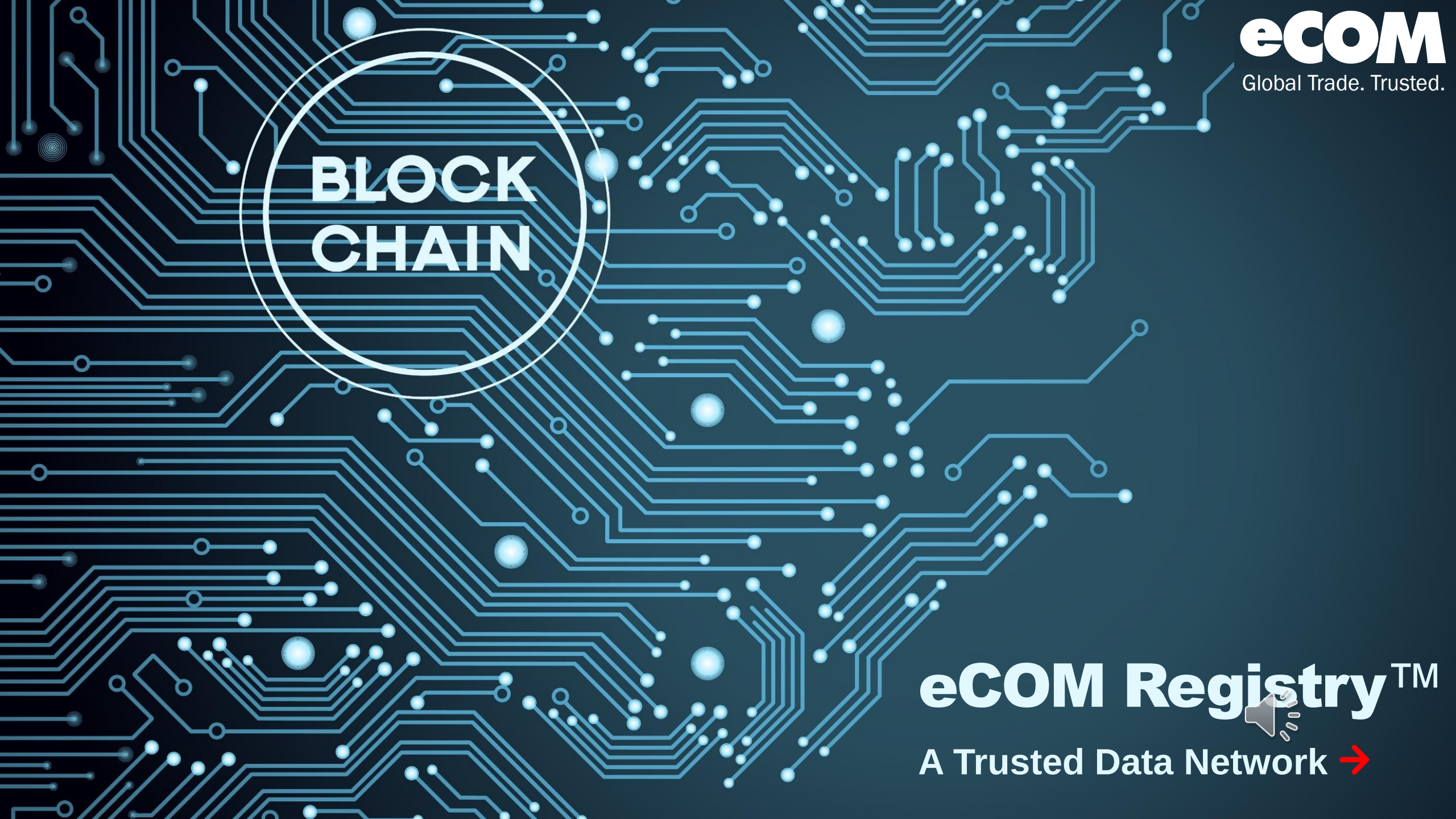
eCOM
Global Trade. Trusted.
BLOCK
CHAIN
eCOM Registry™
A Trusted Data Network

Problem Statement

For International Trade and Data Sharing

01

eCOM

What Trade problems are we aiming at solving?

