Enabling businesses to trade, seamlessly, simply and trustfully.
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?

Buy risk cover?

Turn down the business?
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 31rst 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