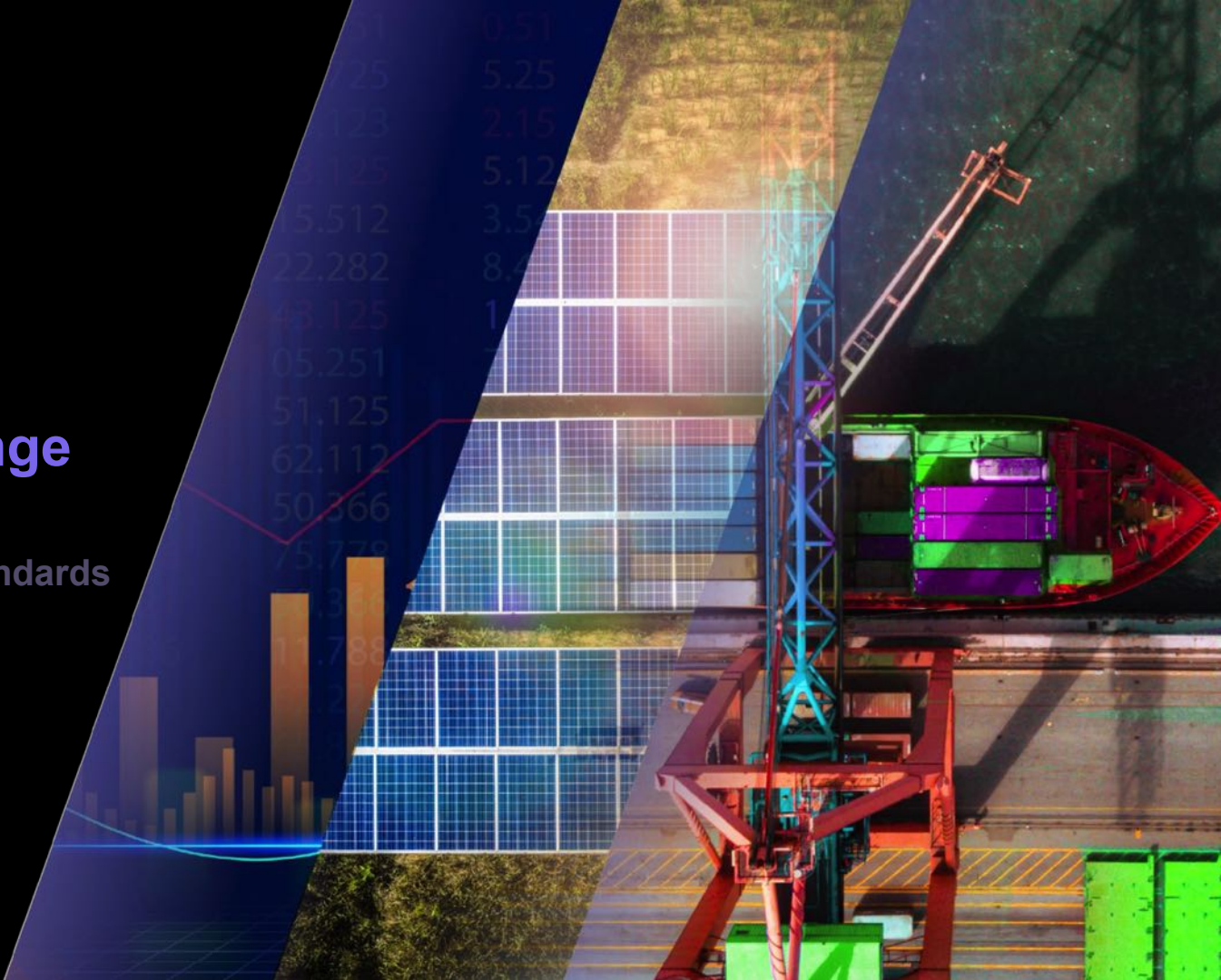




# An Ocean of Change

Bridging DeFi and ESG Standards  
to Digital Trade Finance



# Intro

## It Starts With a World-Class Team

- Who are we?
- How we started



## Trade Finance

A \$1.7 Trillion Opportunity