Digitisation & Data Sharing

- How to Securely Exchange Data across whole Supply Chain
- Improve Trade Efficiency and Reduce Cost
- Improve Supply Chain Tracking and Visibility; remove data silos

Data Trust

- Fraudulent data can be digitised as easily as valid data
- How to add Trust to the data to identify origin and ownership
- How to ensure the data is original and not modified

Privacy & Ownership

- Who owns the data and how do they securely manage it
- How can they securely grant and revoke data access
- What about data I have that I don't own. Can I still share It

Central Repositories

- A simple way to solve the data silo and visibility challenge
- Can we trust the repository operator with our data
- Under what jurisdiction does the data reside

Risk Reduction

- How to reduce risks related to data I need for my processes
- Can risk reduction open up new forms of financing
- How can we identify bad actors and remove them

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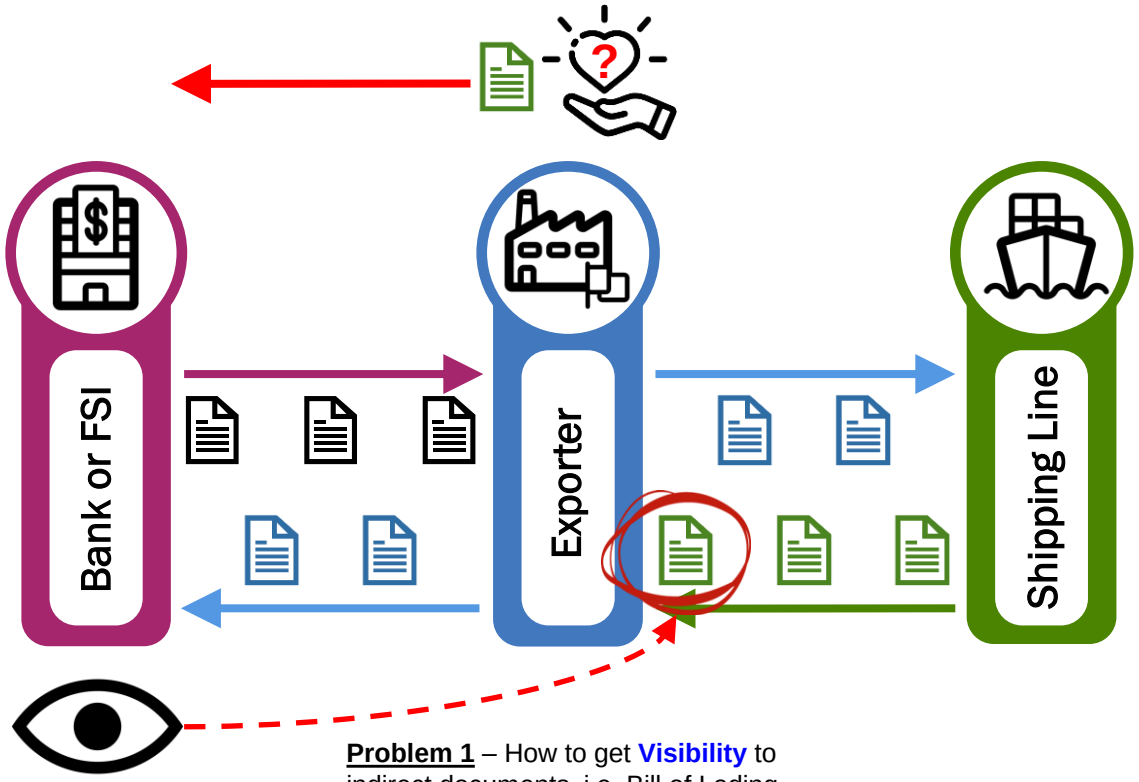
Problem: Data Gaps and Data Silos

Today's Visibility Challenge.

