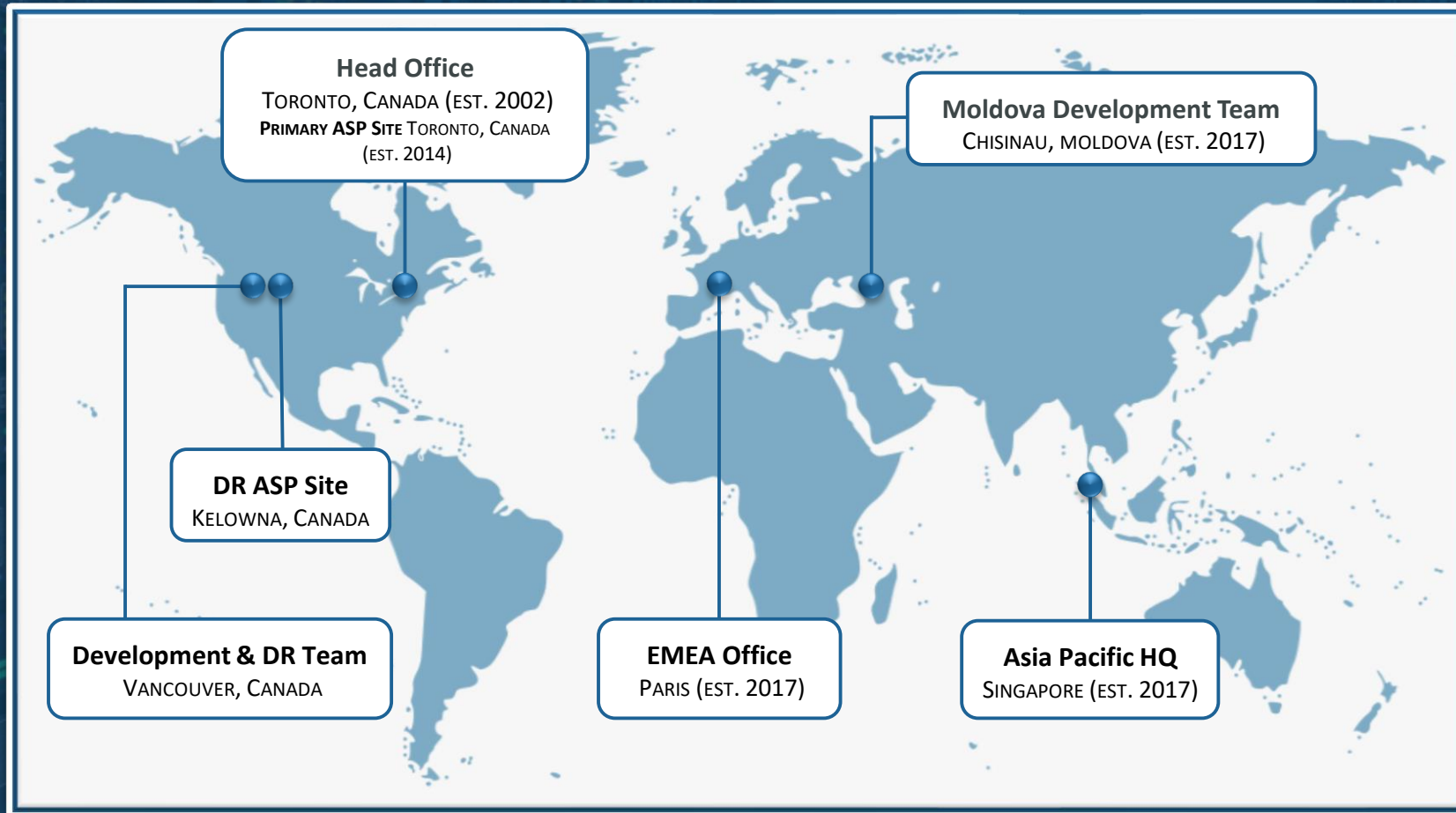




SHAPING THE FUTURE OF TRADE SERVICES

COMPANY OVERVIEW

GTC develops and operates @GlobalTrade™, a multi-bank trade finance platform connecting global corporations to their financial institutions by automating and digitizing letters of credit, bank guarantees, documentary collections and supply chain finance.



- ✓ Founded in 2002
- ✓ Daimler AG became 1st commercial client in 2004
- ✓ Over 30 Global Clients
- ✓ 50 Full Time Employees
- ✓ 1st company in the world to achieve SWIFTReady for corporates trade finance certification in 2010

ABOUT US



APPLICATION PROVIDER

GlobalTrade Corporation (GTC) is a leading trade finance software developer and applications service provider



TRADE SERVICES

Our solutions improve the world of trade services, bringing all parties onto the same electronic page.



MULTIBANK

GTC focuses on the development, hosting and support of multi-bank trade finance systems.



COMMUNICATION

GTC's technology helps companies communicate more efficiently, free up working capital, manage risk, and ensure compliance with internal policies and procedures.



SWIFT CERTIFIED

The @GlobalTrade Platform is a SWIFT Certified Application for Corporates. GTC is an authorized SWIFT ASP for Trade Finance.

INDUSTRY LEADERSHIP



Member of SWIFT Corporate to Bank Trade Finance Standards Group



ISO/TC68 Standards Advisory Group Participant



Member of ICC Banking Commission Digitalization Workgroup



Publisher of Trade Services Update – a legal financial journal covering practical aspects of payment instruments in international trade - www.tradeservicesupdate.com

GTC IS PROUD TO SERVICE THE FOLLOWING CORPORATES...