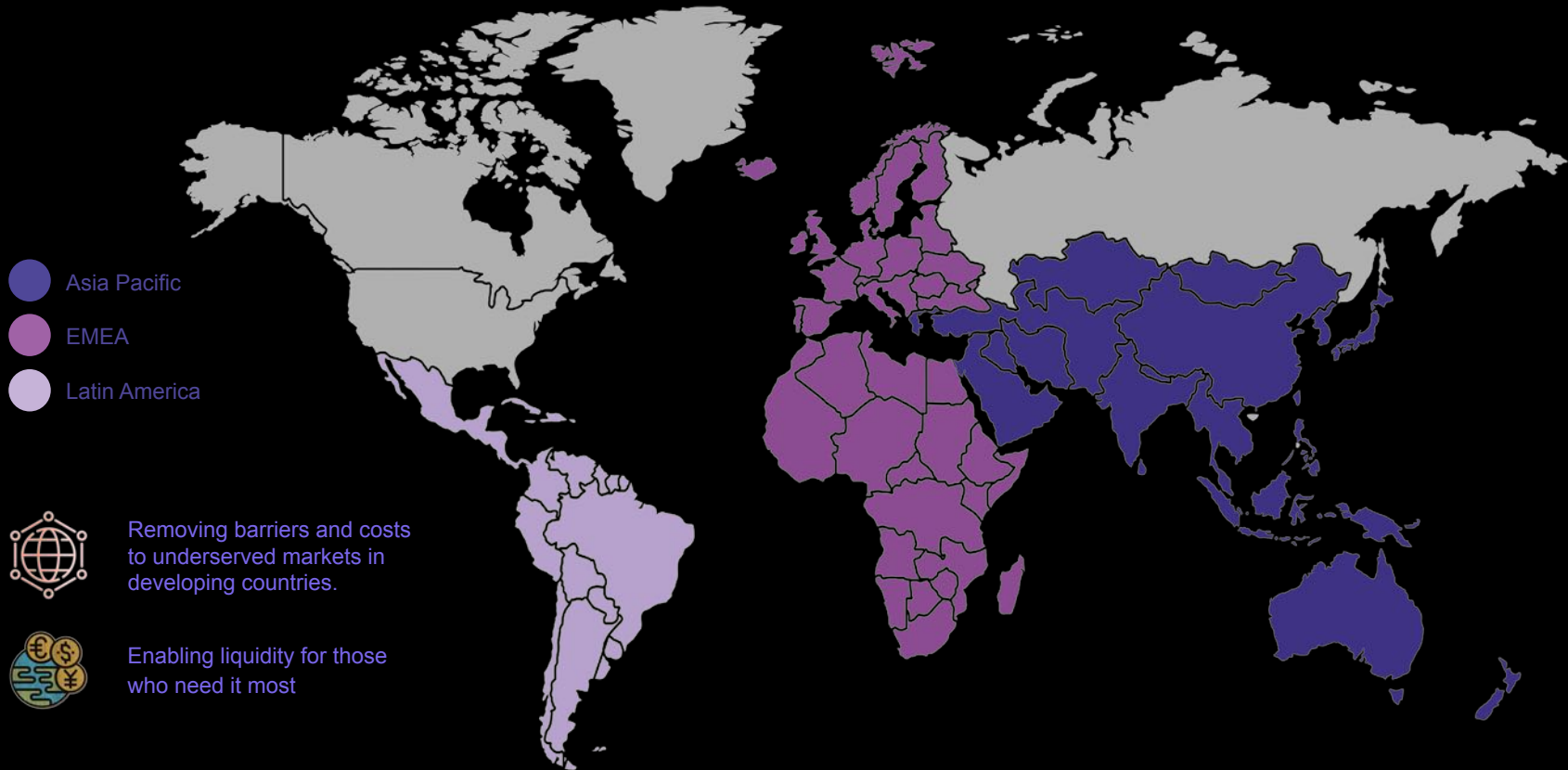


- What is the TF Gap?
  - The difference between how much trade finance is requested and the actual trade finance provided by lending institutions
  - Reached \$1.7 Trillion in 2021
  - How to tackle the TFG?



