



Automated Shipping Marketplace

www.shipnext.com

MAIN FEATURES OF SHIPNEXT



Features and Services available to our customers today

- Automatic and instant e-mail processing
- EDI* and data exchange with the Trading Desk (possibility for more automation)
- Instant Cargo-to-Ship matching regardless of cargo type (based on 80+ elements)
- Open Freight tendering (open visibility of lowest freight and Cargo to all users)
- Closed Freight tendering (visibility of lowest freight and Cargo to vetted carriers only)
- Freight negotiations
- Automatic building and printing of Customary and Standard Charter Parties
- Constant Cargo and/or Ship tracking
- Personalized Cabinet with required functionality, interchange with other programs and data
- Verified information on each Ship, Port, etc
- Inbuilt encrypted Chat and possibility to communicate with any User
- Smart Contracts and Blockchain solutions (on demand / optional)

* EDI - Electronic Data Interchange

PROBLEMS FOR TRADERS



Human factor and lack of transparency

- **Human Error, Routine Cross-checks, Real-time data search and connectivity**

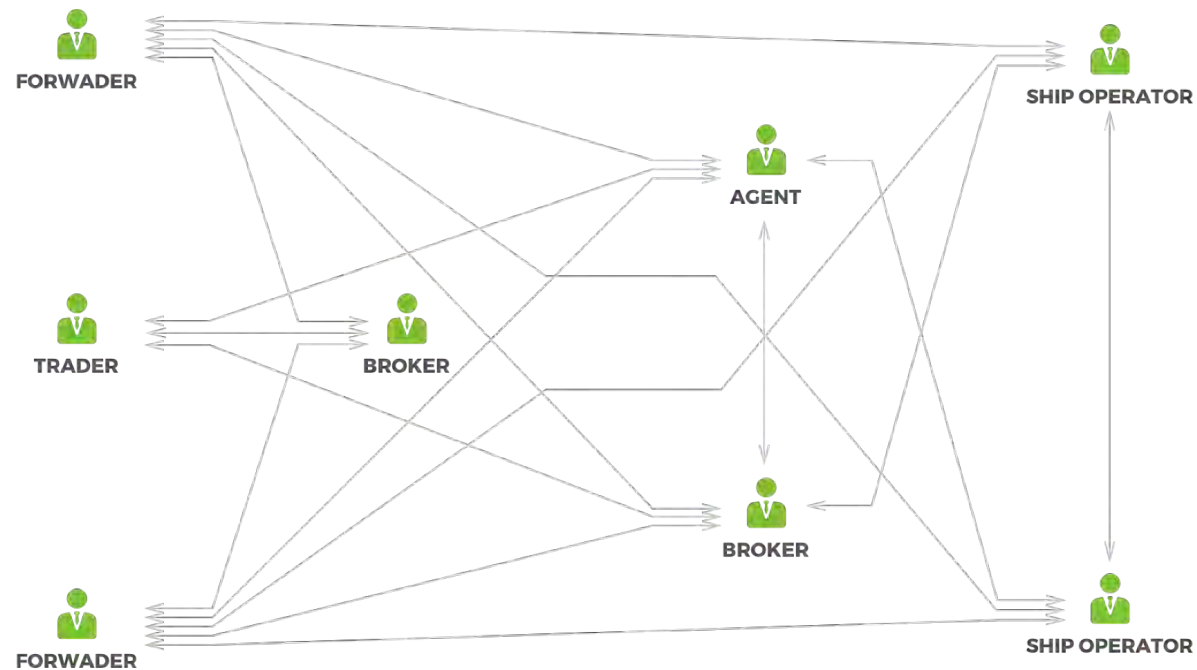
- **Complex calculations involving numerous data-bases:**
 - Ship data
 - Distances Port
 - Data
 - Intake
 - Hold and Ship size
 - Size Restrictions
 - Compatibility
 - Restrictions Drafts
 - Restrictions Navigation
 - Limitations
 - Risk zones
 - Rules of Carriage by Sea
 - Equipment availability
 - Bunkering
 - etc. over 50 databases

- **Financial loss unto 10% of Freight due multiple intermediaries or inefficient search**

OLD MODEL

Mixed communication channels in shipping

Lack of transparency



Negative impact:

Charterers overspend unto 10% on Freight

NEW MODEL



Shipping market with ShipNEXT



SOLUTION



Instant automatic ship search



Calculations and checks performed by SHIPNEXT



- Cargo specifications
 - Rules of carriage by Sea
 - Packaging and stowage
 - Total space and capacity required
 - Crane capacity requirement
 - Hold and Hatch size requirements
 - Ship's positions
 - Ship's data base
 - Ship compatibility with cargo
 - Ship parameters and restrictions
 - Ports & Port Restrictions
 - Berth Restrictions
 - Navigational Restrictions
 - Availability of Port Cranes
 - Compliance to Sanctions
 - Ratings
 - Etc
- Optional**
- Automatic freight calculation
 - On-line negotiations and fixing
 - On-line contract management
 - Positions, notices and reporting

SOLUTION

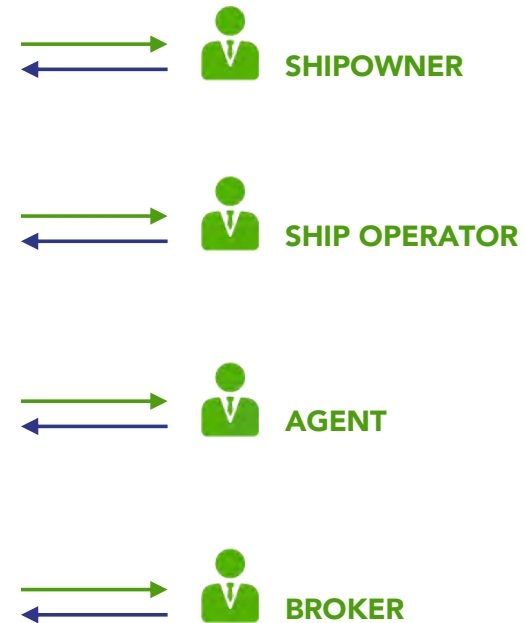


Instant automatic cargo search



Calculations and checks performed by SHIPNEXT

- Crane capacity requirement
 - Hold and Hatch size requirements
 - Ship's positions
 - Ship's data base
 - Ship compatibility with cargo
 - Ship parameters and restrictions
 - Cargo specifications
 - Rules of carriage by Sea
 - Packaging and stowage
 - Total space and capacity required
 - Ports
 - Port Restrictions
 - Berth Restrictions
 - Navigational Restrictions
 - Availability of Port Cranes
 - Compliance to Sanctions
 - Ratings
 - International Navigational restrictions
 - Ballasting distance
 - Ballasting costs
 - etc
- Optional**
- Automatic freight calculation
 - On-line negotiations and fixing
 - On-line contract management
 - Positions, notices and reporting