(Simple 2-tier Network)

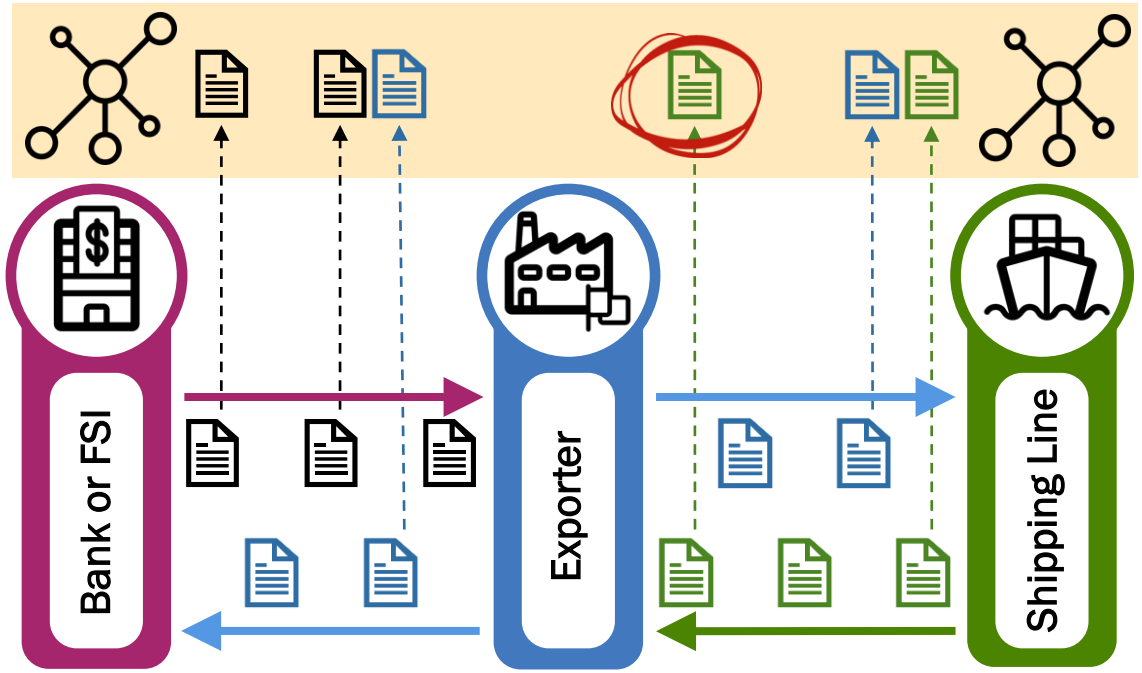
Problem 2 – Intermediate party could share the document. Can I **Trust** the data has not been changed?



Problem 1 – How to get **Visibility** to indirect documents. i.e. Bill of Lading

Visibility with Centralised Network

Problem 3 – How to **Control** access to my data. Do I trust the network operator?