Valmet 

 **GECAS**

DAIMLER

Atlas Copco

 **Epiroc**

 **NORDEX**

FLS **MIDTH**

AIRBUS
GROUP

ETA 
ASCON

Schlumberger

 **KONGSBERG**

ERICSSON 

SIEMENS
Siemens Financial Services

hannover rüch

 **Microsoft**

 **Metsä**

 **SAFRAN**
AEROSPACE · DEFENCE · SECURITY

SEABOARD
CORPORATION

Johnson
Controls 

 **HUAWEI**

NOKIA

 **BILLERUDKORSNÄS**

IBM

BAKER
HUGHES
a GE company 

Vestas®

DORR

 **GE Healthcare**

SIEMENS
Ingenuity for life

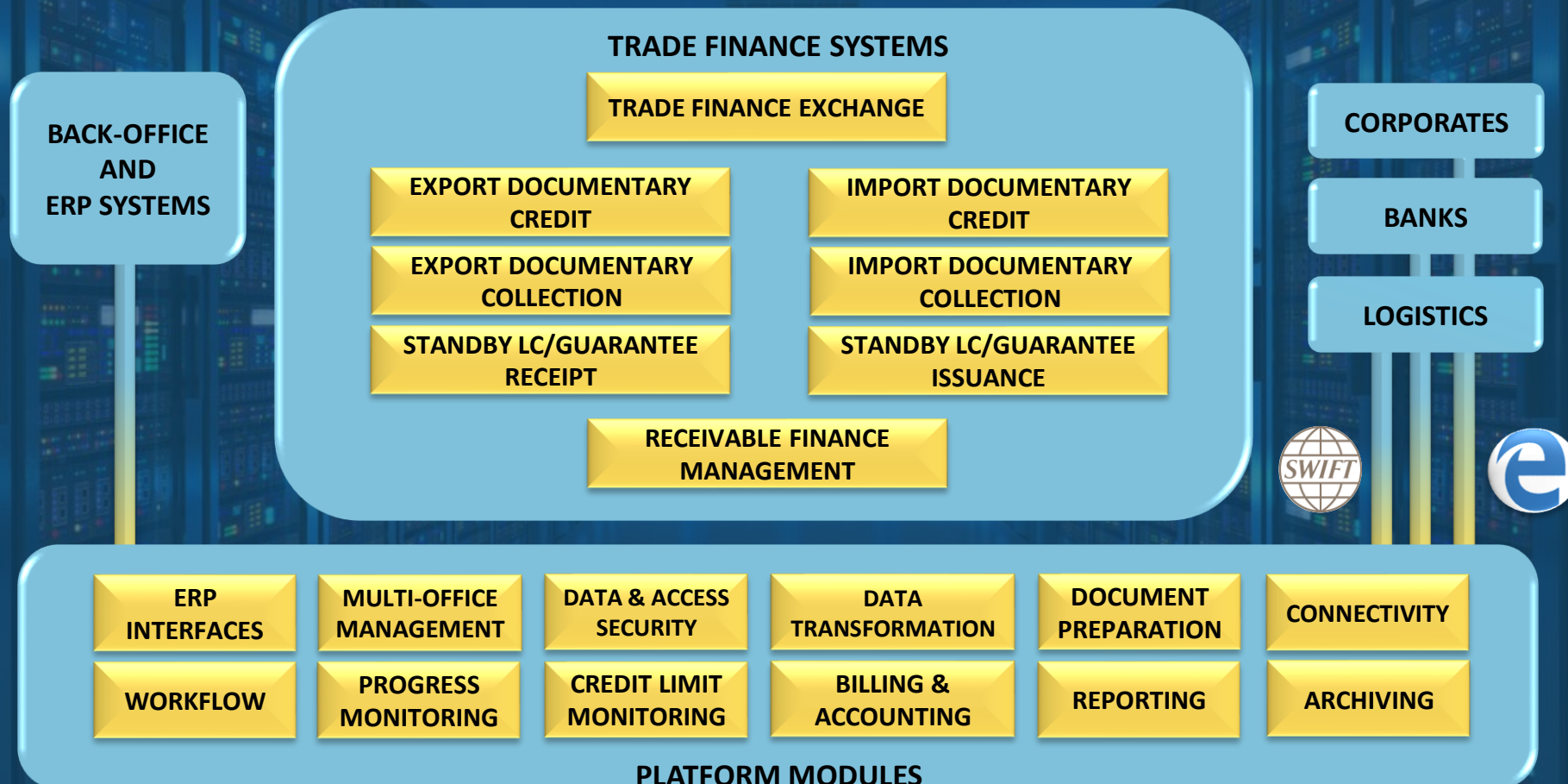
 **coperion**

 **KOCH**™

..AND CONNECT THEM TO 100+ BANKS AND INSURANCE COMPANIES INCLUDING:



