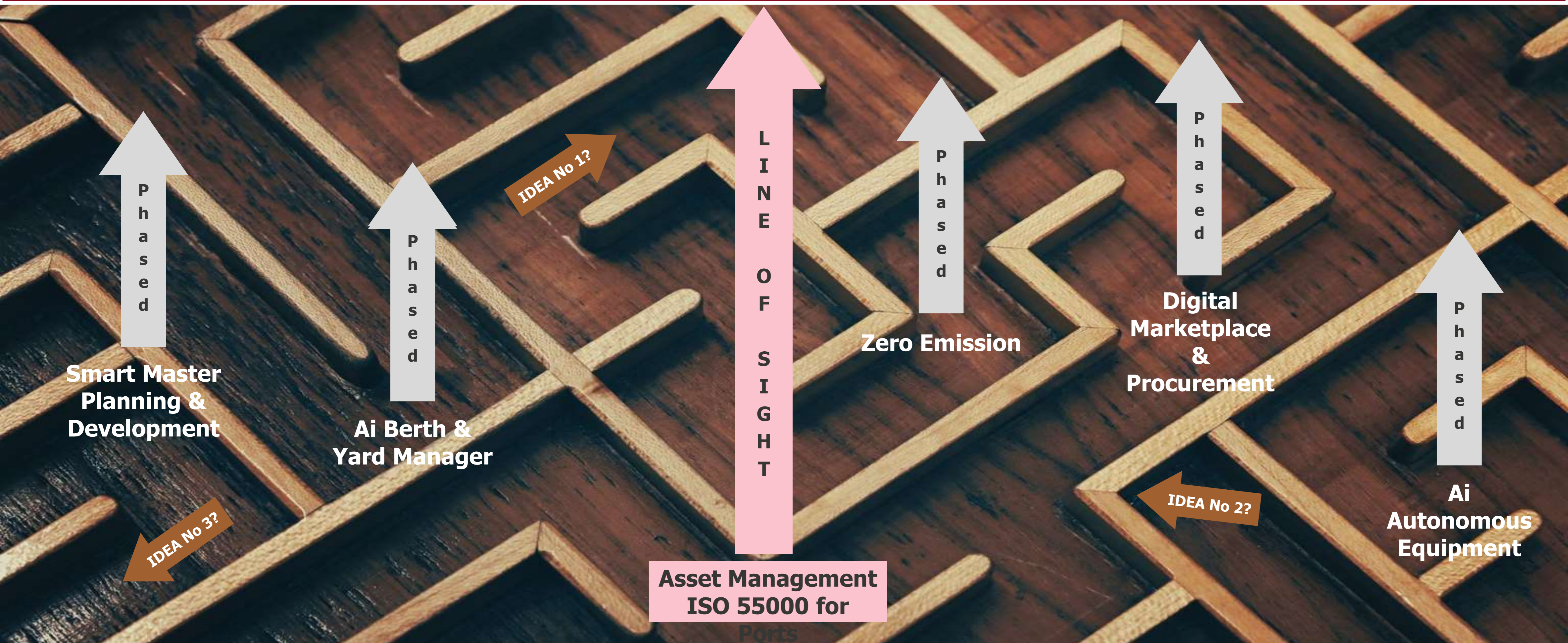


YOUR TERMINAL STRATEGY & VISION

Strategic Targets and Goals: *Safety – Environment – Cost – Productivity – Customer Satisfaction – Community – Digitalization*

"THE DESIRED FUTURE STATE"



YOUR TERMINAL

"THE CURRENT STATE"

A Global Digital E- Marketplace for Ports and a High Rise Container Yard Alternative

