



32nd FIBA, FELABAN CLACE Conference

Presented by: Marisa Martin, VP Americas



essDOCS is the leading enabler of Paperless Trade

Vision : To provide solutions and the infrastructure
for global digital trade and finance management





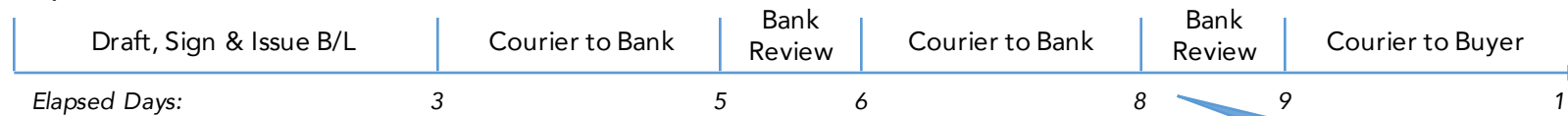
Why eDocs and not Paper Docs

Below is a case study from existing essDOCS customers:

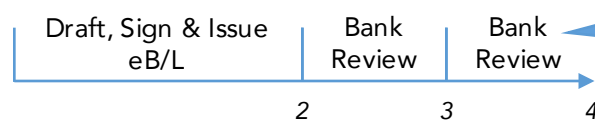
(Sailing Time from Australia to Shanghai)

11 days

Paper Documents



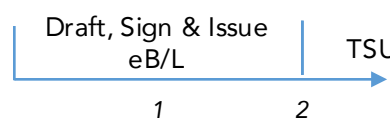
eB/L + eUCP



Discrepancies take hours to fix, not days, as all eDocs are online, so no need to return paper docs by courier, fix, re-courier, etc.

This assumes no documentary discrepancies and 1 day review by bank. Customer's average was 17 days; vessel & cargo almost always arrived before documents.

BPO+



With BPO, people don't check documents, TSU matches data, so review time is zero.

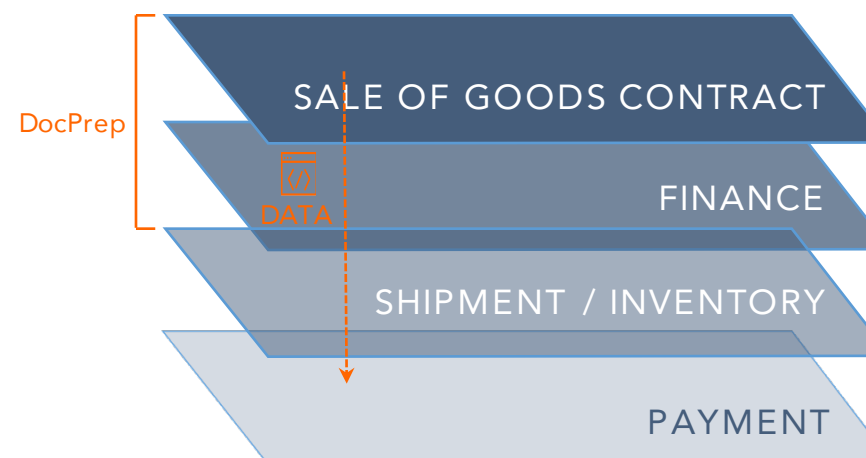
Assumptions: Docs are created, signed and issued to shipper in two days with paper and one with eDocs; all courier times are two business day and takes one day for each party to process documents.

Also assumes no mistakes, rejections of documents!

CargoDocs



- Secure, web-based Procure-to-Pay solution
- Two major functional modules:
 - DocPrep allows creation, review and approval of documents
 - DocEx allows transfer of eDocs to other users, including banks
- Can be used for Shipments (i.e. electronic Bills of Lading) or Warehouses (i.e. eWarrants)
- eTrade Finance via eUCP Presentation, eDocumentary Collection & BPO+
- Users can integrate at various points to facilitate automation and STP



