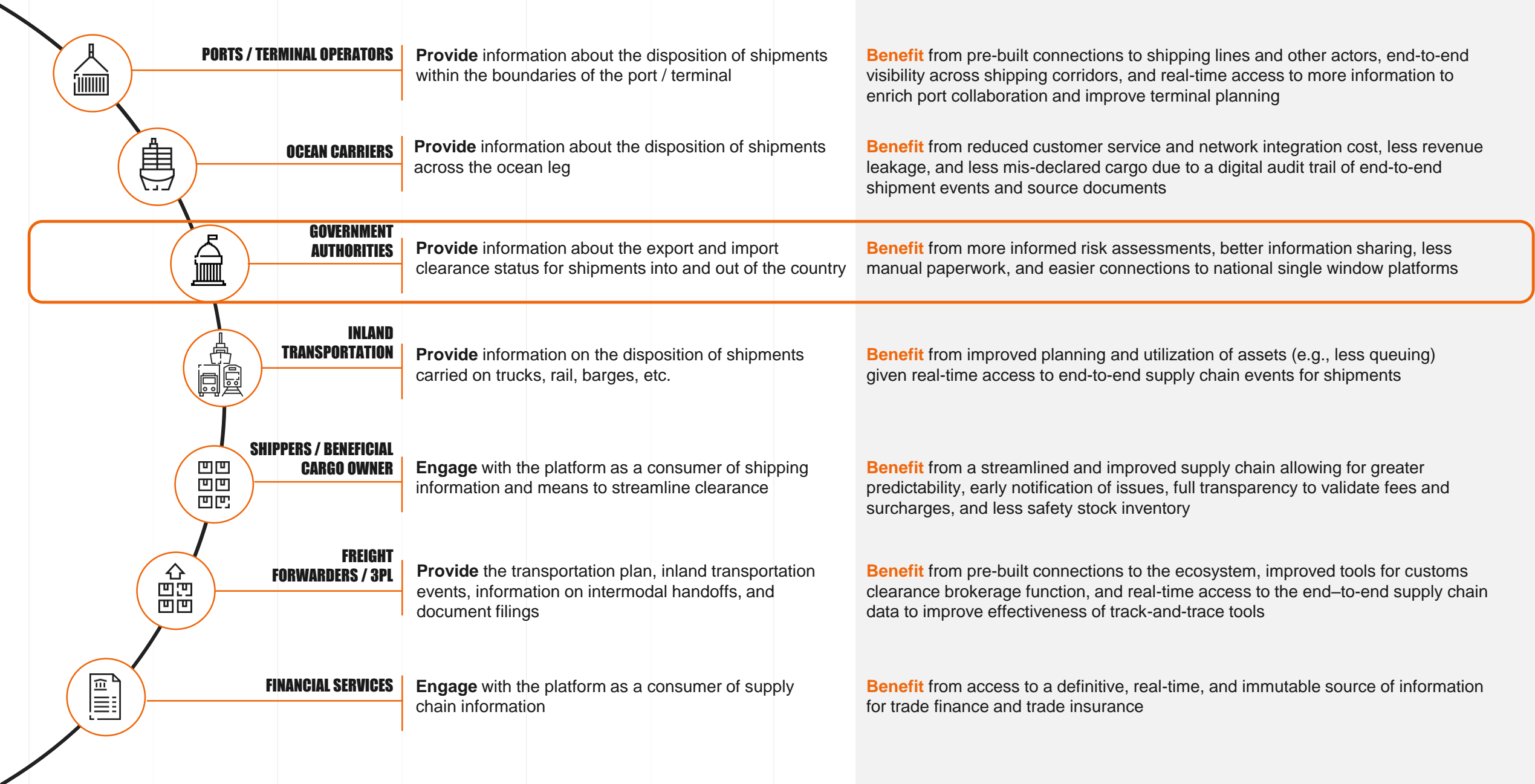
- Shippers (BCOs, retailers, manufacturers, etc.)
- Freight forwarders, customs brokers, 3PLs
- Financial institutions

Offer value added services to the ecosystem through a platform marketplace

- TradeLens offerings
- Offerings from Network Members and Clients
- Offerings from third parties

A global network of interconnected shipping corridors will link ports and terminals, authorities, ocean carriers, inland transportation, 3PLs, shippers, and other actors





CURRENT NETWORK PARTICIPANTS*



Ports and Terminals

- PSA Singapore
- Patrick Terminals
- ICTSI
- Holt Logistics
- Modern Terminals
- Houston, Texas
- Rotterdam, NL
- Mobile, Alabama
- Lazaro, Mexico
- Buenos Aires, Argentina
- Itajai, Brazil
- Callao, Peru
- Gothenburg, Sweden
- Izmir, Turkey
- Onne, Nigeria
- Cotonou, Benin
- Felixstowe, Great Britain
- Newcastle upon Tyne, Great Britain
- Avonmouth, Great Britain
- Liverpool, Great Britain
- Teesport, Great Britain
- Sydney, Australia
- Melbourne, Australia
- Brisbane, Australia
- Freemantle, Australia
- Singapore, Singapore
- Hong Kong, SAR China
- Halifax, Canada
- Philadelphia, Pennsylvania
- Apapa, Nigeria
- Algeciras, Spain
- Aqaba, Jordan
- Cartagena, Columbia
- Los Angeles, California
- Miami, Florida
- Tangier, Morocco
- Port Said, Egypt
- Pecem, Brazil



Ocean Carriers

- ▶ Maersk Line
- ▶ Hamburg Süd
- ▶ Pacific International Lines
- ▶ Boluda Lines



Government Authorities

- ▶ Australia Home Affairs
- ▶ Dutch Customs
- ▶ Sunat, Peru Customs
- ▶ Saudi Customs
- ▶ Singapore Customs

THANK YOU

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MAERSK