



# Container xChange

One-way container moves made simple

<https://container-xchange.com/>

# Your one-stop shop for one-way container moves

*More than 300 of the world's leading container suppliers, shipping lines & forwarders active already!*

## seaco



*"We are a very active user of xChange. It helps us find hundreds of global and niche one-way partners to balance our inventories."*

**Stefan Ecks, Positioning Manager**

## 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**

## HMM

HYUNDAI MERCHANT MARINE CO., LTD.



*"xChange not only supports us to find new one-way partners—it also makes us more efficient by taking over the payment handling."*

**JaeWook Choi, EQ team Seoul / Manager**

**Plus...**

**~10 leasing companies**

**~50 container liners**

**~60 container traders**

**~180 NVOCCs**

# From finding partners to execution – all in 1 tool

*We help you to grow your one-ways significantly – and allow you to focus on what really matters*

- 1 **Global transparency:** Browse container demands from ~300 leading shipping lines and forwarders
- 2 **Unified contracting:** One contract allows to use containers from all suppliers around the world
- 3 **End-to-end process:** Digital, single-truth process – from finding a partner to off-hire and invoicing
- 4 **Streamlined communication:** API-powered communication with your systems
- 5 **Automated container insurance:** Total loss insurance for all containers – with no manual work
- 6 **Full payment protection:** Guaranteed, auto-credited per diems and pickup credits – no more invoices
- 7 **Tracking and alerting:** Always know where your containers are and never miss a misuse or delay
- 8 **Best-in-class customer support:** Experienced service teams in Asia and Europe provide 24/7 support

# The Platform



# The Dashboard – your simple overview

*Have all your one-way demands and transactions at your fingertip*

The screenshot shows the xChange dashboard interface. At the top is a dark green navigation bar with the xChange logo and links for Overview, Requests (with a red notification badge), Smart Contracts, Tracking, and Service. On the right of the bar are links for 'Invite a friend', a notification bell with a red badge, a language dropdown set to 'EN', and icons for a grid, settings, and a user profile.

The main content area is divided into several sections:

- Hi Benny,** A personalized greeting at the top left.
- Requirements:** A section titled 'Upload your demands' with a search form. The form includes fields for 'Direction' (radio buttons for 'I want to use containers!' and 'I want to supply containers!'), 'Pickups' (a dropdown menu showing 'Europe North, Belgium, ANTWERP'), 'Drop-offs' (a dropdown menu showing 'North East Asia, China, SHANGHAI' and 'North East Asia, China, QINGDAO'), 'Equipment Types' (a dropdown menu showing '40HC'), and a 'Count' field with the value '75'. There is also a checkbox for 'Looking for special equipment?' and a 'Search' button.
- Insurance & Alerts:** A section titled 'Insure containers' with a sub-header 'Please review your current requirements. xChange automatically finds matches for you if your data is up-to-date!' and a 'Review no' button.
- Newsfeed:** A section titled 'Browse current market offerings' showing a list of container shipping offers. Each offer includes a carrier logo, route, equipment type, conditions, and a 'View Details' button. The offers are from Swan Container Lines, Swire, and APS Container Line.
- Smart Contracts:** A section titled 'Have long-term partners book under fixed terms' showing a list of contracts. Each contract includes a supplier logo, equipment type, pick-up and drop-off locations, terms and conditions, and a 'Book Now' button. The contracts are from HMM, FELB, and Rich GL.