In Numbers



3,700+

Customers, incl. 29
Banking Groups; 70+
branches

60%

Average annual
network growth

8

Offices globally; 2
more opening 2016

Up to

5-74%

of the relevant
fleets

12%

of **FORTUNE**
Global 500
Companies

11

Years in operation

Key Customers

Current focus on 5 key markets



5 of top 5 miners; 11 major steel producers



29 Banking groups
70+ branches



5 of top 6 agri houses

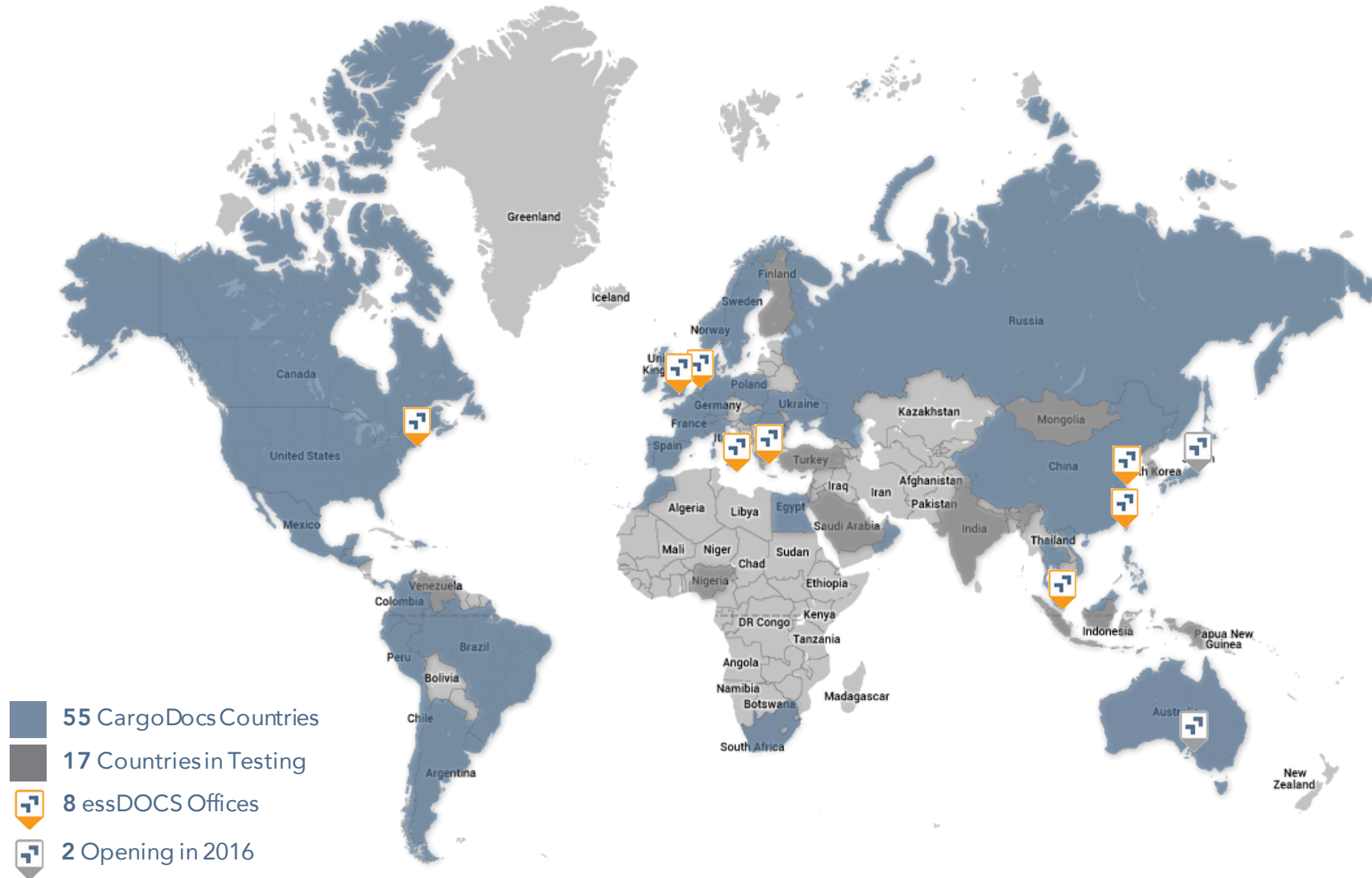


All super majors and most major traders

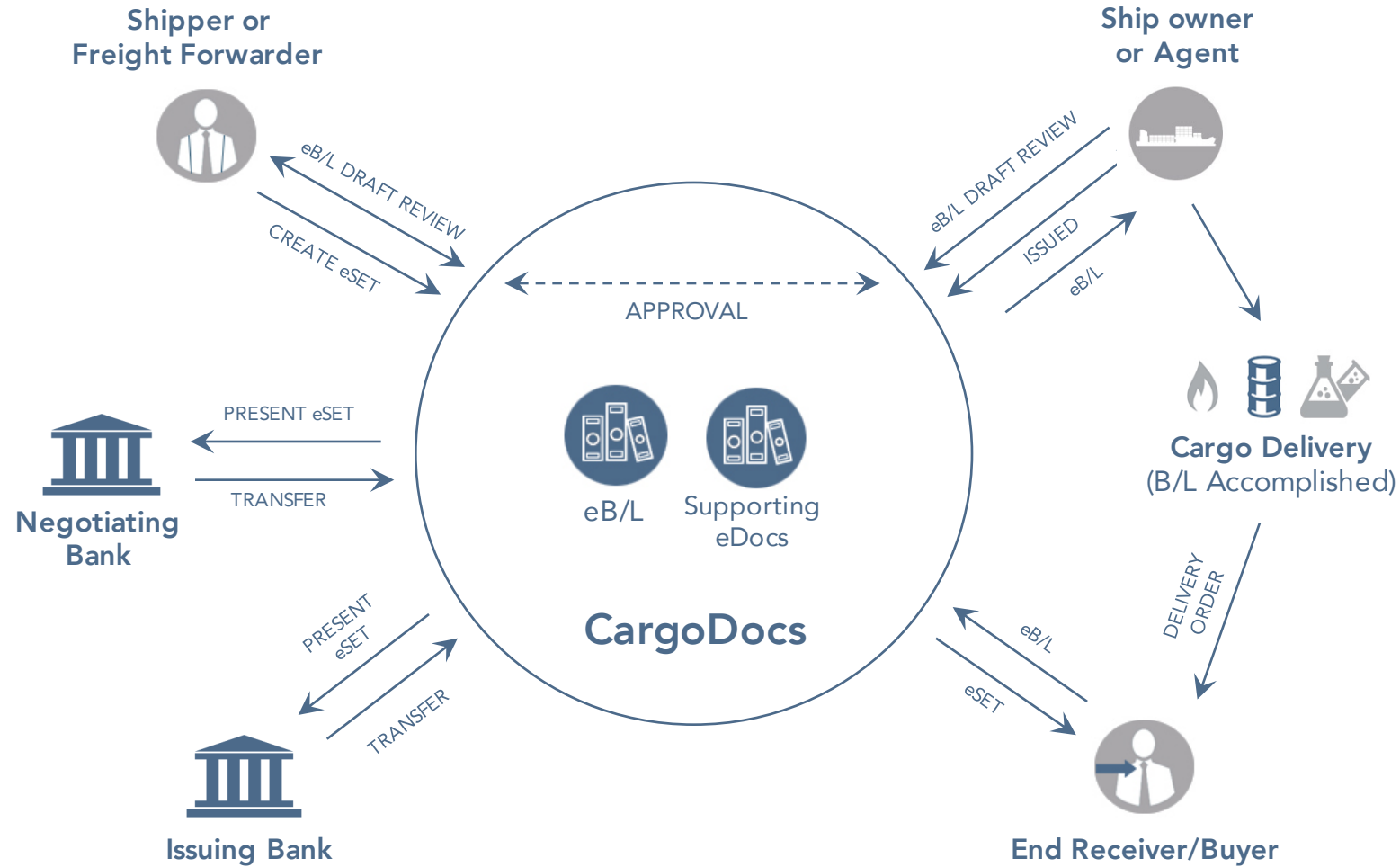


3 of top 5 chemical companies


In Use



Workflow



Opportunities & Benefits

- Automated and streamlined solution
 - Less risky, structured lending
 - Save time spent distributing, signing, couriating, storing and retrieving documents
 - Amendments within hours
 - Reduced DSO for your customers
 - Eliminate risk of lost or fraudulent documents
 - STP / automation (SWIFT-compatible)
 - Improved transparency and compliance
 - A new business channel – reintermediate banks into customers TF business, more
- 



Getting Started

Preparation – agree trade route for testing; sign the Users Agreement (DSUA); provide User Information; agree TO-BE processes and customs requirements (loadport & disport); identify B/L template to be used and supporting docs; provide historic document examples



Training – 30 minutes web-training per user group. eLearning and Training videos are available to users should they require a refresher on key actions



Simulated Testing – eDocs replicating past transactions are created and run through the trade chain, to confirm the solution works for your trades



Live Testing – when simulations are successfully completed, you replace paper originals with eDocs in a trial trade (Note: support is available 24/7/365, as required)



Questions?

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