**SMART CONTAINERS**

Temperature sensitive logistics.
Revolutionized.

# General Questions on Smart Containers ICO

## How does the profit share payouts work?

20% of dividends are paid in ETH proportionally to all SMARC tokens that are in circulation at the time of the payout. Business year ends per 31.12. of each year. General assembly is held around mid-February. Dividend payout is therefore expected around mid-March each year. Equally a potential exit of a line of business or total sale of Smart Containers would lead to 20% participation of proceeds.

## Is there a future profit statement?

No listed company can make an estimation or a commitment to a future return. This would neither be professional nor ethical, furthermore legally questionable. Profits depend on external factors such as the general trust in blockchain technology.

The question to be assessed is how fast can a new disruptive technology replace an old system. We believe to have the right setting to do it and have a plan to go forward. 5 years industry experience, 4th largest container fleet and a working team, that's more than any idea whitepaper ICO.

## Where is my money going and what will it be used for? Is my money going to be used to "cash out" others?

Please refer to our Whitepaper under "use of proceeds" p. 30. No money is used to cash out others but all funds are invested to scale both companies, SkyCell and FoodGuardians as well as build up the LOGI CHAIN.

## What specific rights come with my investment?

The SMARC Token is a profit share token. When the company generates profits and the General Assembly of the company approves the pay out of a dividend, then 20% of the defined funds attributed to dividends will be distributed proportionally to tokens in circulation.

The LOGI Token is a utility token that can be used to pay transactions on the LOGI CHAIN, an open source logistic platform for all stakeholders in the logistic field to facilitate the paperwork of shipments around the world.

## Smart Containers will pay out a dividend to its token holders. This would imply that it is a security token. Are you in line with financial regulation on this?

Smart Containers tokens are not classified as a security in Switzerland under current law. This may be different in other jurisdictions as the USA. Hence the sale of the Smart Containers token is not allowed for sale in certain jurisdictions. Our Benchmark was the Token Sale of Modum last June. We chose to go for the same legal structure as it was accepted by regulators in Switzerland and well received by ICO community.

## What is the vesting schedule for Team and Advisors token?

Everyone will get SMARC and LOGI tokens at the same time. Minting will happen at the end of the Token Sale. Advisors and Team members have lock up periods depending on how many tokens they will receive.

## Did an independent cybersecurity company audit your smart contract?

Cyber security is a top priority topic for us. We were able to benefit from the success and failures of other ICOs and devised with multiple partners a security strategy. For this reason, we chose two independent cyber security auditors.

## Could I have a link to your Github repo?

https://github.com/SmartContainers

# The Crowdsale

## KYC Schedule

KYC can be done Mon-Sat 07.00-22.00 CEST

You need to perform KYC within 14 days otherwise your funds will be returned automatically. You will be notified via email.

Important notice: Your bonus tier will be determined by the time you complete KYC.

## Fiat Participation and Token Choice

Minimum investment is the equivalent of USD 500.— per token to participate in the crowd-sale.

## Fiat Participation and Credit Cards

If you pay with credit card the max. transaction amount is USD 10'000.— and there is a maximum of 2 transactions per day. Prepaid credit cards are excluded due to AML regulations.

Additional administration fees will be debited on your card. If for example you wish to invest an equivalent of USD 500.— your credit card invoice will be slightly higher due to administration fees. These fees are calculated automatically and will be subjected to your approval before payment.

## Exchange Rate Calculations

Token prices are fixed in USD. Therefore we need to convert all your contributions into USD to evaluate how many tokens you will receive. This is done automatically by our system:

Crypto contributions are converted in USD based on the average exchange rate of several platforms: Bitfinex, Kraken and Lykke.

Fiat contributions are converted into USD through the API of fixer: https://fixer.io

# Registration and operative questions

## Email registration on the Website

If you sign up your email on the smartcontainers.ch website you will be contacted about the crowd sale and ICO.

## Will there be a referral program?

Yes, once you have finished your investment, there is a referral program available in your dashboard. An personalized URL will be provided to you that you can send out to your acquaintances. If 5 people register with your URL, your bonus level will move up to 20%. If you manage to bring 10 investors, your bonus level will be 25%.
Once this happens it will be displayed on the last view of your dashboard and the new amount of tokens will be calculated for you.

