THE COMPLEX GLOBAL TRADE SYSTEM
TIME TO SET TRADE FREE

$1.6 TRILLION
OF UNTAPPED OPPORTUNITY

MAKING CHANGE A REALITY: BRINGING TOGETHER AN ECOSYSTEM

For the industry, supported by IBM & Maersk

Neutral platform, available to all

Open standards, reduce discontinuity
MAKING CHANGE A REALITY: POWERED BY INNOVATIVE TECHNOLOGIES

- Open documentation & APIs
- Interoperability at the heart
- Underpinned by blockchain

OUR SOLUTION: LAYERED APPROACH

- NETWORK
  Members such as carriers, ports, and customs authorities that connect to and provide data to the platform

- PLATFORM
  An open API that brings together the supply chain ecosystem and enables the industry to share information and collaborate; powered by blockchain

- APPLICATIONS & SERVICES
  An open marketplace that allows both TradeLens and third-parties to publish fit-for-purpose services
TRADELENS

Supply Chain

Shipping Milestones & Data

Documentation

TRADELENS

Blockchain Network

TRADELENS Overview

Introduction

22-Oct-18

Not exhaustive; some milestones managed by platform

Not exhaustive; some documents managed by platform
<table>
<thead>
<tr>
<th><strong>PORTS / TERMINAL OPERATORS</strong></th>
<th>Real-time visibility of inbound and outbound operations</th>
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<tbody>
<tr>
<td><strong>OCEAN CARRIERS</strong></td>
<td>Improve customer service and reduce network integration costs and revenue leakage</td>
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<tr>
<td><strong>GOVERNMENT AUTHORITIES</strong></td>
<td>Reduce paperwork and improve risk assessment</td>
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<td><strong>INLAND PROVIDERS</strong></td>
<td>Receive real-time and accurate updates on vessel arrivals, improve utilization of assets</td>
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<tr>
<td><strong>SHIPPERs / BENEFICIAL CARGO OWNERS</strong></td>
<td>Identify and proactively manage unexpected events, reduce surcharges and stockouts</td>
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<td><strong>FREIGHTFORWARDERS / 3PL</strong></td>
<td>Obtain access to greater depth of real-time information with less work, improve customer satisfaction</td>
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<tr>
<td><strong>FINANCIAL SERVICES</strong></td>
<td>Increase access to single source information needed to efficiently deliver and managed finance and trade insurance</td>
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