

The Development and Application of Electronic Bill of Lading

Nov. 2023

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e-BL to Change Trade Pattern



BL and the challenges

BILL OF LADING No. ORIGINAL

NO. OF ORIGINAL B/Ls: 1 of Three
NO. OF COPIES ISSUED: 3 Zero

SHIPPER'S ADDRESS: [REDACTED]
CONSIGNEE'S ADDRESS: [REDACTED]

SHIPPER'S NAME: [REDACTED]
CONSIGNEE'S NAME: [REDACTED]

PORT OF LOADING: [REDACTED]
PORT OF DESTINATION: [REDACTED]

VESSEL NAME: MSC EVA - PD291W
SHIPPER'S REFERENCE: [REDACTED]

DESCRIPTION OF GOODS: 88 Drum of ALUMINUM NICKELIUM ALLOY POWDER
NET WEIGHT: 8,364.889 kgs
GROSS WEIGHT: 8,364.889 kgs
MEASUREMENT: 33.000 cu. m.

THE BILL OF LADING

DECLARED VALUE: [REDACTED]
CARRIER'S RECEIPT: [REDACTED]

The earliest maritime bills of lading can be traced back to the 16th century and have been in use for 500 years to this day.

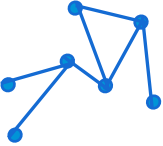
With the development of internet technology, the traditional paper BLs are facing more challenges:



Slow Fragile Forgeable Non-traceable

Fraud by Billions of dollars in fraud each year.

Main functions of bill of lading :
Receipt of goods / shipping contract / document of title



What is an e-BL and why?

E-BL is not a scanned copy of paper bill of lading, but a digital alternative of it, in an ORIGINAL way.

Receipt of goods / shipping contract / document of title
√ √ √



Paperless



Efficient



Safe



Resilient



Cost-saving





E-BL is replacing paper document

By 2030
100% electronic bills of lading



msc MAERSK CMA CGM Hapag-Lloyd ONE
EVERGREEN HMM YANG MING ZIM

25 BY 25 PLEDGE 

Targeting 25% of annual trade on eBLs by 2025

VALE BHP RioTinto AngloAmerican
COSCO 中远海运散货运输有限公司 OLDENDORFF STAR BULK



FIT Members

 INTERNATIONAL CHAMBER OF COMMERCE 

 Swift 

 dcsa

An electronic bill of lading could save \$6.5 billion in direct costs and enable \$40 billion in global trade.



What kind of business model or trading pattern will emerge after e-BL 100% adoption in international trading industry?



PATTERN

01



Com pletely avoid false document and double finance

02



Accelerate the value flow along the supply chain and increase the asset turnover ratio

03



A peer-to-peer trading and financing infrastructure in the future world

MODEL

REPO based on e-BL



01

Title verification for Warehouse receipt to lower the threshold and cost of pledge finance