REAL TIME SHIPPING MARKETPLACE



Desktop Digital Marketplace and Tendering Deck

SHIPNEXT MAIN DECK

Please send Cargo and Ships to fix@shipnext.com ADD CARGO ADD POSITION

CARGO

REF	POL POD	CARGO	WEIGHT (MT) VOLUME (M3)	LAYCAN	FREIGHT	STATUS
012-7E2-V0024	HAMBURG SINGAPORE	Agricultural Products	5,000 —	20.08.18 27.08.18	\$120,000.0 Add offer	15 min
012-7E2-V0024	ANTWERPEN SHENZHEN	Wheat	10,000 —	21.08.18 28.08.18	— Add offer	34 min
012-7E2-V0024	BREMERHAVEN HONG KONG	Com	12,000 —	21.08.18 29.08.18	— Add offer	42 min
012-7E2-V0024	VALENCIA NINGBO ZHOUSHAN	Ammonium Nitrate	45,000 —	22.08.18 29.08.18	— Add offer	1hr 15 min
012-7E2-V0024	SHENZHEN VARNA	General Cargo	345 2,630	23.08.18 31.08.18	— Add offer	1hr 18 min
012-7E2-V0024	ALGECIRAS BUSAN	Agricultural Products	72,000 —	24.08.18 30.08.18	— Add offer	1hr 55 min
012-7E2-V0024	FELIXSTOWE QINGDAO	Antimony concentrate	67,000 —	27.08.18 07.09.18	— Add offer	2hr 32 min
012-7E2-V0024	GUANGZHOU SAINT PETERSBURG	General Cargo	510 5,670	27.08.18 05.09.18	— Add offer	2hr 37 min
012-7E2-V0024	MARSAXLOKK JEBEL ALI (DUBAI)	Com	34,000 —	12.09.18 23.09.18	— Add offer	3hr 02 min
012-7E2-V0024	ROTTERDAM SHANGHAI	Com	28,000 —	13.09.18 21.09.18	— Add offer	4hr 08 min
012-7E2-V0024	HAMBURG SINGAPORE	Agricultural Products	42,000 —	14.09.18 25.08.18	— Add offer	4hr 27 min
012-7E2-V0024	ANTWERP SHENZHEN	Agricultural Products	67,000 —	20.09.18 30.09.18	— Add offer	4hr 32 min

SHIPS

REF	SHIP IMO / TYPE	DWT, CAPACITY	GEAR	OPEN, DATE	MARKET T/C RATE	STATUS
012-7E2-V0024	IRON DESTINY 8202018 / Bulk	89,846 9,240	HC-4-44	20.08.18 - 25.08.18	—	Open Add offer
012-7E2-V0024	STELLAR PACIFIC 8202018 / Bulk	16,730	CR-3-30	22.08.18 - 28.08.18	—	Open Add offer
012-7E2-V0024	KM KOBE 8202018 / Bulk	180,652		24.08.18 - 31.08.18	\$1,450	Open Add offer
012-7E2-V0024	SBI ACHILLES 8202018 / Bulk	61,305 9,240	CR-3-40	20.08.18 - 25.08.18	—	Open Add offer
SHANGHAI, 19 AUG, 2018 80% HONG KONG, 20 AUG, 2018 Additional destination: Shenzhen, Nansha Xingang Terminal Area: South China Sea Latitude / Longitude: 22.451025, 116.506849						
012-7E2-V0024	MV UNION GROOVE 8202018 / Bulk	36,054 9,240	HC-4-44	20.08.18 - 25.08.18	—	Open Add offer
012-7E2-V0024	CS JADEN 8202018 / Bulk	38,101		14.09.18 - 19.09.18	—	On route
012-7E2-V0024	LADY ALEXANDRA 8202018 / Bulk	3,700		16.09.18 - 27.09.18	—	On route
012-7E2-V0024	SPARTA III 8202018 / Bulk	9,490 9,240	HC-4-44	18.09.18 - 23.09.18	—	On route
012-7E2-V0024	BESKIDY 8202018 / Bulk	82,138	HC-4-44	19.09.18 - 29.09.18	—	On route

INSTANT CARGO TO SHIP MATCHING



With an option of getting instant automatic Market indications

SHIPNEXT
MAIN DECK
Please send Cargo and Ships to fix@shipnext.com
ADD CARGO
ADD POSITION

CARGO OFFER FREIGHT

REF 052-7E2-C0003 **ODESSA** 16.08.18 - 24.08.18 **COMPANY NAME** +

ADDED: 5.06.18
POL: ODESSA
POD: SHANGHAI
LAYCAN: 20.03.18 - 30.03.18
CARGO: Steel sheet in coils, 100 mt

[Drawing: 123rwqrew-drawing.pdf](#)
[Paking List: 123rwqrew-packing.pdf](#)

▼ PICKLED AND OILED HOT-ROLLED COILS #1

▼ PICKLED AND OILED HOT-ROLLED COILS #2

LOADING RATE: 100 mt per day, SHEX, Unless Used
DISCHARGING RATE: 100 mt per day, SHEX, Unless Used
STANDARD TERMS: 2. Shipment as partcargo in/our out of geographical rotation

12. Merchants guarantee weights and measurements of cargo as described in the cargo description. If the actual weight or volume is greater than the one given - extra "pro-rata" freight to apply.