OUR SERVICES



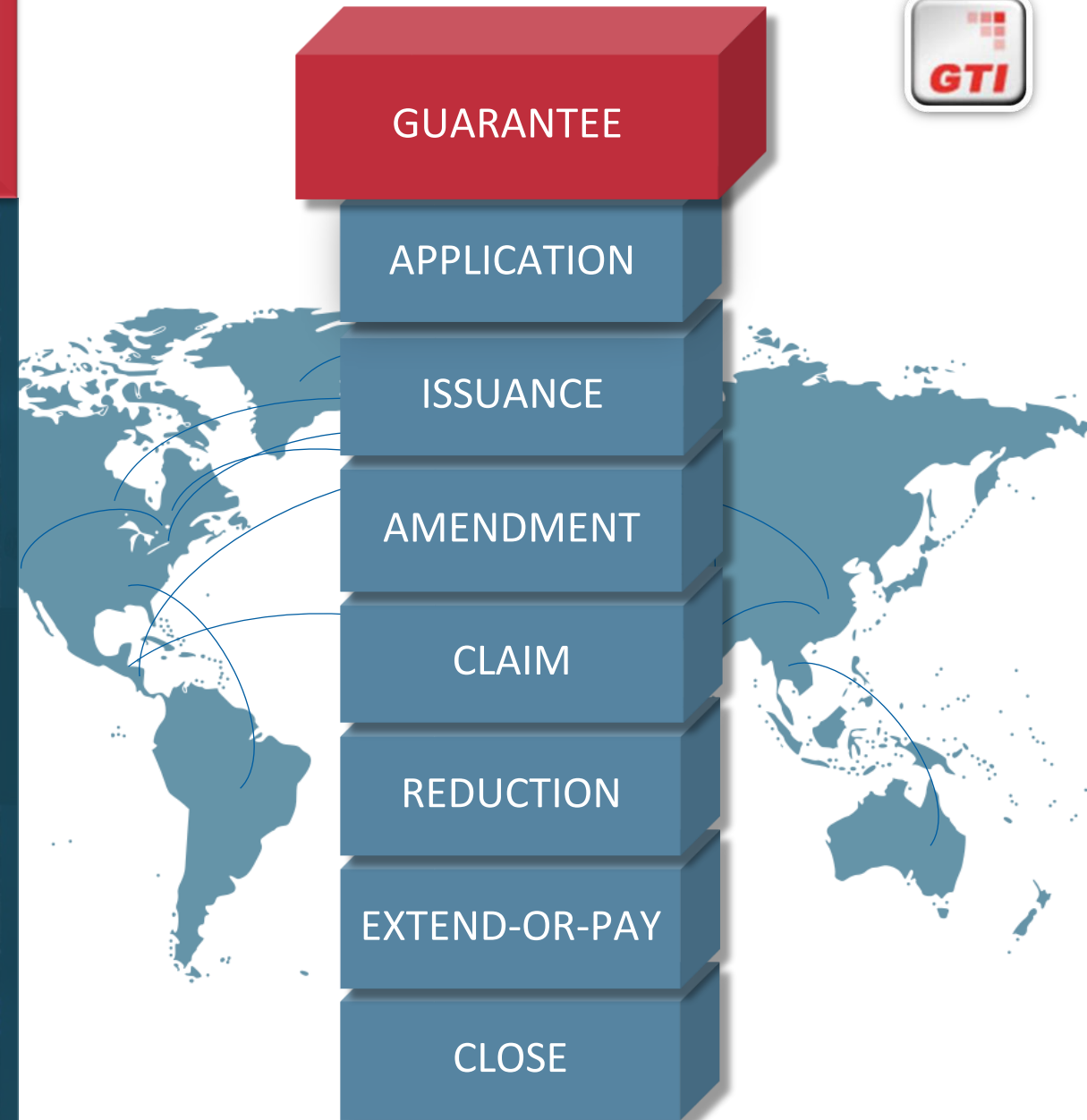
@GlobalTrade™



GUARANTEE ISSUANCE SYSTEM

Manages credit facilities and guarantee issuance process across divisions, subsidiaries, head office and multiple financial institutions. Covers application, amendment, reduction and claim workflows. Supports issuance of standby letters of credit, bank guarantees, corporate guarantees and surety bonds.

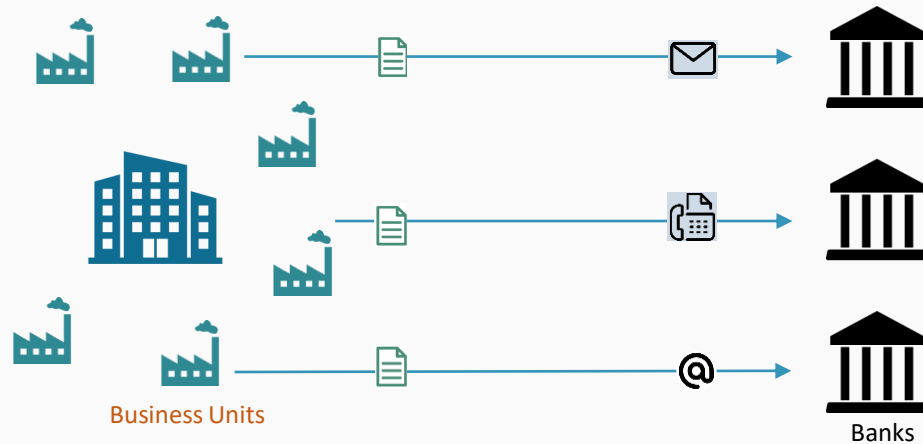
- Configurable electronic approval workflow
- Real-time monitoring of utilization of credit facilities
- Accurate calculation of contingent liabilities
- Automated and customizable alerts on key transaction dates and statuses
- Automatic calculation of bank fees
- Web-interface for communication with financial institutions
- Out of the box SWIFT MT 798 connectivity



