

UN/CEFACT Mini-Conference on Ensuring Legally Significant Trusted Transboundary Electronic Interaction

Bolero

Gary Cutress

gary.cutress@bolero.net

Bolero International Ltd

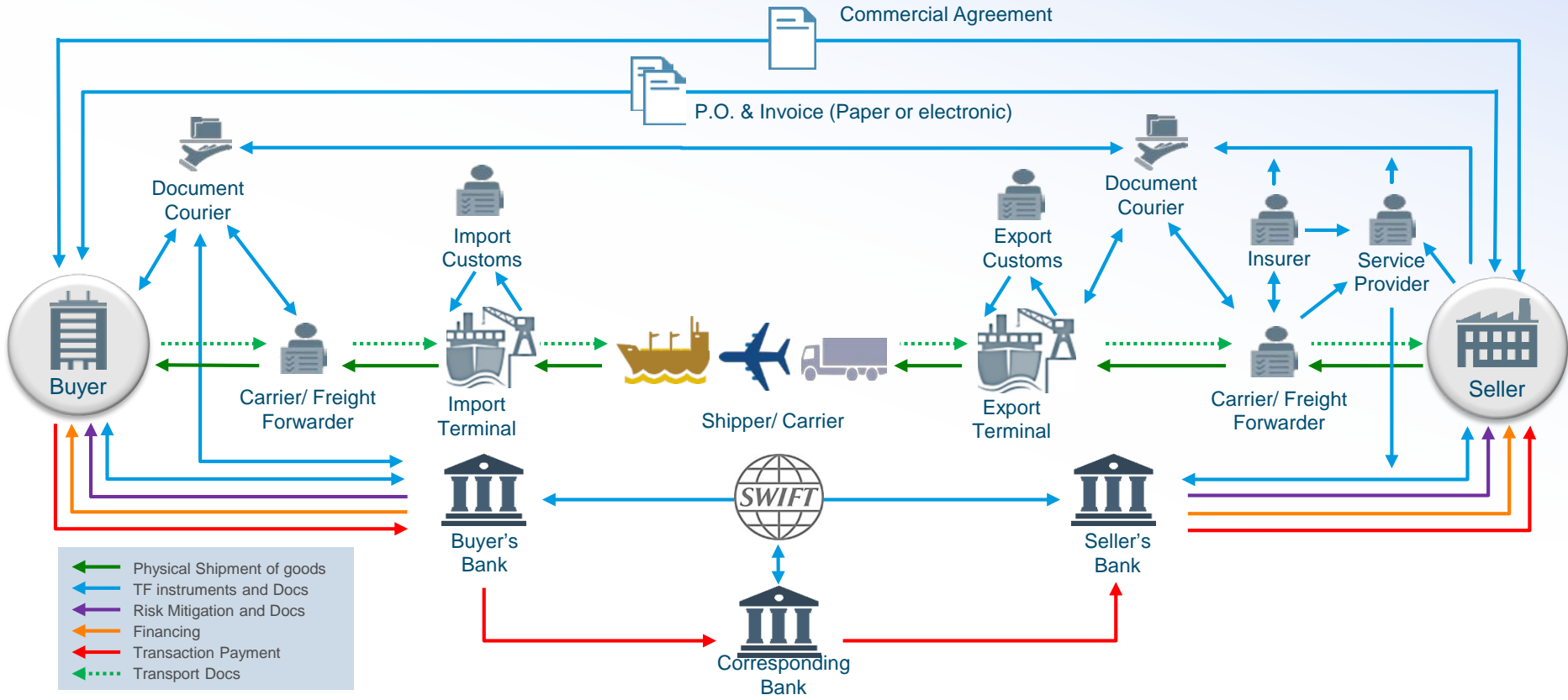


Legally significant cross-border
electronic exchanges of trade
documents under Bolero

What is ePresentation and how does it work?