# How to offer containers to your partners?

*Creating a new request based on searches or newsfeed items*

## 1. Click a search result or newsfeed post

To open the details of a transaction

## 3. Quantity & condition

Offer the required amount of containers

## 5. Insurance & payments

Insure containers and have xChange collect credits

## 2. Details of your partner

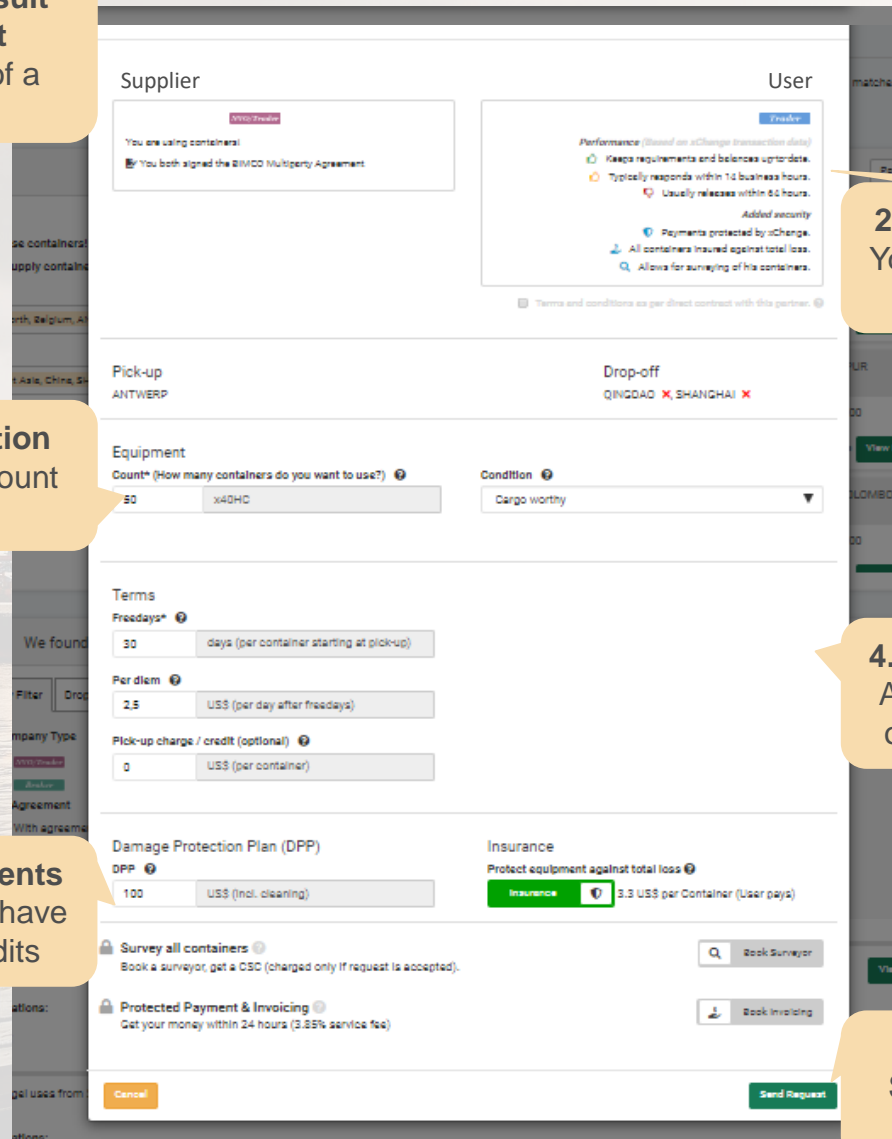
Your partner's performance and protection

## 4. Freedays, per diems & credit

All other terms are standardized or as per your own agreements

## 7. Send request

Send the request to your partner for him to reply



The screenshot displays a web form for creating a container request. It is divided into several sections:   
- **Supplier**: Includes a 'You are using container' section with a checkbox for 'You both signed the BIMCO Multiparty Agreement'.   
- **User**: Features a 'Performance' section with icons and text indicating response times and release times, and an 'Added security' section with a dropdown for 'All containers insured against total loss'.   
- **Pick-up**: Labeled 'ANTWERP'.   
- **Drop-off**: Labeled 'QINGDAO', 'SHANGHAI', and 'X'.   
- **Equipment**: Includes a 'Count' field (set to 50) and a 'Condition' dropdown (set to 'Cargo worthy').   
- **Terms**: Includes 'Freedays' (set to 30), 'Per diem' (set to 2.5), and 'Pick-up charge / credit (optional)' (set to 0).   
- **Damage Protection Plan (DPP)**: Includes a 'DPP' field (set to 100).   
- **Insurance**: Includes a 'Protect equipment against total loss' section with a 'Book Insurance' button.   
- **Survey all containers**: Includes a 'Book Surveyor' button.   
- **Protected Payment & Invoicing**: Includes a 'Book Invoicing' button.   
At the bottom, there are 'Cancel' and 'Send Request' buttons.