BUSINESS CASE - GUARANTEE ISSUANCE SYSTEM

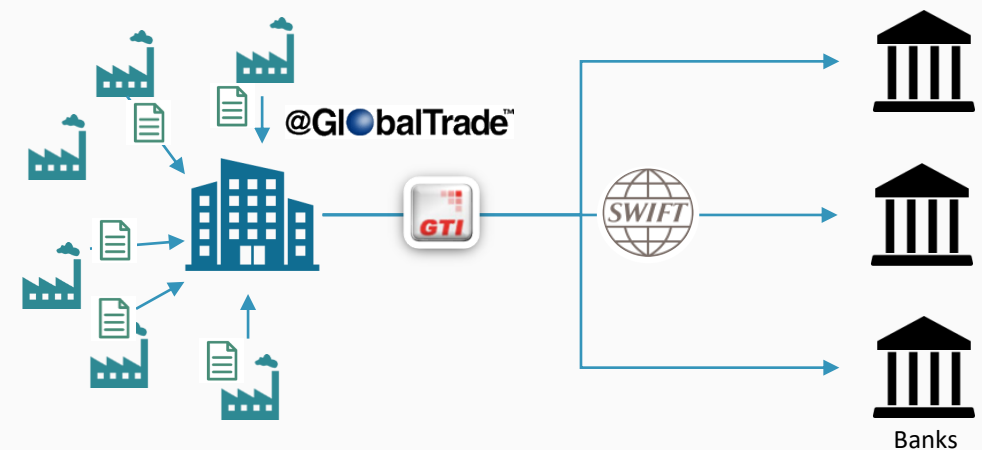


CHALLENGE



- Lack of a global trade finance database
- Hard to monitor amendments, reductions and closing of transactions
- Approval process is manual and time consuming
- It is difficult for Head Office to monitor the status of transactions
- No real-time information about utilization of credit facilities
- Discrepancies between bank and corporate records
- Reconciliation of data and settlement of fees is time consuming and prone to errors
- Difficult to reconcile fees charged by financial institutions
- Communication with financial institutions is not standard and requires significant manual effort

SOLUTION



- ✓ Head Office has visibility over entire Standby LC, Guarantee, Surety Bond and Corporate Guarantee portfolio
- ✓ Ability to preserve flexibility for subsidiaries but enforce Head Office standards and policies
- ✓ Business allocation is better diversified between financial institutions
- ✓ Facilities are recorded and tracked by the system
- ✓ Robust reporting module
- ✓ Alarm module keeps track of all important transaction dates
- ✓ Standard Electronic communication with financial institutions
- ✓ Decentralized and centralized workflow processes are supported

GUARANTEE RECEIPT SYSTEM

Manages the complete process of handling incoming Standby LCs, Bank Guarantees, Corporate Guarantees and Surety Bonds. Enables electronic communication with banks.

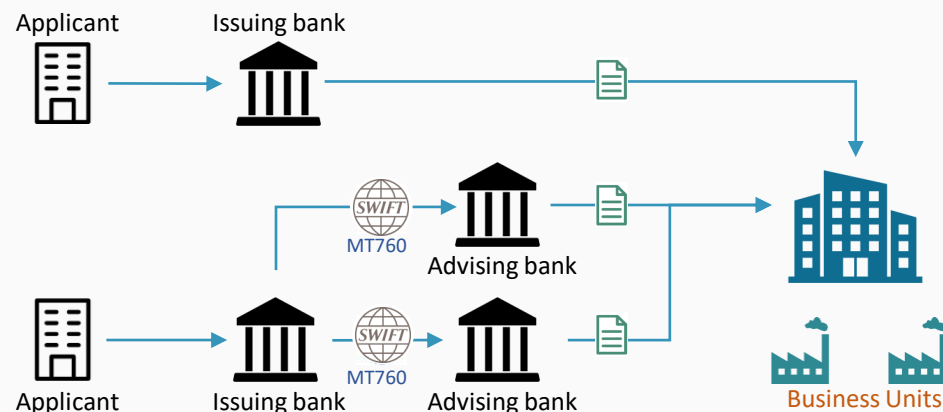
- Real-time monitoring of total exposure to counterparties and banks
- Speeds up preparation of claims
- Automated and customizable alerts on key transaction dates and statuses
- Web-interface for communication with financial institutions
- Out of the box SWIFT MT 798 connectivity



BUSINESS CASE - GUARANTEE RECEIPT SYSTEM

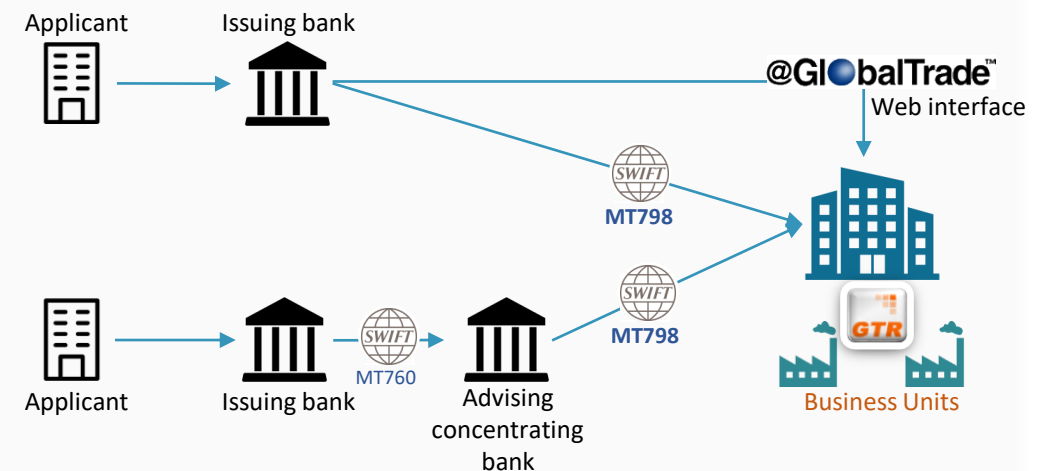


CHALLENGE



- Risk related to storage of paper guarantees received from financial institutions for the duration of a transaction
- Manual process to enter information from a paper guarantee into Excel or internal data base
- No global overview of incoming guarantees since paper originals are advised to different locations
- Difficult to manage amendments, reductions, renewals and claims
- Hard to track key dates such as Expiry Date, increasing the risk of guarantees expiring before the project is completed