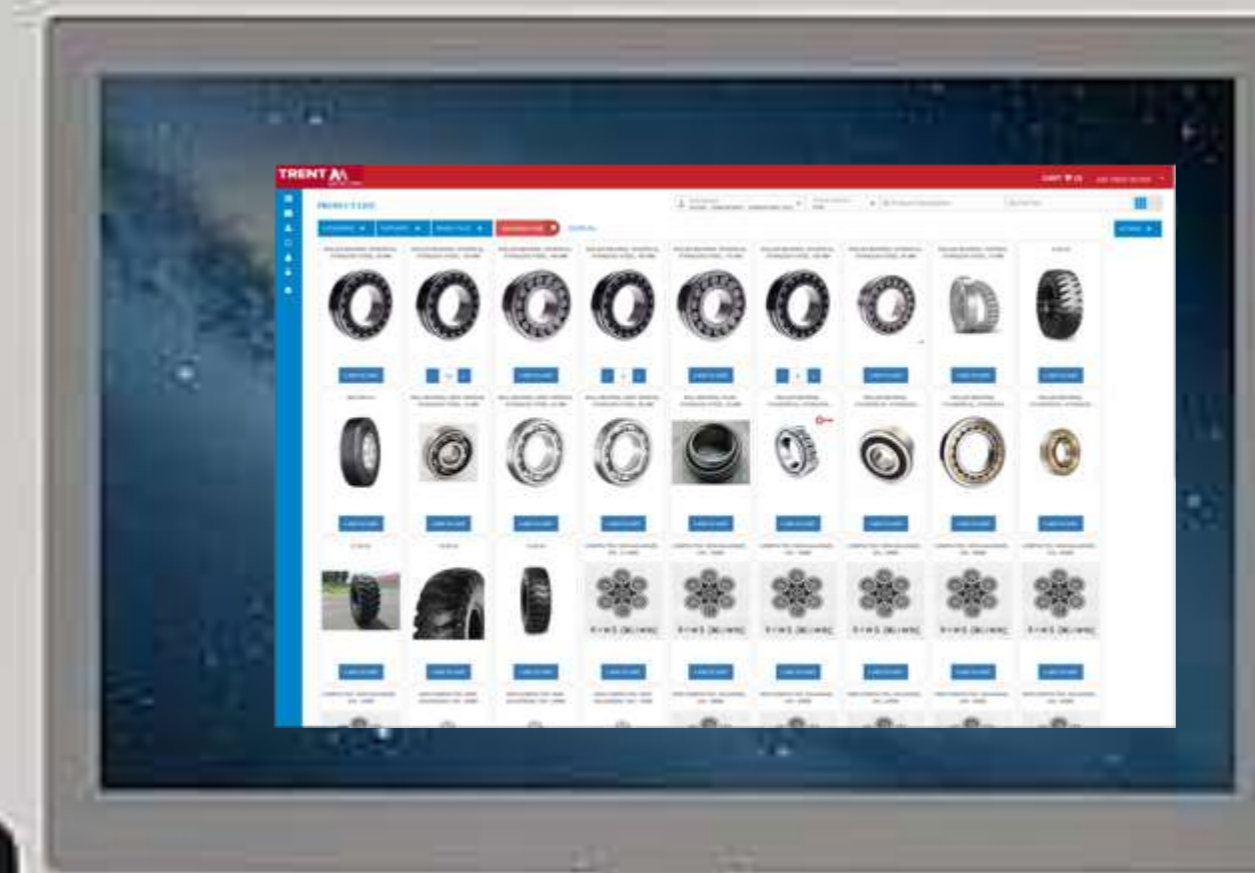


Sometimes, in order to add value, you must first disrupt



AN INDUSTRY FIRST E-MARKETPLACE FOR PORTS & TERMINALS

THE AMAZON OF PORTS



Now **LIVE** & adding value where it matters most.....



- Dedicated Spare Parts Catalogues for every crane, equipment type & model in your terminal
- Separate Parts & Logistics cost with last mile delivery for all spare parts.
- Multiple sellers for each catalogue.
- Minimum 3 quotes 'live' at your fingertips.



