Agenda

- Introduction
  - Jacco de Jong
- Global Trade
  - The need for change
- Bolero enables Digital Trade
  - Multi Bank messaging
  - E-B/L’s and E-presentations
- Q&A
Global trade is complex, paper intensive & fragmented

- **Commercial Agreement**
- **P.O. & Invoice (Paper or electronic)**

**Global Trade Source: BCG 2015**

- **Buyer**
  - **Carrier/ Freight Forwarder**
  - **Import Terminal**
  - **Import Customs**
  - **Document Courier**
  - **Carrier/ Freight Forwarder**
  - **Insurer**
  - **Service Provider**
  - **Seller**
  - **Export Terminal**
  - **Export Customs**
  - **Export Courier**

**Transport Docs**

- **Shipper/ Carrier**
  - **Export Terminal**
  - **Export Customs**
  - **Export Courier**

- **Insurer**
- **Service Provider**

**Physical Shipment of goods**

- **Transaction Payment**
- **Financing**
- **Risk Mitigation and Docs**
- **TF instruments and Docs**
- **Corresponding Bank**

**Safer, Smarter and Faster Global Trade**

**Bolero**
Trade Digitisation delivers clear advantages

Cash Management

Working capital
Reconciliation
Cash-flow, Financing

Minimised Risk

Compliance, Fraud
Security, KYC
Visibility and BCP

Operational Efficiencies

Goods Control
Speed, Interoperability
Cost control

Safer, Smarter and Faster Global Trade
Bolero’s vision for trade digitisation

- Seamless Connectivity
- Interoperable Workflows
- Trusted Legal Framework
- A network of networks
Bolero Digital Solutions – 3 Core Components

Applications
- Letters of Credit
- Guarantees
- ePresentation
- Supply Chain
- Electronic Bills of Lading

Platform
- Legal Framework
- Security
- Data Matching
- Title registry
- Connectivity
- Documents

Network

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Galileo Platform

Wider and deeper functionality
New interface comes with extended functionality on LCs, Presentations and Guarantees

Single point of access
Easy access to all Bolero products using the same login

End to End visibility
View and track all transactions with comprehensive reporting and download functionality

Digital user experience
Superior and Contextual user experience. Next best action, online help and auto data population

Browser agnostic
Multiple browser support across multiple devices including laptops, computers and tablets

Secure and Connected
User certificates replaced with secure 2 factor authentication. Better connectivity using fully featured APIs and MT798

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Letters of Credit Management

- Apply and Receive Letters of Credit
- Full Control and visibility of the current status of LCs
- Electronic presentation of letters of credit under eUCP
- Manage electronic bills of lading (eBL)
- Enabling comprehensive reporting and integration
- Full approval and audit trails
- Seamless multi-bank connectivity

Greater visibility of transactions, cost efficiencies and minimised risk
Guarantee Management

- Apply, claim and amend guarantees
- Fully digitised claims can be processed across all parties
- Full visibility with up-to-date status
- Provides secure verified guarantees and bonds
- Organisations can be applicants, beneficiaries or both
- Seamless multi-bank connectivity

Reducing the Risk of Potential Fraud, Errors & the Cost of Credit and Administration
Financial Institutions

- In partnership with over 70 banking groups
- HSBC, Commerzbank, Standard Chartered, RBI, Bank of China, UBS
- Delivering value-added services to their key customers
- Enabling trade digitisation for their clients
- Reducing transaction processing times
- Documentary trade, electronic presentations, guarantees and open account digitisation
Corporates

- Connecting buyers and sellers across their entire global supply chain
- Reliance, ABB, Glencore, Thyssen Group, Vale, BHP, Invista
- Faster transaction completion
- Visibility and Control
- Operational efficiencies
- Documentary trade, electronic presentations, guarantees and open account digitisation

Delivering Significant Benefits for Buyers and Sellers
Carriers and Logistics

- Connected to over 200 Carriers
- Many are working with Bolero to drive their digital agenda
- Evergreen, MOL, Cosco, CMA
- Create, receive and amend electronic Bill of Lading
- The world’s first electronic bill of lading (eBL)
- Approved and accepted by The International Group of P&I Clubs

Safer, Smarter and Faster Global Trade
Electronic Bills of Lading

- Create, send, amend and manage electronic bills of lading and sea waybills
- Complete visibility and audit trail from creation to surrender
- A common agreed legal framework and title registry
- Accepted and recognised by International Group of P&I Club
- Supports carriers moving to e-business solutions

Combining a Powerful Legal Framework with Digital Technology
Electronic Presentations

- Enabling corporates, banks and carriers to digitally exchange trade data and documentation
- eUCP latest version compliant (also e-URC)
- Supports full and partial electronic presentation flows
- Full visibility and auditability of trades
- Uses a common agreed legal framework (Bolero Rulebook) and title registry
- Documents of title, shipping documents and other documentation

Helping to Accelerate Transaction Completion, Goods Release and Payment

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Benefitting all Counterparties

Sellers
- Accelerates payment and time to cash
- No paper documents to process and manage
- Reduced exposure to market movement and volatility
- Ability to use electronic bill of lading
- Significant reduction in Letters of Indemnity

Buyers
- Early arrival of electronic paperwork ensuring clean discharge of goods
- Visibility of transaction to help inventory planning
- Removal of need to use Letters of Indemnity to achieve discharge of goods
- No demurrage costs

Financial Institutions
- Faster processing of transactions
- Auditability and traceability of electronic documents from buyers, sellers and within branch networks
- Operational efficiency savings and risk reduction with the removal of paper documents
- Expand client base (no need to be geographically close to the client)

Carriers
- Ability to issue and manage electronic bills
- Service enhancement and differentiation
- No requirement to alter the production process of the bill of lading or change the systems it was generated on
- Removal of Letters of Indemnity

Safer, Smarter and Faster Global Trade
Bolero. **Safer, Smarter and Faster** Global Trade

**Safer**
More Secure | Less Risk

**Smarter**
More Efficient | Lower Costs

**Faster**
Transaction Completion

That’s why the World’s Leading Organisations trust **Bolero** to Digitise Global Trade
Safer, Smarter and Faster Global Trade