



# Modernizing Global Trade Operations

Facilitating commodity trade through blockchain

*WTO, Geneva, December 2<sup>nd</sup> 2019*

# Context behind our initiative

- Over the past **10 years** key Ag. industry leaders have been **promoting** the use of e-BLs and **electronic** documents but with very **limited success**
- We need **industry-wide** efforts to succeed on such challenges and not mono-branded initiatives
- We are investigating ways to **connect** and **transform** the agri industry by gradually moving from manual paper-based processes towards full **digitalization** for the benefit of all participants
- Broad participation from all parties can drive greater **reliability**, **efficiency** and **transparency** enable better service for customers and consumers



# The founding members



BUNGE

*Cargill*



中粮国际  
COFCO INTL

LDC.  
Louis Dreyfus Company

GLENCORE  
AGRICULTURE

# We want to modernize Agri bulk execution

We are committed to work together to build a collaborative network to significantly reduce operating risks and increase market efficiency for Agri bulk international trade flows

✓ **Lower** Operational Risk / Cost

✓ **End-to-End Real Time** Visibility

✓ **More Flexible** Workforce

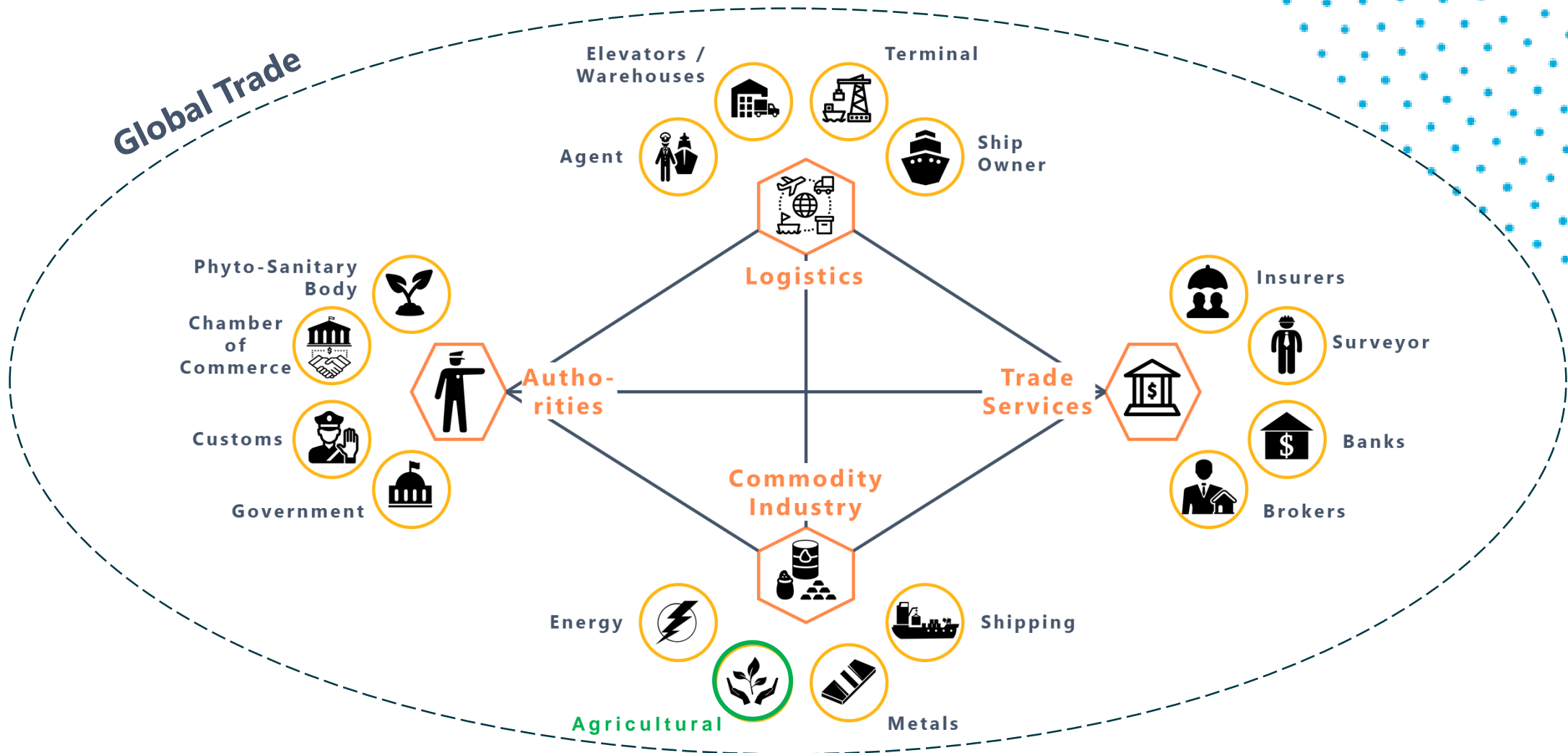


✓ **Single** source of Truth

✓ **Decreased** Risk of Manual Error

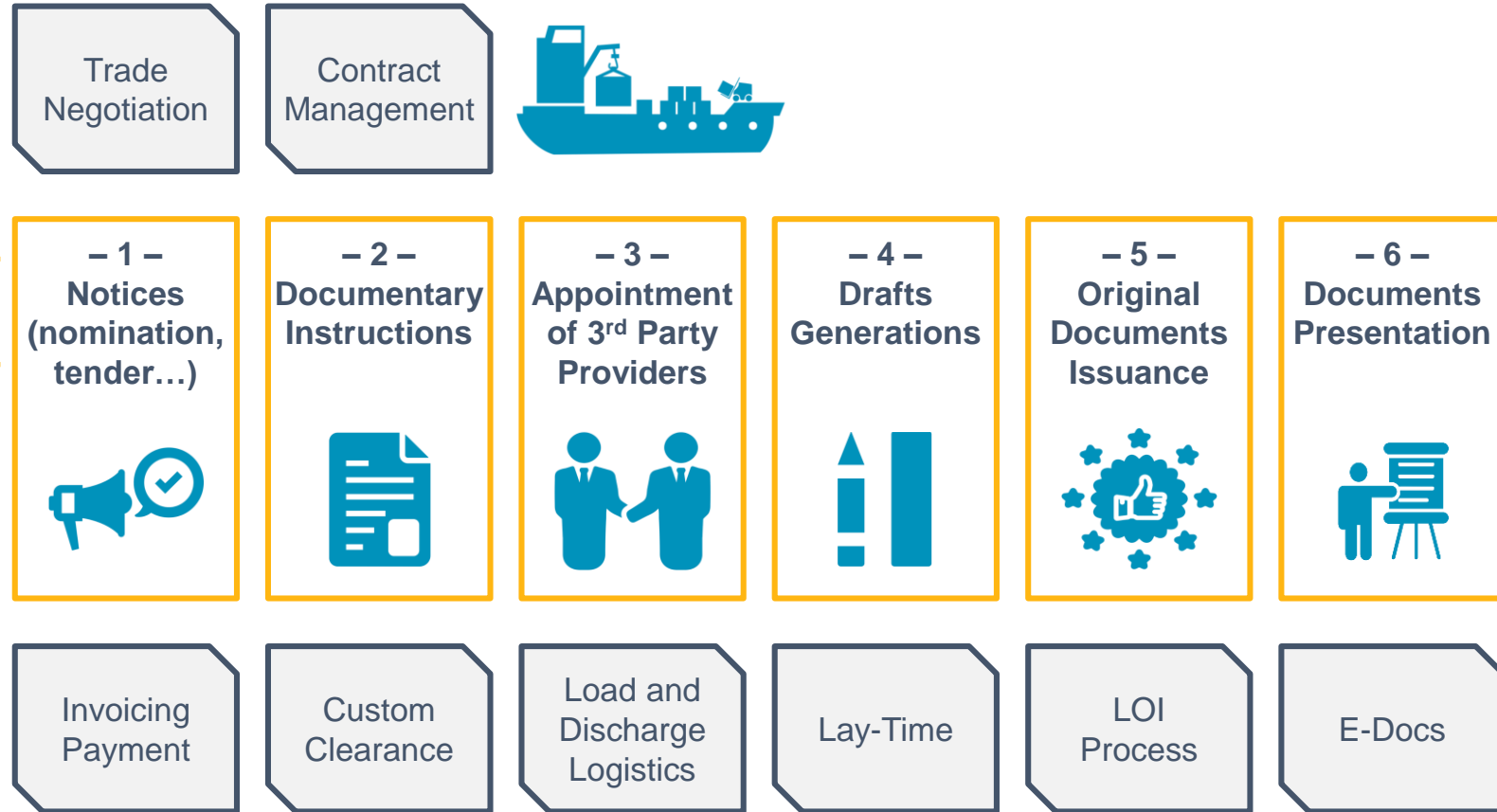
✓ **Shorter** Waiting Times

# Future ecosystem of interconnected platforms



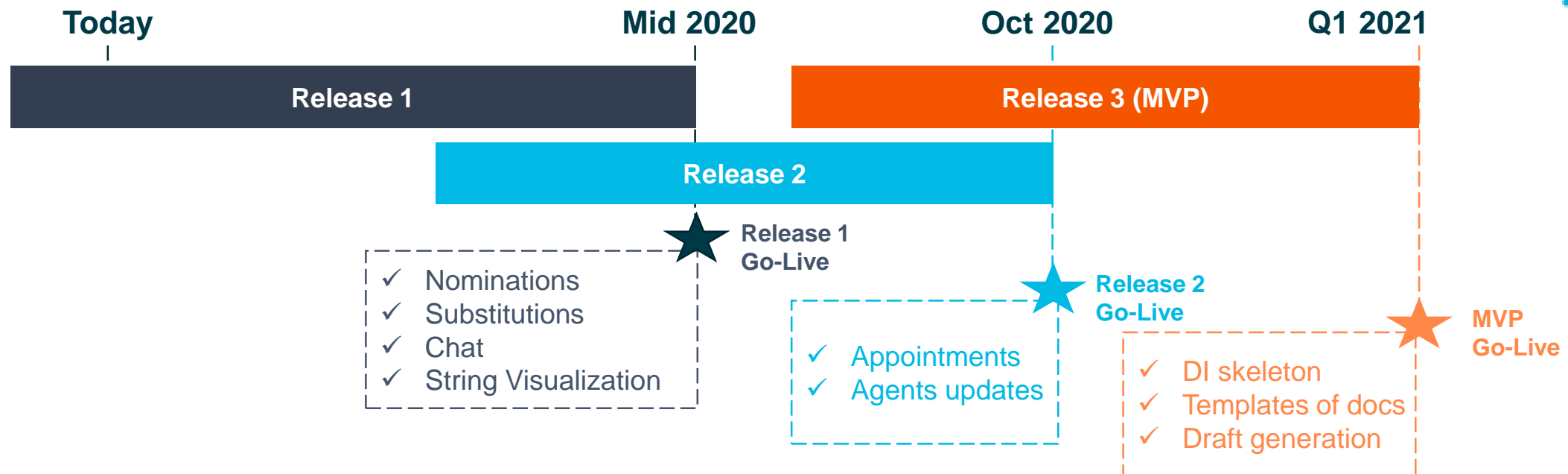
We focus on  
post-trade  
execution

Minimum Viable  
Product (MVP)