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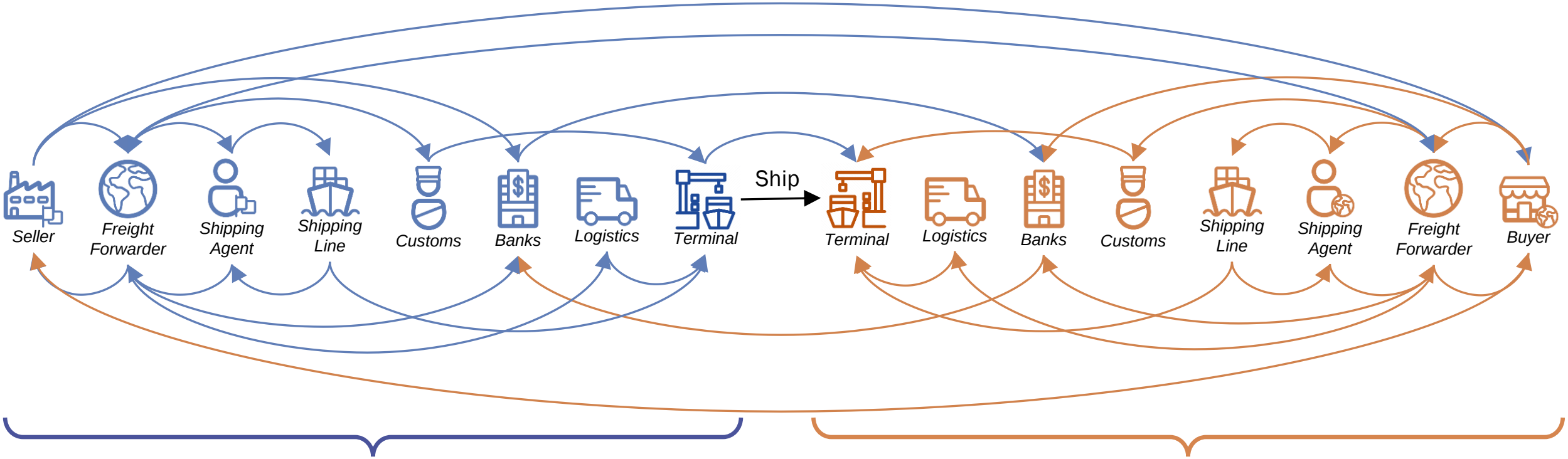
The “Spaghetti” effect for Trade Document Exchange

Many Relationships – Direct Relationships Vs Indirect Relationships, No End to End TRUSTED Visibility



