



MarcoPolo®



MarcoPolo®
Brochure 2020

**Together
we are making Trade Finance
more transparent, smarter and better connected**
www.marcopolo.finance

Introduction

The Marco Polo Network is one of the fastest growing trade and working capital finance networks. It is a joint undertaking with technology firm TradelX, working with enterprise software firm R3, the world's leading financial institutions, and their corporate clients. The Marco Polo Network also includes constituents of the wider trade ecosystem such as Enterprise Resource Planning (ERP) providers and logistics companies.

Launched in 2017, Marco Polo is a Network of Platforms focusing on trade and working capital finance and built on an interoperable business network powered by open Application Programming Interfaces (APIs) and blockchain technology.



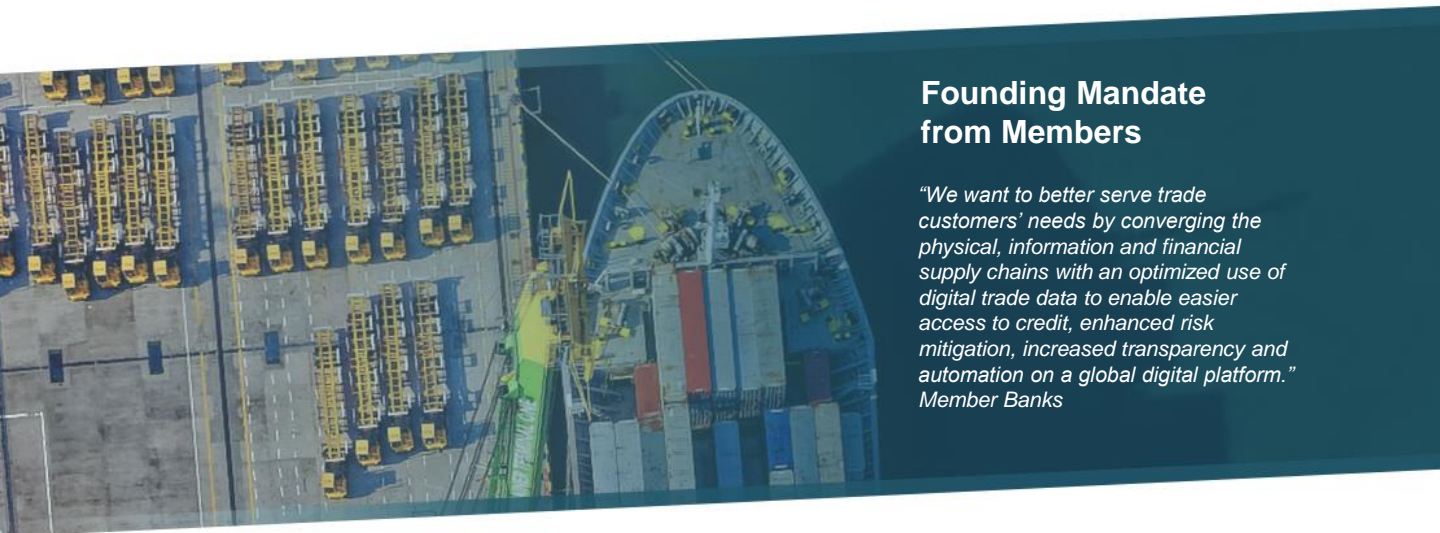
Banks



Corporates



Service Providers



Founding Mandate from Members

"We want to better serve trade customers' needs by converging the physical, information and financial supply chains with an optimized use of digital trade data to enable easier access to credit, enhanced risk mitigation, increased transparency and automation on a global digital platform."
Member Banks



The Marco Polo Network is a network of bank platforms connected to their corporate clients via ERP trade and working capital finance applications.



Marco Polo is governed by member banks.



Marco Polo enables the creation of Trade and Working Capital Finance applications and modules through a collaborative and iterative co-creation model of the members.



The focus is creating better bank and customer experience and seamless data integration, whilst reducing costs, time and risk.

Joining Marco Polo

Numerous, leading financial institutions and commercial banks have joined the Marco Polo Network across the globe. The International Trade and Forfeiting Association (ITFA) encompassing over 170 members is also part of Marco Polo.

Financial institutions are joining the Marco Polo Network to offer banking-as-a-platform to their corporate clients as well as having opportunity to distribute trade assets and data with other members.

Selection of active members as of March 2020



Key Objectives

The main objectives of the Marco Polo Network for financial institutions, are to reduce operational costs and risks associated to international trade and working capital management. The third objective is to increase revenue opportunities by connecting efficiently with their corporate clients and getting access to real-time trade data.

The main objectives of Marco Polo Network for corporates are to reduce administrative costs and risks in using trade and working capital finance solutions. Other objectives include having a single access channel to connect to existing and new financial institutions with a wider range of funding opportunities.

Marco Polo connects members to one of the fastest growing Global Trade Finance Networks in the world.



Market Opportunities

The financial and IT systems which support global trade are aging, siloed, and have many manual steps injecting cost, risk and inefficiencies into trade processes for all parties involved.

These disconnected and aging systems place hard limits on the ability to create new offerings easily, scale with new opportunities, expand to new geographies, take advantage of new technologies and interoperate in order to foster data and information accessibility.

Lack of standards & interoperability gives rise to disconnected trade systems that do not work together.



Valuable trade data is trapped in different siloed applications making it hard to collaborate and even harder to verify.



These data issues can lead to **errors and omissions with risk of fraud and compliance** problems.



