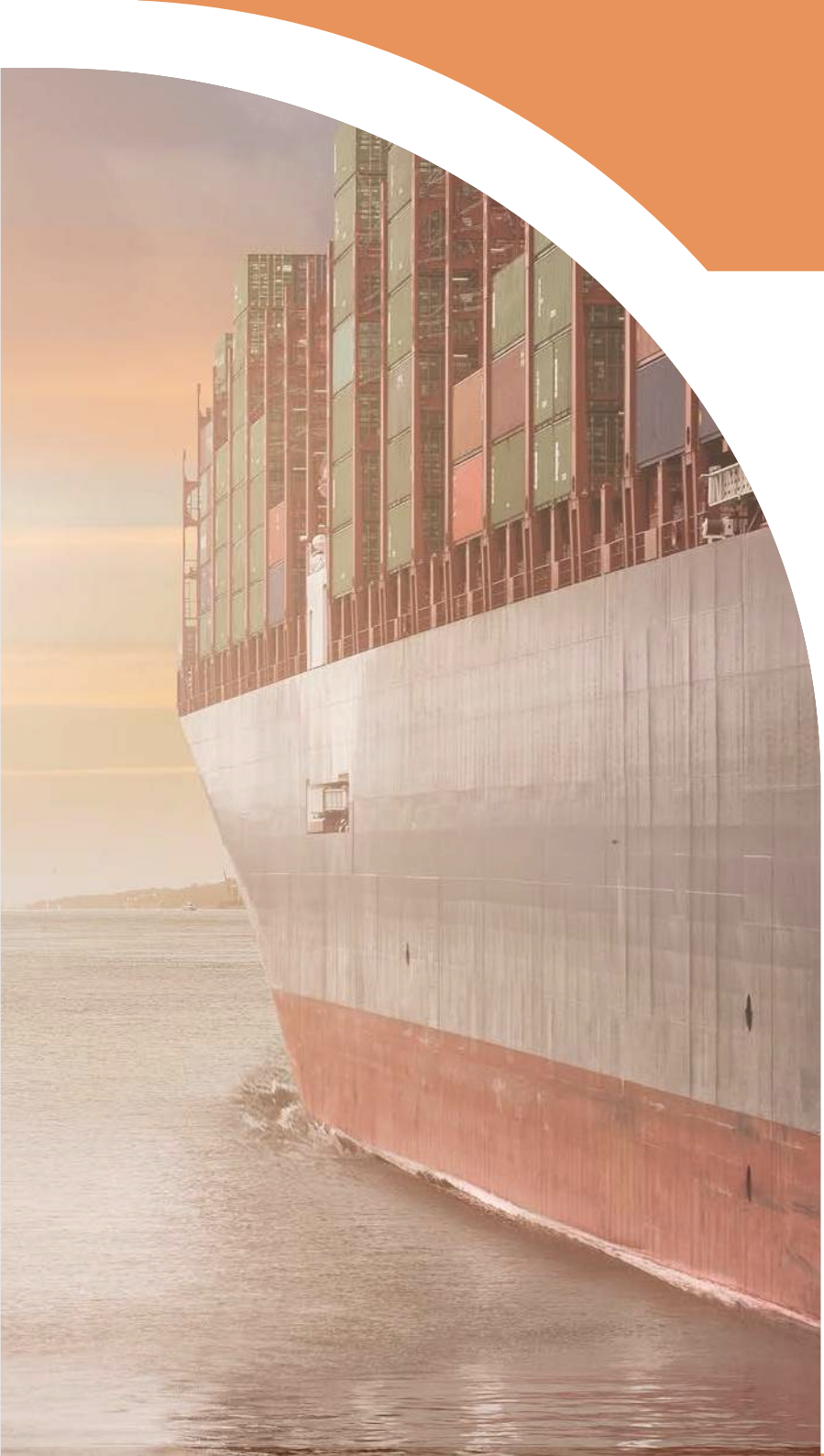




WE TRADE AND LEASE  
CONTAINERS  
ALL OVER THE WORLD



[www.bestcont.eu](http://www.bestcont.eu)



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# COMPANY BACKGROUND

Initially tied to the shipping container repair industry **Bestcont started soon a profitable business with the container trade** on a worldwide scale.