SOLUTION



- ✓ Access to a global electronic database of all incoming Standby LC's, Guarantees and Surety Bonds
- ✓ Easier to authenticate an electronic transaction than paper
- ✓ Automatic notification of key data, such as 30 day alarm before Expiry Date
- ✓ Ability to digitize paper guarantees and improve transparency
- ✓ Concentrating Bank can be used as transition point from paper to electronic process
- ✓ Electronic secure communication with banks over SWIFT or Web-interface

EXPORT DOCUMENTARY CREDIT SYSTEM

Global web-based LC database that allows you to receive documentary credits electronically from banks, prepare compliant documents and share information across business units and logistics providers.

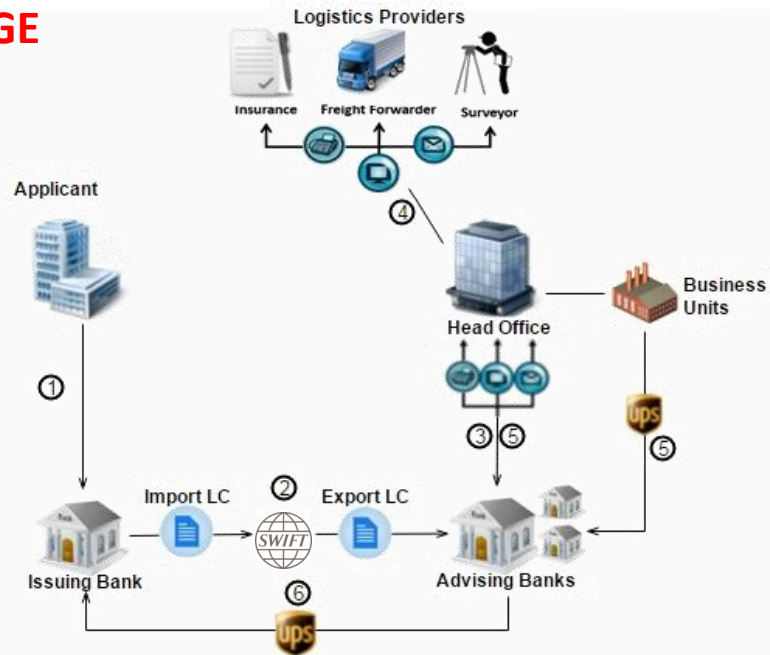
- Improved efficiency in LC handling through collaboration on the platform
- Supports centralized and decentralized operations
- Reduction of operational risk through permanent alerts on key LC dates
- Reduction of DSO through electronic presentation of documents to banks
- Reduction of discrepancies through integrated doc prep module
- Out of the box SWIFT MT 798 connectivity
- Ability for banks to examine paper documents online
- Direct presentation of documents from the beneficiary to the Issuing Bank



BUSINESS CASE - EXPORT DOCUMENTARY CREDIT SYSTEM

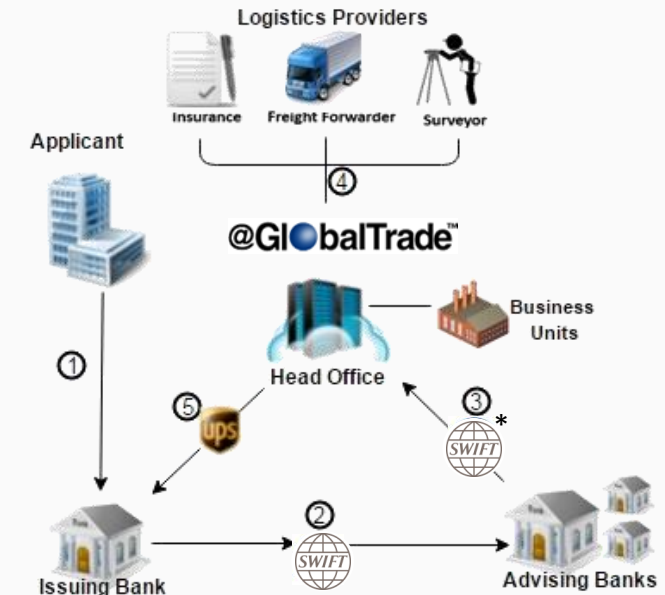


CHALLENGE



- Minimal visibility due to lack of global electronic LC data base
- Difficult to track key dates, such as upcoming Latest Shipment Dates, and Expiry Dates
- Lost time due to use of bank proprietary systems
- Increased cost due to manual preparation of documents and collection of documents from logistics providers
- Hard to monitor real time exposure to issuing banks and confirming banks
- Delays in document presentation to banks leading to delayed receipt of payment