# How to negotiate and close a transaction?

Single-page overview of deal terms provide single source of truth and place for negotiation

**Single page overview**  
View, edit, negotiate and close a deal

**Partner info**  
Keep an overview of your partner's performance and protection

**Agreement**  
All details of your agreed transaction, incl. locations and financial terms

**Auditable change log**  
Review any changes you or your partner has made during the negotiation

The screenshot displays the xChange platform interface for a request with ID 46576. The top navigation bar includes links for Overview, Requests (2), Smart Contracts, Tracking, and Service. The main content area is divided into several sections:

- Request: 46576**: A status bar at the top shows the request is "Ready for pickup" with a countdown timer.
- Tracking Monitor**: A section with buttons for "Report dropped-off containers" and "Report picked-up containers".
- User and Supplier Information**: Two panels showing details for the user and the supplier, including performance metrics and security features.
- Pick-up and Drop-off Details**: A section with a "Binding Agreement" button and a table listing pickup and drop-off locations, equipment, and terms.
- Change Log**: A section showing a list of changes made to the request, including who made the change, when, and what was changed.

**Full process coverage**  
xChange supports the deal along the entire lifecycle—including tracking and payment handling

**Live Chat**  
Chat with your partner – live and 24/7

**Pickup & dropoff infos**  
View & download release and return refs at any time

**Other documents**  
Upload and view any other document that might be required (e.g. pictures, damage estimates)

**Payment & services**  
Order additional services like surveying or invoicing

# What happens after a transaction is agreed?

*xChange covers the complete process from match to empty return and payment handling!*



## **Release reference**

Release details provided online and validity checked by xChange



## **Insurance**

Containers auto-insured against total loss by xChange



## **Pickup monitoring**

Container pickup and drop-off reported by depots to xChange



## **Tracking alerts**

Position and status of each unit report & mis-use, etc. alerted



## **Payment collection**

Payments protected and collected by xChange



## **Smart contracts**

Instant booking under pre-agreed terms with existing partners

# Join xChange now!



## **xChange Solutions GmbH**

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The background image shows a large industrial port facility. In the foreground, a metal pier with railings extends into the water. In the middle ground, a large gantry crane is visible, and in the background, several ships are docked at the pier. The sky is overcast, and the water reflects the light from the sky and the structures.

# Appendix: Details

# Detail 1: Release reference and dropoff details

- After user and supplier agree on terms of a one-way, the supplier provides the release document
- xChange checks the validity of the release with the depot to avoid complications at pickup
- The release is automatically uploaded to the request and shared with the user via email
- The release contains release reference, equipment type and quantity and pickup depot details
- When the equipment nears the off-hire location, the supplier provides return notice and return depot details



## Kukdong (JJ MES Limited)

Unit A3 Unit 810 8/F Wayson  
Commercial Building No 28 Connaught Road West Sheung Wan  
HK, Hong Kong

### Contact:

Sanitized

### Depot Details:

#### Equipment

**Equipment Type:** 40HC Dry Container

**Count:** 26

**Condition:** Cargo worthy

#### Pickup Depot:

ANTWERP (BEANR)

Ellen de Coninck

DR Depots BVBA

Muisbroeklaan34a

B-2030 Antwerp,

Barge deliver Quay 504 DR Depot

Belgium

Phone: Sanitized

Email: Sanitized

### Pick-up Reference Details:

#### Customer

**Kuehne + Nagel (AG & Co.) KG**

Borsbeeksebrug 30

Belgium, BE-2600, Antwerp

#### Contact:

Sanitized

**Issuance Date:** 04/02/2019

**Validity Date:** 04/16/2019

**Pick-up Reference No.:**

Sanitized

### Additional Handling Information:

# Detail 2: Insurance

- All containers are automatically insured against total loss from the day of pickup until the empty return
- The insurance is valid for 60 days but containers are re-insured automatically if not returned (to guarantee full protection)
- The insurance covers a value up to the agreed DRV—hence no more gaps in coverage
- Incidents are reported via the request detail page where the experienced xChange customer service team handles all details with the insurance team from ATS
- **Note: Containers from releases organized “outside” of xChange can also be insured under the xChange insurance scheme—simple upload is sufficient**



