

**FastFix®**  
Advanced Strategies for Global Shipping

# FastFix™

## The Complete Cargo Fixture System

### Company Presentation

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# Fastfix Inc. Company overview

- Established in 2005 as a joint-venture tech company owned by a group of private investors and manager managed.
- Fastfix Inc. is the creator of **World's first** web based transactional service for **global dry bulk shipping markets**

- **Areas of Operation** - Online Ship & Commodity trading

## **PHYSICAL MARKETS**

- |   |   |   |                             |
|---|---|---|-----------------------------|
| + | Full Cargo Orders                       | + | Part Cargo Orders           |
| + | Contracts of Affreightment Orders (COA) | + | Maritime Freight Bids (MFB) |
| + | Time Charter Orders (TC)                |   |                             |

## **SECONDARY MARKETS**

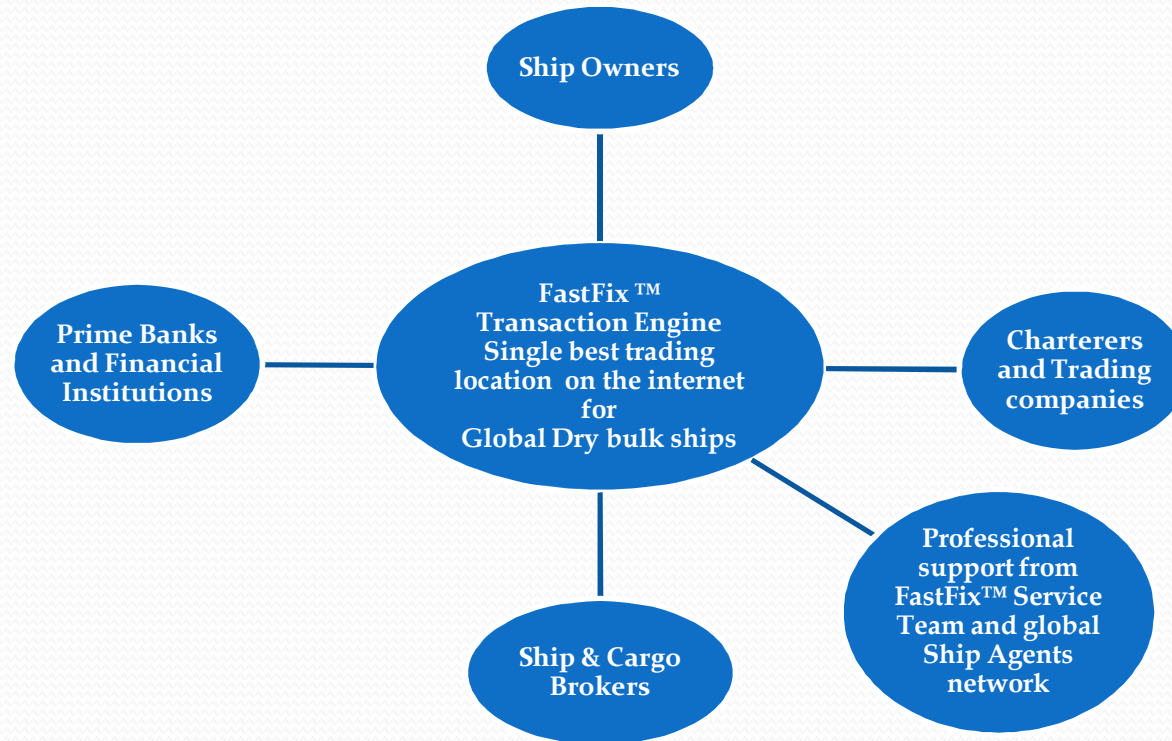
- + Unload contracts from Physical markets for physical delivery
- + Future contracts for financial delivery
- + Trade Commodity + Freight, Freight Only and Deadweight Only contracts

## **DERIVATIVE MARKETS**

- + Buy or Sell Maritime Option contracts of calls and puts
- + Trade Commodity + Freight, Freight Only and Deadweight Only contracts

