TRADE:ORWARD

a Co-Innovative Approach
to Shipping and Trade Finance

BLOCKCHAIN SOLUTIONS WORLD

CONNECTED TRANSPORT

MANUFACTURING

HEALTHCARE

ENERGY AND UTILITIES

BUILDINGS & INFRASTRUCTURE

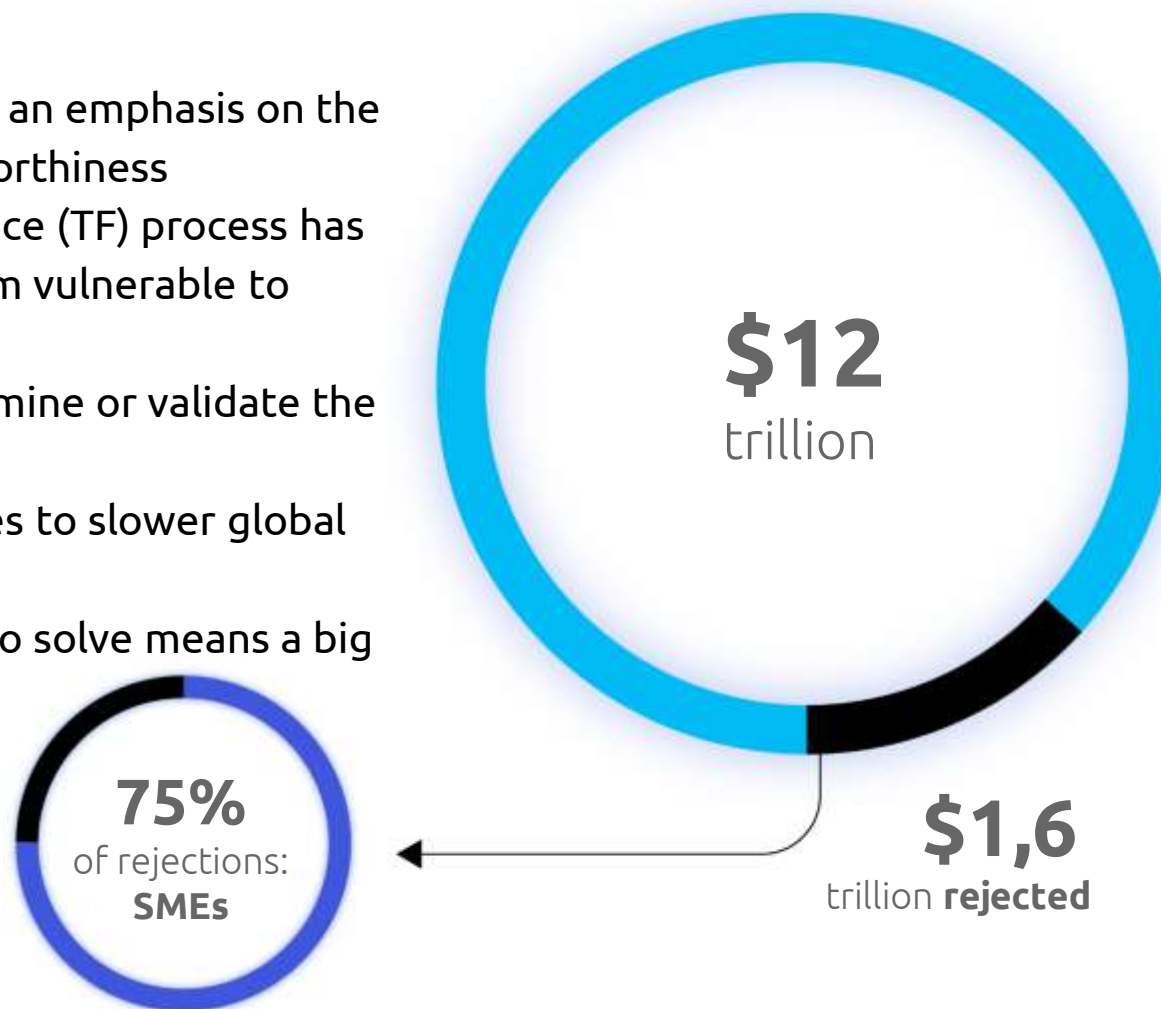OPEN INDUSTRY

ENABLING IoT

BLOCKCHAIN
SOLUTIONS WORLD

Digital transformation

Technology is only an enabler of the transformation, while the reason any organization goes through a digital transformation, is to change the experiences of the different stakeholders and create new and better opportunities.
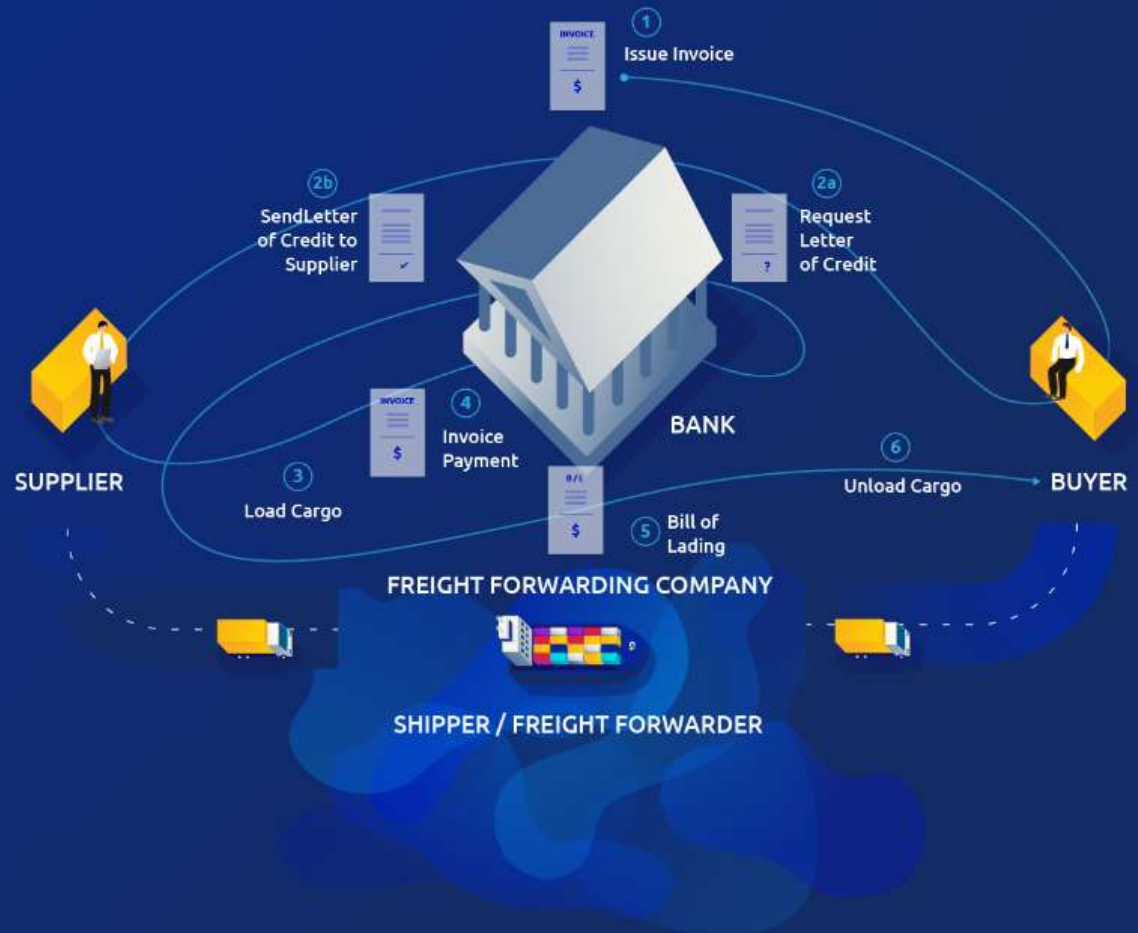
Changing the Lending Criteria

- Current process has an emphasis on the applicant's credit worthiness
- Present Trade Finance (TF) process has outdated mechanism vulnerable to fraud
- Banks cannot determine or validate the value of goods
- TF Scarcity translates to slower global economic growth
- But, a big problem to solve means a big opportunity

$12
trillion

$1,6
trillion **rejected**

75%
of rejections:
SMEs

Current model of Trade Finance

An outdated process that suits banks and their current risk assessment methodologies

- Letter of credit is the centerpiece of the TF process

- This is a very complex, paper intense and siloed process prone to fraud, and difficult when settling claims & settlements

- Low Trust and no Collaboration

Trade Forward - An inclusive Trade Finance model

Why is this process so different?

- Financial Inclusion
- Validation of the goods provenance
- Smart contracts linked to the IoTs
- Data secured on Blockchain
- Redistribution of the risk associated to TF
- The cargo is used as collateral
- Freight Forwarders as a centerpiece of the process

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Purchase Order

Shipper and Buyer create their Digital Payment Wallet

Funds are deployed to shipper from CF Mutual Fund.

Cargo to be released and B/L to be transferred to Consignee

Payment is released to the CF mutual fund

Why Freight Forwarders are the ideal disruptor?

- Freight forwarders are organically positioned
- Oversight of the physical and information flows
- International trade expertise

The Transformation Journey

Create
a Digital Culture

Get support
from existing clients

Create new experiences
for existing clients

Offer Trade Finance

Where do you fit in this transformation?

Why would your organization would want to undergo through a digital transformation?

What would be the desired outcome?

What new experiences you want to create?

Who are the right partners to help you on that transformation?

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TRADE FORWARD

BY **CONSOLFREIGHT**

DIGITALIZING INDUSTRIES

COME JOIN US!

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SAVE THE DATE
29 - 31 October 2019

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