



Enabling businesses to trade,
seamlessly, simply and trustfully.

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Issues in international trade

More than 80% of intra EU trade transactions are based on open account

Trust is a challenge – ensuring payment received for goods dispatched

Take risk?



Turn down
the business?

Buy risk cover?

Current challenges faced by buyers and sellers



Limited visibility of end-to-end trade transactions



Lack of trust between buyers and sellers when establishing new relationship



Risk of non-payment by the buyer



Risk of disagreeing on payment terms



Low standardisation and heavily paper-based processes



Banking services are not integrated and lack transparency



No central point to co-ordinate a transaction involving multiple parties

What's we.trade proposal ?

we.trade, a shared platform where companies...

- ✓ Search for trade counterparties
- ✓ Initiate trade proposals in a simple, intuitive way
- ✓ Monitor the status of transactions from order to settlement – real time
- ✓ Set payment conditions with automated execution via smart contract
- ✓ Upload documents related to the trade (optional)
- ✓ Request bank services from their banks against these trades (on demand)
 - ✓ To secure the payment
 - ✓ To finance the invoice



Digitised trade transactions



Increased transparency



Improved efficiency

Auto-settlement via Smart Contract

From 'paper based' to 'event based' settlement



- ✓ Pre-defined contract : Buyer and Seller agree on payment conditions
 - ✓ trade agreed/invoice sent by Seller/invoice accepted by buyer
 - ✓ Confirmation of goods delivery by buyer/seller/transporter via API
 - ✓ Events triggering payment instruction by platform to buyer's bank (If... then....)
- => Execution of payment by buyer's bank

Key benefits for customers

A digital one stop shop accessible by all parties



Identification of unknown

counterparts: all clients on we.trade are KYC screened by their bank



Risk Mitigation: Counterparty risk transferred to bank by Bank Payment Undertaking



Event based automatic payment triggers through smart contract

Invoice Financing: Additional working capital without leveraging credit lines



Track and trace for over 426 couriers



Real time transaction monitoring enabled by one platform for all parties



Why blockchain?

Working together to build a leading solution



Single source of truth: the data is shared between Buyer and Seller so less reconciliation is needed



Event based automatic payment triggers through smart contracts



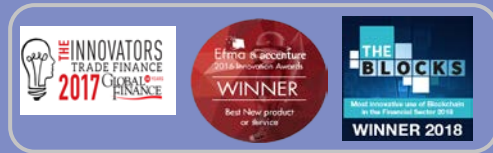
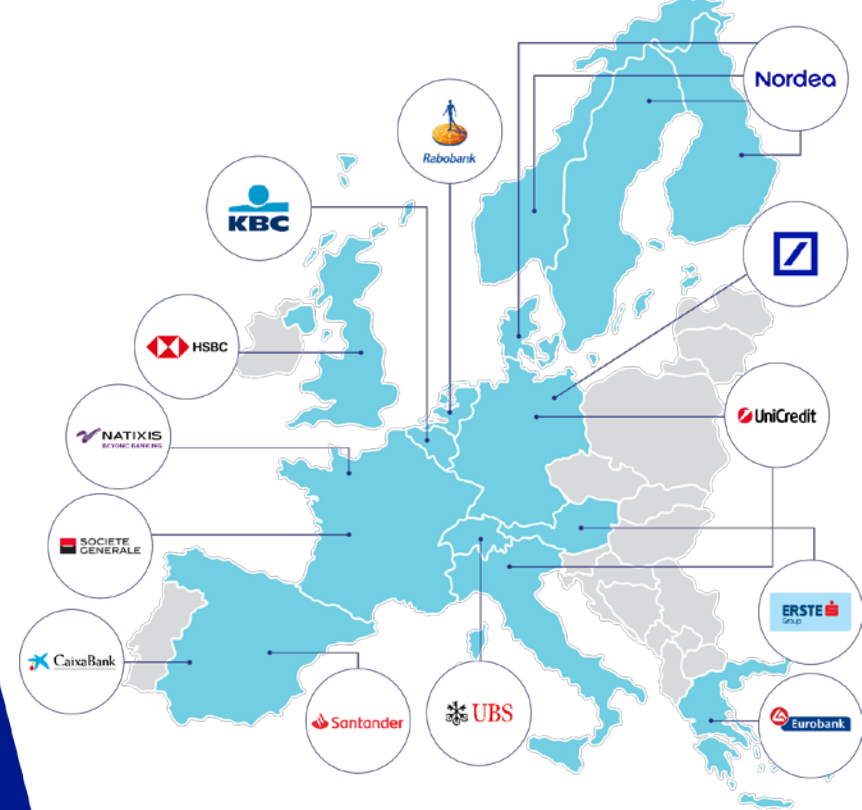
The immutability & traceability aspects of this technology prevents fraud or discussion



Disintermediation – trust is enabled through the technology itself

Partnership model

- We.trade built by 9 European banks together with IBM on Hyperledger Fabric based on DLT technology
- Developed a managed solution with easy deployment for more banks to join
- License distribution model for banks allowing easy onboarding of clients
- Commercial clients can access platform through partner banks
- Created a Rule Book
- Platform live June 2018
- As of Oct 2018, we.trade network has grown to 14 banks
- Available in 14 countries



Expanding beyond Europe

We.trade and eTradeConnect announcing collaboration – Hong Kong, Oct 31st 2018



The first initiative to interconnect 2 platforms for trade transactions in Europe and Asia

Even more revolutionary
than blockchain?

Collaboration

in the financial sector