24. Lashing/securing/dunnaging to be for

103. BIMCO Bulk Shipping Quality Clause for Voyage Charter Parties

SUITABLE SHIPS

012-7E2-V0024	LODESTAR 8202018 / Bulk	16,988 9,240		GUANGZHOU 11.08.18 - 17.08.18	—	Open Add offer
012-7E2-V0024	MV UNION GROOVE 8202018 / Bulk	36,054 9,240	HC-4-44	ODESSA 12.08.18	—	Open Add offer
012-7E2-V0024 ↓ Position	CS JADEN 8202018 / Bulk	38,101		ODESSA 12.08.18 - 20.08.18	—	On route
012-7E2-V0024 ↓ Position	LADY ALEXANDRA 8202018 / Bulk	3,700		ODESSA 13.08.18 - 19.08.18	—	On route
012-7E2-V0024 ↓ Position	SPARTA III 8202018 / Bulk	9,490 9,240	HC-4-44	ODESSA 15.08.18	—	On route
012-7E2-V0024 ↓ Position	BESKIDY 8202018 / Bulk	82,138	HC-4-44	ODESSA 15.08.18	—	On route
012-7E2-V0024	IRON DESTINY 8202018 / Bulk	89,846 9,240	HC-4-44	ODESSA 16.08.18	—	Open Add offer
012-7E2-V0024 ↓ Position	STELLAR PACIFIC 8202018 / Bulk	16,730	CR-3-30	ODESSA 17.08.18 - 26.08.18	—	Open Add offer
012-7E2-V0024 ↓ Position	KM KOBE 8202018 / Bulk	180,652		ODESSA 18.08.18	—	Open Add offer

CONTRACT MANAGEMENT



Electronic Charter Management Tool and Charter Printer

SHIPNEXT **CONTRACT, 2/20/2018** 1 OF 2 Close

Fixed: 2/20/2018, 1:26:50 PM GMT View print version

REQUEST: REF 142-7E2-C01AB

SHIP: REF 142-7E2-V03E7

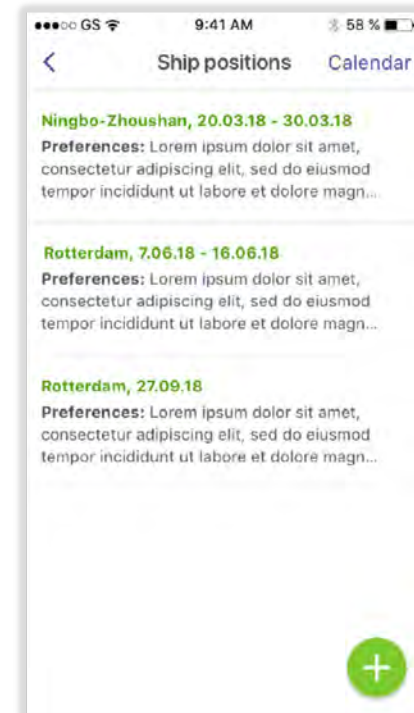
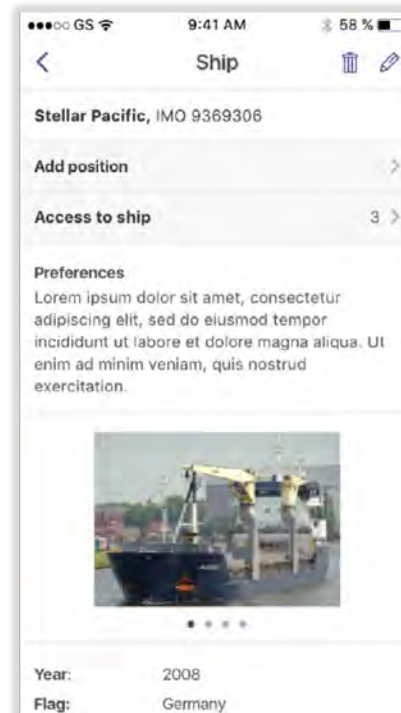
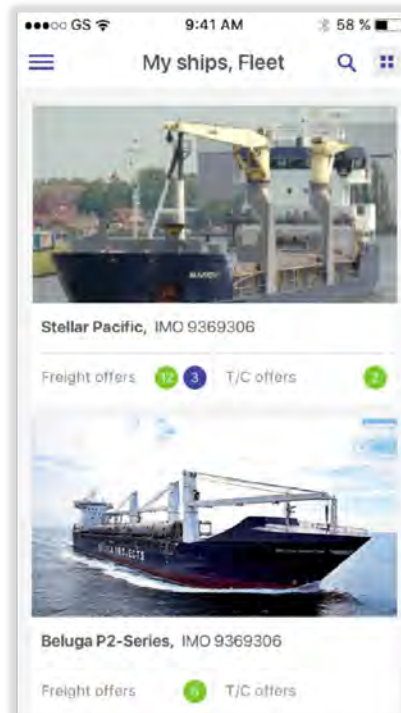
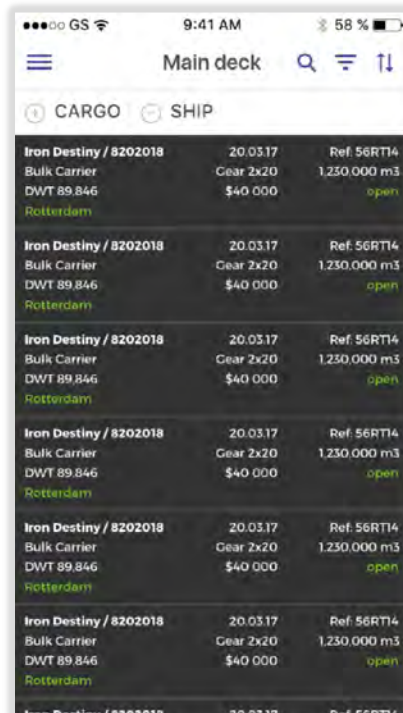
CHARTERER/MERCHANT	Varamar	NAME	Beautrophy (9369306)
OWNER/CARRIER	varamar.com	STATUS	Open Black Sea , 3/20/2018 - 3/31/2018
POL	DERINCE	DESCRIPTION	—
POD	JEBEL ALI	EXCLUSIONS	—
LAYCAN	3/29/2018 - 3/31/2018	IMO NO	9369306
CARGO	Transformers and Accessories, 800 mt , 1600 m3	YEAR	2008
TOTAL WEIGHT +/-,%	5%, molchopt	FLAG	Netherlands
TOTAL VOLUME +/-,%	5%, molchopt	PORT OF REGISTRY	—
FREIGHT	\$125000, per mt, lilo	CLASS	bureau veritas
LOADING RATE	CQD	ICE CLASS	—
DISCHARGING RATE	CQD	TYPE	minibulk
DEMURRAGE	\$8500 per day	TONNAGE	• summer/tropical: 7,220 / — • DWCC: — • GT/NT: 5,132 / 2,891 • Suez GT/NT: — / — • Panama NT: — • TPC: 17 • TPI: 6.69
DETENTION	\$8500 per day	DIMENSIONS	• LOA: 117 M
TERMS			
STANDARD TERMS			
	1. Shipment under deck.		
	2. Shipment as partcargo in/out of geographical rotation.		
	6. Cargo partly stackable and overstowable.		