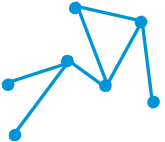
02

Digital assets based on trading data



03

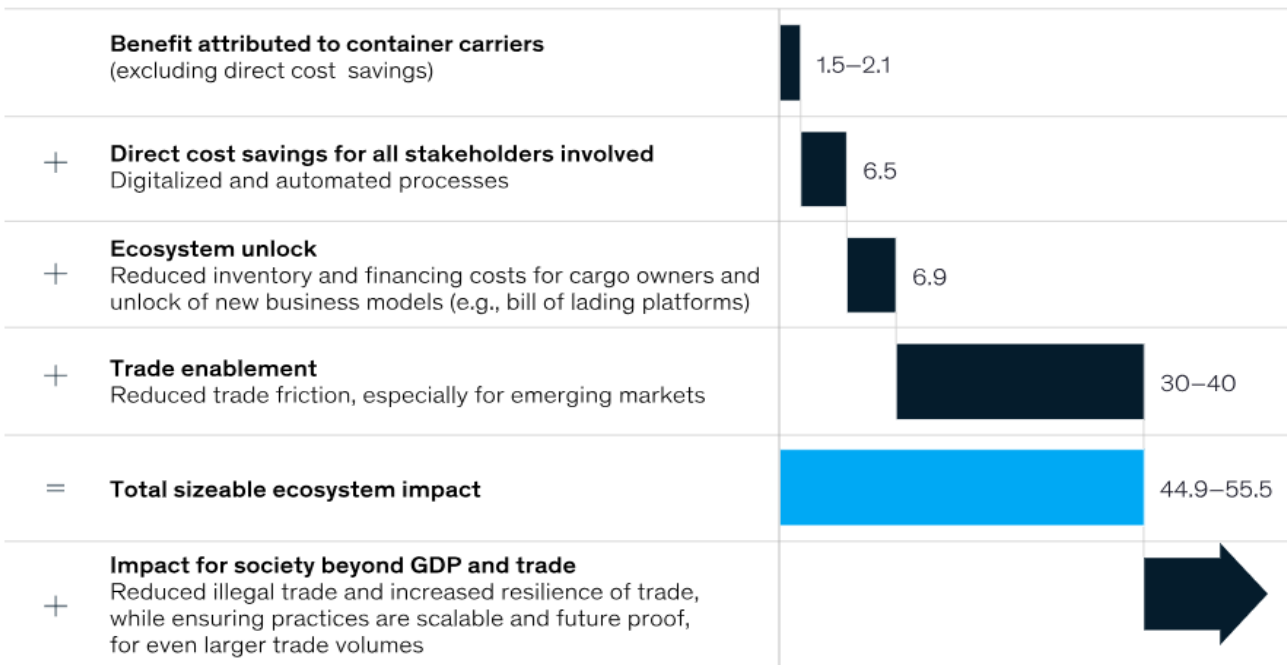




McKinsey's estimation

The 100% adoption of the electronic bill of lading would unlock ~\$50 bn in total impact across the ocean trade ecosystem.

Annual impact at 100% eB/L¹ adoption based on digitally transferable records, \$ billion



2

TradeGo and the e-BL Solution





Who we are

TradeGo PTE. LTD. was established in Singapore, November 2021.

Shareholders: Sinochem, PetroChina, Macquarie, COSCO Shipping Energy, China Merchants Energy Shipping, Saudi Aramco, Mitsui, Bank of China, China Construction Bank and Wanxiang Blockchain.

TradeGo uses blockchain technology, to guarantee transaction security, efficiency and privacy, in the transmission of trade documents.



TradeGo History

2017

China's **first blockchain-based crude oil import pilot**

2018

World's **first blockchain-based refinery export pilot involving Customs** (Xiamen, China)

2020

Founding shareholders jointly released the **White Paper on Blockchain Application in Energy & Petrochemical Trading**

2021

Customs clearance pilot with eBL for iron ore import
eWOT presentation pilot for crude oil import

2021

TradeGo's founding **officially announced** at China International Import Expo (CIIE)

2022

TradeGo platform went live

2023

IGP&I e-BL approval





Our solution

The TradeGo platform is a **blockchain based digital** platform that mirrors the traditional process of transferring original paper documents digitally. Instead of days or weeks via traditional courier, the **TradeGo platform** enables **instant, encrypted and authenticated** transfers of electronic bills of lading and other digital documents. Authorized users can **issue, sign, endorse, transfer, amend and present trade documents** digitally.





Industrial recognition and guarantee

On January 26th 2023, **International Group of P&I Clubs** officially announced TradeGo platform has been reviewed and officially become its approved electronic bill of lading system provider, which means the issue, endorse and transfer of electronic bill of lading on TradeGo platform will be included in its insurance coverage like the traditional paper bill of lading. At present, there are **only ten** electronic bill of lading platforms approved by IG P&I all over the world, and TradeGo is also **the first** digital service platform in the Asia-Pacific region to focus on serving international trade in **commodities**.



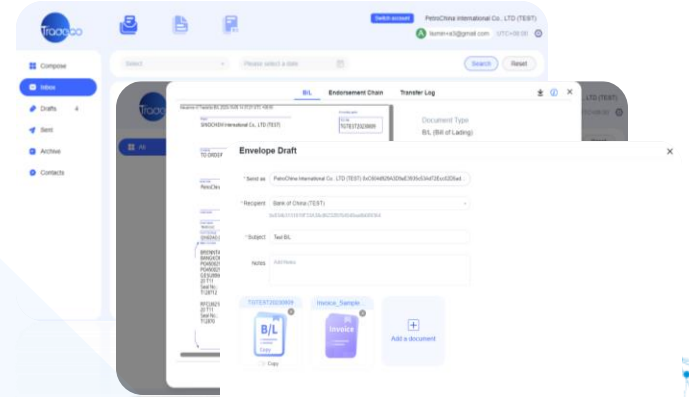
- The thirteen P&I Clubs which comprise the International Group (the “Group”) between them provide marine liability cover (protection and indemnity) for approximately 90% of the world’s ocean-going tonnage.
- Since 20 February 2010 liabilities arising in respect of the carriage of cargo under such paperless trading systems were covered, provided that the system had first been approved by the Group.