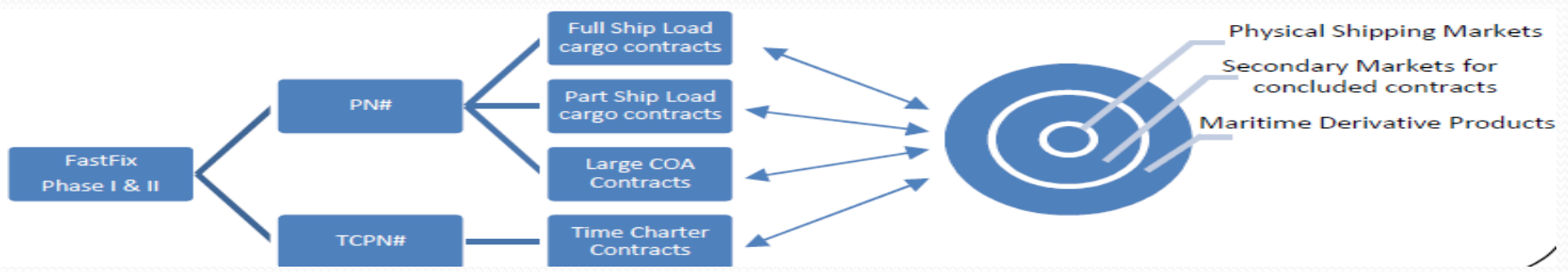
- **Objectives** of this patents pending solution are to
  - + Create perpetual ship fixing channel online and offer one central global location for all dry bulk physical trades
  - + Improve physical SPOT markets for dry bulk ships that assist in more real time and realistic charter price discovery
  - + Increase global pool of potential charterers, enhance voyage charter opportunities that help establish a dynamic day rate environment
  - + Substantially reduce counter party risk exposure prior to committing a ship to a charter and
  - + Provide a unified channel for risk mitigation for ocean freight settlements through an array of about 30 major currencies
- **An Integrated GLOBAL SHIPPING INFRASTRUCTURE Project.** It acts as global central clearing house for excess ship capacity or for cargo orders and provides real time trading for ocean freight related commodity and shipping contracts.
- **Investing more** resources to fund R&D with the goal to be single best location on the internet in facilitating global ship trading.

# FastFix™ Global Framework – Schematic



Fastfix system Physical Markets seamlessly integrates ground level commercial ship fixing processes via direct global bidding and dynamic real time pricing of shipping assets for each specific Full Cargo order or Part Cargo order or COA order or Maritime Freight Bids or Time Charter contracts. It solves ocean freight problems for physical market participants including dry bulk ship owners, operators, ship brokers, charterers, cargo trading companies, ship/cargo agency businesses and Letter of Credit / trade finance providing Financial institutions.

# Market Definitions on FastFix™



- + **PHYSICAL MARKETS** = PN# is a contract to move chosen commodity from Point A to Point B in case of full/part/COA/Maritime Freight Bids or TCPN# is contract to hire a vessel on Time Charter for Delivery and Redelivery as per Fastfix system fixing rules
- + **SECONDARY MARKETS** = Contracts with perpetual or longer term existence with **FINANCIAL** and/or **PHYSICAL** delivery (Specific Cargo parcel + Negotiated Freight on specific Ship for PN# and Specific Ship + Negotiated Time Period for TCPN#) and settlement features
- + **DERIVATIVE MARKETS** = Option Contracts with time limits on specific trend lines with **FINANCIAL** settlements features

Fastfix system offers liquidity to “Commodity + Freight, Freight Only and Deadweight Only” contracts through financial trading mechanisms on participating commodity, maritime and option exchanges worldwide. This should potentially open up the freight markets to exponential growth levels. This proprietary, trademark protected contracts structures achieved under Physical markets resolves structural deficiency currently inherent in the market place and induces sound rationale for pricing in volatile and cyclical shipping markets. Since Fastfix system facilitates perpetual fixing opportunity for ships in the physical markets, the secondary and derivative markets can operate on accepted fundamental facts instead of excessive dependency on thin market spectrum. These trading models are evolving and specific details are subject to practical variations in implementation. All our models are proprietary and protected by the laws of the United States as Intellectual Property (copyrights or trademarks or other patent pending formats). Any duplication, reverse engineering and other similar acts without express permission from FastFix Inc. is strictly prohibited and will be punishable to the full extent of the law.