CANCEL CONTRACT CHAT

MOBILE APPLICATION (IOS AND ANDROID)



Same functionality and features as on Desktop



FEATURES



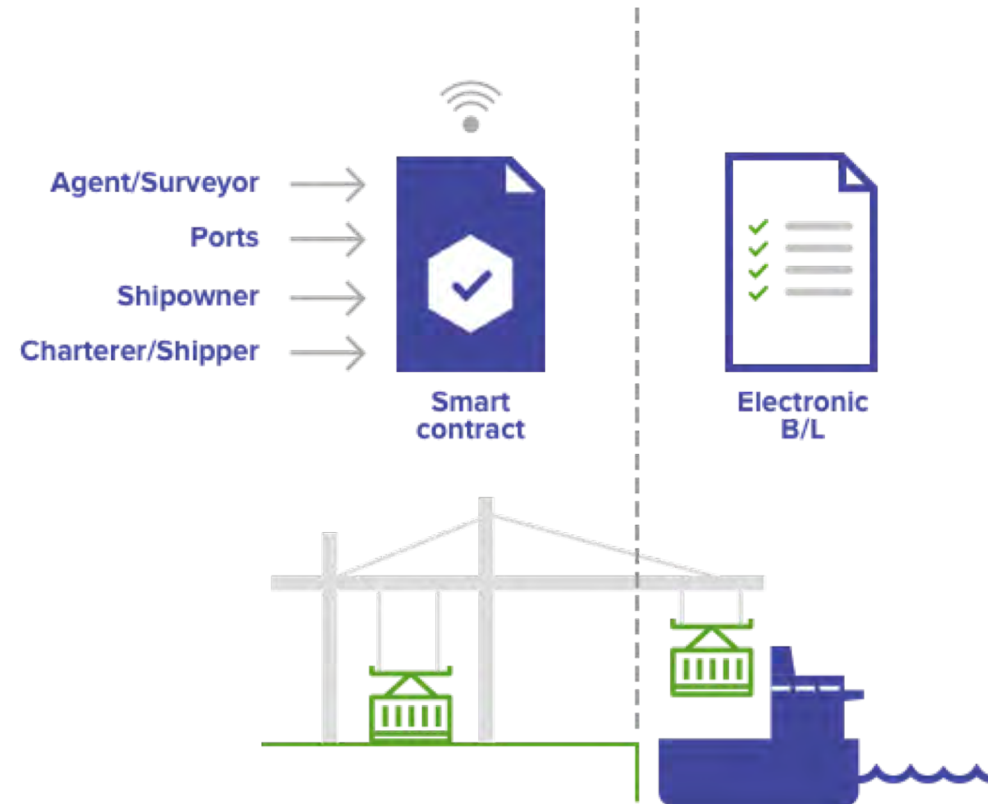
	SHIPNEXT	AXS	BALTICSPOT	COMPASS
E-mail sorting	✓	✓	✓	✓
World-wide e-mails data-bank & sorting	✓	✓		
Manual search and matching	✓	✓	✓	
LIST OF UNIQUE FEATURES				
Works without manual online intervention	✓			
Data-base processing (ships, cargo, ports, distance, restrictions, etc)	✓			
Automatic matching	✓			
Automatic stowage estimation	✓			
Automatic voyage estimates	✓			
Automatic solution generation	✓			
On-line Market platform	✓			
On-line tendering	✓			
Negotiations platform	✓			
Contract management	✓			
Reporting and notifications	✓			
Rating	✓			
Smart-Contracts and Block-chain	✓			

SMART CONTRACT & ELECTRONIC BILL OF LADING



Electronic Bill of Lading created by Multiple users - parties related to the Shipping Contract Execution

As the Cargo is loaded on board the Ship, verification of the key data by the Carrier, Port, Surveyor, Shipper, and even Satellite and Customs helps generate an Electronic Bill of Lading.



