



LOTUS CONTAINERS

COMPANY PRESENTATION

Project Cargo Weekly

14.06.2017



HELLO

WE LOVE CONTAINERS

We at LOTUS Containers have been specialists for container solutions since 2008. Whether you want to rent or buy, new or used, we always supply exactly what you need – and on a global scale. With locations and representative offices in Europe, China, North and South America as well as Australia, we support our customers with international and local expertise.

We invite you to take a minute and enjoy our world of containers.

OVERVIEW

PART 01



ABOUT US

OUR VISION IS OUR MISSION – THINK OUTSIDE THE BOX.

PART 02



PRODUCTS

NEW AND USED CONTAINERS, CONTAINER RENTAL AND SERVICES.

PART 03



COMPETENCES

TRADE. BUYBACK. PROJECTS. TRANSPORT. DEPOT. RAIL.

PART 04



YOUR CONTACT

WHAT CAN WE DO FOR YOU?

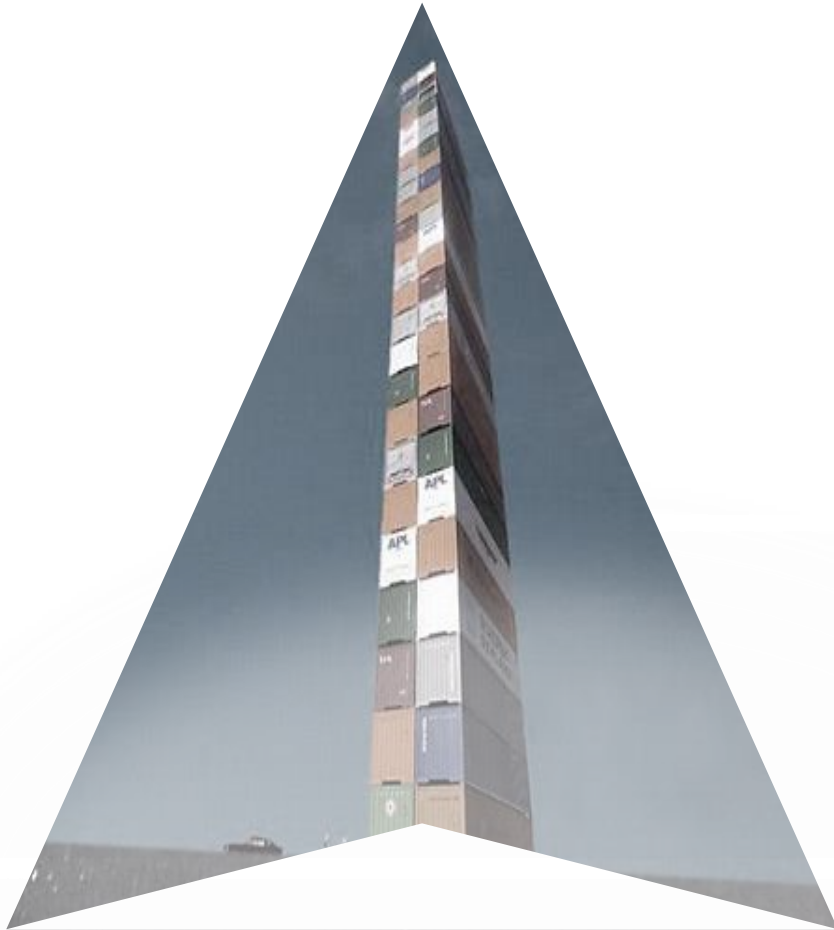


ABOUT US

Our vision is our mission.
Features.
Where you can find us.

OUR VISION IS OUR MISSION

ABOUT US

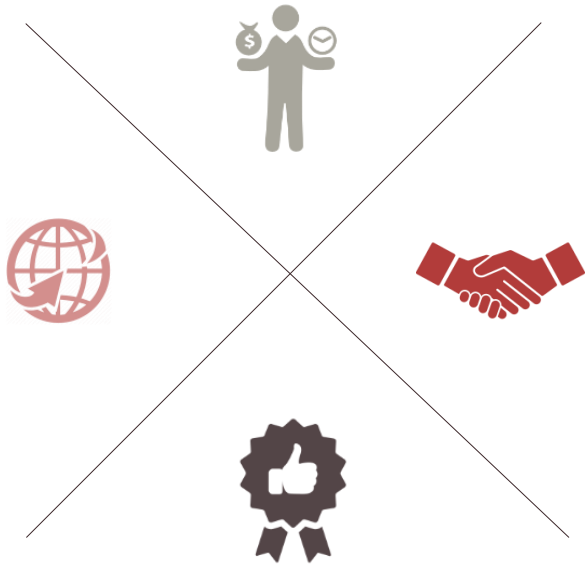


MOST OUTSTANDING TO BECOME

We strive for this by making everything faster, easier and more convenient for your container purchase and/or container leasing. In doing so, we not only stick to standard conventions but also think "outside the box".

OUR FEATURES

ABOUT US



Transparent and fair

We see ourselves as a service provider, and always act in the interests of our customers.



Dependable and reliable

We are fully committed to our customers and their challenges.