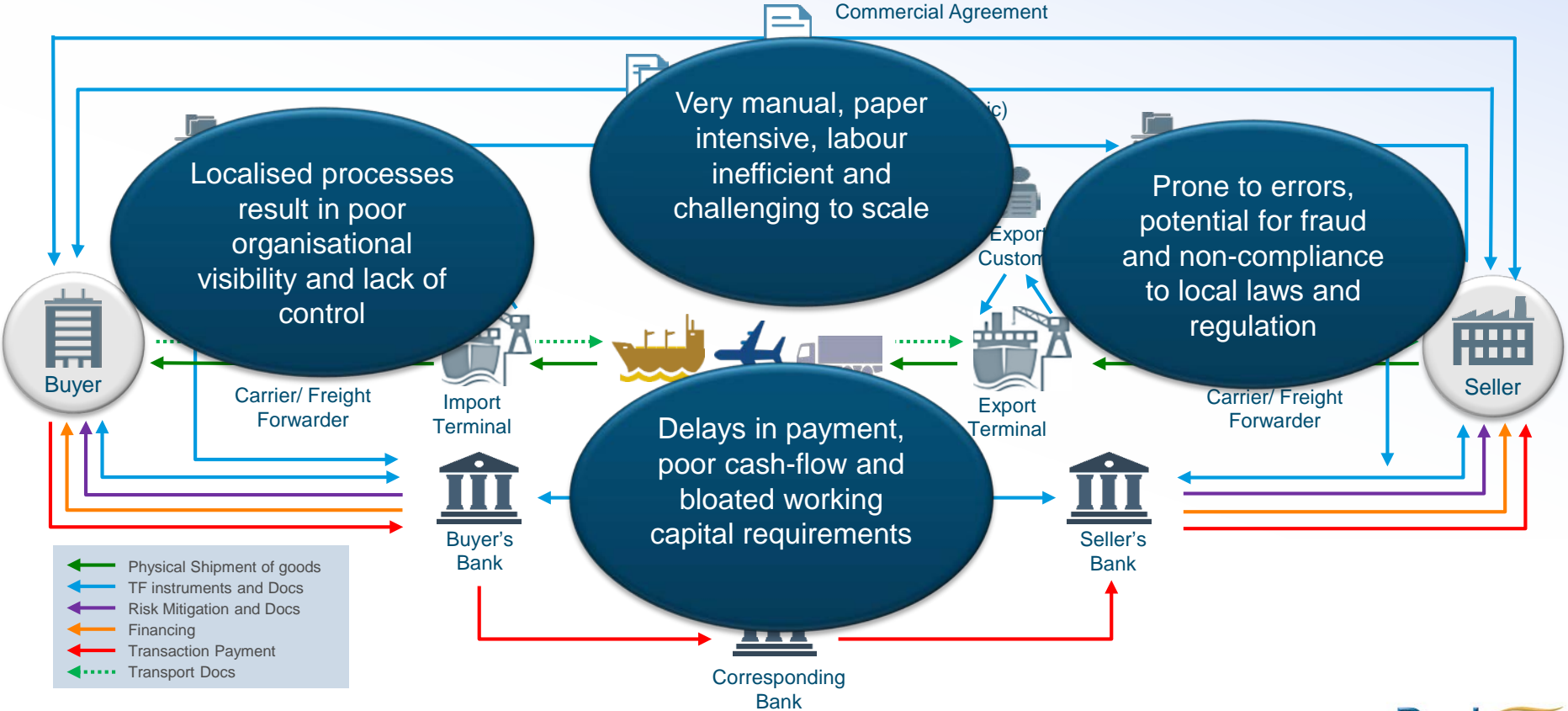
- Electronic document exchange purpose built for trade documentation
 - Builds on our award winning multi-bank Guarantee and LC applications
- Authenticated and Secure (certificated on each user machine)
 - Each message/document digitally signed
- Guaranteed delivery
- Legally binding – Bolero Rulebook
- Special functions for documents of title (Bill of Lading - eBL)
 - Title Registry
- Designed for easy integration
 - Based on messaging (built by SWIFT)
- Supports many formats
 - Unstructured : PDF, DOC, XLS, etc
 - Structured : XML, EDI

