



Frictionless Trade

The next 10 years

Coverage

Why is blockchain
so popular in trade?

How far did we get in 2019?

How are platforms engaging
with the global trade agenda?

1

Why is blockchain making
so much noise in trade?



How did this happen?

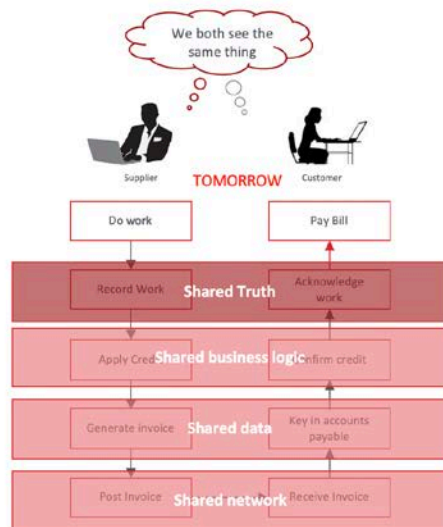
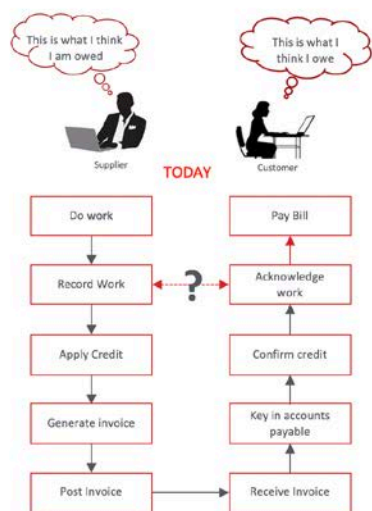
WE KNOW WHAT'S WRONG WITH TRADE...

- Costly, opaque, slow
- Innovations resulted in pockets of success
 - Digitalization
 - TFA

...BUT DIDN'T HAVE THE RIGHT TOOLS TO FIX IT...

- Centralized solutions
- Digital silos
- Efficiency gains are sector specific

Blockchain opens up 3 new features



- What you see is what I see
 - Reduce mistakes from re-keying information
 - Reduces corruption from mislabeling
- Verifiable origin
 - Improves existing origin process
 - Documents and products
- Cybersecure digital solutions
 - Until now, digital required a central operator

2

How far did we get in
2019?

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Trade finance blockchain landscape

c.rda

HYPERLEDGER
FABRIC

ethereum

Others

Infosys
Finacle

TRADEIX

MonetaGo

VESL

VOLTRON

Digiledge
Trust and Intelligence

SATOSHI
SYSTEMS

锚平方

S-Labs

FINASTRA

CGI
intellect®
Design for Digital

CS China
Systems

DIGITAL
VENTURES

Microsoft
Dynamics 365

ORACLE
NETSUITE

Interswitch

ENVOY

KRATOS
INNOVATION LABS

Blockchain
Partner

expriVIA

tradesun

CryptoBLK

ThoughtWorks®

AMGroup

QuantumCrowd

we.trade

eTrade
Connect

NTT DATA

dlt
ledgers

TRADEASSETS

avanza
SOLUTIONS

BCI (Thailand)

Lygon (Australia)

JK

LCLITE

HEVEA
CONNECT

Bay Area Trade Finance
Platform
(using Chinese blockchain)

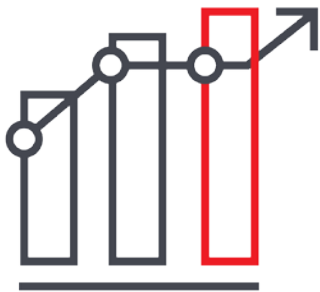
Jed
(using Fabric variant)

ICC TradeFlow
(using Perlin)

DIMUTO
(using Multichain)

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2019 industry trends



1. No single geographic hub for innovation

- Developing countries involved
 - Interswitch (Nigeria)
 - Procure-to-pay (Thailand)
- Lack (legal) infrastructure to limit deployment

2. More equal fintech-bank relationship

- SWIFT gpiLink
- Financing SMEs

3. Shift in funding sources

- Innovation department to product line
- More secure and long term
- Customer demand

Deployment in 2019



1. Slower move to cloud than expected

- Most deployments on-premises
- API infrastructure and open banking

2. Internal and domestic use cases first

- Outdated regulatory environment
- Startups don't have regulatory experience
- Traditional instruments first, new instruments delayed deployment

3. Large diversified companies moving first

- Can absorb risk

Rise in consortiums



sia CHAIN



CBN

3

How are platforms
engaging with the global
trade agenda?

