



Open Trade Blockchain



Presentation By: Solomon

PRESENTATION AGENDA

- Introduction
- Challenges with Blockchain
- Sharing Our Experience - OTB
- Demo of OTB
- Use Cases we are working on

“Gartner forecasts that the business value generated by blockchain will grow rapidly, reaching **\$176 billion by 2025** and **\$3.1 trillion by 2030**”

Blockchain – Key Enablers

- **Distributed Ledger (DLT) - Ledger of Transactions**
A copy of an append only ledger of transactions on a distributed network. It provides fault tolerance unlike a centralized system. Provides immutability and provenance
- **Shared, Trusted Network**
A shared peer to peer network where all parties have a copy of the ledger through a consensus protocol. Enables authenticity & trust
- **Smart Contracts**
Transfer of value over the network on certain pre-conditions being met & enforced by the blockchain
- **Internet of Value**
Where value and not information is transferred over the internet

“Blockchain offers enormous promise, but enterprises are **unsure how to extract business value** from it.”

- Gartner

What are the challenges?

Key Challenges

Do I really need Blockchain?

How do we start?

Type of Blockchain, cost considerations

What Technology?

Strategy Recommendations

- Is there a trust issue?
- Form a committee (business & technology) to evaluate
- Assess if shared database, PKI etc. can address

- Step by step approach
- Start with small pilots on specific business use cases
- Ease of use & adoption

- Public, Permissioned/Consortium, Private permissioned??
- Cost (public can be expensive/ slow for e.g. GWEI costs \$2 per kb)

- Public Blockchain (Ethereum, EOS, COSMOS)
- Hyperledger etc.
- Smart Contracts?



OPEN TRADE BLOCKCHAIN

OTB is a *permissioned blockchain* of *trusted nodes* for the trade community.

PROPOSITIONS



Easy to PLUG-IN & USE

**BUILDING BLOCKS
for New Services**



OPEN AND TRADE
GLOBAL TRADE
COMPLIANCE SERVICE
PROVIDERS

PROPOSITIONS



Easy to PLUG-IN, USE

**BUILDING BLOCKS
for New Services**

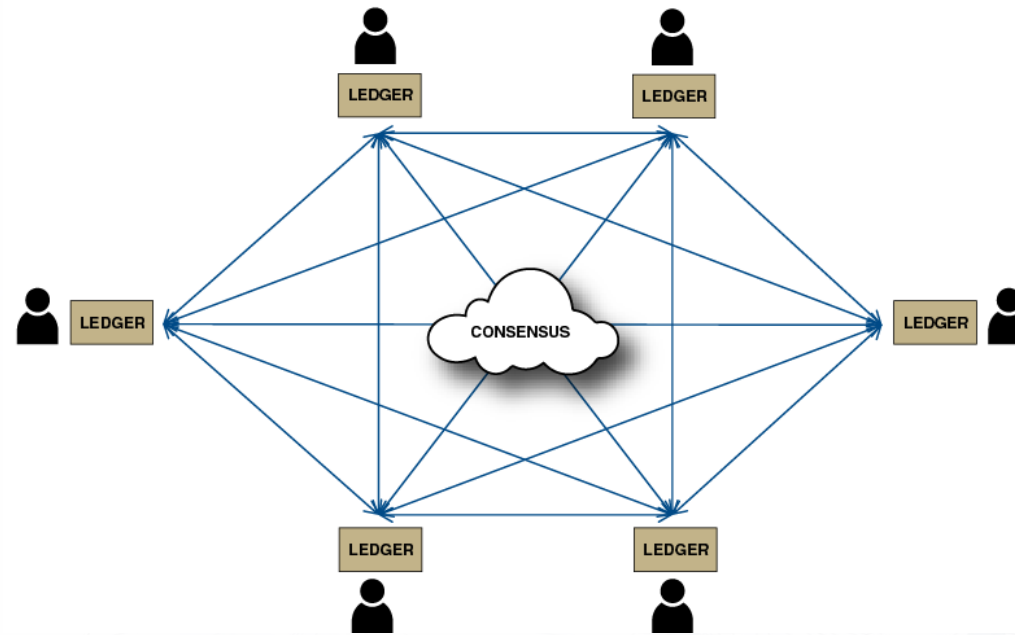


**WHITELISTED
Trade Organizations**

**NEUTRAL
Representation**



PROPOSITIONS: TRUSTED



Accredited trade compliance service provider as nodes:



Trade compliance service provider in China



Online global B2B commodities trading platform in Singapore



Trade compliance service provider in Indonesia



Operator of the "Suzhou E-commerce Single Window" in China



Customs clearance and trade facilitation services provider in Thailand



Trade compliance service provider in Taiwan

PROPOSITIONS



Easy to PLUG-IN, USE

**BUILDING BLOCKS
for New Services**



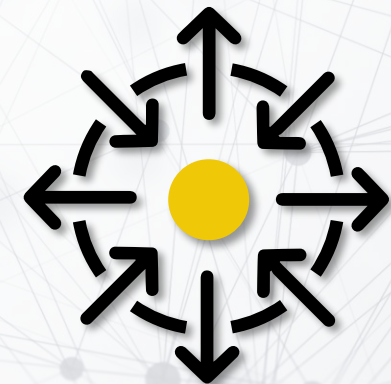
**WHITELISTED
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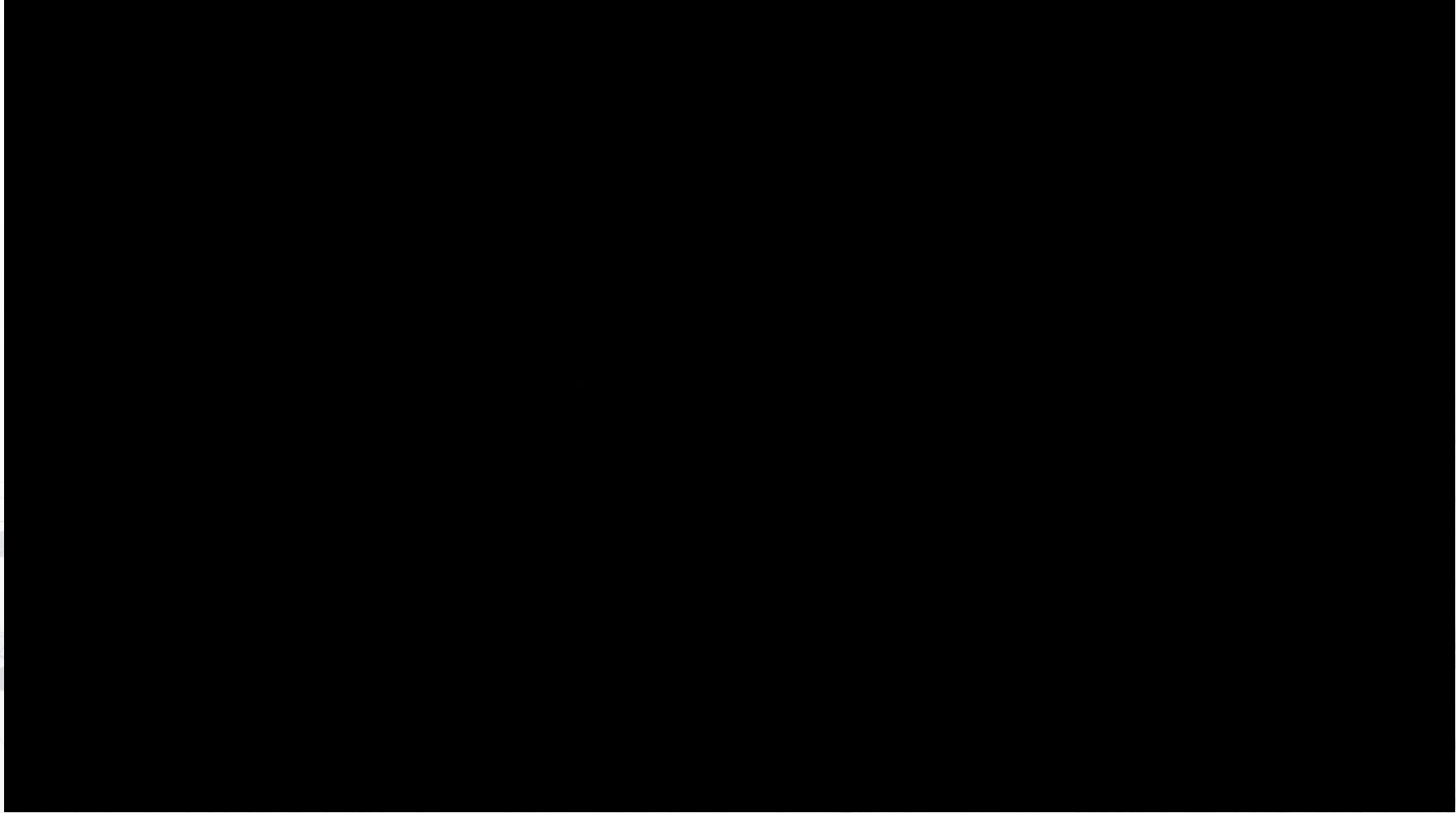


First
CROSS BORDER Blockchain

**Connecting
TRADE COMMUNITIES**



OTB IN ACTION



USE - CASES

The costs associated with **trade document processing & administration** are estimated by the World Economic Forum to be up to **20%** of the actual physical transportation costs.

In addition, the paperwork can be *delayed, misplaced and altered*, causing further problems and resulting in **mounting costs**.