**20%+ REDUCTION
ON SPARE PARTS
COST**



**50%+ LESS
PROCUREMENT
COST**



**50%+ FASTER
PROCUREMENT
CYCLE**

Note: Some cost savings are 5%, some have been over 60%

Some OEM's on the E-Marketplace today.....



沈阳鑫源起重设备制造有限公司
S&C HEAVY EQUIPMENT CO., LTD.



In order to create innovative, win-win outcomes for ports, you have to 'keep on listening'.



Faster Procurement Cycles



- ✓ Procurement cycles are up to **90% faster** through the Trent Moscord Marketplace, why?
 - ✓ **Multiple sellers** for each spare parts catalogue.
 - ✓ **All** catalogues are **live** and continuously updated.
 - ✓ No more **3 quotes** needed.
- ✓ ***Select – Check Out – Buy – Go***

Lower Cost of Procurement



- ✓ Faster procurement cycle means you can '**do more with less**'.
- ✓ Delivery **errors** eliminated.
- ✓ No more **guesswork** when identifying a spare part!

Spare Part Cost at the Correct Price Point....



- ✓ Increased **visibility & competition**, drives down cost.
- ✓ **Optimised** ordering strategies.
- ✓ Increased **negotiating** power as more terminals get on-board.
- ✓ Annualised **savings** for typical one million TEU terminal can be in the 'hundreds of thousands USD'.
- ✓ **ZERO** cost to start
- ✓ **ZERO** ongoing costs

What a happy client has to say.....



“When Trent Moscord Singapore approached us with this industry-first approach to a global E-Marketplace for procuring our spare parts needs, we immediately shared their vision and the potential this would offer both MICT and the ICTSI Group.

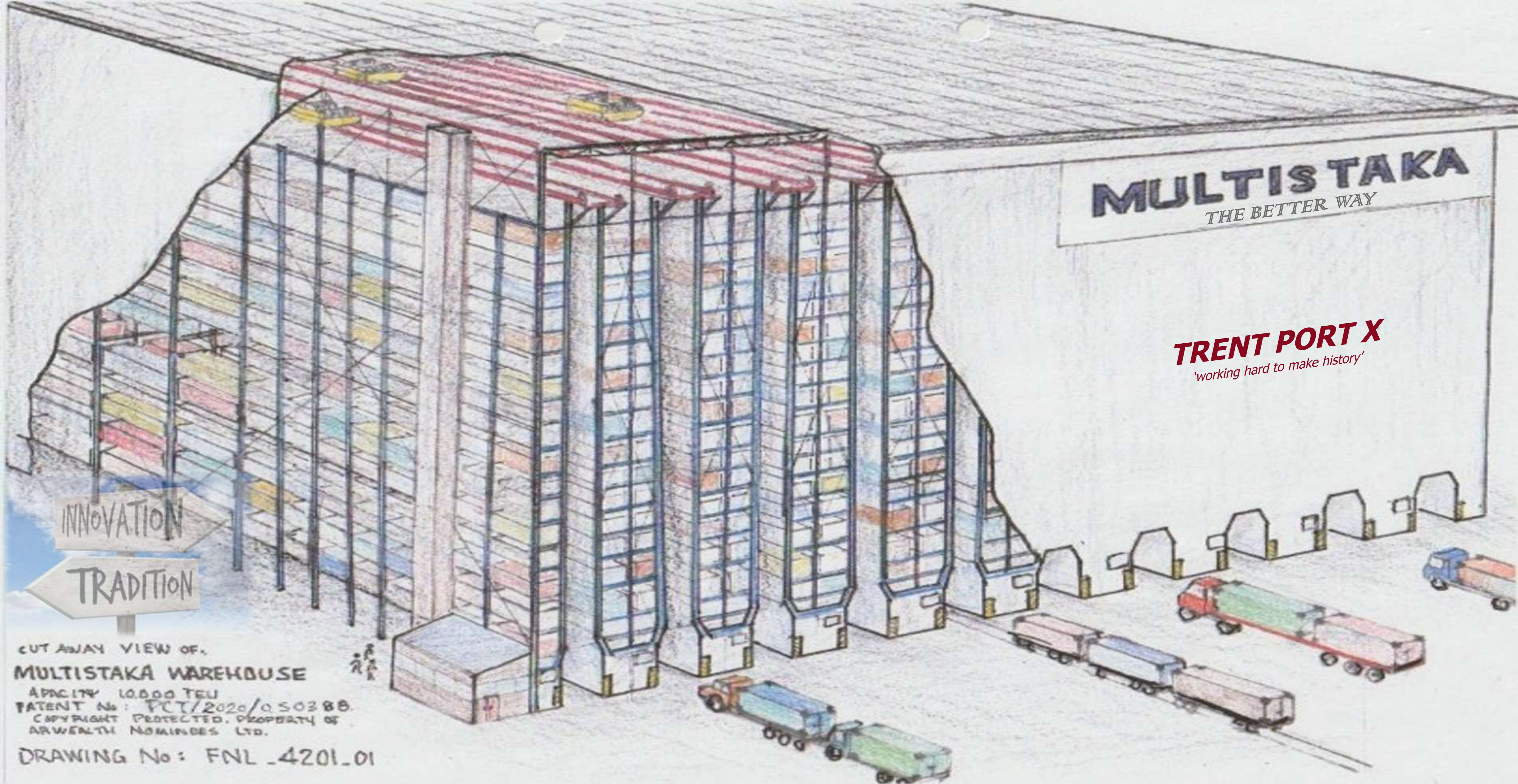
Working side by side with the team in Manila, we have together realized both cost and time savings in a very short period, confirming the trust, vision, and belief we have in this all-new port industry approach.