Our global trade is complex, paper intensive & fragmented



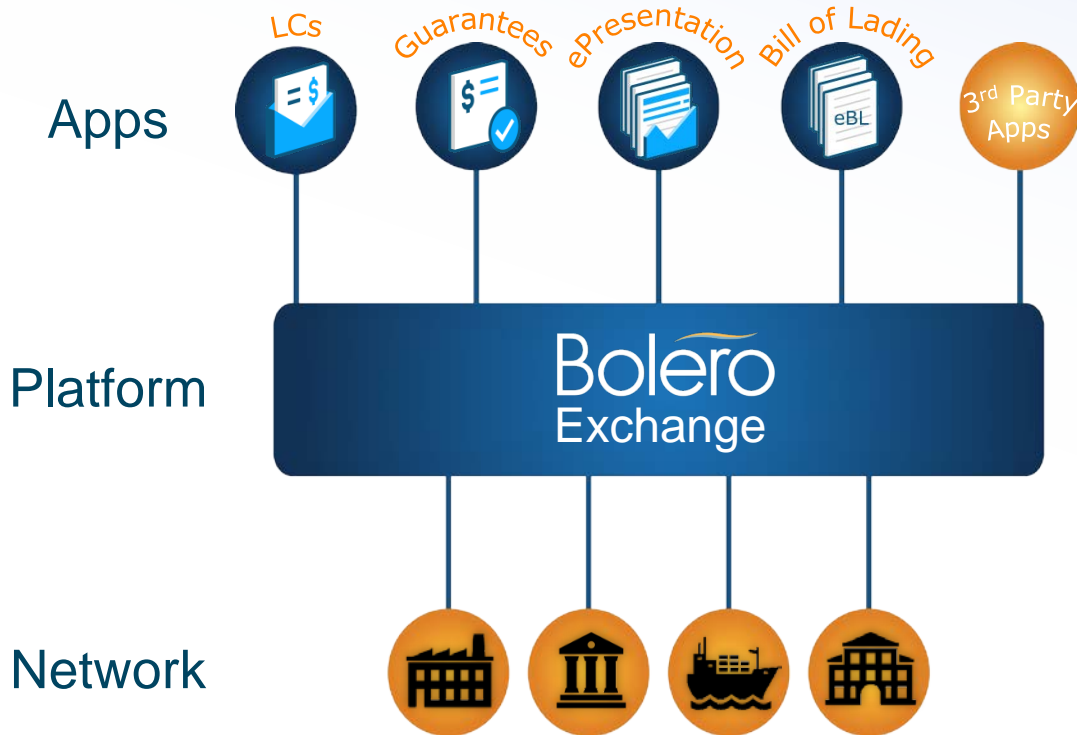
Source: BCG 2015

Global trade is complex, paper intensive & fragmented



Source: BCG 2015

Bolero – 3 components to the solution



- ✓ SaaS (Cloud) applications for managing specific trade processes and functions
- ✓ Bolero Exchange combines:
 - Technical infrastructure
 - Legal infrastructure - Bolero Rulebookto manage communication between parties
- ✓ Existing community of corporates, banks, insurers and logistics providers

Why digital for Buyers and Sellers?



Risk Mitigation
Working Capital
Inventory management
Straight Through Processing
Fraud management

Speed
Security
Control

Visibility
Cost

Cash-flow

Integration
Financing
Reconciliation
Compliance
Business Relationships
Operational Efficiency

Case Study – eUCP end-to-end presentation with eBL



Summary drivers for electronic shipping & trade documents

1. Financial gain

- Working Capital Improvement
- Reduced DSO

2. Risk reduction

- Remove Letters of Indemnity
- Reduce opportunity for fraud

3. Cost Reduction

- Document handling costs
- Demurrage

4. Innovation

- Collateralised financing
- Discounted pricing creates competitive advantage



Current issues

- Managing the whole document presentation process electronically, provides far greater value
 - ✔ Bills of Lading
 - ✔ Phytosanitary Certificates
 - ✔ Certificates of Origin
 - ✔ Fumigation Certificates
 - ✔ Other Government Certificates
- Cross Border agreement on digital documents
- Elimination/Reduction of paper
- Digitisation initiatives
- Reduction in opportunities for fraud
- Greater automation for sellers and buyers

