



A digital trade platform making trading simple, efficient and secure.



International trade in figures – an important global means for growth



Source: Bain & Company

Current challenges faced by buyers and sellers



Inefficiencies

No central point to co-ordinate a transaction involving multiple parties



Lack of trust

Between buyers and sellers when establishing a new relationship



Performance Risks

Risk of non-payment by the buyer or non-delivery by the seller



Impact on Cash-Flow

Prepayments reduce flexibility and liquidity



Low standardisation

Leading to administrative overheads in the order management



Intransparencies

Due to lack of ability to monitor individual trade transactions end-to-end

we.trade – Addressing today’s challenges in domestic and cross-border trading

Key facts

- Digital one-stop-shop for domestic and international trade
- Platform based on Blockchain technology
- Service Provider IBM
- Legal Framework due to common Rulebook governing Self-executing “smart contracts” using event-based automated payment triggers
- real time settlement offered by one platform for all parties
- easy access to customized trade related services reg. risk mitigation and financing
- Already available at 13 banks in 15 countries in Europe



Geographic coverage

Banks	Countries
Erste Bank	Austria
KBC	Belgium
Nordea	Denmark, Finland, Norway
Société Générale	France
Deutsche Bank	Germany
UniCredit	Italy, Germany
Eurobank	Greece
Rabobank	Netherlands
Caixa Bank	Spain
Santander	Spain
UBS	Switzerland
HSBC	Great Britain
ČSOB	Czech Republic



as of 04/2020

Value proposition of we.trade

we.trade offers means for making trades more **simple**, **transparent** and **secure**:



Improve your transaction management through

- a simple template for initiating trade proposals
- Self-executable Smart Contracts that contain trade details and settlement conditions
- direct access to banking services (risk mitigation and financing)



Keep visibility on your operations through

- a single platform that connects Buyers, Sellers and their banks
- a Trade Lifecycle Dashboard that enables real time transaction monitoring
- Trades are traceable and identical for all parties involved in a transaction



Trade with more confidence

- all companies and accounts are verified by their respective banks
- secure management and exchange of documents and information
- Trade transactions governed by a common Rulebook

Direct access to banking products for Buyers and Sellers

Auto-Settlement

- Buyer's bank automatically instructs a payment to the Seller on the due date after all agreed settlement conditions (triggers) of the Smart Contract have been met
- Precondition: Sufficient cover of Buyer's account or overdraft facility

Bank Payment Undertaking (BPU)

- Buyer's bank provides an irrevocable undertaking to the Seller that the invoice amount will be paid after all settlement conditions of the Smart Contract have been met
- Buyer's bank effects payment to the Seller on due date

BPU Financing

- The Seller's bank provides the financing to the Seller on the basis of the BPU issued by the Buyer's bank
- After Seller's bank has financed the Seller, the BPU will be assigned directly to Seller's bank
- Buyer's bank effects the payment directly to the Seller's bank on due date

Invoice Financing Coming soon

- The Seller's bank finances the seller by discounting the invoice issued to the Buyer post invoice acceptance by the buyer

Trade-flow on we.trade



Initiate a trade transaction via a template, including Incoterm and settlement conditions

Receive and accept a trade proposal. Amendments can be suggested to the purchase order and settlement conditions

(Optional):
Buyer may request a Bank Payment Undertaking (BPU) from his bank

Ship the goods, provide invoice and transportation details. Files can be uploaded for exchange of scanned documents between trading partners (optional)

Using shipment tracking number, monitor shipment status

Based on pre-agreed settlement conditions, confirm that these have been met, in order to process payment on the due date

(Optional):
Seller may request a BPU-Financing from his bank

On the agreed due date, automatically instruct a payment to the seller's account

Requirements for using we.trade



An account with Erste Bank



Signing of customer agreement with Erste Bank in order to access we.trade



Your trade partner has to be a client of we.trade's network banks