## xChange Insurance Policy Scheme (Req. 43932)

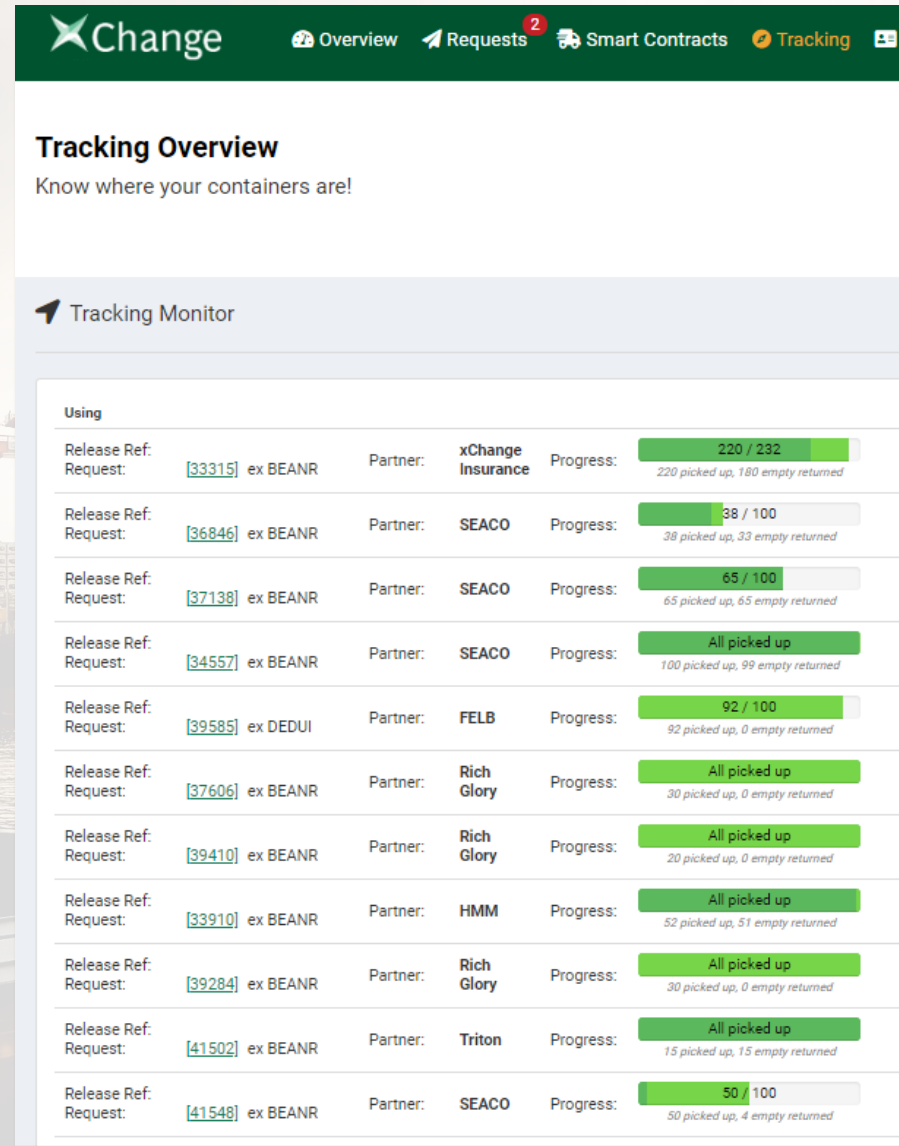
This insurance has global coverage for total loss, constructive total loss, and mysterious disappearance and aims at increasing the level of trust when doing business through xChange. Costs for the insurance will be billed monthly to the respective users. Claiming a total loss also happens within the particular request or by reaching out to [service@container-xchange.com](mailto:service@container-xchange.com), a surveyor will then be tasked with assessing the damage and accepting the claim.