SOLUTION

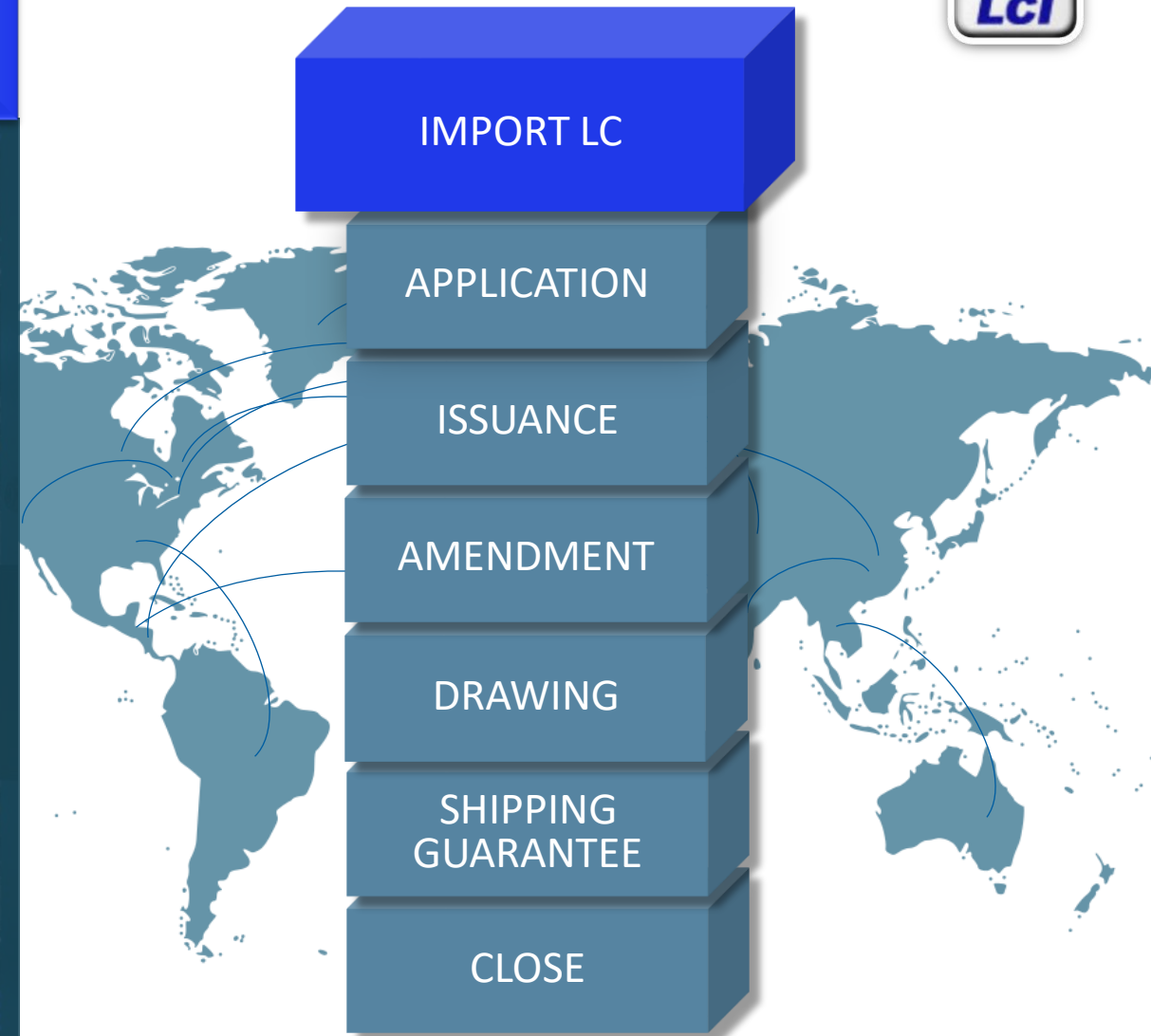


- ✓ Electronic secure communication with banks over SWIFT
- ✓ Instant visibility into the company's global Export LC database
- ✓ Quicker access to information due to online availability of LCs, amendments, and underlying contract documentation
- ✓ Permanent and ad-hoc notifications and alerts
- ✓ Reduction of discrepancies due to standard electronic document preparation process
- ✓ Reduction of DSO due to electronic collaboration with logistics providers and banks

IMPORT DOCUMENTARY CREDIT SYSTEM

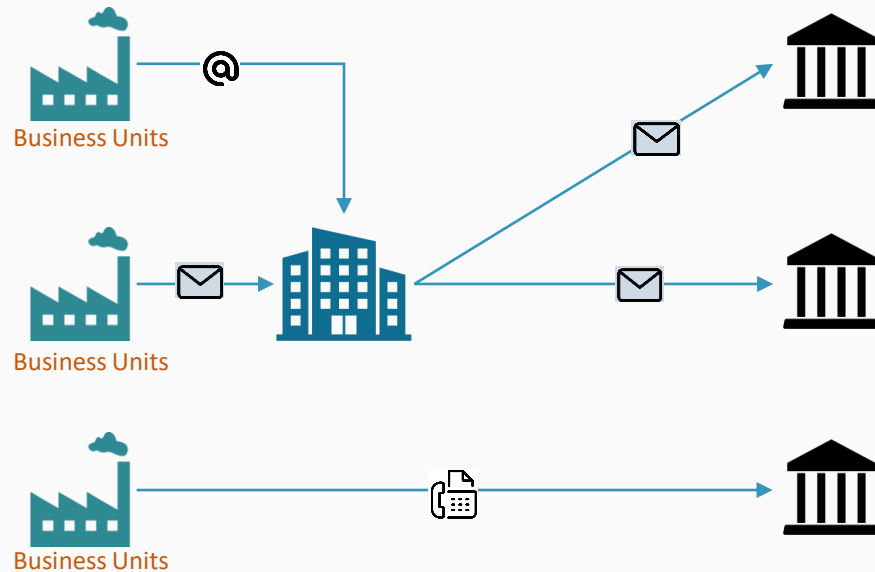
Standardizes and simplifies import documentary credit application, amendment, drawing and payment reconciliation process.

