

## Annex B: Company Profiles

### **1. AEOTrade (Beijing) Technology Co., Ltd**

TradeTrust Partner Awards - TradeTrust Network Partners

TradeTrust-enabled platform that have achieved approval from the IG P&I Clubs

AEOTrade (Beijing) Technology Co., Ltd is an internet technology company with a mission to build a next-generation digital platform for global trade. Working with its eco-partners, AEOTrade provides comprehensive digital services for enterprises, service providers and governments, helping them move trade processes online – making them faster, safer and more transparent across the entire trade chain.

By integrating TradeTrust standards into its platform, AEOTrade has evolved into a blockchain-based trusted trade network that allows enterprises to securely exchange digital trade documents across borders. This helps solve common industry problems such as fragmented systems, fraud risks, high compliance costs and slow, paper-based processes.

With TradeTrust-enabled electronic documents like electronic bills of lading (eBLs), users have cut document handling costs by 30% and reduced processing times from days to minutes (e.g. eBL transfer completed in just eight minutes). Risks such as document loss or fraud are also eliminated, and goods can be claimed and payments settled much faster – shrinking timelines from weeks to just a few days, while improving trust, security and efficiency in cross-border trade.

## 2. Pacific International Lines (Pte) Ltd

### TradeTrust Partner Awards - TradeTrust Champions

Singapore shipping line Pacific International Lines (PIL) is the largest home-grown carrier in Southeast Asia, providing shipping services and solutions to customers in more than 90 countries. As part of its long-term digital transformation journey, PIL works closely with ecosystem partners to modernise trade processes, strengthen supply chain connectivity, and deliver a smoother customer experience.

In line with this commitment, PIL was an early adopter of TradeTrust. Through multiple successful case studies, PIL has proven the feasibility of fully digital, end-to-end trade documentation – from issuance and title transfer to customs processes and payment. These pilot projects demonstrate that paperless trade is both operationally viable and capable of bringing greater transparency and speed to global transactions.

The use of TradeTrust-enabled eBLs benefits PIL and its customers and suppliers by significantly reducing document turnaround times, lowering risks of loss or fraud, and improving ease of verification and traceability across the supply chain. The shift to digital workflows also reduces operational costs and supports sustainability by cutting paper use and carbon emissions. Through TradeTrust-enabled eBL adoption, PIL continues to drive faster, safer, and greener global trade for all stakeholders.