(Complex Multi-tier Cross Border Supply Chain = Bigger Problem!!)

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eCOM Registry™ Introduction

A Trusted Data Network

02

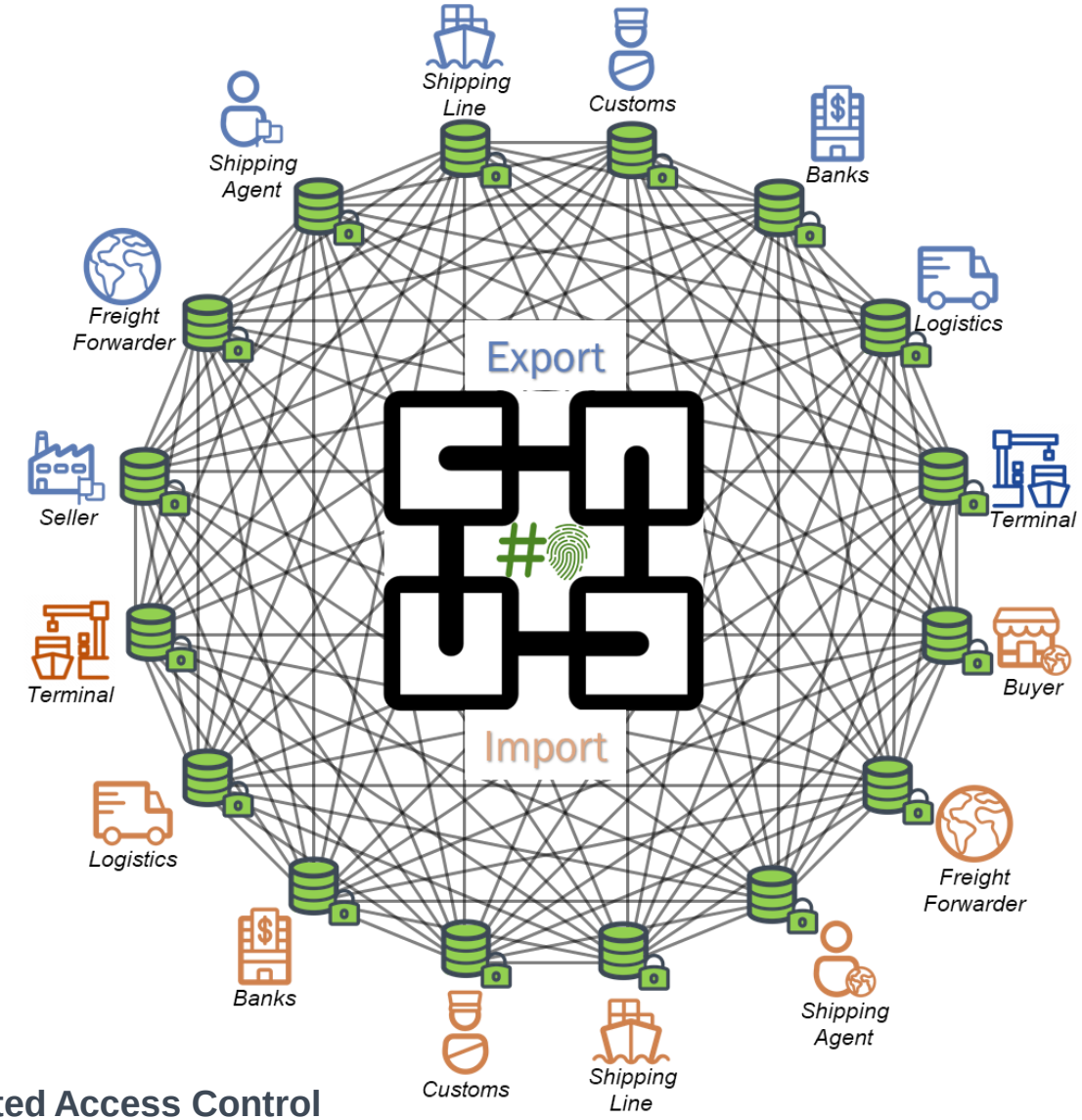
eCOM Registry™ : A Peer-to-Peer (P2P) Network controlled by Blockchain