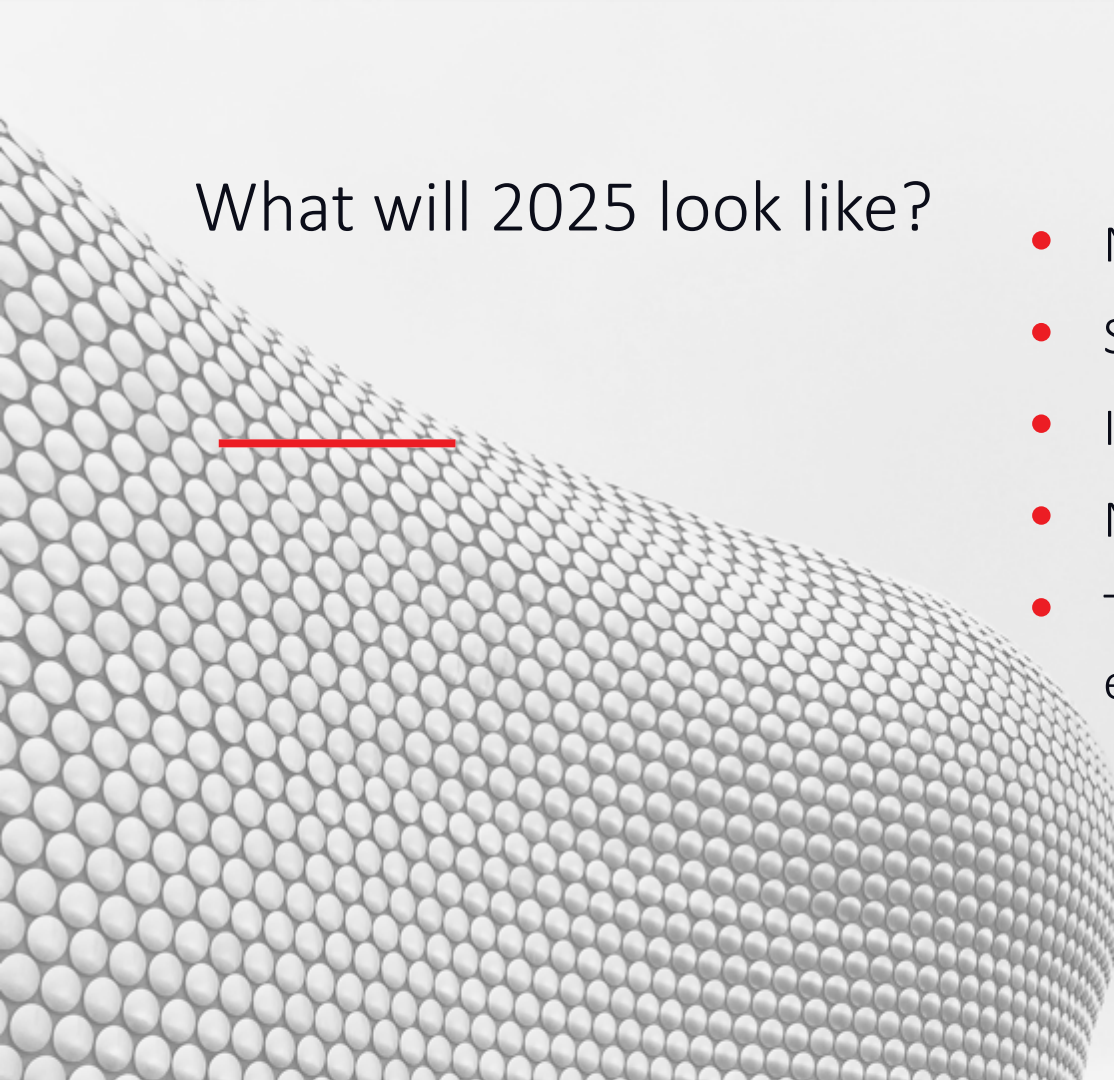
The trade agenda and blockchain

BUILDING THE GLOBAL DIGITAL INFRASTRUCTURE

- Legal infrastructure
 - ICC digital roadmap
 - eSignatures, eDocs
- Trade standards
 - Digital Trade Standards Initiative (DSI)
- Consortium building
 - Governance
 - Network effects

RESPONDING TO TRADE-SPECIFIC PRODUCT REQUIREMENTS

- Orienting to small suppliers
 - Accounts feature
 - Hosted node services
- Meeting security regulations
 - Architecting for GDPR
- Simplifying deployment
 - Creating replicable templates
 - API stability
 - Better documentation



What will 2025 look like?

- New trade instruments
- Shared compliance
- Invisible blockchain
- New collaborative business models
- Trade facilitation on a global, equitable scale



Thank you

www.r3.com



New York
11 West 42nd Street, 8th Floor
New York, NY 10036

Singapore
18 Robinson Road, Level #14-02
Singapore, 048547

London
2 London Wall Place,
London, EC2Y 5AU

Hong Kong
Bonham Strand, 7F Office 18-121
Hong Kong

Brazil
Av. Angélica, 2529 - Bela Vista
6th Floor
São Paulo - SP, 01153-000, Brazil