Commercial Values

Sellers

- Straight Through Processing (STP) achievable
- 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
- Integration with Document Preparation Solutions

Banks

- Faster processing of transactions
- Auditability and traceability of electronic documents from buyers, sellers and within branch networks
- Operational efficiency savings with the removal of paper documents
- Can accept presentations outside working hours

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
- Free for Buyers to come on Bolero/No hardware reqd

Carriers

- Ability to issue and manage electronic bills
- 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
- Free of Charge – no fees to support their customers



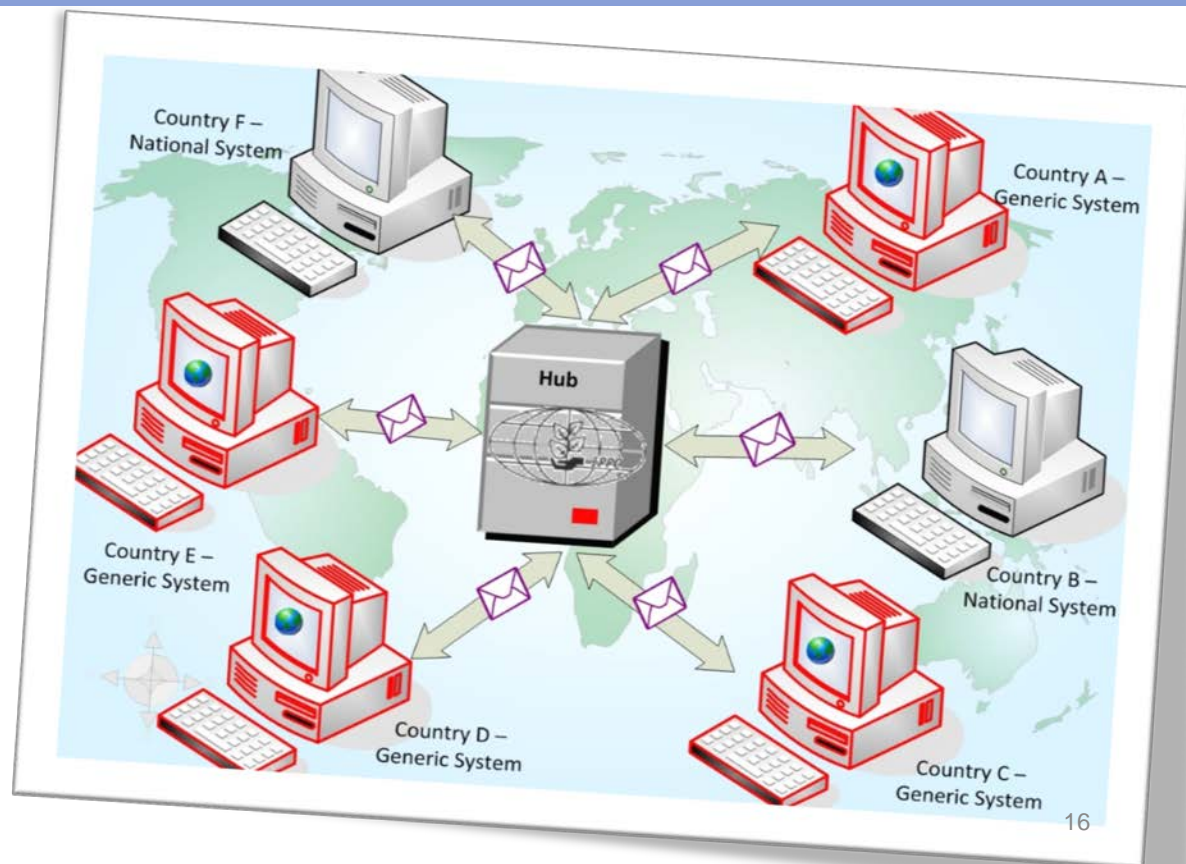
ePhytos: Pilot Project, global ePhyto Hub