Each enterprise creates a **secure Private Registry of Trusted Trade Data** within their domain which controls data ownership

Digitally signed **metadata**, including the data hash # and other reference info, **is published to the Blockchain Network**

Related Trade Data is grouped into shipments so **all Network participants can easily discover data and request access** from the data owner

Data is **always exchanged securely Peer-to-Peer** between the data owners Private Registry and the requester, **never through the network**



Data Ownership SOLVED!

Data Privacy SOLVED!

Data Integrity SOLVED!

Data Silos SOLVED!

Data Sharing SOLVED!

Data Trust SOLVED!

Distributed Ledger + Distributed Data + Distributed Access Control

The next Generation of B2B

The eCOM Registry converts the Data into Assets

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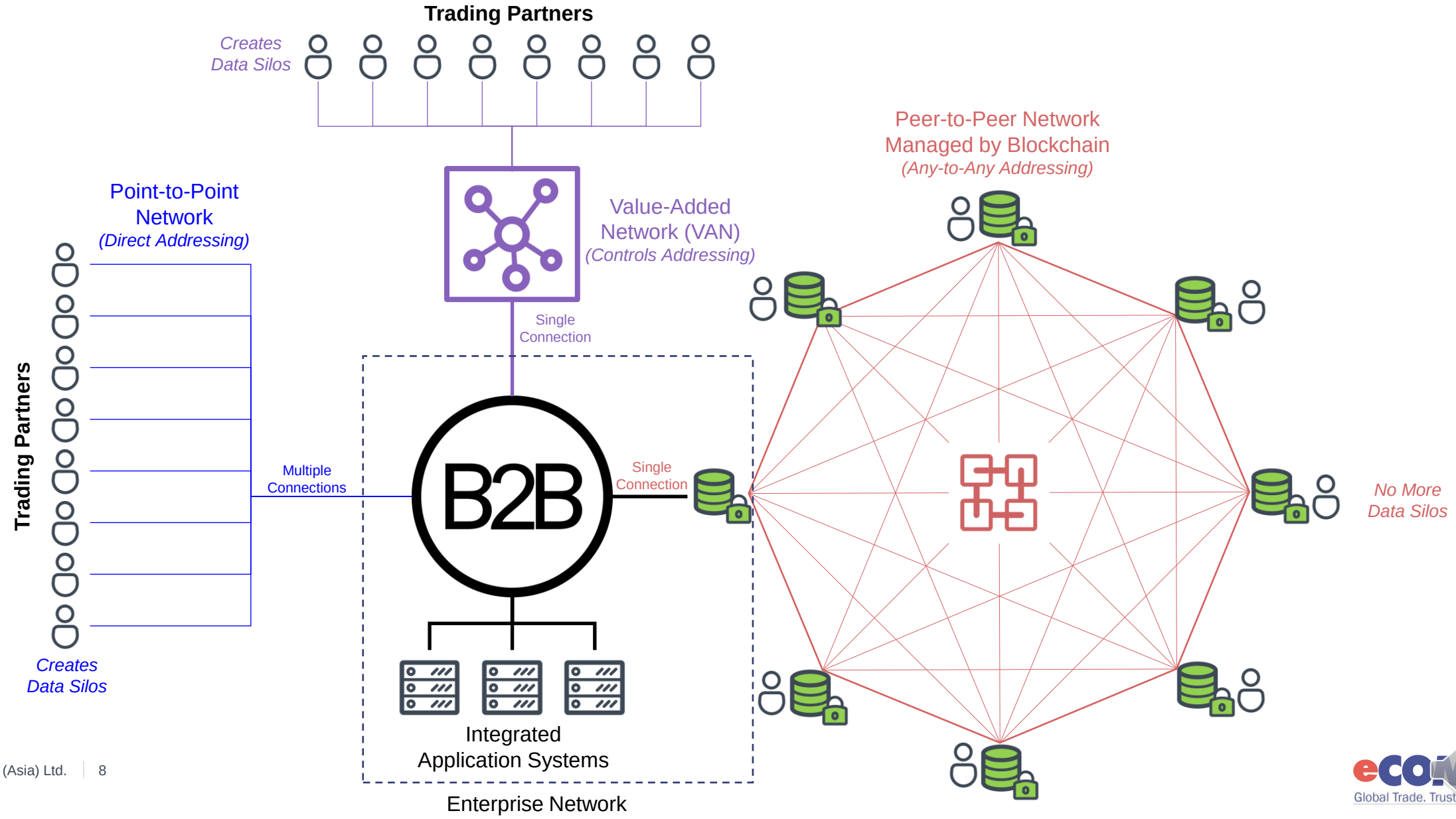
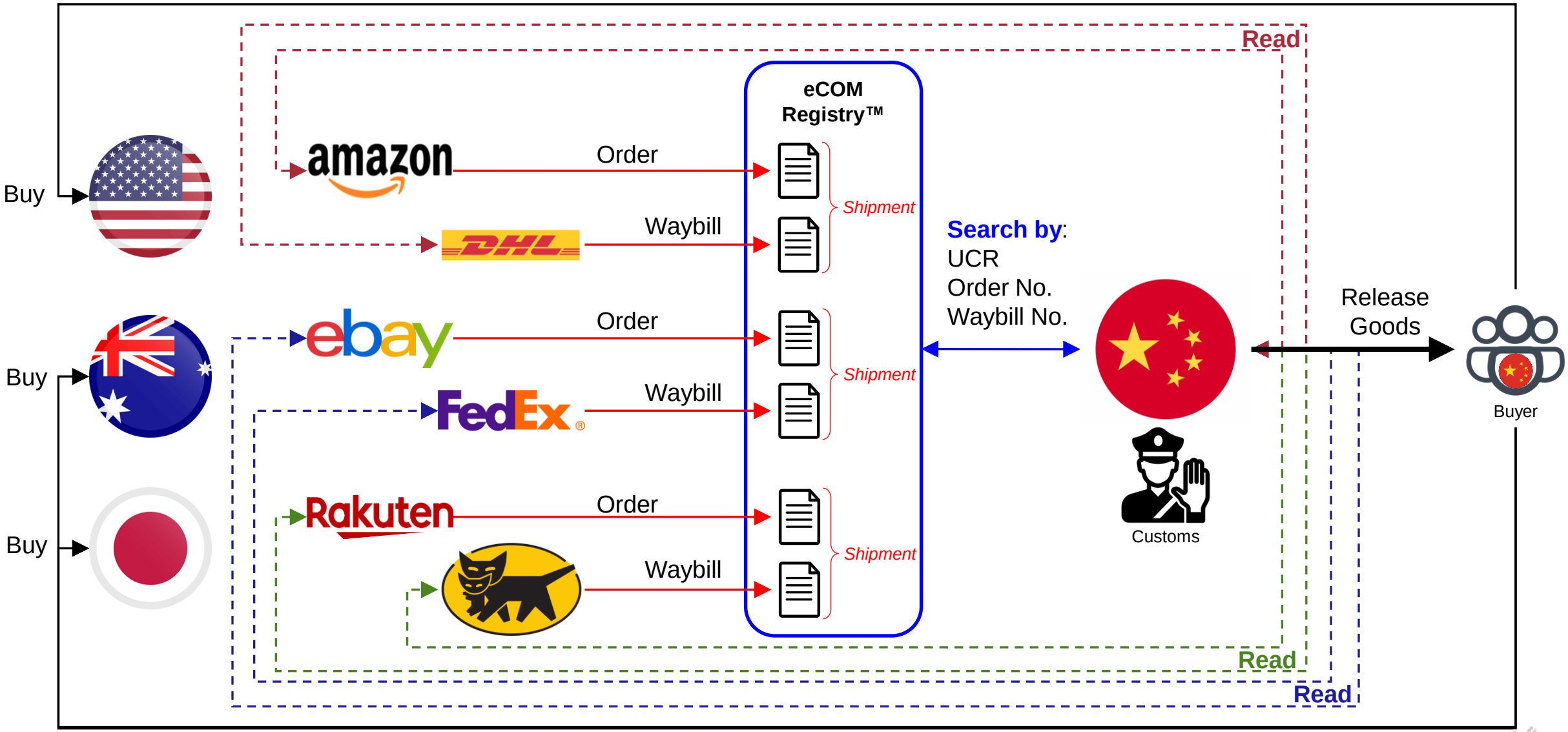
Traditional B2B Networks vs eCOM Registry