## Emerging Market Corridors

Injecting new liquidity for markets that need it most



## The Envoy Ecosystem

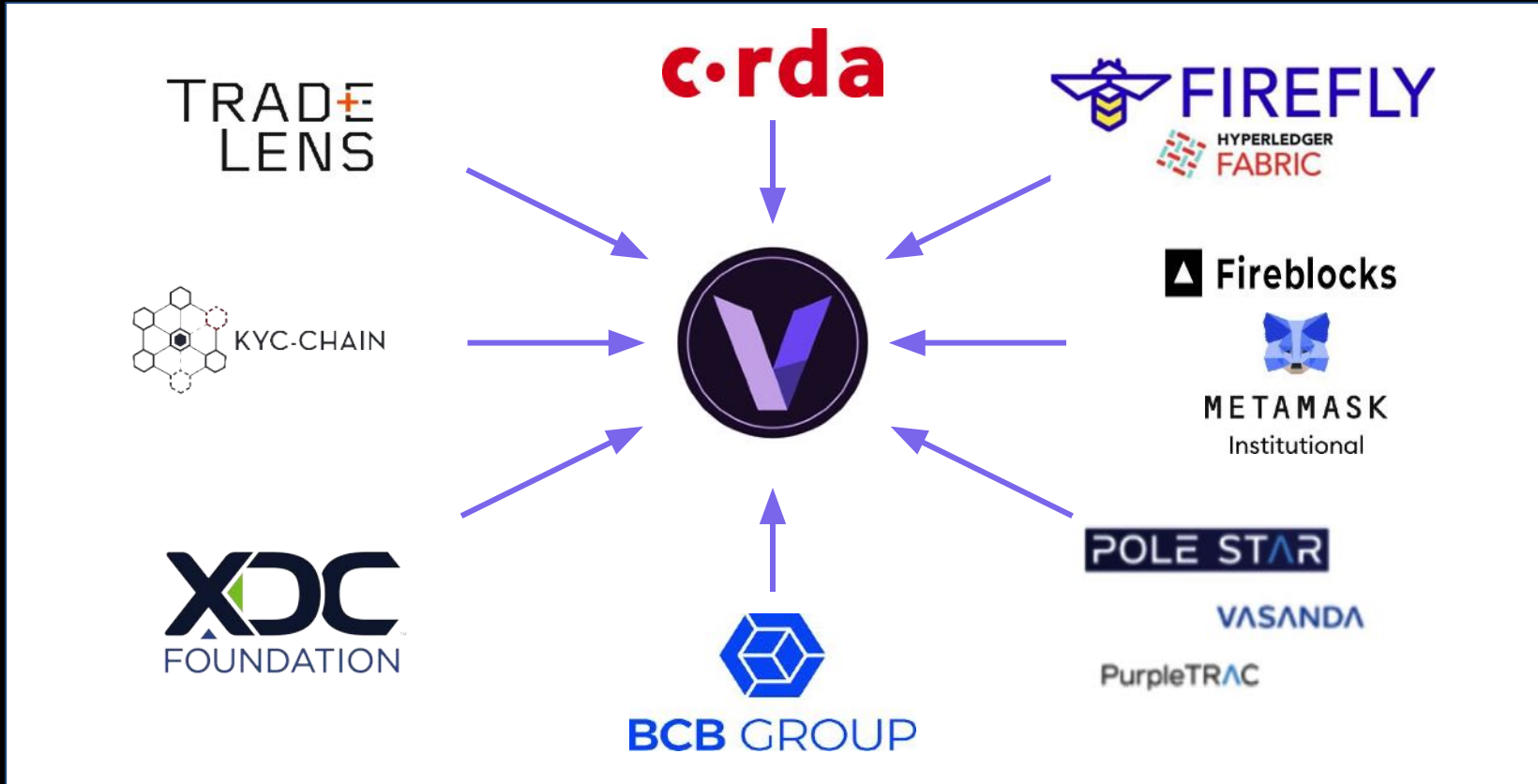
Bringing Together Trade Finance, ESG, DD, and Defi to Solve supply chain issues

- Liquidity
  - Defi bridge
  - TVL & Liquidity pools
- Interoperability
  - Public & private chains resources
  - Regulatory compliance on public & private chain (banks & corporates)
  - Data Privacy
  - Risk mitigation
- ESG SASB standardisation
- Analogue to Digitisation