### Insured Container(s):

- BSIU9952658 - (Picked up: 03/13/2019)
- HMMU6281693 - (Picked up: 03/13/2019)
- TCLU9200121 - (Picked up: 03/13/2019)
- HDMU6506195 - (Picked up: 03/13/2019)
- TCNU5101468 - (Picked up: 03/13/2019)
- CAIU7482251 - (Picked up: 03/13/2019)
- DFSU6888799 - (Picked up: 03/13/2019)
- CAIU9825766 - (Picked up: 03/13/2019)
- RFCU5067342 - (Picked up: 03/13/2019)
- TCKU6090208 - (Picked up: 03/13/2019)
- BSIU9223548 - (Picked up: 03/13/2019)
- CAIU7483941 - (Picked up: 03/13/2019)
- BMOU4132650 - (Picked up: 03/13/2019)
- HDMU6563596 - (Picked up: 03/14/2019)
- HDMU6844145 - (Picked up: 03/14/2019)
- BMOU4138324 - (Picked up: 03/14/2019)
- HDMU6645626 - (Picked up: 03/14/2019)
- TCNU5100081 - (Picked up: 03/14/2019)
- DFSU6997763 - (Picked up: 03/14/2019)
- CAIU7517738 - (Picked up: 03/14/2019)
- HMMU6024720 - (Picked up: 03/14/2019)
- SLSU8012966 - (Picked up: 03/14/2019)
- SEGU6029778 - (Picked up: 03/14/2019)
- TEMU7308916 - (Picked up: 03/14/2019)
- TCNU5080494 - (Picked up: 03/14/2019)
- HMMU6023718 - (Picked up: 03/14/2019)
- TCNU7901650 - (Picked up: 03/14/2019)
- HDMU6437094 - (Picked up: 03/14/2019)
- SEGU6007280 - (Picked up: 03/15/2019)
- TEMU7509778 - (Picked up: 03/15/2019)
- TCNU5039119 - (Picked up: 03/15/2019)
- HDMU6538037 - (Picked up: 03/15/2019)
- DFSU7066554 - (Picked up: 03/15/2019)
- TGBU6344652 - (Picked up: 03/18/2019)
- CAIU7477234 - (Picked up: 03/18/2019)

# Detail 3: Pickup monitoring

- Depots inform xChange of units picked up under each release—our customer service team follows up on every release
- The pickup progress is displayed under the tracking monitor



# Detail 4: Tracking alerts and fleet monitor

- All units picked up are traced by xChange and shown with their latest position and status in the tracking monitor
- For containers reaching end of free days, final destination or without empty return move in the destination, users are alerted under the Daily Alerts
- xChange also follows up on the empty return with the depots at destination
- Quick actions allow to report off-hire or to contact the partner

## Daily Alerts

These containers require your attention or were updated in the last 3 days

Print Excel CSV Copy

Show 10 entries

Search:

Date ^	Alert ^	Container Number ^	Lessee ^	Latest Event ^	Latest date and location ^	Est. arrival date and location ^	Contracted location ^	Contact xChange ^
09/04/2019	Offroute underway to GUAYAQUIL instead of HOUSTON, TX	BMOU1293517	CMA CGM	Departure	HOUSTON, TX on 2019-04-09	GUAYAQUIL on 2019-04-28	HOUSTON, TX	<a href="#">Contact CMA CGM for this misuse</a>
09/04/2019	Container reported empty in WRONG offhire location	EGSU3133209	Evergreen	Empty container returned	LOS ANGELES, CA on 2019-04-09	Contact your partner!	San Pedro	<a href="#">Contact Evergreen for this misuse</a>
09/04/2019	Container reported empty in WRONG offhire location	TLLU2014761	Evergreen	Empty container returned	LOS ANGELES, CA on 2019-04-09	Contact your partner!	San Pedro	<a href="#">Contact Evergreen for this misuse</a>
11/04/2019	Container reported empty in CORRECT offhire location for > 6 days	APZU3683717	APL	Empty in depot	CHARLESTON, SC on 2019-04-04	Please confirm the container was offhired!	CHARLESTON, SC	<a href="#">Confirm offhire</a>
11/04/2019	Container reported empty in CORRECT offhire location for > 6 days	TEMU2612931	CMA CGM	Empty in depot	WINNIPEG, MB on 2019-04-04	Please confirm the container was offhired!	WINNIPEG, MB	<a href="#">Confirm offhire</a>
11/04/2019	Container reported empty in CORRECT offhire location for > 6 days	CMAU0737190	CMA CGM	Empty in depot	CHARLESTON, SC on 2019-04-04	Please confirm the container was offhired!	CHARLESTON, SC	<a href="#">Confirm offhire</a>
10/04/2019	Container reported empty in CORRECT offhire location for > 6 days	TRHU1548451	CMA CGM	Empty in depot	OAKLAND, CA on 2019-04-03	Please confirm the container was offhired!	OAKLAND, CA	<a href="#">Confirm offhire</a>
	Container							