**Joint project: WTO
and IPPC**

**How it works: hub
and generic system**

**Pilot project to be
rolled out June/July
2017**

UN Computing Centre

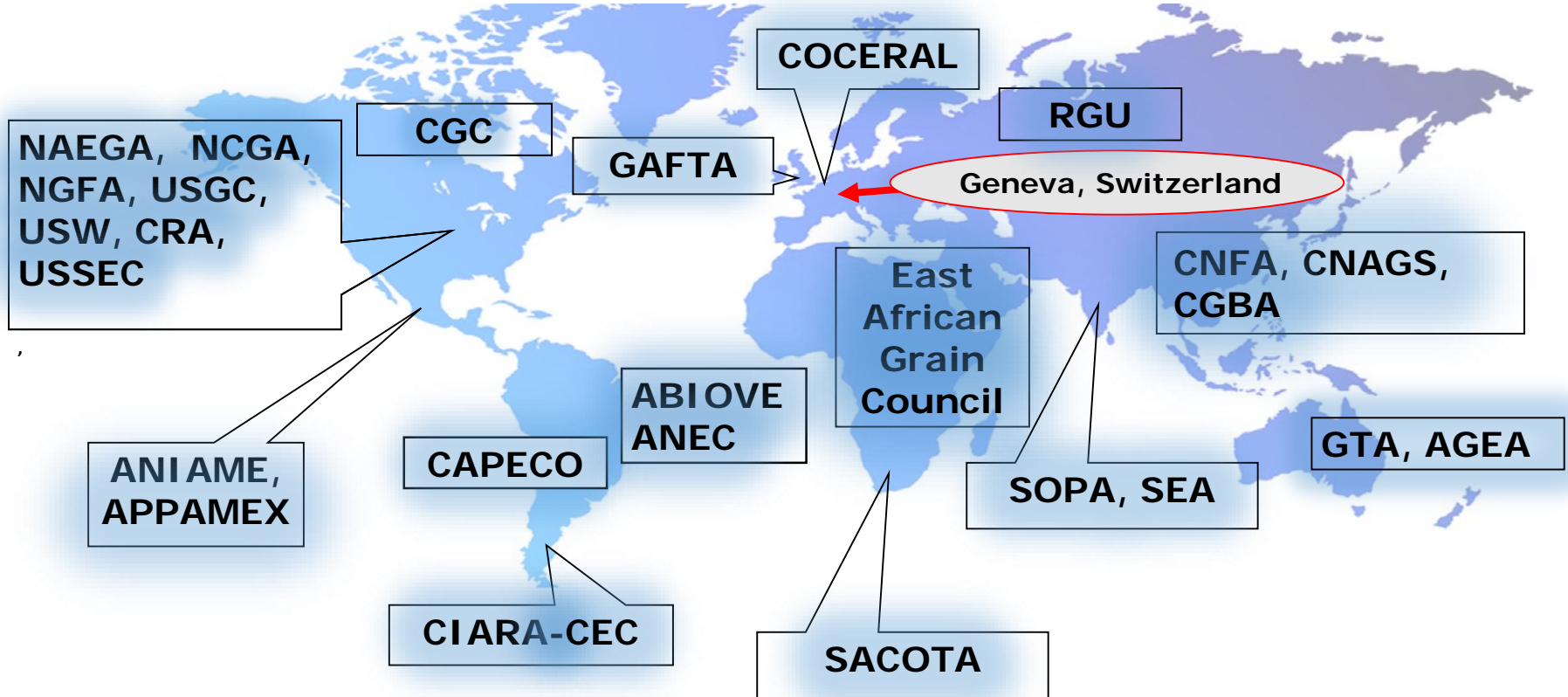


Current Usage Globally

- **\$80bn+** Annual transaction value
- **1.5m** Completed payment presentations
- **19,000+** Monthly presentations
- **65+** Banking Groups
- **58** Trading Countries