It is a one-stop shop that is certainly aimed at meeting our needs to reduce cost and speed up the procurement process.”

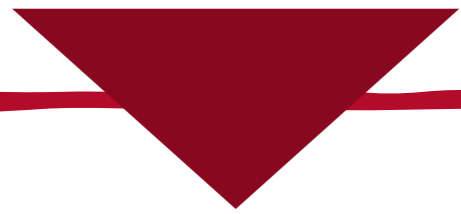
Anders Dommestrup

MICT Executive Director and CEO

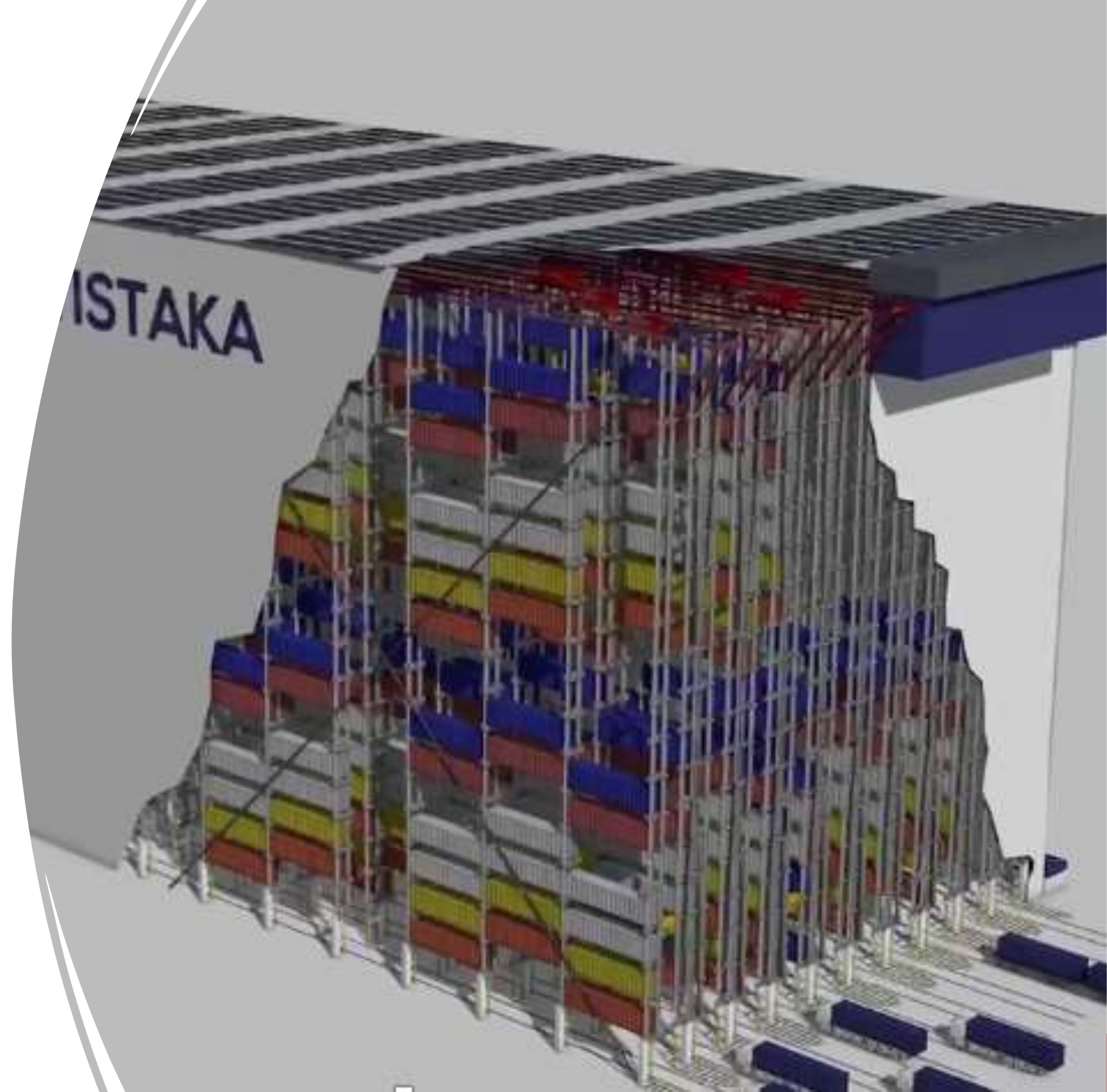
International Container Terminal Services, Inc. (ICTSI)