# Detail 5: Payments collection and wallet

Balance Activity

Transaction History

Invoices

Settings

Invite & earn 150 \$

Opening balance (January 2019)

+ 250,00 \$

Credits earned in January

+ 250,00 \$

Charges in January

- 850,00 \$

Current account balance (as of 15 Jan. 2019)

- 350,00 \$

Last Invoices

View all invoices

Invoice January 2019

Due in 2 days

Invoice December 2018

15 days overdue

Invoice November 2018

Paid after 90 days

Invoice October 2018

Paid after 5 days

January

+ 250,00 \$ | - 850,00 \$ | - 600,00 \$

Type	Description	Last Update	Amount
Credit	Per Diems for 127 Containers (4 Requests)	15 Jan. 2019	+ 200,00 \$
Charge	Per Diems for 85 Containers (2 Requests)	15 Jan. 2019	- 150,00 \$
Credit	Pick-up credits for 25 Containers (1 Request)	15 Jan. 2019	+ 50,00 \$
Charge	Pick-up charges for 10 Containers (1 Request)	15 Jan. 2019	- 100,00 \$
Charge	Insurance for 40 Containers (1 Request)	15 Jan. 2019	- 100,00 \$
		05 Jan. 2019	- 200,00 \$
		05 Jan. 2019	- 200,00 \$
		05 Jan. 2019	- 300,00 \$