It was during the first years of the new Millennium that Bestcont built up its own new container fleet to provide container lease services. This business proved to be effective and was **strongly perceived as an alternative** to the straight sale as allowed many users to **increase volumes with a contained financial stress**.

With a staff of decades of experience related to the shipping and container industry, Bestcont has served more than **250 customers**, has a fleet of more than **3.500 shipping** containers and trades yearly about **2.000 units** through a network of approximately **100 container depots worldwide**.

Bestcont current core business is focused on the lease (through several flexible solutions) and sale of dry and refrigerated containers.

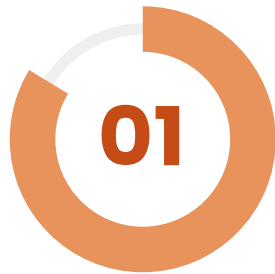
# THE ORGANIZATION

Bestcont is owned by a group of investors with **years of experience in the container industry**.

Bestcont organization is designed with **loose filters and no middle management** intermediation for immediate action and response.

Decision processes are then short and fluid and carried on **7 days per week nonstop**.

## COMPANY REFERENCE OFFICES:



**The Head Office in Lausanne,** Switzerland in charge for leases and trades in Northern Europe and USA.



**A representative office in Dubai,** UAE in charge for leases and trades Middle and Far East.



**A representative office in Milan,** Italy in charge for leases and trades in the EMEA Area.

# CONTAINER LEASE

## LEASE PURCHASE AGREEMENTS

After a minimum lease period, the customer will have an **option to purchase the equipment**. This is also called finance lease.

## PURCHASE AND LEASE BACK

**We formally buy equipment from our customers** and will lease it back to the customer itself under a new lease agreement.

## LONG TERM LEASE

Standard lease agreements with minimum lease period **from 2 to 7 years**.

## SHORT TERM LEASES

Standard lease agreements with minimum lease period **from 180 days to 2 years**.

## ONE WAY LEASES

**Short term lease agreements** based on the use the equipment just for a single trip.

## KEY FACTS 2020



**98%** Fleet Utilization Rate



About **8,000 TEU's** under lease agreements (+25% on 2019)



**100+** one way leases achieved annually for a total of more than 1000 TEU's moved



More than **20 delivering countries** between Europe, China, Subcon, Middle East, Africa, South America and North America





# CONTAINER SALE

## STRAIGHT SALE

Competitive prices, equipment availability in more than 80 depots worldwide, **swift and effective action of our staff** and support with **operations, logistics and** CSC certification.

## SALE AND BUY BACK

This option works like a straight sale but the customer will have an **option to resell the equipment back to BestCont** after a specific period of time and within specific price agreements.

## KEY FACTS 2020



**93%** of sales achieved over units inquired



About **3,500 TEU's** sold (+20% on 2019)



Over **3,000 TEU's** purchased Worldwide



More than **30 delivering countries** between Europe, China, Subcon, Middle East, North Africa

# DOMESTIC CONTAINER RENTAL

## STORAGE CONTAINER DOMESTIC RENTAL (AVAILABLE IN SWITZERLAND ONLY)

Standard short term agreements – from a minimum rental period of one month - **for the supply of quality container stores suitable for several temporary applications** (food, beverages, meat, fruit & vegetables, chemicals, pharmaceuticals and many other perishables).