According to the *United Nations Conference on Trade and Development*, the **average international transaction** involves:

Trade documents can be *BL, Letter of Credit, Insurance documents, Certificate of Origin, Invoice, Inspection Certificates, Packing Lists etc.*

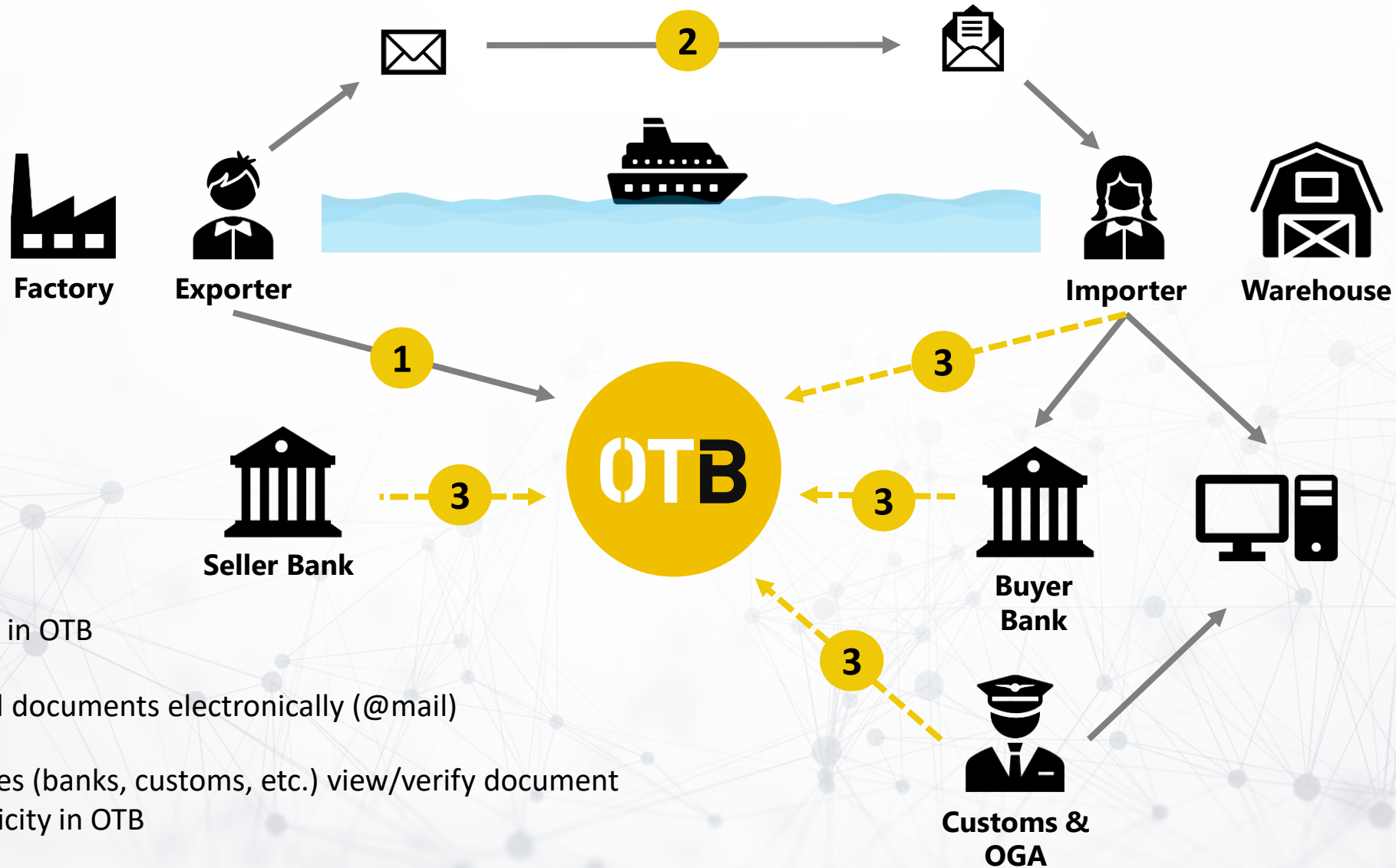
27 DIFFERENT
PARTIES

40 DOCUMENTS

200 DATA
ELEMENTS
(30 are **repeated** at least **30 times**)

> 60% DATA
RE-KEY
AT LEAST ONCE

Use Case: Trade Documents Exchange



Our Future Plans

Vision

- To enable a secure, neutral and robust master chain for trade

How

- On-board govt or govt linked/customs accredited companies as nodes.
- Connect to all countries where our systems are running (Target of 50 nodes)

Enablers

- Secure – Only whitelisted & known organizations
- Neutral – No commercial leanings
- Robust – Nodes in different countries/domains. Hard to hack

Targeted Customers

- Governments/Customs
- Banks/Financial Institutions

Use Cases

- All trade documents (Invoice, eCOs, Certs, LCs etc.)

Use Cases we are piloting with partners



Trade Compliance Service
Provider in Thailand

- Using OTB to register trade documents
- TIFFA system integrated to the OTB platform
- Validate documents in the country of destination



Trade Compliance Service
Provider in Taiwan

- Using blockchain to exchange **ePhyto** & **eCITES**
- Piloting on the cross-blockchain integration
- Validate in documents in the country of destination



Trade Compliance Service
Provider in Indonesia

- Using OTB to register trade documents
- TIFFA system integrated to the OTB platform
- Validate documents in the country of destination



DMCE, Panama
Manages Colon Free Zone

- Using OTB to register Re-export Certificates
- DMCE system integrated to the OTB platform
- Re-export Certificates validated in the country of destination



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Thank you!

Any questions?

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