- Real-time information on utilization of credit facilities across all banks
- Faster Import LC application and amendment processing
- Reduction of errors by using templates and SWIFT standards
- Permanent and transactional alerts linked to LC and transaction data
- Improved efficiency in LC handling through collaboration on the same platform
- Out of the box SWIFT MT 798 connectivity



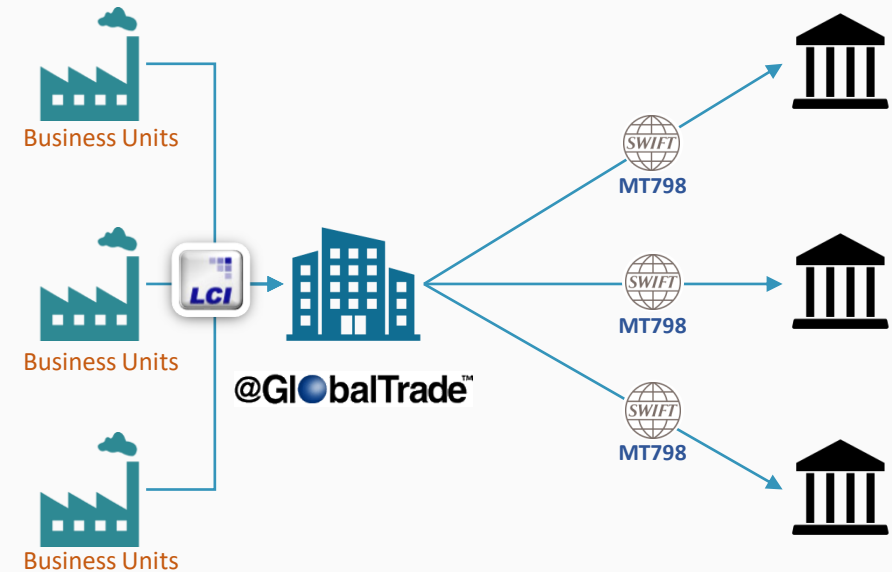
BUSINESS CASE - IMPORT DOCUMENTARY CREDIT SYSTEM

CHALLENGE



- No standardized approval process for issuance of import LC's
- Issuance of Import LC's is slow
- Inconvenience of having to use multiple bank portals for LC issuance
- Limited visibility of import LC's for reporting by Business Unit, Bank, Product, or Counter Party
- No ability to set up automated alarms on key LC dates
- Difficulty to reconcile between purchase orders and documentary credits

SOLUTION



- ✓ Standardized process for credit facility management and Import LC handling
- ✓ Faster electronic issuance of Import LC's
- ✓ Global visibility and real-time reporting
- ✓ Automatic electronic confirmation of LC issuance and amendment issuance from banks
- ✓ Permanent and ad-hoc notifications and alerts
- ✓ Better control over bank fees and charges
- ✓ Electronic secure communication with banks over SWIFT or Web-interface

EXPORT DOCUMENTARY COLLECTION SYSTEM



Provides corporates with an easier way to submit documents to a bank under an export documentary collection. Companies can set up and manage collection-buyer profiles, import data from their ERP system, and create any other documents required for a documentary collection in seconds.

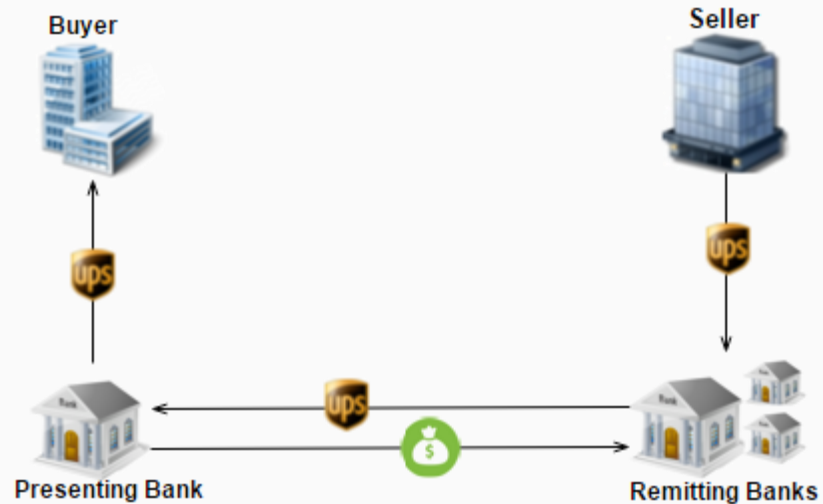
- Faster preparation of documents through standard electronic templates
- Global visibility of outstanding collections across multiple Banks
- Reduction of operational risk through permanent alerts on key collection dates
- Electronic presentation of documents directly to the Presenting Bank
- Logistics providers can collaborate on the document preparation and use the system for remote printing of documents.