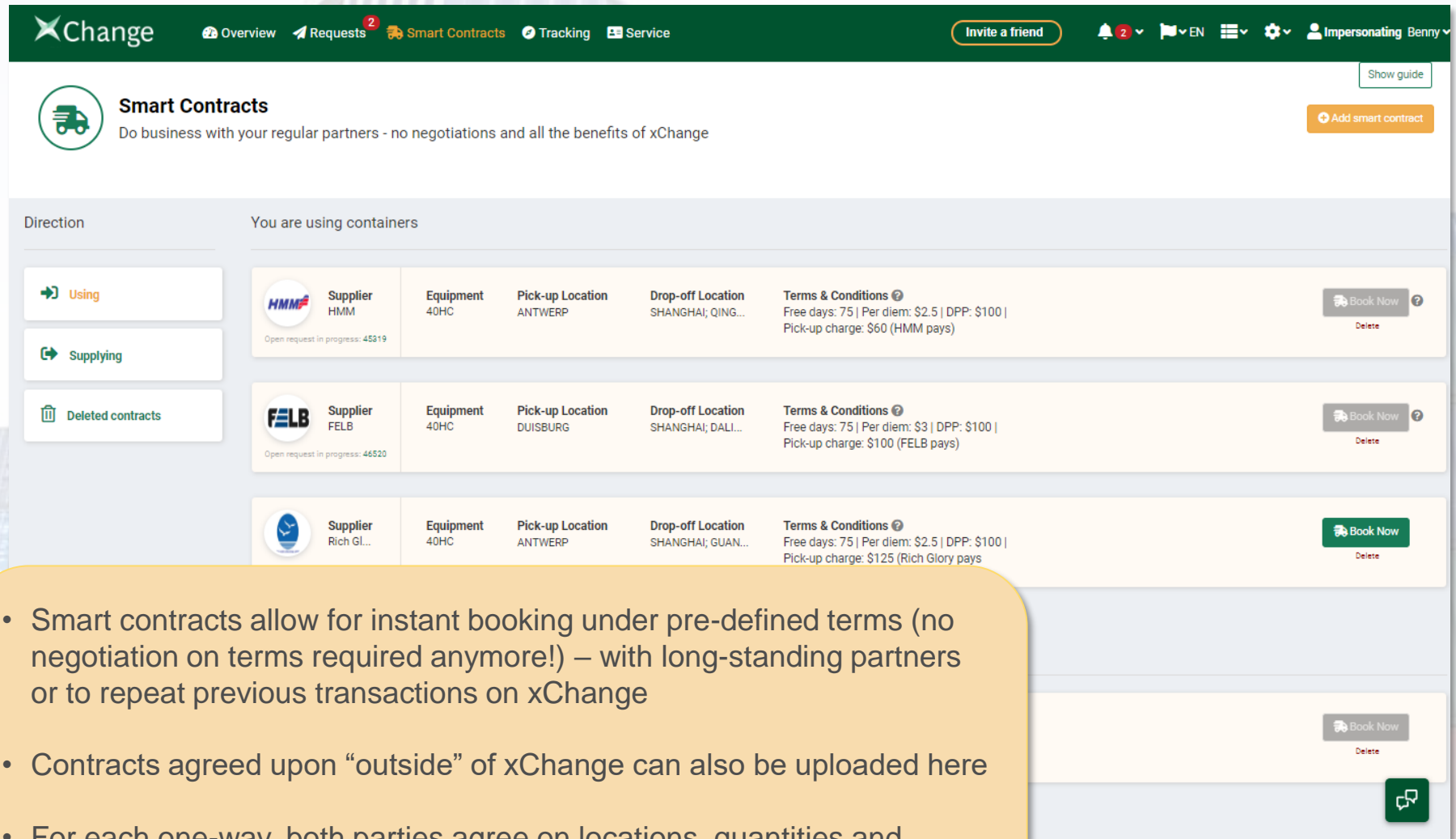
+ 920,00 \$ | - 670,00 \$ | + 250,00 \$

+ 750,00 \$ | - 225,00 \$ | + 525,00 \$

+ 650,00 \$ | - 24,00 \$ | + 626,00 \$

- Payments for per diems and pickup credits are guaranteed and credited to your wallet the same day!
- xChange collects all pickup credits from the supplier on the user's behalf and offsets them with any potential per diem or repair charges
- The wallet gives a real-time overview of in- and outgoing charges/credits
- Accrued credits can be paid out at any point in time or used to pay for upcoming charges (membership fees, insurance premiums, damages, etc)

# Detail 6: Smart contracts for regular partners



The screenshot displays the xChange Smart Contracts interface. At the top, a green navigation bar includes the xChange logo and links for Overview, Requests (with a red notification badge), Smart Contracts (active), Tracking, and Service. On the right of the bar are links for 'Invite a friend', a notification bell with a red badge, a language dropdown set to 'EN', a settings gear, and a user profile for 'Impersonating Benny'. Below the navigation bar, the 'Smart Contracts' section features a truck icon, the title 'Smart Contracts', and the description 'Do business with your regular partners - no negotiations and all the benefits of xChange'. A 'Show guide' link and an 'Add smart contract' button are also present. The main content area is titled 'Direction' and 'You are using containers'. It contains three filter buttons: 'Using' (selected), 'Supplying', and 'Deleted contracts'. Below these are three contract cards. Each card shows a supplier logo and name, equipment type (40HC), pick-up and drop-off locations, terms and conditions (free days, per diem, DPP, pick-up charge), and a 'Book Now' button with a 'Delete' link. The first contract is from HMM, the second from FELB, and the third from Rich GL... (partially visible). A yellow callout box is overlaid on the bottom left of the interface.

**Smart Contracts**  
Do business with your regular partners - no negotiations and all the benefits of xChange

Direction: You are using containers

Using  
Supplying  
Deleted contracts

Supplier	Equipment	Pick-up Location	Drop-off Location	Terms & Conditions	Book Now
HMM Open request in progress: 45319	40HC	ANTWERP	SHANGHAI; QING...	Free days: 75   Per diem: \$2.5   DPP: \$100   Pick-up charge: \$60 (HMM pays)	Book Now Delete
FELB Open request in progress: 46520	40HC	DUISBURG	SHANGHAI; DALI...	Free days: 75   Per diem: \$3   DPP: \$100   Pick-up charge: \$100 (FELB pays)	Book Now Delete
Rich GL...	40HC	ANTWERP	SHANGHAI; GUAN...	Free days: 75   Per diem: \$2.5   DPP: \$100   Pick-up charge: \$125 (Rich Glory pays)	Book Now Delete

Book Now  
Delete

- Smart contracts allow for instant booking under pre-defined terms (no negotiation on terms required anymore!) – with long-standing partners or to repeat previous transactions on xChange
- Contracts agreed upon “outside” of xChange can also be uploaded here
- For each one-way, both parties agree on locations, quantities and terms—then the user simply books containers when he needs them