# The Envoy Ecosystem

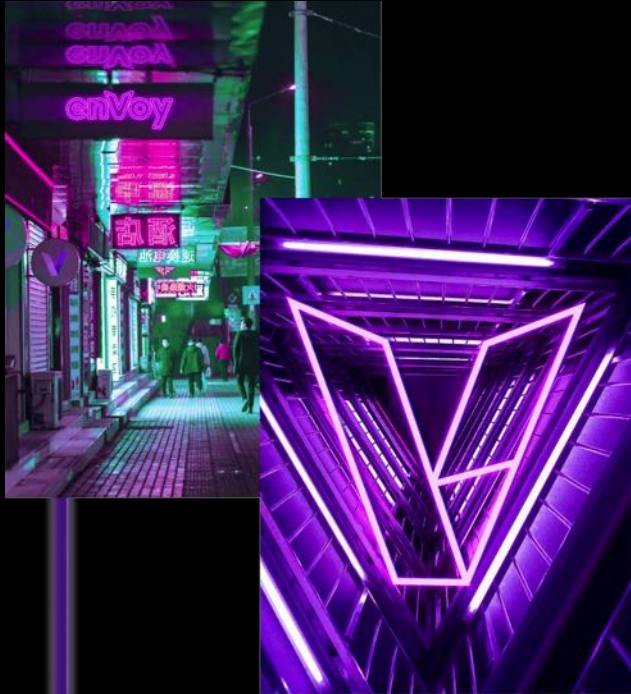
Integration and cooperation



# The Envoy Ecosystem

## Integration with IBM Hyperledger

- Kaleido & Firefly
  - Multichain Node Deployment
  - Audit and Management layer
- IBM Hyperledger & Tradelens
  - eBL aggregator of digital shipping documents to supply chain stakeholders



# The Envoy Ecosystem

## Considering Banking and Compliance



- Banking Requirements
  - Regulatory compliance
  - Private data
  - Risk mitigation
  - Auditable processes and transparency
  - Evolving ESG & sustainable financing
- Cofinancing
  - AKA Syndicated financing
  - Institutional custodian access
  - Alternative to traditional affiliate DeFi and CeFi financing



## Global Trade is Broken

- More than 80% of global trade needs financing
- SMEs account for around 90% of companies around the world but most of them lack access to affordable trade finance
- Banks focus on large suppliers with established onboarding processes, credit histories and less impact on their cost of capital
- As of 2022, the global trade finance gap increased to well in excess of USD 1.7 trillion.
- The manual paper-based trade documentation processes are:
  - slow, long and expensive
  - fragile and prone to human error
- Using Pdf documents is not digitalization!
- ICC pre requisite on demand for real digitalisation



## Banking

### Voy Changes the Game

- Can be treated as a catalog and tailor different combinations
- Tokenized LCs become tradable assets
- Connects liquidity to trade finance through De-Fi
- Syndications & Co-financing opportunities
- Secondary Market Trading
- Monitors ESG & Sustainability



# The Envoy Ecosystem

## Benefits to Banks and SMEs



### Banks

- Lower lending risk
- Automated processes
- Lowers risk of human error
- Quicker cash turnover
- Tokenized letter of credit
- Immutable records
- Digitised documentation
- Enhanced due diligence
- Diversified portfolio high yields into SME
- Co-financing risk reduction

