

Neutral, Secure and Paperless

Naviporta Propels Seamless Global Trade

Raoul Tan • 24th March 2021

Current situation

Physical + Financial supply chain = global trade



Do you recognize these challenges?

Visibility/Trust

Current trade is **lacking visibility** and therefore trust. Today's solution is adding more paper proof in the trade process.



Inefficient process

- Paper based
- Fraud sensitive
- Time consuming
- Manual processing



Provenance

Product processes about origination and add-ons are not transparent and trackable and therefore a risk. End consumers demand transparency.



Catch 22 (working capital)

I don't want to pay before I have access to my goods

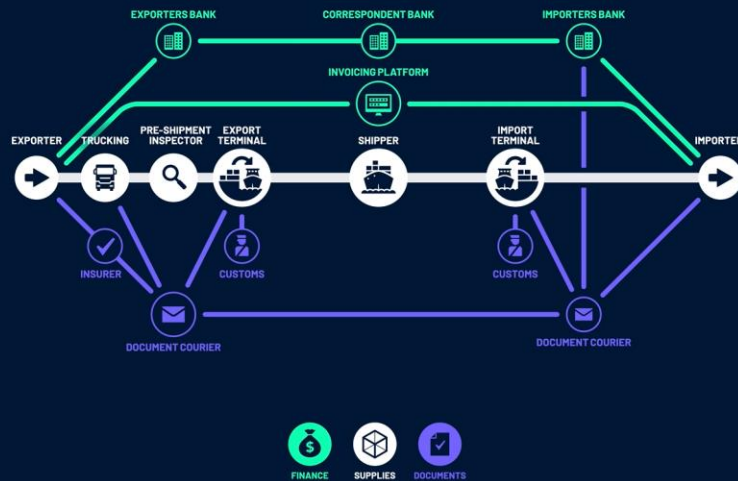
versus

I only release my goods when payment is received



Naviporta - the solution

Seamless integration of physical, information and financial flow



Naviporta is an **open** and **neutral** industry platform that optimizes the physical and financial supply chains by means of a more **transparent**, **efficient**, predictable and **secure** exchange of **trusted** information

Components of the platform

Platform Naviporta: network (blockchain), ID provider, shipment registry, appstore; digital notary, digital vault

Service providers



-  Logistic services
-  Banks & financial institutions
-  Insurers

Super users

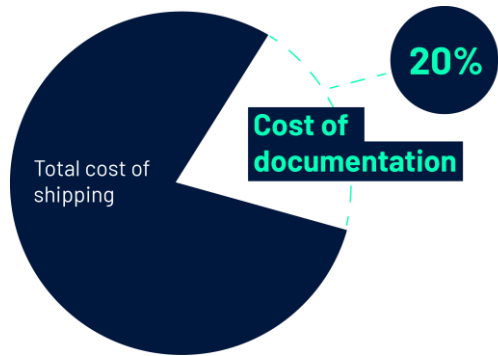
-  Logistics platform
-  Provenance platform
-  Insurance platform
-  Finance platform
-  Regulator platform

