



International Trade - the way it should be done in the **21st** **Century**

eTEU is a digital platform for members of international supply chain which enables transition from inefficient paper-based trade documentation to management of the shipment in the digital format. Our platform connects members of the international supply chain on the single blockchain-based platform, allowing them to optimize data sharing, enabling secure digital trade document transfer and establishing immutable audit trail of the shipment. eTEU speeds up administration of the shipment, reduces documentation costs and helps to prevent fraud and forgery.

The Problem



\$200 billion lost annually
in admin expenses



8 hours per shipment
spent on documentation management



1/10 shipments are delayed
due to mistakes in documentation or late delivery
of documentation to the port of destination

Solution

eTEU platform enables seamless transition from paper-based trade documentation to a secure digital system without disrupting the workflow of the business.

Digitalising crucial trade documents such as the Bill of Lading will allow companies to gradually automate other procedures in the supply chain, such as escrow, trade finance origination, cargo insurance and quality control.



Competitive Advantage

Seamless Implementation: No installation is required, user onboarding takes minutes. The entire platform is accessible through a web browser.

Cost Efficient: Because of our unique system architecture, using eTEU platform is at least 10 times cheaper than current state-of-art.

Smart Contract Capabilities: eTEU platform enables automation of costly and time-consuming processes involved in cross border logistics, such as container release in ports, cargo insurance, quality control and escrow using smart contracts.

Our Core Team

Eduard Oboimov

CEO

Previously responsible for procurement and supply chain management for the international pharmaceutical's distributor. Three family generations in the logistics business. Also, co-founder of e-commerce business where he managed import operations from more than 20 countries.

Valentine Kutateladze

Head of Business Development

Previously worked at TIS Group, largest private logistics and port terminal operator on the Black Sea. At TIS Group Valentine was responsible for key accounts, and had a chance to work on deals worth over \$150M with such companies as Maersk and DP World.

Kristian Volohhonski

Head of Product

Previously worked at international management consulting firm, where he led digital transformation projects for corporates in industries ranging from hospitality to finance and logistics.

Markkus Millend

CTO

Blockchain developer and cybersecurity engineer. Developed blockchain solutions for major corporates in industries ranging from finance to education. Previously worked as a lead developer for Cowa, a Layer 2 blockchain solution which raised over £40M in funding.

Arnold Riley

Legal/Compliance

Maritime lawyer with more than 15 years of experience in the industry. Also has previous experience in the maritime insurance, including stints at P&I North and Lloyd's.

Stage & Financials:

Stage: pre-seed

Fundraising to date: £500,000 (equity + grants)

Current round of £250,000 (currently open)

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