Modular Tailored Innovative Familiar



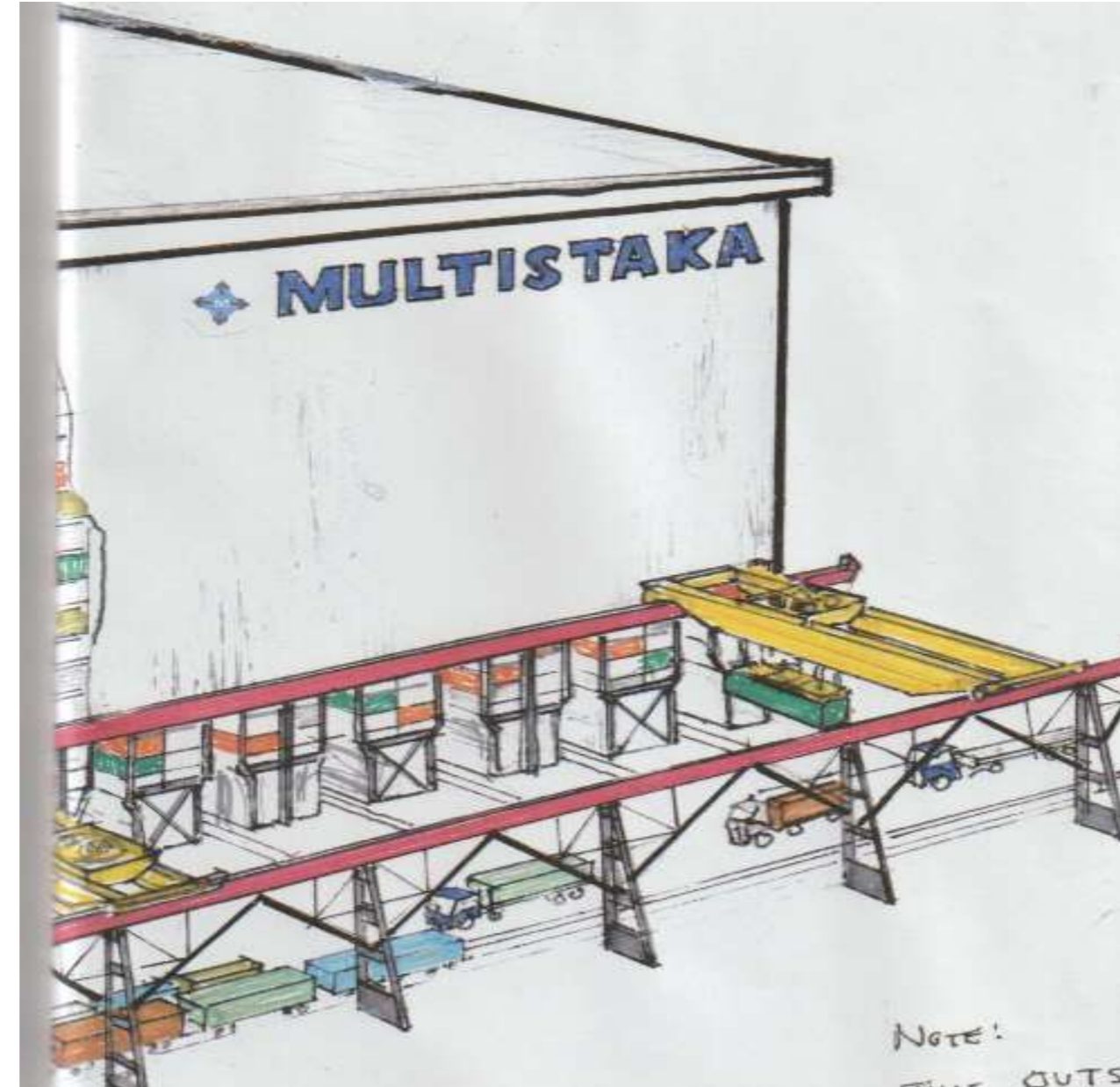
- **Innovative Australian Designed** by seasoned port specialists with 3D printing of some components.
- **A solution** for your Yard, Off dock, ICD, Warehouse, etc.
- **Familiar** design approaches and functions terminals will easily recognise.
- Can be '**Phased**' into your existing operations.
- **Maintenance** friendly, focusing on safe, simple, easy access to key components.



Short Video of Multistaka



Complete with Patented Functionality.....