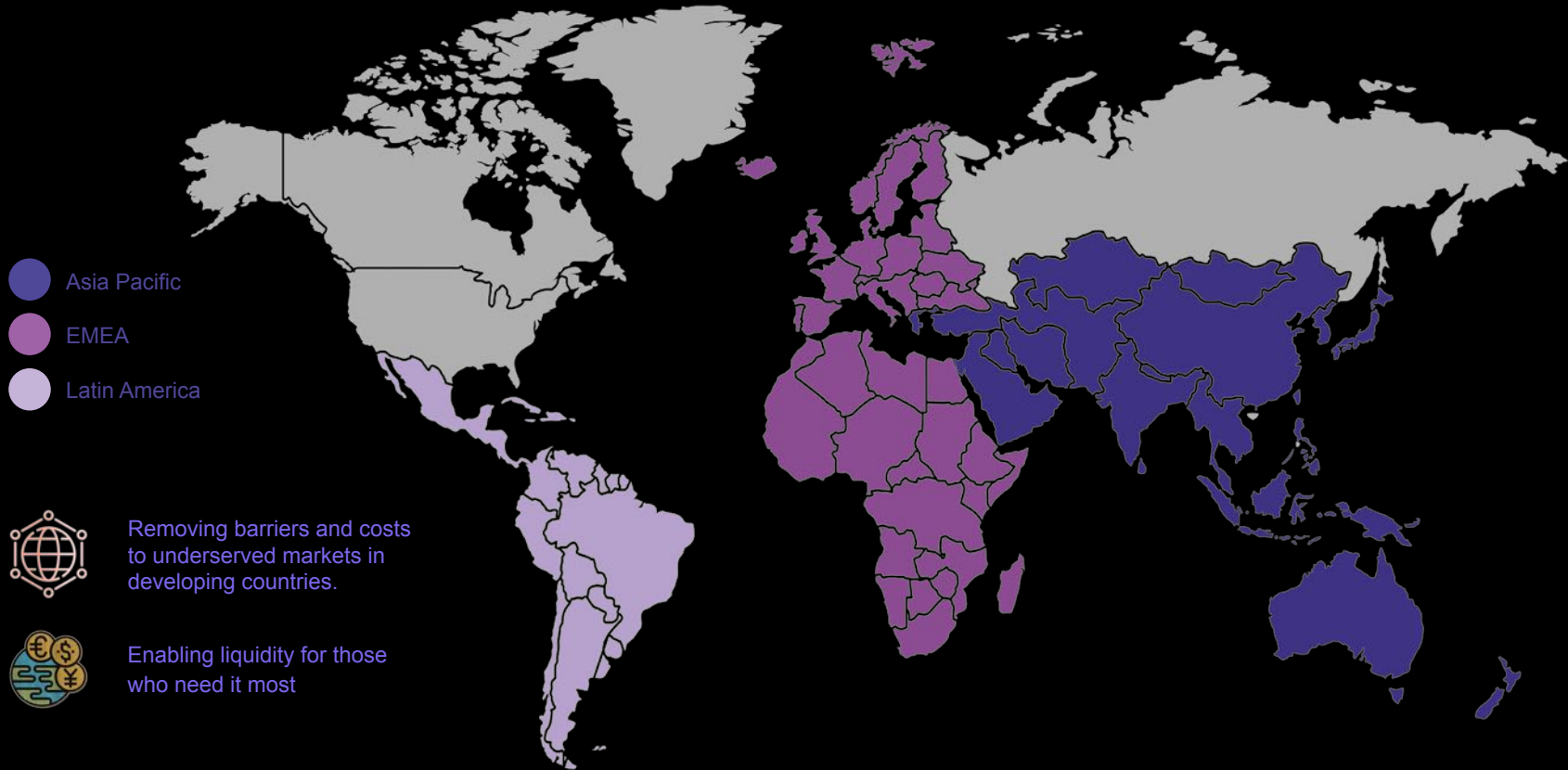


### SMEs

- Lowers inherent risk
- Increased available liquidity
- Transparent financing process
- Faster trade
- Decreased costs
- Real time remittance
- Real time financing
- Sustainable financing
- ESG monitoring

## Emerging Market Corridors

Injecting new liquidity for markets that need it most



Removing barriers and costs to underserved markets in developing countries.



Enabling liquidity for those who need it most

## ESG Global Standardisation

### Non ESG World vs the ESG Standardised World of Tomorrow

- The world is increasingly requiring transparency and integrity through the entire Supply Chain.
- ESG compliance with recognised standards will provide that.
- VOY is building the tools to empower all stakeholders to have trust in the system.



## A Global opportunity



- Businesses are getting on board.
- ESG understanding and engagement is growing
- Consolidation of complex ESG Frameworks
- Regulations imminent in largely unregulated space

## Our Role in Solving the ESG Problem

VOY is being built to ensure that trust is maintained in the whole system



## Our Role in Solving the ESG Problem



- How will VOY do this?
- Financiers/logistics/Suppliers
- First - the shipping industry and its specific challenges:
  - Shipping is totally powered by fossil fuels.
  - Shipping has pledged to reduce carbon emissions by 50% from 2008 levels by 2050
  - Cargo volumes will grow by 130% by 2050
  - Cargo volumes have grown four fold since the 1980's
  - there is currently no capability to replace fossil fuels at the scale required
- Shipping needs to
  - focus on operations to reduce carbon emissions
  - whilst purchasing carbon offsets to bridge the gap until cleaner fuels are available.