Quick, sustainable and high-quality

We always act with foresight, placing the highest standards on our work.



Global and local

We are constantly expanding our international network for local insider knowledge.

WHERE YOU CAN FIND US

ABOUT US



THINK GLOBAL ACT LOCAL

Whether in **Bilbao, Copenhagen, Douala (Q3/2017), Gdansk or Wieniec, Hamburg, Manzanillo (Q3/2017), Perth, Rotterdam (Q4/2017), Sao Paulo, or Shanghai** - our company's global presence allows us to benefit from the international expertise of our sites and to operate in a locally optimized manner.



PRODUCTS

New and used containers.
Container rental.
Services.

NEW AND USED CONTAINERS

PRODUCTS

WE KNOW SALES

LOTUS Containers will find the best solution for your requirements. In doing so, we categorize according to practicality, service life, optical necessity, budget and destination.

NEW CONTAINERS

LOTUS Containers also offers newly manufactured SOC containers for purchase according to the customer's requirements.

USED CONTAINERS

LOTUS Containers has a variety of used containers of differing quality standards for sale.



CONTAINER LEASING

PRODUCTS

If you are looking for a more liquidity-preserving solution, one of our leasing packages might be a suitable option according to your budget and requirements.

MLA

Master Lease Agreement

Flexible durations

Customer-defined site availability

Suitable for short-term and seasonal solutions to meet customer need

LTL

Long Term Lease

Fixed durations

Customer-defined site availability

Contract extension option or container return after end of duration

Suitable for use in expanding markets

LP

Lease Purchase

Fixed durations

Purchase of containers (transfer of ownership) by the customer after end of leasing period and fulfillment of all payments

OWL

One Way Lease

Flexible durations

Flexible positioning

Predefined location for return of container

Suitable for the customer's flexible and regional needs

SERVICES

PRODUCTS

BUILDING MOMENTUM

You not only benefit from the tried and tested know-how of our employees.

We combine our expertise with reliable, regionally experienced partners from all corners of the globe. This allows us to take advantage of the global knowledge of our international locations, while always being locally optimized.

INTERMODAL CONTAINER TRANSPORT

Flexible and cost-efficient transport using combined transport solutions
Customs clearance for loading and subsequent return transport in seaports

CONTAINER POSITIONING

Worldwide regulation of excess container stock and short supplies
Delivery of containers to the point of discharge by means of One Way Lease or as empty containers

PURCHASE OF CONTAINERS

Worldwide purchase of new and used containers
Repurchase of the containers we sell

CONTAINER SUPPLIES AND CRANE OPERATORS

Organization of transport, as well as loading and unloading of containers
Ensuring reliable and timely transport with appropriate equipment

EMPTY CONTAINER STORAGE

Storage of empty containers at the LOTUS Depot in the Free Port area of Hamburg
Regulation of temporary storage bottlenecks, with lack of space or delayed ship departures



COMPETENCES

Trade. Buyback. Projects.
Transport. Depot. Rail.

TRADE

COMPETENCES

WORLDWIDE SALE

LOTUS Containers is your specialist in the sale of new and used containers worldwide and has therefore established itself as a real alternative on the logistics market. So that you can easily obtain the best solution for your requirements – without having to endure complicated processes.

USED QUALITY CONTAINERS

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Cargo Worthy

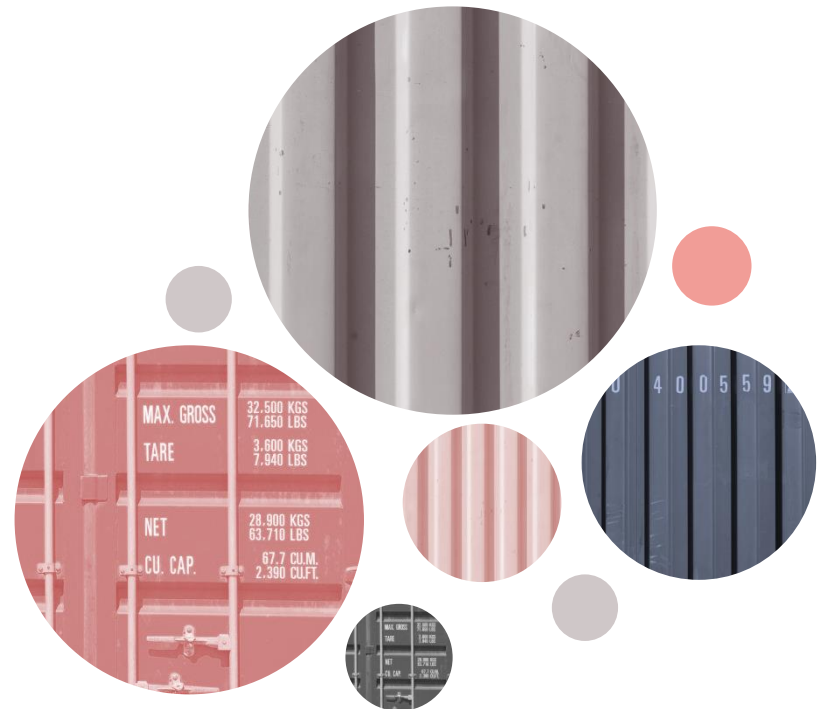
Wind and Watertight

NEW CONTAINERS DELIVERY

Ex works

One Way/One Trip

Empty Container Transport



BUYBACK

COMPETENCES



BID FAREWELL TO YOUR OLD CONTAINERS

We give you the option of selling your containers back to us from the target destination, regardless of quality and type. And this not only applies to high-frequency seaports around the world, but also for much more exotic locations.