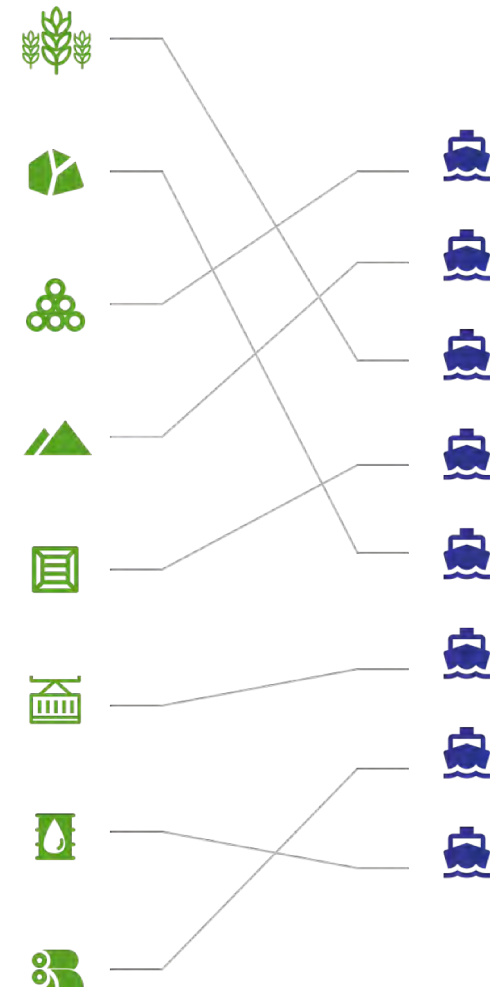
MATCHING ALGORITHM: PHASE 1



Accomplished

Algorithms used in SHIPNEXT already allow matching any one cargo to a suitable ship, considering the whole range of factors and restrictions:

- Ship position
- Ability to reach the required port by a certain date
- Stowage
- Deadweight and Capacity
- Internal Ship Dimensions
- Crane Capacity
- Cargo Exclusions
- Port Restrictions
- Draft Restrictions
- International Warranty Limits and Ice
- Flag Restrictions
- etc

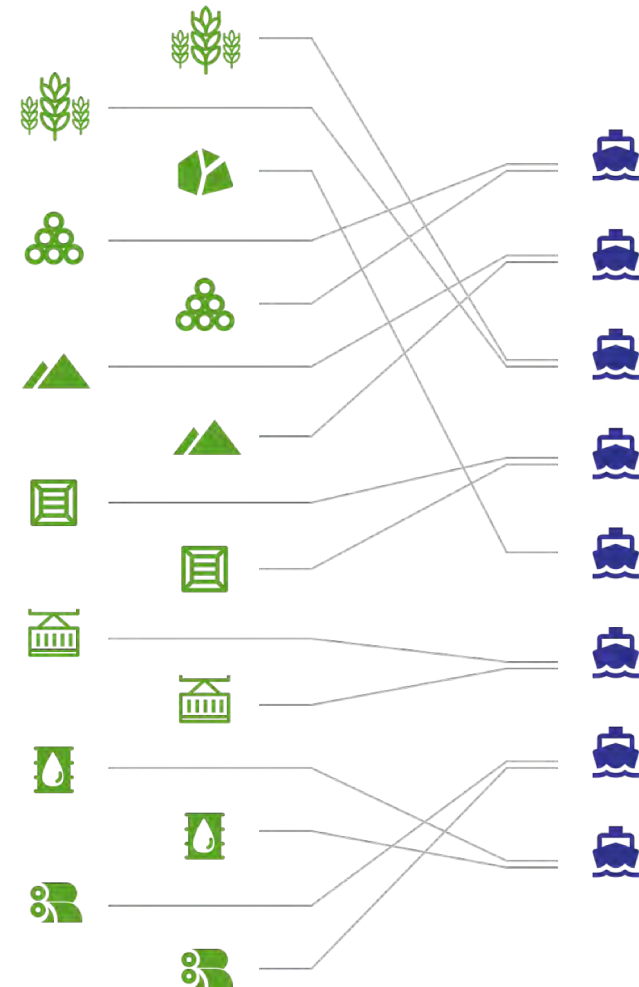


MATCHING ALGORITHM: PHASE 2

In progress...

The possibility of loading 2 and more Cargoes on one Ship is in progress, and requires:

- Detailed Individual Cargo dimensions
- Individual Packing data
- Stackability Information
- Cargo Compatibility
- Ship Stability data
- Rotation Compatibility with:
 - Conditions
 - Dates
 - Terms
 - Restrictions
- Cargo Readiness Tracking
- etc

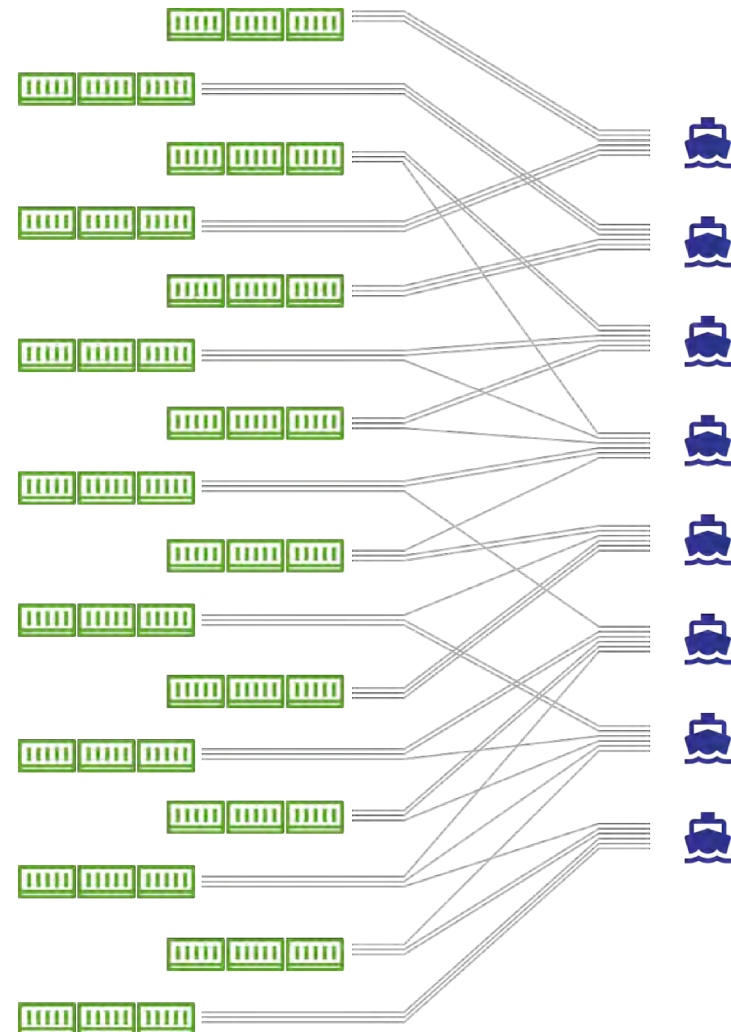


MATCHING ALGORITHM: PHASE 3

To be achieved in cooperation with Container Lines

The possibility of loading several thousand containers/Cargoes on one Ship may be possible as a result of executing Phase 2, with the following additional data on top of the one use in the earlier Phases:

- Detailed description of Ship's Container intake
- Container Nett and Gross weights
- Slot Allocation - etc

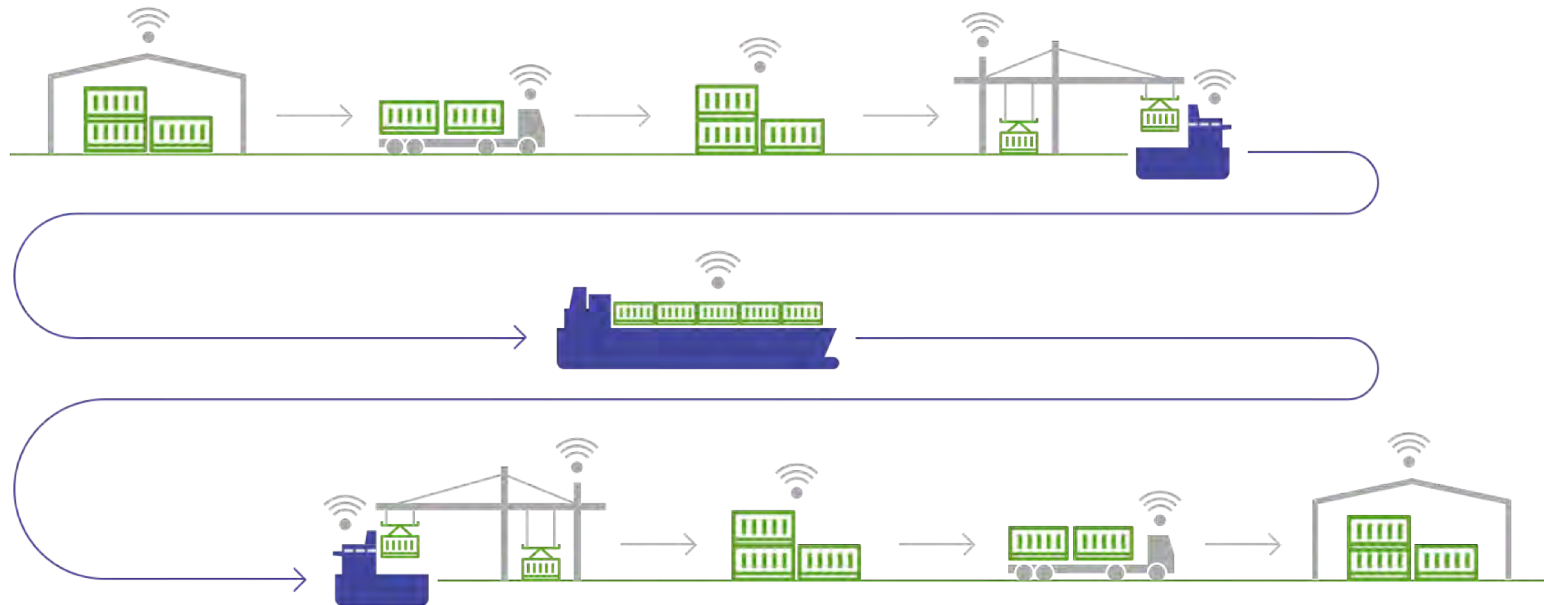


MATCHING ALGORITHM: PHASE 4



Supply Chain Integration

A final stage of creating a transparent, well planned and efficient supply-chain requires Cargo tracking. Timely and transparent information on Cargo readiness and location, can allow for allow to optimize the vessels' cargo intake, assist in real-time demand driven pricing, help standardize documentation flow and minimize human error.



ECOSYSTEM



Bunker Trade, Agent's Reporting, Port Line-Ups and Planning

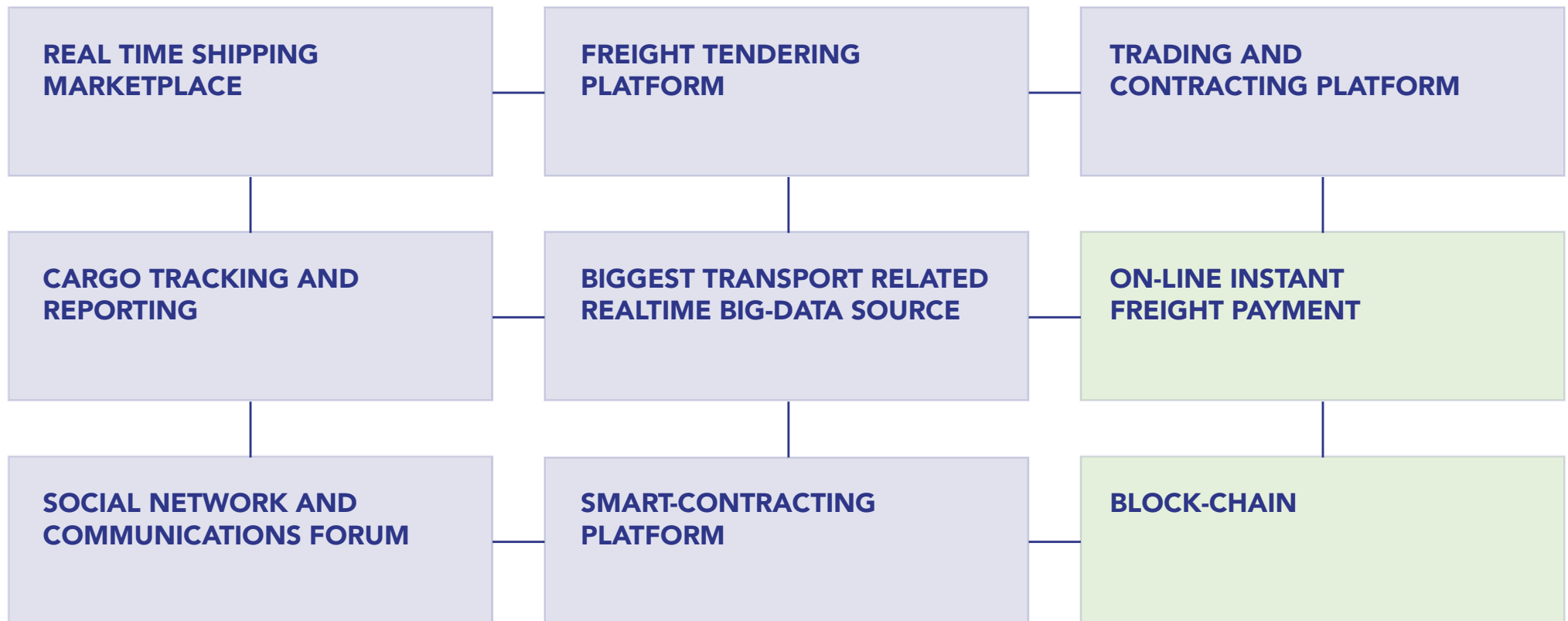
A final stage of creating a transparent, well planned and efficient supply-chain requires Cargo tracking. Timely and transparent information on Cargo readiness and location, can allow for allow to optimize the vessels' cargo intake, assist in real-time demand driven pricing, help standardize documentation flow and minimize human error.