## Maritime and Industry Challenges



### Compliance and Financial Risk

- Changing Regulations and sanctions
- Screening inefficiency
- Multiple point solutions and shadow co's



### Illicit Activity

- Vessel and company identification
- Sanctions evasion

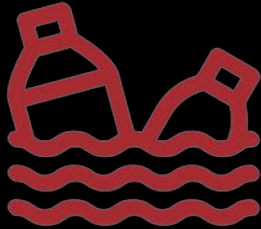


### Sustainability Concerns

- Fossil fueled shipping industry
- Difficult to quantify sustainability risk
- Lack of understanding

# ESG - VOY ESG Screening

## Supplier and Corporate E, S and G Monitored Values



### Environment

- Emissions
- Energy management
- Ecological impact
- Waste & hazardous materials
- wastewater and bilge water management



### Social

- Human rights
- Customer privacy
- Data security
- Labor practices
- Health and safety



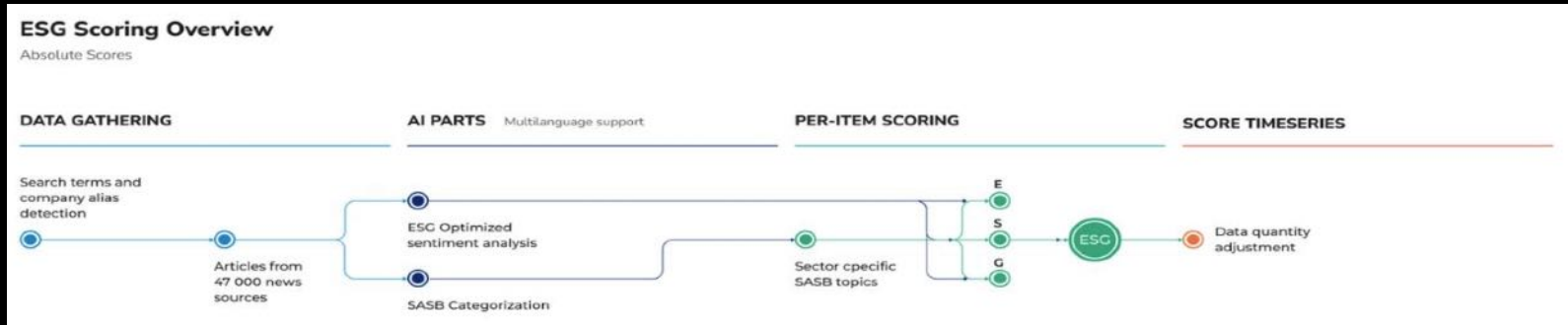
### Governance

- Business ethics
- Competitive behavior
- Management
- Regulatory environment
- Critical incident risk management
- Accident and Safety Management
- Sanctions

## How we do it

## Sentiment Analysis - 3 Stage Evaluation

- AI sentiment analysis
  - Scanning over 47k publications and news sources
  - SASB financially material topics
- Comparative Screening
  - Compared against peer group in relative sector
  - Ranking in performance quartile
- Screening for Key Sustainability Topics
  - Product involvement
  - Impact performance over time



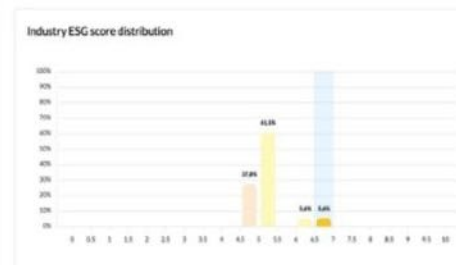
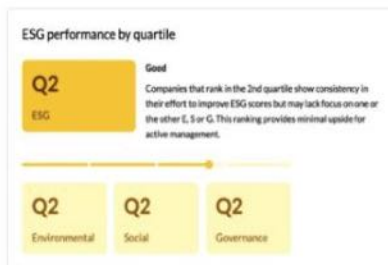
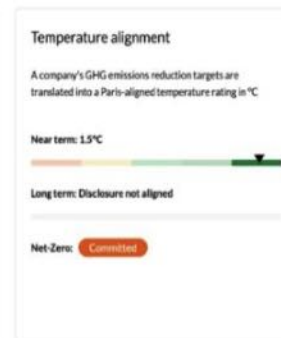
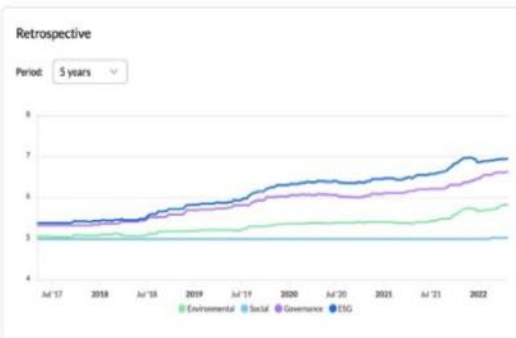
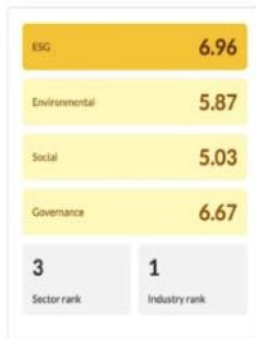
# Sample Report