B2C Customs Clearance – Speed, Security and Revenue



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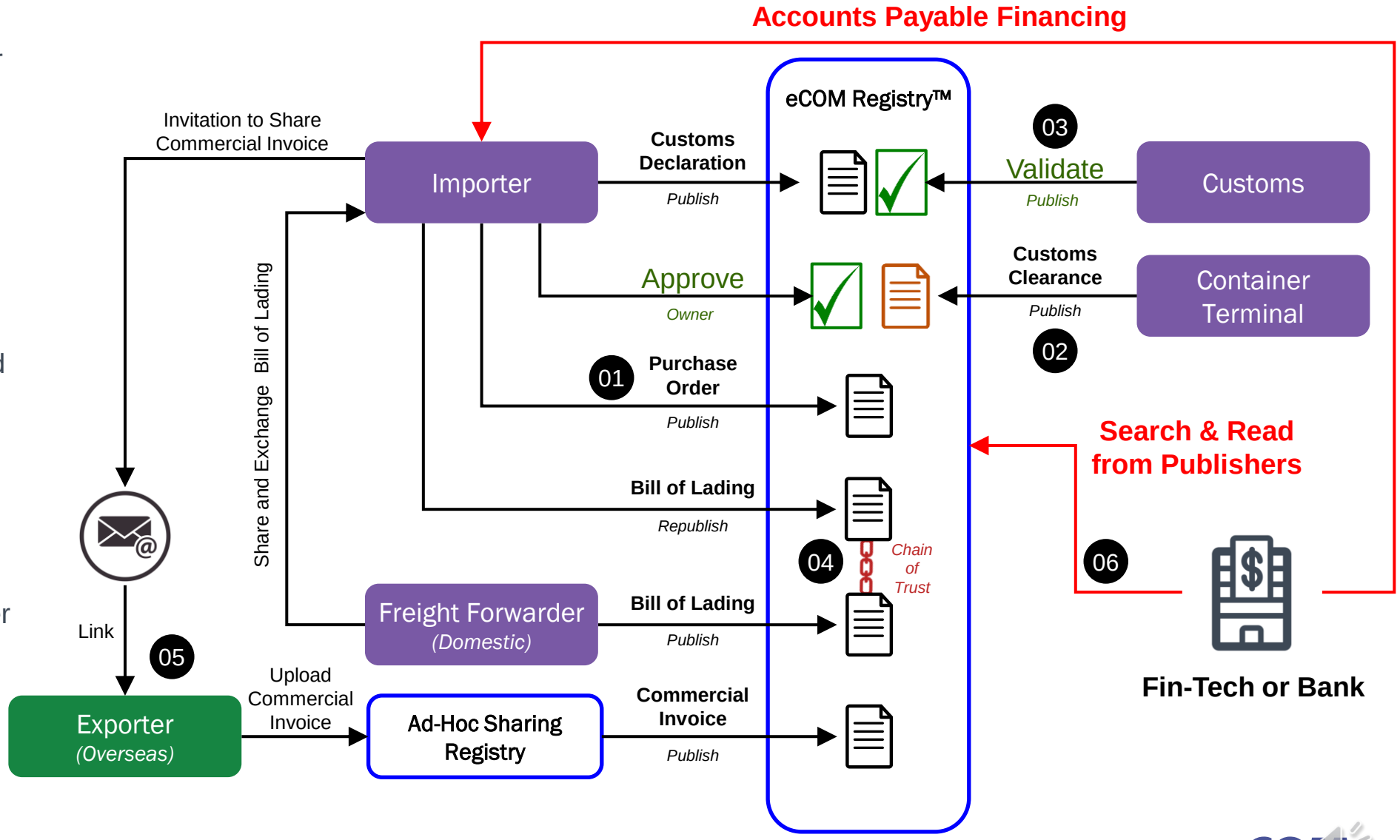
Multiple Sharing Metaphors – Bank Trade Validation

1. Importer is Publisher and Owner of the Purchase Order
2. Terminal is the Publisher of the Customs Clearance and Importer is the owner and must approve access
3. Customs Declaration is owned and published by Importer, Customs publishes a validation
4. Freight Forwarder shares and exchanges Bill of Lading with Importer; Importer re-publishes Bill of Lading = Chain-of-Trust
5. Importer invites Exporter to share Invoice. Exporter uploads to Ad-hoc Registry. Exporter is publisher, Importer is owner
6. Bank can now access all document related to the shipment and validate the Trade



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Benefits of the eCOM Registry™ Trusted Data Network

Private Registry

- Securely Manage your data assets as files or links to data in other systems
- Add Trust to data when registering by Hashing and Signing metadata to the Blockchain
- All Data remains secure within the enterprise so is distributed by nature

Shared Registry

- Publish trusted metadata to the network for discovery by other participants
- Related Metadata can be grouped into “Consignments”
- Multiple levels of access control ensure security and privacy

Data Owner Sharing Approvals

- Metadata can be published by one organisation who can nominate another as owner
- All Access requests are managed by the data owner
- Once access is granted, data can be downloaded directly from the Publisher

3rd Party Validation and Chain-of-Trust

- Trusted 3rd Parties can publish a “Validation” of some data, without having to share it
- Data consumers can compare the data hash for validation
- Data passed between parties on the network creates a Chain-of-Trust

Ad-Hoc Sharing

- Network participants can invite non-network users to share data via email
- Link in email directs non-network user to portal to upload or download data
- Uploaded data is signed and hashed to add Trust and ownership

Thank you.

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