All your acquaintances will profit from a bonus level of 15% if they register though your URL.

## Will the value of my ETH invested change before the payout?

The ETH value you contribute will be pegged to the USD value at the time of investing.

## Can US investors participate in the sale? If yes did you secure Reg-D?

Participation from the US is not possible due to SEC regulation.

## Are you using a reputable 3rd party for KYC verification? How safe is it to upload my Identity Document on your site?

Our partner is a Swiss regulated company that complies with all FINMA requirements. We've made sure that it is totally safe to pass KYC process for the participation in our ICO.

## If a digital wallet is involved, what happens if I lose the key? Will I still have access to my investment?

If you lose your private key, no one can access your wallet anymore. Your investment will be lost. Please make sure you store your private key in a safe place, i.e. safe.

# About the Company Smart Containers Group

## Company name

The name of the company was changed for the ICO to make it more international and recognizable. Smart Containers Group AG replaces the name REP AG (Swiss registry of commerce, UID: CHE-141.664.882), which is/was the holding company of the 2 lines of business SkyCell and FoodGuardians. It is registered for 5 years. It changed into Smart Containers Group on 22.02.2018. If you want to check, go on the website of Swiss registry of commerce: www.zefix.ch

## Do you have a working product available to test?

We are a successfully running company with several products. Please refer to our Website and Whitepaper to see pictures and descriptions. Also check: www.skycell.ch and www.foodguardians.ch

## Are there financial statements? If so, are they audited, and by whom?

Yes, there are financial statements for all companies. They are audited by PriceWaterhouseCoopers. To preserve our competitive advantage in the market, we have decided to not publish our financial figures on the internet. For detailed information please refer to our Whitepaper, p. 22.

## Can I have details of any intellectual property that the company has created, registered or applied to register?

We have 96 patents on our technology. All are registered in relevant key markets. Large investors from the past have conducted Due Diligence meticulously and agreed to invest 25 M USD.
To protect our competitive advantage, we prefer not to list all patents online. As larger investor (250 k USD +), you may get access this documentation upon signing an NDA.

## Why was your domain smartcontainers.ch only listed on Dec 20 2017?

The name of the company was changed for the new funding to make it more international and recognizable. That's why we needed to register a new domain name.
https://www.nic.ch/de/whois/?domain=smartcontainers.ch&language=de&tld=ch

## Are Modum and Smart Containers competitors?

Modum and Smart Containers are not competitors, more future partners. Modum rents/sells devices for track and trace to customers, whereas Smart Containers rents/sells containers, not the data. Of course the containers have sensors that record data for quality control, but Smart Containers does not sell these data sets. In the end Modum and Smart Containers will address to the same clients - Smart Containers provides the container and Modum will put a sensor in it.

# About SkyCell

## Competitor overview

There are 25 companies active in the field, we are Nr. 4
The 3 main competitors are: 1. Envirotainer, 2. C-Safe, 3. Va-Q-Tec.

## Are SkyCell containers a approved ULD according to IATA regulations?

SkyCell containers are exempt from the ULD rules by IATA. This has the huge advantage that compared to all our competitors, the SkyCell container can not only fly but also leave the airport and is therefore a door-to-door solution. Whereas competitors have to be unloaded at the airport increasing the risk for temperature excursion, loss and product deviation and pack it into a new transport unit to carry on the journey from the airport to the final destination.

## How many airlines, beside Emirates and Cargolux, fly SkyCell containers?

More than 30 airlines fly SkyCell containers.

## Do you have existing business with key clients like Roche, Novartis etc. or are you just approved by them?

12/20 Top pharma companies are using SkyCell and are running implementation projects. Many clients have not switched solution for sometimes 10+ years.

## How many stations worldwide handle SkyCell containers?

Our clients and partners care about container availability, not stations. This is accomplished also through our airline partners, that can fly ready to use containers to more than 150 airports.

## Where do you position yourself compared to Envirotainer?

Envirotainer is the N°1 with the largest container fleet today. We are N°4 at the moment and grew to this position in less than 5 years. SkyCell containers are tested as technologically superior to Envirotainer (5x more runtime, up to 35% lighter) which translates into safer pharma distribution, cost and especially 50% $CO_2$ savings.