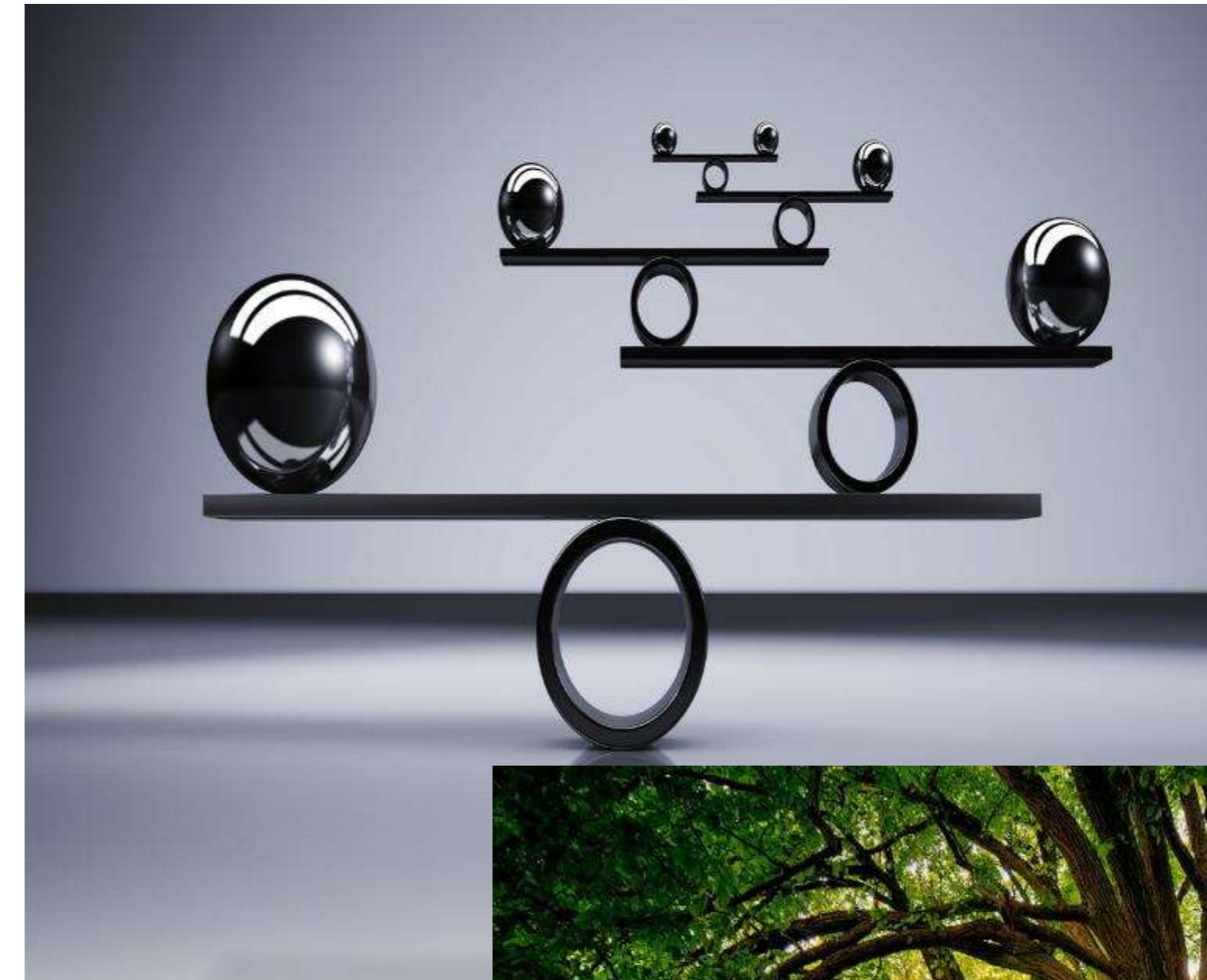


Higher density of land area usage, three times compared with block stack or other yard storage methods.

- Patented Innovation of 'Random Access' to every container.
'No shuffling required'
- Cost Efficient & Familiar, well proven, low cost, operating functions and mechanisms.
- High Density container storage up to 16 high (or more).
- Method of Entry / Exit is flexible and can be arranged to suit the shape of the land area, thru the warehouse or at one end of the warehouse, as desired by the terminal.

Summary & Conclusion.....

- TEU 1 Million capability will be ‘in the region’ of **US\$120 million**; significantly less than other similar designs and approaches.
- Containers stored automatically based on weight to ensure both load and wind bearing loads are managed to perfection.
- Green Energy achieved using familiar crane like Regenerative Braking efficiency, combined with Solar Power providing Sustainable Green efficiency.
- A Multistaka solution with 18,000 sq.m surface area, using solar energy, can produce approximately 180,000 kw/h.



THANK YOU

It doesn't matter
where you are, we
will be there to
support you



Who Dares Wins – unleashing the potential of innovative solutions and advanced Ai driven technologies