OUR REPURCHASING CONCEPT

We buy back all containers purchased through LOTUS Containers without any issues – nearly anywhere in the world.

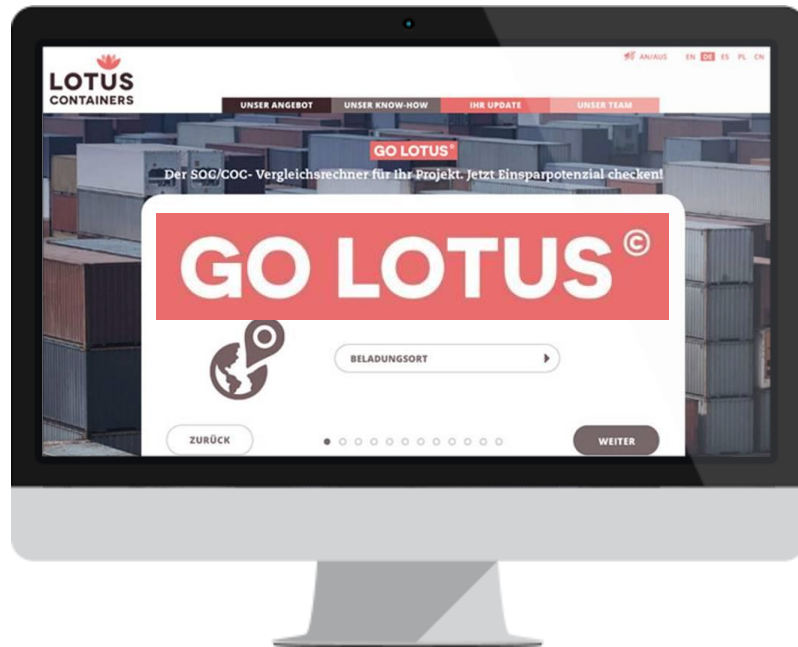
PROJECTS

COMPETENCES

THE ALL-ROUND CAREFREE PACKAGE FOR YOU

LOTUS Containers supports you with your project tasks by developing container solutions and the logistics thereof. To make your project management even more flexible, we have put together different leasing concepts.

The GO LOTUS SOC/COC comparison calculator



INTERMODAL FLEXIBILITY & GLOBAL COMPETENCE

PROJECTS CLEARLY CALCULABLE

FLEXIBLE & QUICK WITH COMPETITIVE PRICES

PURCHASING & LEASING CONCEPT COMBINATIONS

TRANSPORT

COMPETENCES

We can develop customized, intermodal transport solutions to suit you thanks to our strong network of sites and representative offices. An international network of partners supports us here so that we can offer services that are cost-optimized.

STAY ONE STEP AHEAD



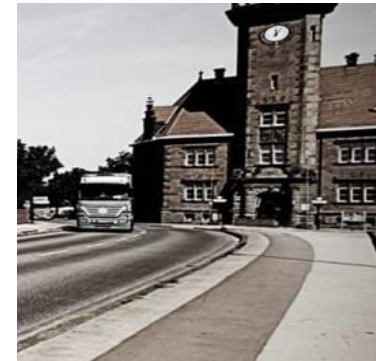
Highest possible flexibility thanks to intermodal transport solutions



Cost optimization through our international network of transport service providers, managed by our offices and representative sites



Transit time optimization thanks to needs-oriented transport chains



Clear and transparent price structure for our services



High flexibility thanks to international availability: Our 300 partner depots around the world means that we always have a wide variety of container types for you. We also offer a comprehensive service package in our very own LOTUS Depot in the port area of Hamburg – matching your requirements.

LOTUS CONTAINERS DEPOT IN HAMBURG (COMING 2017):

- Excellent location in one of the largest seaports in the world
- Repair, maintenance and cleaning of containers
- Conveyance of repair cost estimates (on request also with photos)
- Creation of CSC certificates
- Retrofitting and special construction services
- Electronic transmission of all incomings and outgoing
- Weighing of full containers in accordance with SOLAS guidelines

The Silk Road between Asia and Europe is a popular transit route due to the time savings. We have been offering our equipment for this transport route since 2013 and are leaders in this business field.

TURN OUR EXPERTISE TO YOUR ADVANTAGE

- Well-founded market knowledge as a pioneer of the leasing concept on the Silk Road
- Quick response times thanks to the local presence of LOTUS sites in China and Europe
- High availability of any container types
- High flexibility in the provision of empty containers to any loading points
- Onward transport of full containers to the consignee
- Return of the container near the consignee saves transport costs





YOUR CONTACT

What can we do for you?

YOUR CONTACT

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REFERENCES

Selected partners





THANKS