MODULES OF SHIPNEXT



Working and Planned



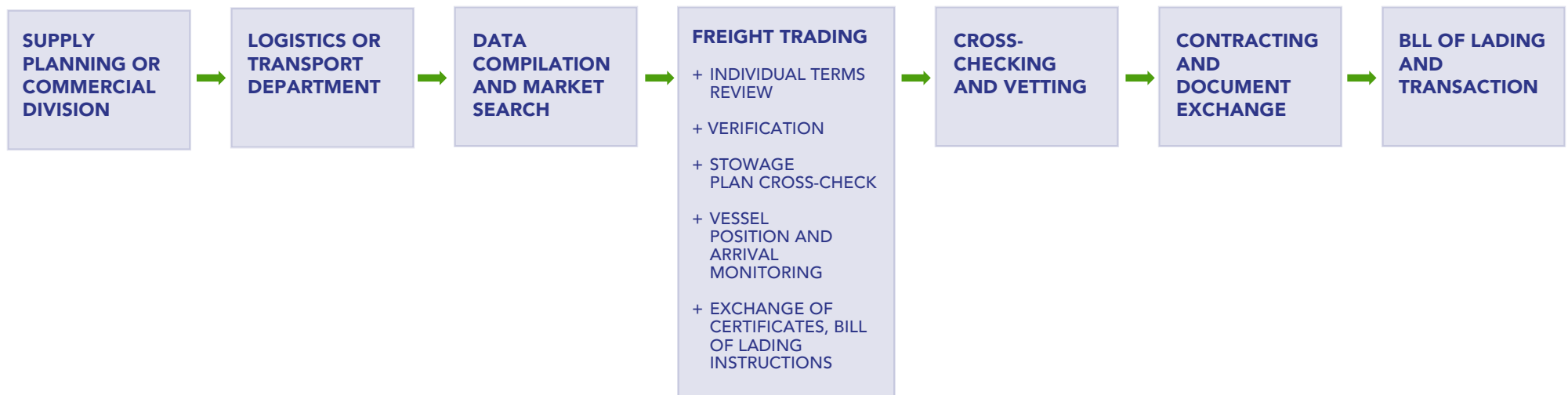
■ Launched ■ In progress

SHIPNEXT BLOCKCHAIN

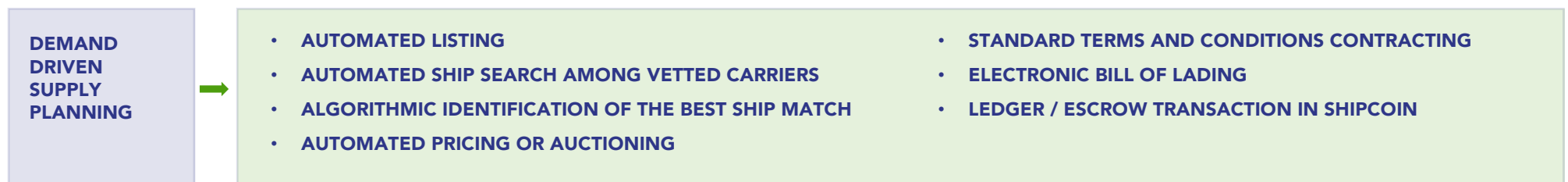


Tailor-made Blockchain solution for clients that suit the necessary criteria

Current Freight Trading Process



Planned Blockchain Trading Process on SHIPNEXT

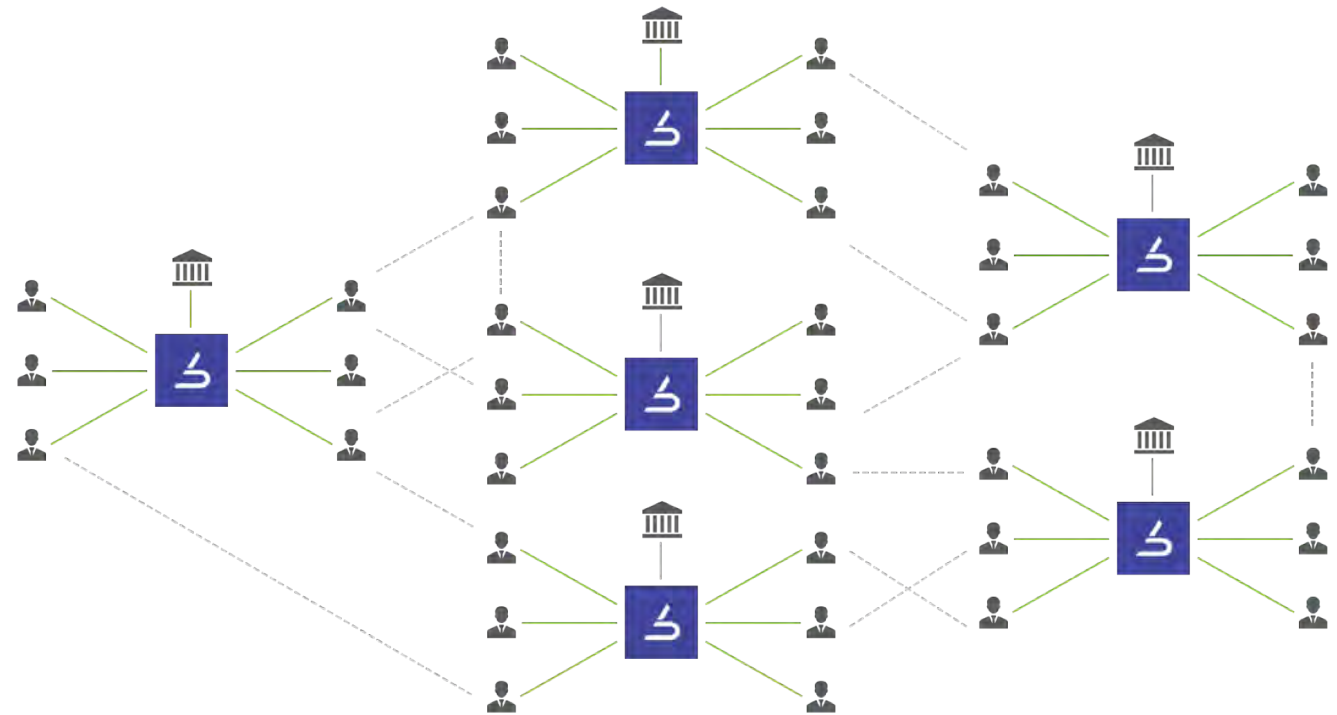


DECENTRALIZED SHIPPING MARKETPLACE



Replication of SHIPNEXT - Open Code

As SHIPNEXT algorithms become sophisticated and advanced, the Platform can be replicated on local servers to help solve supply chain related problems and provide for efficient planning. The changes can be then reflected throughout the network as they appear.



TEAM



Strong experience in shipping, logistics and tech



Alexander Varvarenko

Founder and CEO

Alexander is a talented entrepreneur and manager with over 18 years of extensive experience in Shipping. He is the founder and the owner of Varamar - an ocean freight company and ShipNext - a unique shipping digital marketplace. Prior to that Alexander worked as a Chattering Director at OXL-Flamar and as a Managing Director at Kaalbye Projects. Alexander holds MSc degree in Ship and Port management from Odessa National Maritime University, Ukraine.



Sergey Semernev

Chief Technology Officer

Sergey is a full-stack JS developer and blockchain expert, developing smart contracts in Solidity programming language. He is an experienced software architect. Sergey holds MSc degree in Computer Science from Odessa Computer System University, Ukraine.



Natalia Liashenko

Systems Analyst

Natalia is Associate Professor of System analysis and logistics at Odessa National Maritime University. She has profound knowledge heuristic economics and optimization of mathematical models for ocean freight delivery. Natalia is an Associate Professor at Odessa National Maritime University, she holds PhD in Economics and Mathematical modeling from Odessa National Maritime University, Ukraine.



Maxim Stolyarov

Managing Partner At Varamar GmbH