For storage purposes, we supply:

### - COLD STORAGE CONTAINERS:

10' / 20'HC / 40'HC  
(Flat floor, lighting system, additional side doors, ramp, remote monitoring and tracking)

### - DRY STORAGE CONTAINERS:

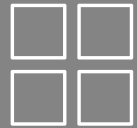
10' / 20' / 40' /  
40'HC / 45'HC

# EQUIPMENT AND RELATED SERVICES



## REEFER CONTAINERS NEW & SECOND HAND

- **ISO STANDARD:** 10' / 20' / 40' HC
- **COLD STORAGE CONTAINER:** 10' / 20'HC / 40'HC (Flat floor, lighting system, additional side doors, ramp)
- **REEFER EQUIPMENT:** THERMOKING – CARRIER – DAIKIN – STARCOOL



## DRY CONTAINERS NEW & SECOND HAND

- **ISO STANDARD:** 10' / 20' / 40' / 40'HC / 45'HC
- **OPEN TOPS:** 20'OT / 40'OT / 40'HC OT (ORIGINAL & TRANSFORMED)
- **DOUBLE DOOR:** 20'DD / 20'HC DD / 40'HC DD
- **OPEN SIDE (ONE SIDE / BOTH SIDES):** 10' OS / 20' HC OS / 40'HC OS
- **FLAT RACK:** 20' FR / 40' FR / 40' HC (FIXED & COLLAPSIBLE ENDS)
- **PALLET WIDE:** 20'PW / 40'HC PW / 45' HC PW



## OFFSHORE CONTAINERS DNV 2.7-1 / EN 12079 STANDARDS

- **DRY UNITS:** 10' / 20' / 20'HC / 20' OPEN TOP
- **REEFER UNITS:** 10' REEFER / 20' REEFER

7/7 SUPPORT AND  
HELPLINE AVAILABILITY

STANDARD CSC  
CERTIFICATIONS

CSC CERTIFICATIONS ON  
TRANSFORMED OPEN TOPS  
FOR 30 TONS / 24 TONS

SPECIAL REQUIREMENTS:  
FOOD GRADE, PTI REPORTS,  
PRELIMINARY INSPECTIONS,  
RENUMBERING, REFURBISH,  
CW/IICL REPAIR

TRANSPORT AND LOGISTICS



# SPECIAL DESIGN CONTAINERS

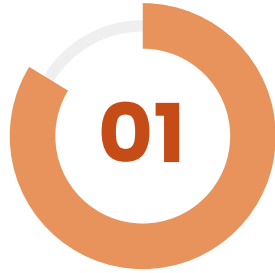
How you envision your **custom special container** to be like is just an ordinary challenge for us. We have a **24-hour reply policy**, so we guarantee that one of our container specialists will contact you within this time to help you find the perfect solution.

**Our special container design team will provide you with a draft plan and a budget.** We offer a free non-binding plan until you have formally ordered the special design container of your choice.



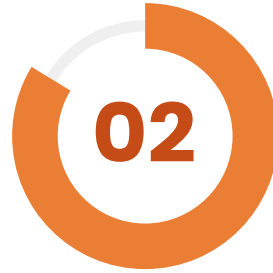
# CONTAINER DEPOTS AND RELOCATION

## FAST AND RELIABLE SERVICE ACROSS EUROPE AND THE WORLD



### DELIVERY DEPOTS

All the containers – dry and reefers – new and used – can be released from more than 100 partnered container depots worldwide.



### ONE WAY SHIPPING

Bestcont will also take care of the delivery “one way” if necessary (delivery achieved by arranging cargo for the units for a one way shipment) and will relieve the customer from the management of this highly time consuming activity.

One way shipping is used to deliver the most of the standard ISO equipment as it is the most efficient way of moving containers.

Containers are loaded with cargo at the point of origin and then used ‘one way’ and returned to the redelivery location.

Upon arrival containers are emptied and then returned according to the instructions agreed with the customer.



### EMPTY SHIPPING

When required, Bestcont will also arrange the shipping of specialized equipment such as Reefers, Open Tops and other non ISO equipment usually moved ‘empty’.

Bestcont will find the best shipping route and at the most competitive rate.

# EXCELLENCE

Success and market share **require strong commitment and determination** in our mission and vision.

We believe that **our current successful position in the container industry** has been built through **six bricks of excellence**:





# CONTACTS

## REGISTERED OFFICE

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