**NOTE 1:** Some linked features in all markets may not be available at this time as they are in development. Current system offers the BASIC FRAMEWORK or GLOBAL TRADING MODEL. Transaction Clearing and other regulatory aspects for secondary and derivative markets are subject to further jurisdictional review.



# FastFix™ – Main Website

Paid customers can simply log in to the website at <http://www.fastfixinc.com> and conduct dry bulk shipping transactions. **Achieve ship fixtures via direct collaborative global process.** Web site is **accessible on 3G or 4G mobile phones.** Get the fixtures done on the go and trade all market segments right from your mobile phone. Rate sheet is available online.



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## System Benefits to user groups – Physical Markets

- **VESSEL OWNERS & OPERATORS (Operates Own or Chartered-in ships)**
  - Structured **pre-fixture** process
  - **Reduction of guess work**, efficient bidding process and significant **cost savings**
  - **Flexibility** in incremental pricing of ships for **Spot markets** to improve profitability
  
- **CHARTERERS (Commodity Buyers & Sellers & Trading Companies)**
  - Get the **best ocean freight deal** from reputable ship owners through a competitive global bidding process
  - Quick, easy and **hassle free process** of monitoring various offers at one location
  - Precise understanding of **“Performing Vessel”** and its terms
  
- **BROKERS (Ship or Cargo or Competitive brokers)**
  - Most **cost effective** way of concluding fixtures
  - **Streamlined** Main Terms & Firm Offer, COA, Maritime Freight Bids and Time Charter orders processing
  - **More Commissions** through more fixtures in less time
  
- **BANKERS & TRADE FINANCE PROVIDERS**
  - Flexibility in **LC issuance** and funding allocation
  - Global commodity **transactional transparency** of Ocean Freight costs
  - **Currency** planning

**Note 2:** Global Banking modules are undergoing extensive development in line with current changing regulations. When completed, we anticipate users should be able to enter their banking instrument credentials in one place and allow authorized vessel owners to satisfy themselves for payment assurances. This creates win-win framework for both cargo side and ship side participants.

## System Benefits to user groups - Secondary Markets

Fastfix system secondary market features provide both financial settlements and Physical delivery settlements of already concluded PN# and TCPN# contracts.

+ **Financial Settlements:** This feature enables wide ranging financial trading groups and traditional shipping oriented user groups to trade available contracts purely for financial trading aspects only

+ **Physical Settlements:** This feature provides additional channel for traditional shipping markets groups to quickly source new tonnage or unload their already concluded contracts to other market participants who are interested in taking physical delivery. (Specific Cargo parcel + Negotiated Freight on specific Ship for PN# and Specific Ship + Negotiated Time Period for TCPN#). This requires basic transaction in “Physical Markets” to be concluded and all related documentation in place.

+ **Charts, Graphs and Proprietary contract pairs:** This enables users to generate over 10,000 unique charts and graphs for assessing market directions for the specific trades of their interest. Proprietary contract pairs enable the users to make bets and conclude transactions for “Commodity + Freight, Freight Only and Deadweight Only” categories

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## System Benefits to user groups - Derivative Markets

Fastfix system derivative market features provide traditional option strategies of buying or selling of calls, puts for financial settlements on proprietary trend lines. We believe this enables more sophisticated trading models for financial community participation , assessment and risk management efforts.

These features are undergoing rigorous research. Some modules may not be available for immediate trading until regulatory issues are well understood and properly contained.

+ **Buy and Sell Calls and/or Puts:** Users are allowed to play option strategies such as buying or selling calls and puts according to their preference. They may use Black-Scholes model or Binomial model for evaluating attractiveness of their bets.

+ **Charts, Graphs and Proprietary contract pairs:** This enables users to generate over 10,000 unique charts and graphs for assessing market directions for specific trades of their interest. Proprietary contract pairs enable the users to make bets and conclude transactions for “Commodity + Freight, Freight Only and Deadweight Only” categories

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# Thank You



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