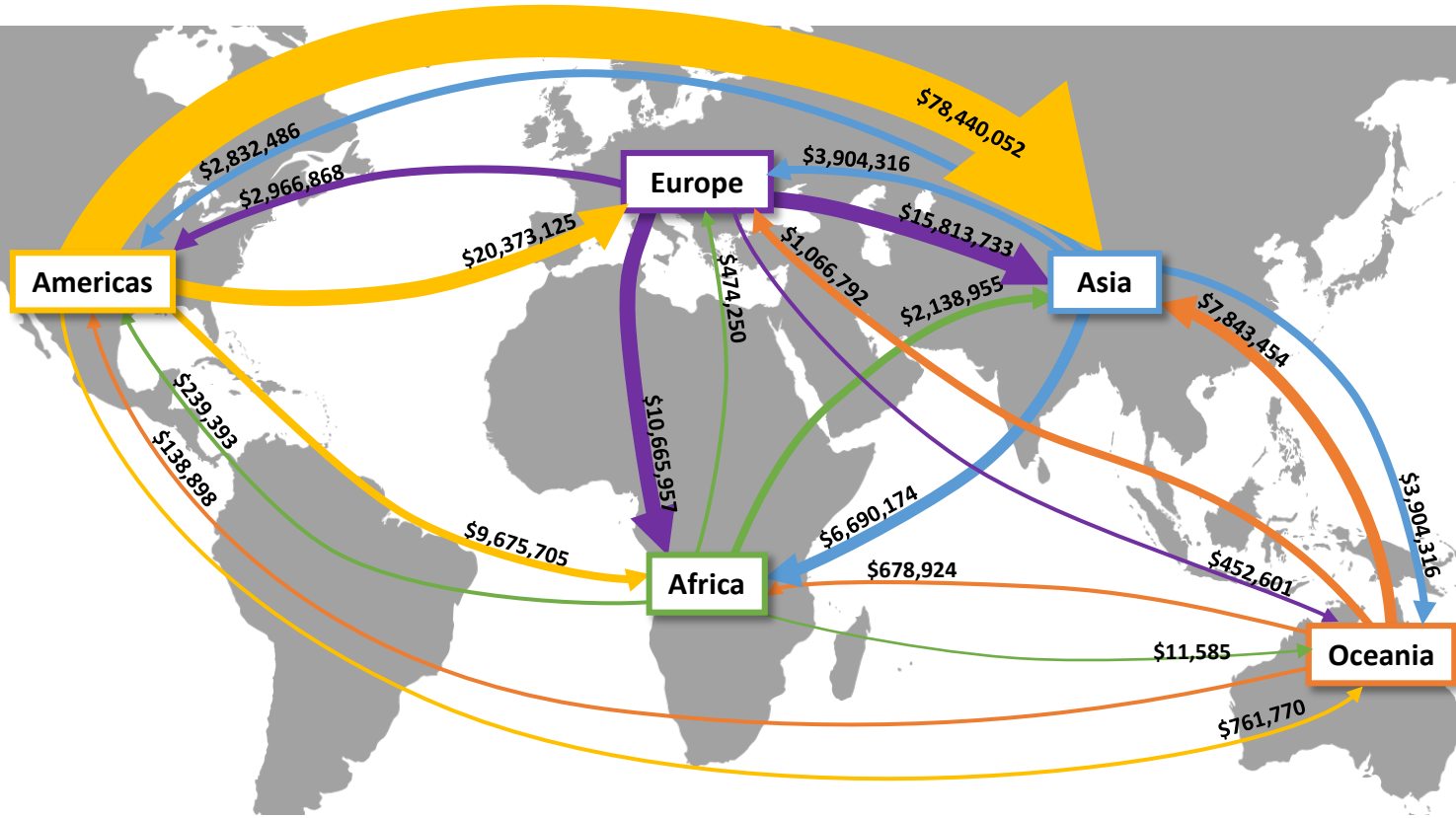


26 associations, 8000 businesses 85 countries





Annual Average Continent-to-Continent Trade of Grains and Oilseeds 2011-2015



Values in 1000USD

Source: The United Nations Conference on Trade and Development International Trade Data Center. Updated 10/25/2016 VLM.

Bolero is leading the digital trade revolution



World's electronic Bill of Lading



World's electronic document presentation under eUCP rules



Trusted by our global corporate clients



...and their critical logistics partners.



...to transact with their global trade banks...

Just a few of the companies using Bolero