## Veolia Environnement S.A. 3 stages of evaluation

VIE - Paris



Infrastructure / Water Utilities & Services



# Digitalization of Trade Finance

A real opportunity

## Technology Enables Change

- Technology path
  - Digitisation > Tokenisation > Smart Contract Automation
- Create efficiencies in real time remittance
- Enhanced data transparency
- Accessible audit trails
- Secure institutional third party custodian access

## Undeniable Changes Ahead

- Major financial institutions
  - Forming crypto-strategy hedge funds
  - Implementing DeFi solutions into core businesses
- Current financiers only focused on increasing profits within existing core businesses
- Leaving a \$1.7 Trillion each year and growing of unserved financing
- A real opportunity to fill an entirely untapped market segment



## Trade Finance

### Two Major Problems



#### Risk

- Nearly all TF is bank financed
- Banks have low risk tolerance
- SMEs are high risk



#### Liquidity

- Banks seek “low hanging fruit” first
- Affiliate banking process spreads risk but is slow
- No liquidity remaining for high risk SMEs

# Decentralized Finance

## Bridging DeFi pooled Liquidity and Real World Trade

- TVL and liquidity pools
  - Staking
  - Farming
- Interoperability
  - Providing access to additional cross-chain liquidity
  - Cross-chain bridges and swaps
- Bringing crypto value into the real world
  - DAO and the Voy Marketplace
- Enabling Defi yields via real world returns
- Truly sustainable Defi
  - No math magic
  - No crypto magic internet money



## Bringing Supply Chain into the New Era

The Future is VOY

- Trade finance and supply chain in dire need of change
  - Digitisation and tokenisation are keys
- \$1.7 Trillion trade finance gap
  - Massive opportunity
- Building the ecosystem with existing best-in-class solutions
  - IBM Hyperledger
  - Firefly
  - Intel SGX
- Disconnect between crypto liquidity and real world trade
  - Defi and DAO to connect the physical and digital worlds





# The Envoy Ecosystem

## A Full Suite of Enterprise Solutions



Digitalised Trade Finance Solution



Liquidity Pools & Democratised Defi



Payment rail for Supply Chain Finance



- tBL and tLC | Immutable Blockchain Security |
- Full KYC/AML | Sanctions Screening | ESG Scoring |
- Data Repository | Automated Smart Contracts and Escrow | Permissioned Transparency
- Fees charged for contract listing on marketplace and financed trade contracts.

- Professional Fund Management Advice | Exclusive On-platform Funding Source
- Staked Defi tokens creates a crowdfunded liquidity pool (TVL)
- Funds directed by DAO
- Interest income from on-platform financed trade contributes to TVL

- Cross Border Payments
- Instant Remittance
- Instant FX Translation
- Fiat/Crypto Enabled
- Fees charged for remittance

- NGO driven data supporting ESG
- Tokenized Letters of Credit
- Tokenised Bills of Lading
- Digitised Trade Documentation

# The Envoy Ecosystem

## Creating New Marketplaces

- All stakeholders onboarded to the ecosystem
  - Blockchain based
  - Secure
  - Auditable
  - Transparent
- Global supply chain consolidated into a Supply Chain as a Service (SCaaS) ecosystem
  - Ancillary standalone services
    - TF Marketplace, ESG, X-Border Pmts, etc.
  - Tokenized Letters of Credit
  - Tokenized Bills of Lading
  - Digitised shipping documents
- Tokenized LCs can become a tradable asset class
- Defi liquidity pools are connected to trade finance at both retail and corporate levels
  - Retail - DAO
  - Institutional custodians & fund managers for accredited regulated investments
- ESG supply chain standardisation



**enVoy group**

Harju County, Tallinn,  
Fu District, Keemia 4,  
10616, Estonia

E: [info@envoydefi.com](mailto:info@envoydefi.com)

W: [voyfinance.com](http://voyfinance.com)