BUSINESS CASE - EXPORT DOCUMENTARY COLLECTION SYSTEM

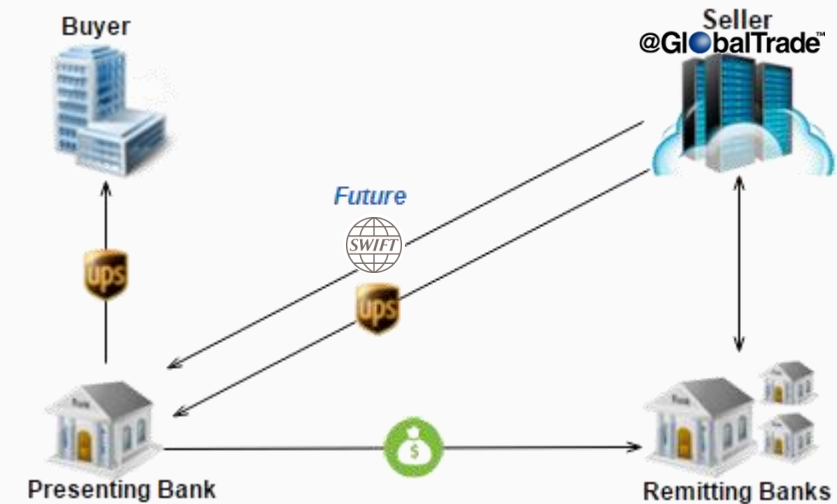


CHALLENGE



- Limited visibility due to lack of global Export Documentary Collections database
- Inconvenience of having to use multiple bank portals
- Increased cost due to manual document preparation and collection of documents from logistics providers

SOLUTION



- ✓ Instant visibility into the company's global Export Documentary Collections database
- ✓ Quick access to information due to online availability of all collections, and underlying contract documentation
- ✓ Permanent and ad-hoc notifications and alerts
- ✓ Ability to consolidate information and create automated reports
- ✓ Faster and more efficient documentation preparation and presentation to banks
- ✓ Ensure compliance through system notifications and e-mail alerts

IMPORT DOCUMENTARY COLLECTION SYSTEM



Provides treasury with an electronic interface for receipt of import documentary collections from its banks. Banks can access the system to send and receive authenticated messages to communicate on any collection matters.

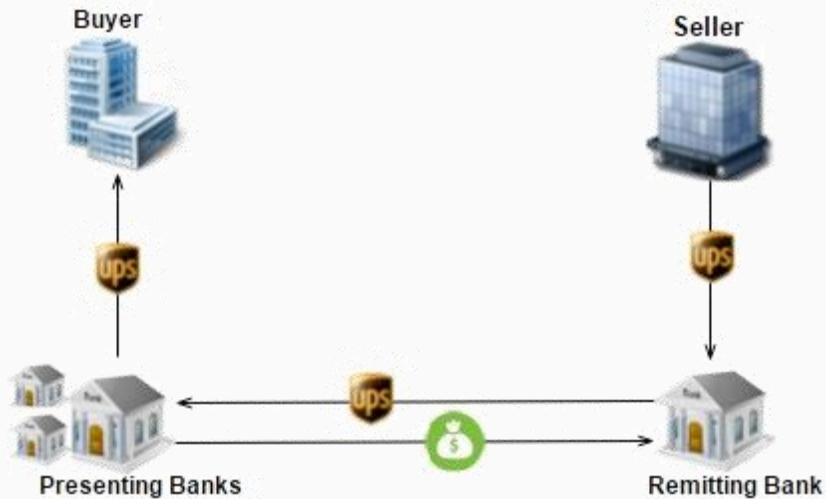
- Improved monitoring and control through a global import documentary collection database
- Faster processing of import documentary collections
- Electronic notifications and alerts of new collections received
- Improved efficiency in collections handling
- Easy and automated creation of reports



BUSINESS CASE - IMPORT DOCUMENTARY COLLECTION SYSTEM

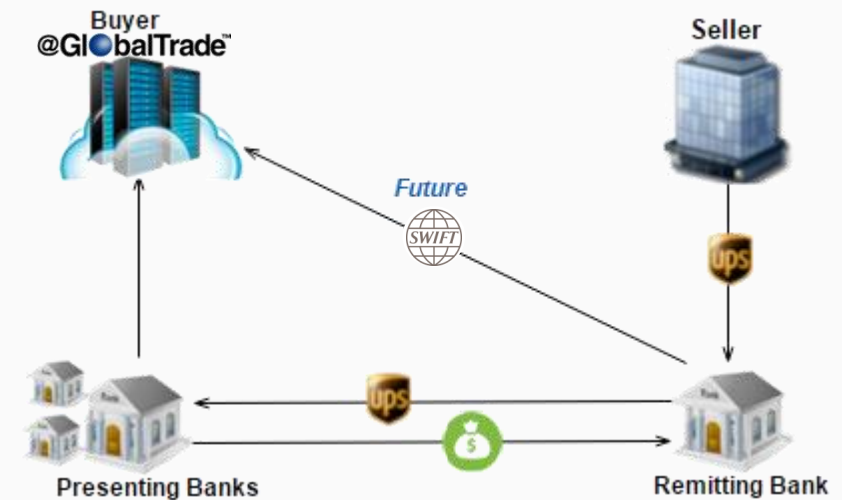


CHALLENGE



- Limited visibility into the companies import documentary collections across all business units
- Manual process of handling receipt of import documentary collections is inefficient and time-consuming
- Lack of automated notifications and alerts when receiving collections

SOLUTION



- ✓ Full global visibility for receipt of import documentary collections using an electronic web-interface
- ✓ Improved efficiency and faster processing in handling import documentary collections
- ✓ Ability to consolidate information and create automated reports
- ✓ Custom electronic notifications and alerts of new collections received

IMPLEMENTATION MODELS

HOSTED BY GTC

GTC offers a SaaS Solution on a multi-tenant or dedicated environment in an ISO 27001 Certified Data Center.

HOSTED BY CLIENT

The Client can host the software internally in its own servers.



SSAE16
Completed Type II Audit

CONTACT INFORMATION

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