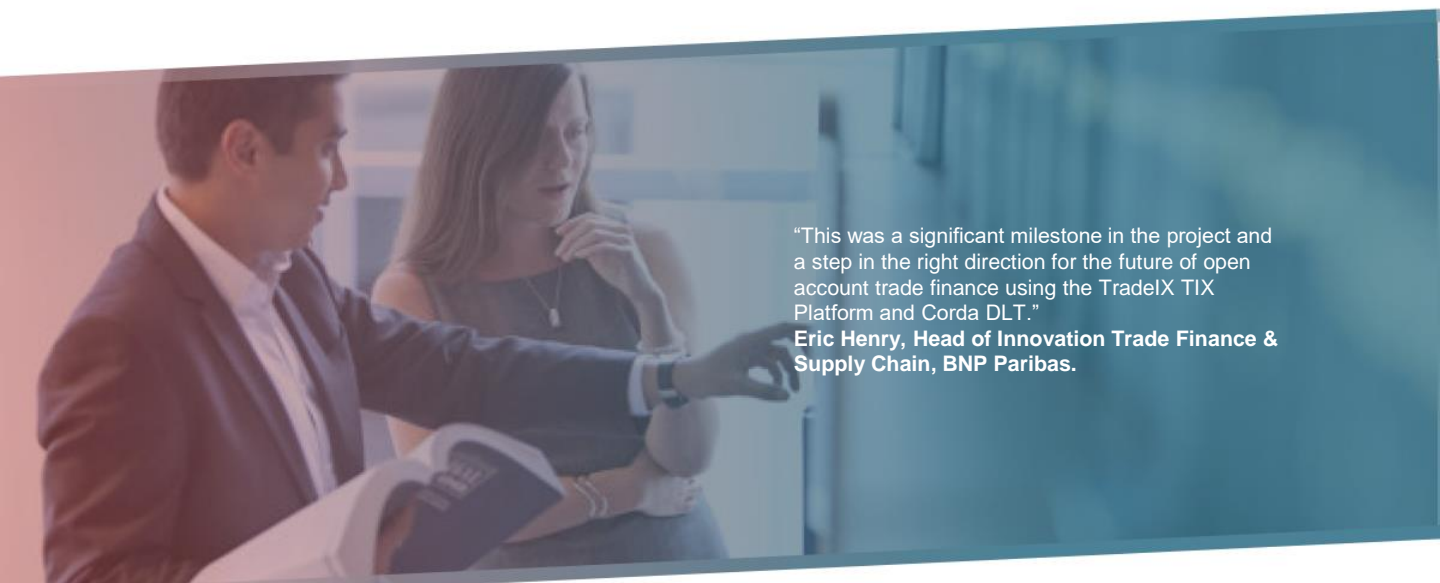
Reliance on manual and tedious tasks leads to costly processes that are prone to errors.



Aging technology makes adapting to the evolving needs of the customer slow, costly, and complex.



All of these issues cause **large pools of trade assets to be inaccessible** to financial institutions.



“This was a significant milestone in the project and a step in the right direction for the future of open account trade finance using the TradeIX TIX Platform and Corda DLT.”

Eric Henry, Head of Innovation Trade Finance & Supply Chain, BNP Paribas.

Features of the Marco Polo Network



Modules & Applications

State of the art trade and working capital finance solutions for financial institutions and their corporate clients.



APIs & Developer Tools

Open Application Programming Interfaces (APIs) purpose built for the trade and working capital finance industry. Allowing corporates and their banks to seamlessly integrate.



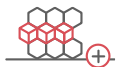
Rules & Workflow Engine

Enable users to create and manage workflows, rules, and business logic for trade working capital finance programs.



Platform Services

Manage critical cross-platform services such as tasks & alerts, compliance, analytics, reporting 3rd party applications, & more!



Blockchain Technology

Open technology infrastructure powered by Corda that enables real-time exchange of trade data and assets between parties.



ERP-Embedded Working Capital Applications

Access to Multiple Different Working Capital Finance Solutions directly from within the corporate's ERP System.

Benefits for Banks and Corporates

	Banks	Corporates
Access to the next generation trade and working capital finance infrastructure without having to build it.	✓	✓
Collaboration with global trade ecosystem exchanging best practices and developing standards.	✓	✓
Access to Corda's blockchain technology with unique capabilities for trade and working capital finance.	✓	✓
Access to new origination channels - increasing sales with efficient scale and fast customer onboarding.	✓	
Access to trade finance APIs allowing members to integrate with internal and external systems easily.	✓	✓
Superior audit and compliance through provision of forensic audit trail and improve transparency and tracking of trade assets.	✓	✓
Lower operational costs and risk as well as create a better user-experience for corporate clients.	✓	✓
Access to broader funding providers by enabling seamless, secure working capital financing options.		✓
Connect once to many parties and access multiple trade and working capital finance services through the Marco Polo Network.	✓	✓
Increased security of receiving payments on due date and of ordered goods being shipped on time.		✓

"Together with R3, other bank members and TradeIX, we aim to bring trade and supply chain finance business to the next evolutionary stage."

Nikolaus Giesbert Divisional Board Member, Fixed Income, Currencies & Commodities and Trade Finance & Cash Management Commerzbank

Value Proposition for New Participants

Join the Marco Polo Network in order to:



Evaluate the solution, including cloud APIs.



Understand blockchain in trade finance.



Collaborate with banks and technology companies.



Test & conduct client pilots in live environments

- Flexible entry points that work for each individual bank.
- Move through phases at your own pace.
- Collaborate with other Marco Polo banks, R3, & TradeIX on the development of future trade and working capital finance modules, features, & functionalities.
- Expand on your trade ecosystem & business opportunities.

Interested to Join?

- Three options based on individual bank needs: Evaluation, Pilot, & Production.
- Monthly licensing fee with access to the Marco Polo Network.
- Includes hosting of the Marco Polo Platform & Corda Nodes.
- Includes dedicated support & full training.

Contact: contact@marcopolo.finance

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