

Even more revolutionary
than blockchain ?



Collaboration
in the financial sector.



Blockchain brought us together in 2017

- ✓ Build a **consortium** out of **se** **eight banks** across Europe
- ✓ Design a solution **benefiting our members and our clients**
- ✓ Put in place an **effective governance**
- ✓ Establish a **Joint Venture** around a cutting-edge technology
- ✓ Develop a concept to **allow other banks to participate**

2017: The Vision – Digital Trade Chain

Marketplace where companies can trade with more trust



Rabobank



Issues in international open account trade

A catch-22

- Risk of advance payment
- Risk of advance shipment



Trust

Financing

Our solution

Blockchain based smart contract



Distributed Ledger



Hyperledger Fabric



Fully digital



Secure

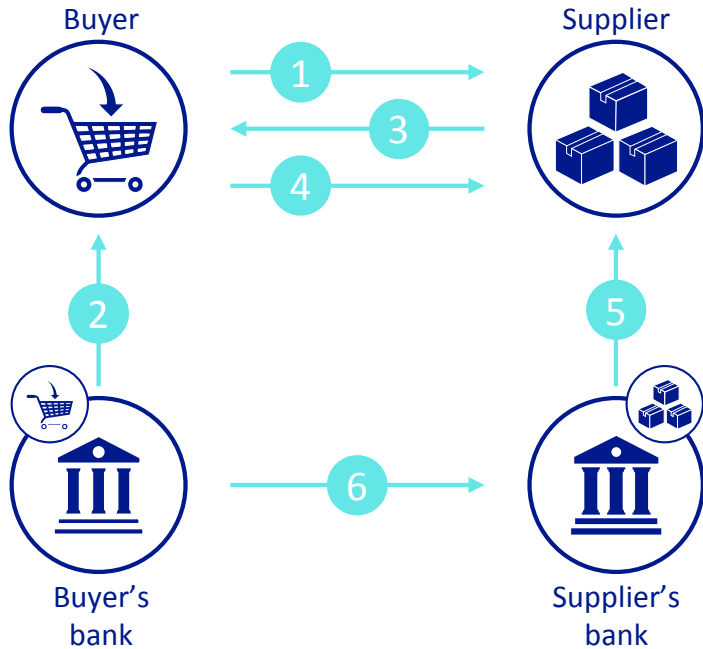


Fast



Easy to use

How it works



- 1 Buyer initiates purchase order with 60 days payment terms
- 2 Buyer requests bank to provide Bank Payment Undertaking (BPU)
- 3 Supplier ships order and sends invoice through the platform
- 4 Buyer confirms the receipt of goods
- 5 Supplier asks his bank to provide invoice financing arrangement for next 60 days (optional)
- 6 Buyer's bank debits buyer account and initiates payment of invoice on due date, either...
 - to supplier's bank, if invoice has been financed *or*
 - to supplier's account

Dashboard

Seller | Buyer
Seller's bank | Buyer's bank

14

New trade requests

Review your new trade requests

Details >

3

Amendments

Review your amended trade requests

Details >

18

Awaiting shipment

Orders ready to ship

Details >

5

Incoming payments

New payments received

Details >



"I run a small-size fashion brand. But my digital footprint is rapidly growing."

Alenka H., Milano

Read her story

Activities

- 03:55 PM **AJ#265126**
You have a received payment from counterparty
- 04:12 PM **PO#757124**
Invoice discounting is approved by your bank
- 04:20 PM **080-9982613**
Counterparty has amended the trade details
- 05:03 PM **PO#651934**
Your order has shipped to counterparty

Key benefits for customers

A digital one stop shop accessible by all parties



Identification of unknown counterparts
(all clients on we.trade are KYC'd)

Invoice Financing: Additional working
capital without leveraging credit lines



Bank Payment Undertaking (BPU):
Counterparty risk transferred to bank

Track and trace for over 426 couriers



Event based automatic payment triggers
through smart contracts

Real time settlement enabled by one
platform for all parties



Key benefits for banks



Trusted access by banks' commercial clients in several countries

Help your clients to engage in international trade



Pooled resources and expertise

Access new revenue streams by offering additional trade services in coming releases



Full leverage of blockchain through network effects

Offer additional non-financial services by third-party providers (insurance, customs, etc.)

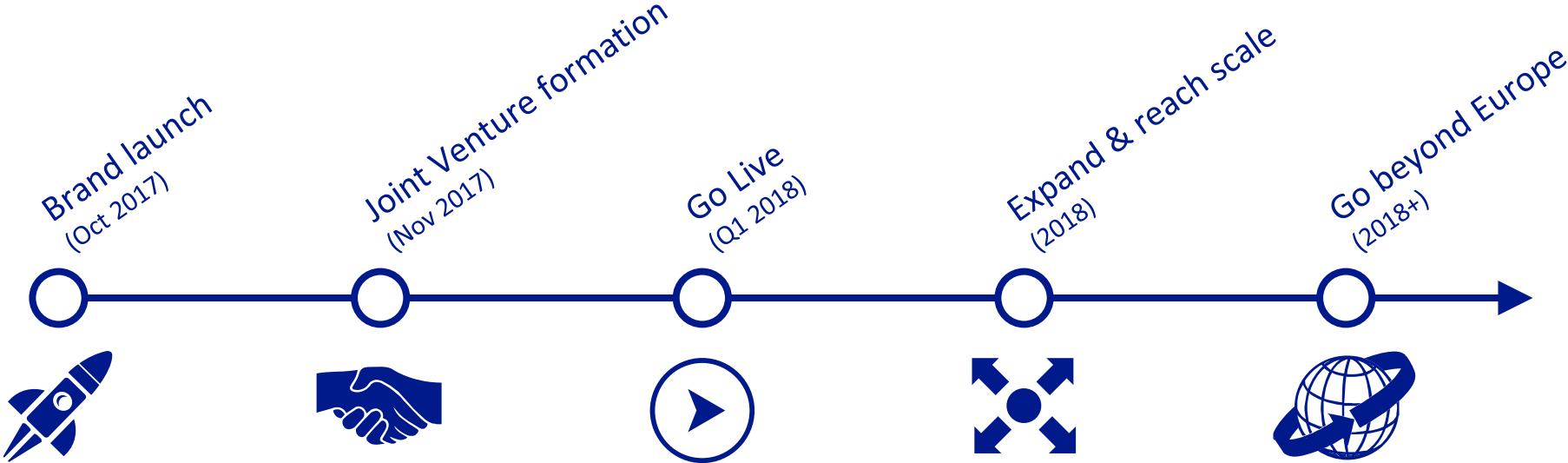


Easy integration for banks (cloud or on premise)

Be a front runner in blockchain



Roadmap



How to offer we.trade to your clients

SIGN-UP

- Open to banks and (in the future) non-banks
- we.trade licenses solution to banks
- “First in, first served” principle

ONBOARD

- Signing today, entitles next available onboarding slot
- Get in touch: we-trade.com
- **Book your slot for licensing and onboarding from today**