

The issue: Containerization has massively decreased freight costs—but the industry still suffers from inefficiencies!



Source: xChange Note: Average transaction size 20-50 containers

The issue: Moving empty containers costs the industry \$20bn p.a.

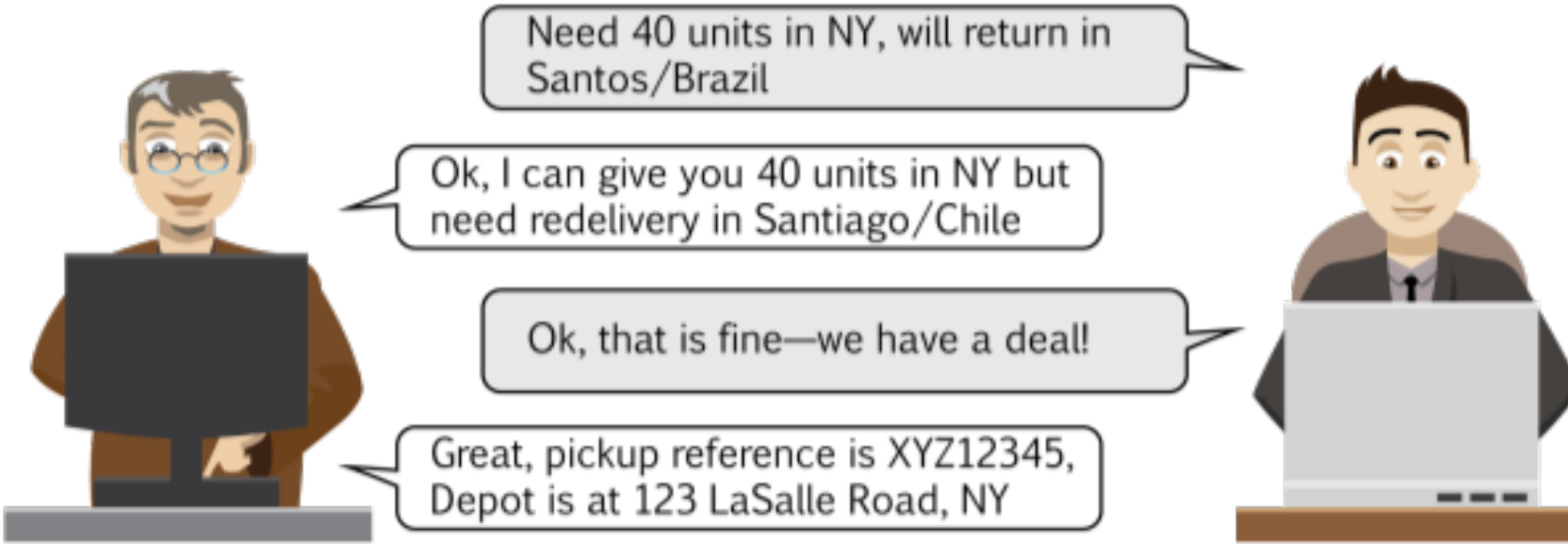
*At the same time, Marc worries about his surplus stock at the **same location** that is costing him storage cost and leads to low asset utilization.*



The solution: In principle sharing assets is such a simple solution

Agreeing on a transaction is straightforward and fully supported by an integrated workflow support —we are taking all the hassle out of interchanges!

xChange



The illustration shows two cartoon characters, a man on the left and a woman on the right, each sitting at a desk with a computer. They are engaged in a conversation, with their dialogue captured in speech bubbles. The man's first bubble says 'Need 40 units in NY, will return in Santos/Brazil'. The woman's first bubble responds 'Ok, I can give you 40 units in NY but need redelivery in Santiago/Chile'. The man's second bubble says 'Ok, that is fine—we have a deal!'. The woman's second bubble provides details: 'Great, pickup reference is XYZ12345, Depot is at 123 LaSalle Road, NY'.

Need 40 units in NY, will return in Santos/Brazil

Ok, I can give you 40 units in NY but need redelivery in Santiago/Chile

Ok, that is fine—we have a deal!

Great, pickup reference is XYZ12345, Depot is at 123 LaSalle Road, NY

BUT: No efficient cooperation solutions exist in the industry today

- No data is shared – data silos
- Little trust amongst players – high transaction costs
- Too few standards for communication
- Manual processes – email and phone to complete transactions
- Inefficient – no use of data and digitization to bring added value