Features and benefits

- ✓ **Proof of authenticity and ownership**
 - Documents are issued, signed, endorsed and transferred on blockchain
 - Users can always validate the ownership and status of the TradeGo B/L in the endorsement chain and transfer log
- ✓ **Instant transfer with highest level of secure and privacy**
 - Instant transfer reduce cargo detention and demurrage cost
 - With blockchain, EBL can never lost, stolen, forged or damaged
 - Encryption provides highest levels of privacy
- ✓ **E-archive**
 - IPFS offers permanent, reliable and economic storage appropriate for E-archiving
- ✓ **User friendly**
 - Envelopes with customized set of documents, such as invoice, packing list etc.
 - Users can communicate and send instructions via 'Notes and Message' function
- ✓ **Web-base**
 - No software installation is needed
 - Low cost
- ✓ **Interoperability**
 - Platform APIs can be made available for easy integration and automation





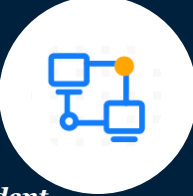
Implementation options



01

Web-based Application


- ✓ No software installation is needed
- ✓ Low cost



02

Independent Deployment

- ✓ Installation at customer's own premise
- ✓ Highest level of privacy protection
- ✓ Standard application



03

Customized Integrations with APIs

- ✓ Add-on
- ✓ Customized application
- ✓ Customer's own application can be integrated with APIs





Our customers

Serving 50+ industry customers



中国石油



VALE
淡水河谷



中国五矿



弘润石化



ZENITH
中天钢铁



mitsui & co.



资源公司
VALIN RESOURCES



中储发展股份有限公司
CMST DEVELOPMENT CO.,LTD.



厦门国贸集团



HALCYON
RUBBER COMPANY



嘉辰



Covering 11 countries and regions



3

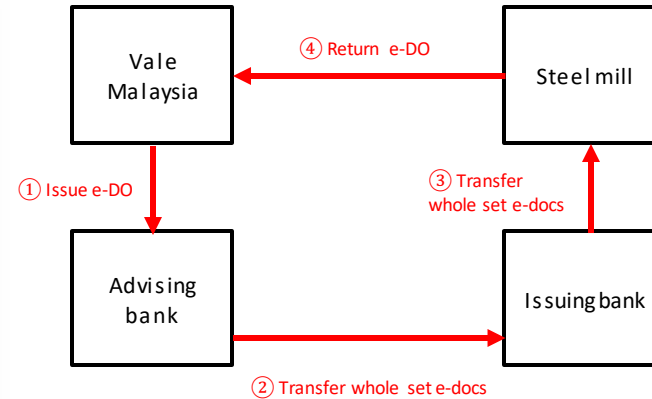
User Cases



Iron Ore

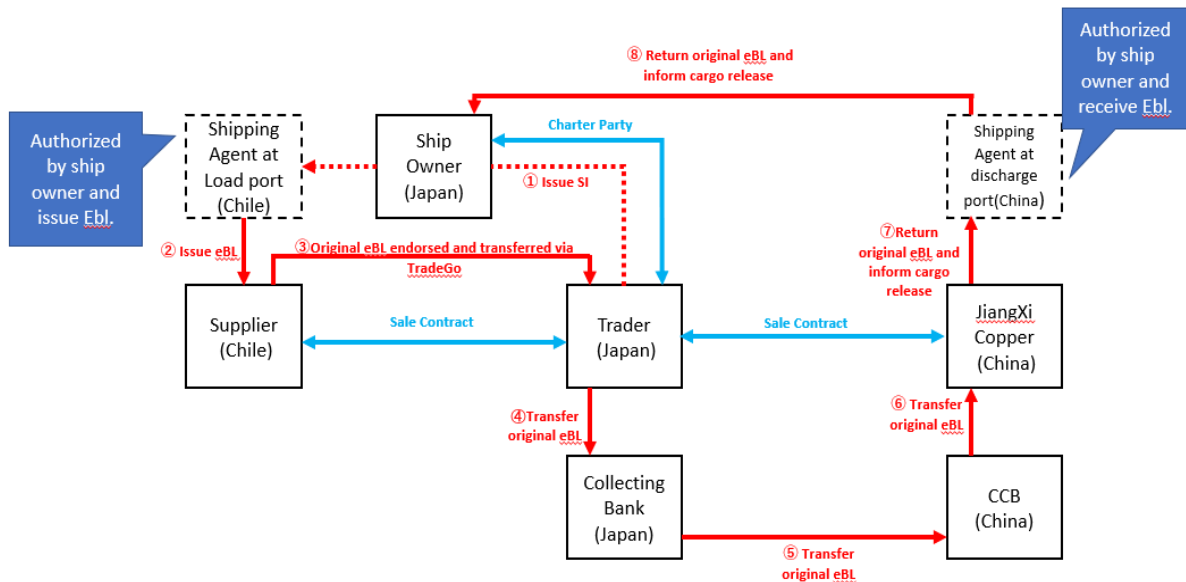
// Digital Presentation for iron ore import (e-DO)