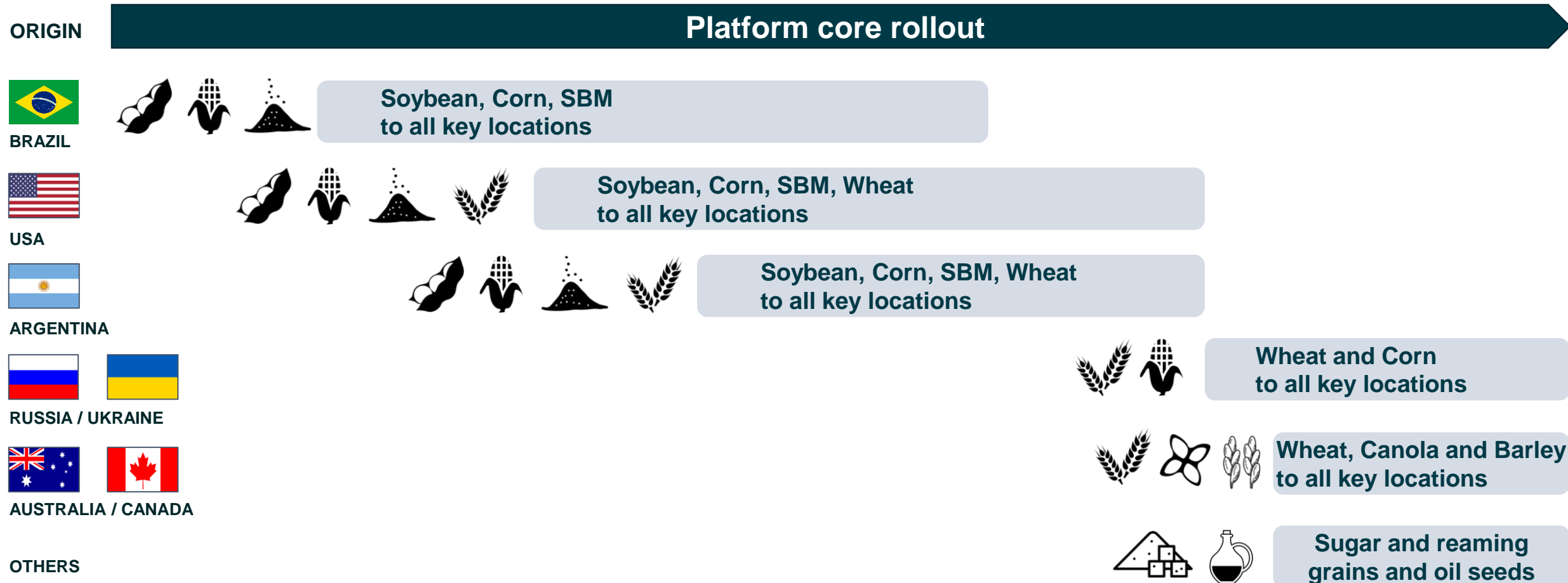
# The road to MVP (subject to obtaining all regulatory approvals)

We have decided to separate the MVP in three releases as we believe it is key to bring value to the market in a smaller but faster way to ease-up change management, smoothen onboarding and accelerate market adoption



# Platform core rollout

Our initial trade-flow will be Soybean from Santos to China; we are still assessing the exact rollout order both in term of geographies and commodities



# Benefits of distributed ledger technology

Distributed ledger technologies (DLT) have an embedded “security and privacy by design” feature that is aligned with our fundamental approach to security and privacy



## Data Security

No data stored on blockchain just cryptographic hashes



## Data Integrity

Guaranteed through distributed consensus algorithms for validating transactions



## Data Privacy

Data is visible and auditable only to permissioned parties



## Encrypted Data

Cryptography helps to ensure data is protected at all times



## Zero Knowledge Proof

Proving you know something without revealing what you know



## Non Repudiation

You can't change a transaction, only correct it with a new one



## Tamper Evident

Data can't be altered without leaving marks (time-stamped)



## Distributed Network

No central database for someone to break into

# Some of our current focus areas



## UTILITY MODEL

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The core of the platform will be accessible to the entire industry at affordable prices to drive adoption and enable network effects



## CHARGING MECHANISM

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We are exploring different options (*subscription, volume...*) to ensure we can create a solution that will be linked to the true usage of the platform



## FAIR PRICING

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The price charged to use the platform will be derived from the efficiency gains that the user will obtain by using the platform



Thank You !!!