Managing director and partner at Varamar GmbH. 12 years of experience at Maersk Group in Ukraine, Denmark and Russia with Liner Agency and fleet chartering. 5 years with Varamar in heavy-lift and general cargo chartering.

+12 Developers

+9 Operations

Partners



ADVISORS



Valentin Varvarenko

Antwerp, Belgium

Valentin has a 43-year reputable international career in port management that includes:

17 years in Latvia, including vice-director of the Port administration.

16 years in Antwerp as top executive at Allied Stevedores, Noord Natie and PSA Antwerp.

10 years in Russian and Ukrainian ports (Chernomorsk, St.Petersburg, Ust Luga, Tuapse, Taganrog) as top executive of National Container Company and UCL Holding



Stakh Voznyak

San Francisco, USA

Stakh is a founder of Wozward, a company with over 4 mln tons of cargo moved, and a CEO of an online service for automated land cargo delivery - Cargofy.



Minas Sorotos

CEO and Owner, HANDY CHART
Athens, Greece

23 years experience in Chartering, Shipbroking and Shipping. Previously Senior consultant at Florida Minerals and Mineral Resources AG.



Mahesh Damani

CEO and Owner, Damani Shipping PVT,
Mumbai, India

A high level shipping specialist with 27 years experience in Shipping, Chartering, Agency, Forwarding, Shipbroking and Ship Management.



Renatoerreira

CEO and Founder, ROBRAUS
Sao Paolo, Brazil

Top Executive Specialist in Logistics, Warehousing, Import/Export, Supply Chain Management.



Wayne Lloyd

Crypto Advisor,
Ambassador to EOS.io
London, UK



Bahadir Tonguc

Managing Director and Co-owner,
SUPRAMAR Shipping and Trading
Istanbul, Turkey

DEVELOPERS & SUPPORT



Alexey Babii
CIO



Yevhen Fedorov
Full Stack Developer



Emil Dudnyk
Full Stack Developer



Serhii Samborskyi
Full Stack Developer



Yurii Chikhray
Back end developer



Andrii Reznik
Back end developer



Ekaterina Masiuta
Front end developer



Huza Vadym
Front end developer



Vitalii Tomashevskiy
Android developer



Serhii Shcherbakov
IOS Developer



Michael Khvostyak
QA Engineer



Oksana Revenko
Sales Manager



Maksym Mamkin



Oksana Udovitsa



Alexander Zelenov



Tatiana Chepkalenko

CONTACT US



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