- ✓ Regular users : Vale, Yingkou Steel, Zenith Steel, China Valin
- ✓ Time savings of up to **60%**



Copper

// Digital Presentation for Copper Trade Chile – Japan – China (e-BL)



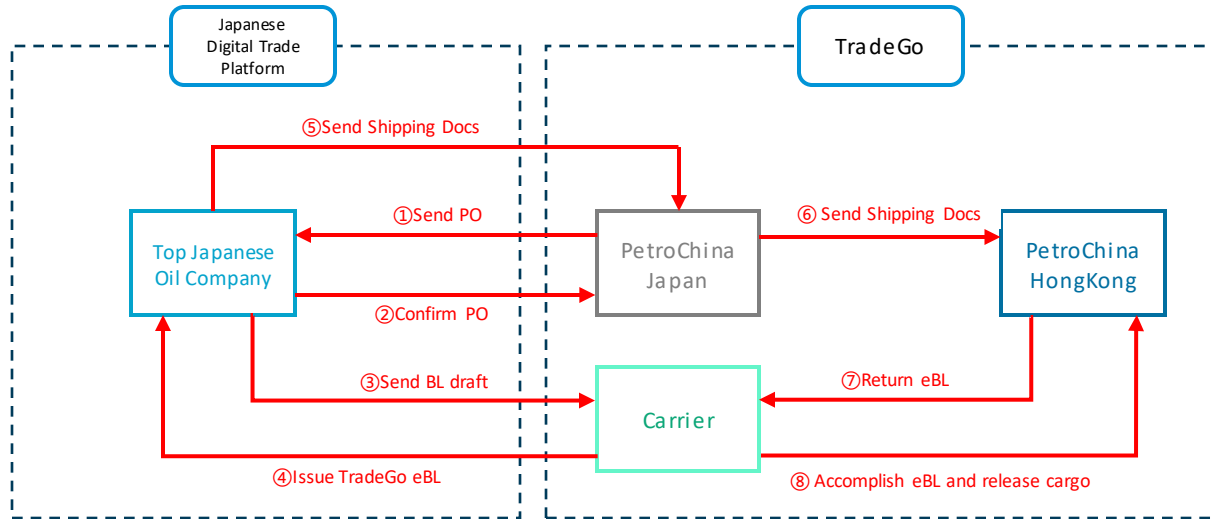
- ✓ **The first** end-to-end paperless document presentation of copper import business based on blockchain technology in China.
- ✓ **8 participants of 3 countries**, covering the whole business process.
- ✓ The overall efficiency of doc flow improved by **more than 60%**.
- ✓ Reduce the workflow of document operation greatly and the possibility of human error.





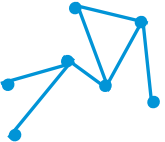
Petrochemical

// Digital presentation for PX from Japan to China



- ✓ The first paper-less trading POC for liquid petrochemical product import in China
- ✓ High operation efficiency and **solved the issue of cargo release without original BL.**

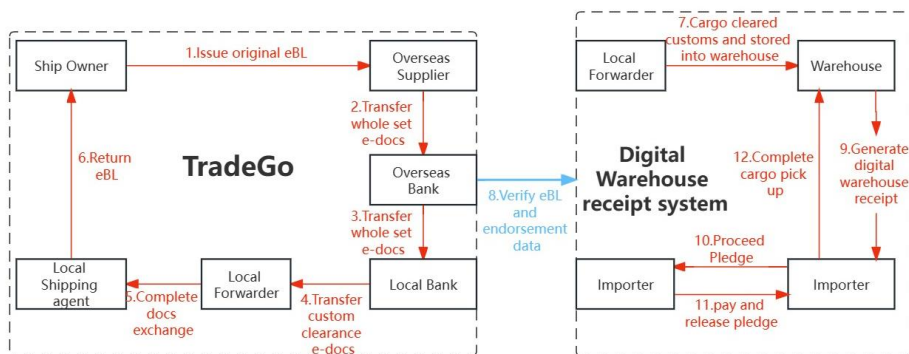




User Case

Rubber

// Digital warehouse receipt pledge financing verified by e-BL: rubber imported from Malaysia



GTR Global Trade Review
 (https://www.gtreview.com/)
 TradeGo pioneers use of eBL as trusted data source for warehouse receipt pledge financing
 FINTECH (HTTPS://WWW.GTREVIEW.COM)



- ✓ **10 participants, 2 digital platforms**, covering the whole business process.
- ✓ The overall efficiency of doc flow improved by **more than 90%**.
- ✓ E-BL confirms the right of the digital warehouse receipt, verifies the authenticity of the trade background and the cargo rights, guarantee the financial institutions to **control all the documents of cargo rights** in the whole business.



THANKS!

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business@tradego.com*