Consumers

-  Importers exporters
-  Multinationals manufacturers
-  Regulators

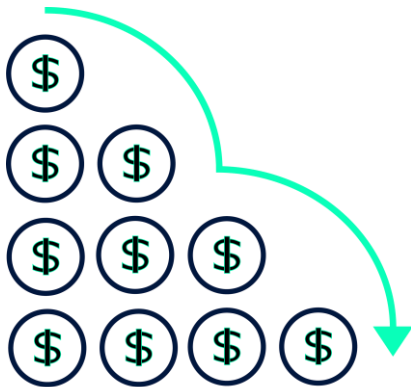
Platform Naviporta

Stating & saving the obvious



Save 20% in costs

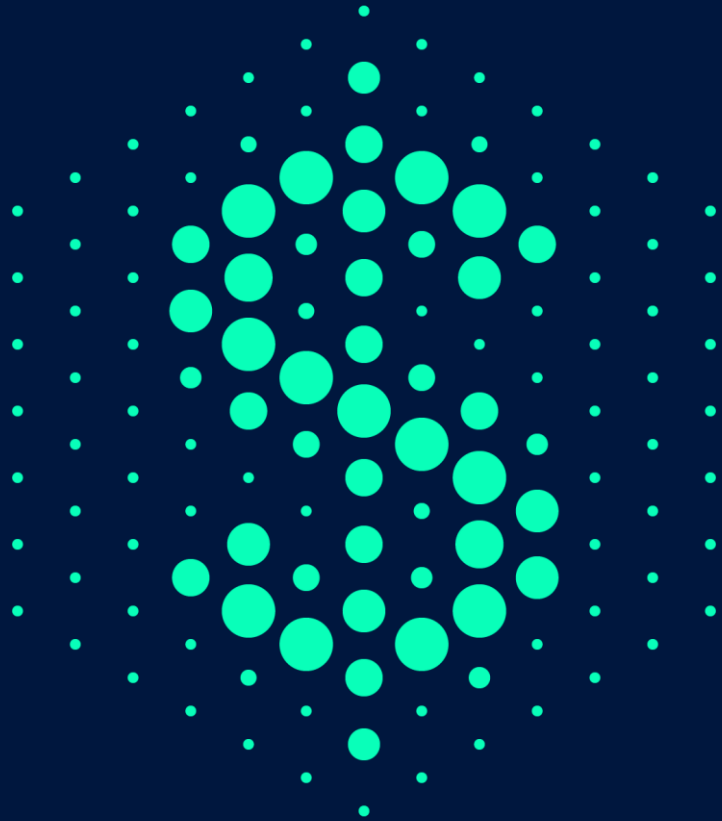
The cost of the documentation required to process and administer goods represents 20% of the costs of the physical transport of a container



Major impact on the total supply chain

- According to the World Economic Forum*, reducing these trade barriers could boost worldwide trade by \$1Trillion in the next 10 years.
- According to calculations by the Digital Container Shipping Association (DCSA), if eBL adoption rates are only 50%, the maritime industry could save about \$4 billion per year.

(sources: DCSA, Maersk)



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What if you could save 27 euros of handling cost per container shipment?

Pilot description – European fresh food company

Scope of this pilot:

- Sweet potatoes from farm North Carolina USA to Poeldijk, NL.
- Door-to-door shipment with 40' reefer container
- Sailing time +- 3 weeks

Result services & Benefits:

- Reduction of "customer service FTE effort" on shipment whereabouts
- Increased planning efficiency of supply chain partners as carrier/customers release etc
- Reduction in cost of poor quality (demurrage & detention, customer penalties)
- Reduction of manual information duplication

Service used	Function	FunctionPurpose
IoT	Container tracking: GPS	GPS tracking inland transport (container)
AIS	Ship tracking GPS	Tracking of vessel
E-CMR	Digital CMR	Digital consignment note, automatically filled by data on the blockchain. No human involvement and immutable
Digital vault	Secured, direct information (data & docs) sharing	Digital aimmutable, fully encrypted data sharing, right data to the right party avoiding duplication.
Front-end	End to end visibility of all combined services, collection of the digital (meta) data	Show full supply chain, incl. risk warning (eg delays)

A circular aerial view of a port terminal, showing large storage yards, a yellow crane, and surrounding infrastructure. The image is part of a background graphic on the left side of the slide.

The value for: Shippers & cargo owners

- **Tier 1: Direct operational savings due to increased efficiencies**

By applying Track & Trace apps as well as digital documents (eCMR) direct benefits by less hours spent in operations

- **Tier 2: Avoiding Cost of Poor Quality**

Based on increased visibility and quality costs can be avoided and/or optimized.
E.g.: Demurrage & Detention, customer penalties, damage claims etc.

- **Tier 3: Supply chain & working capital optimizations**

Lower insurance premiums, decreased lead times, better trade finance propositions etc.

- **Tier 4: Increased compliance**

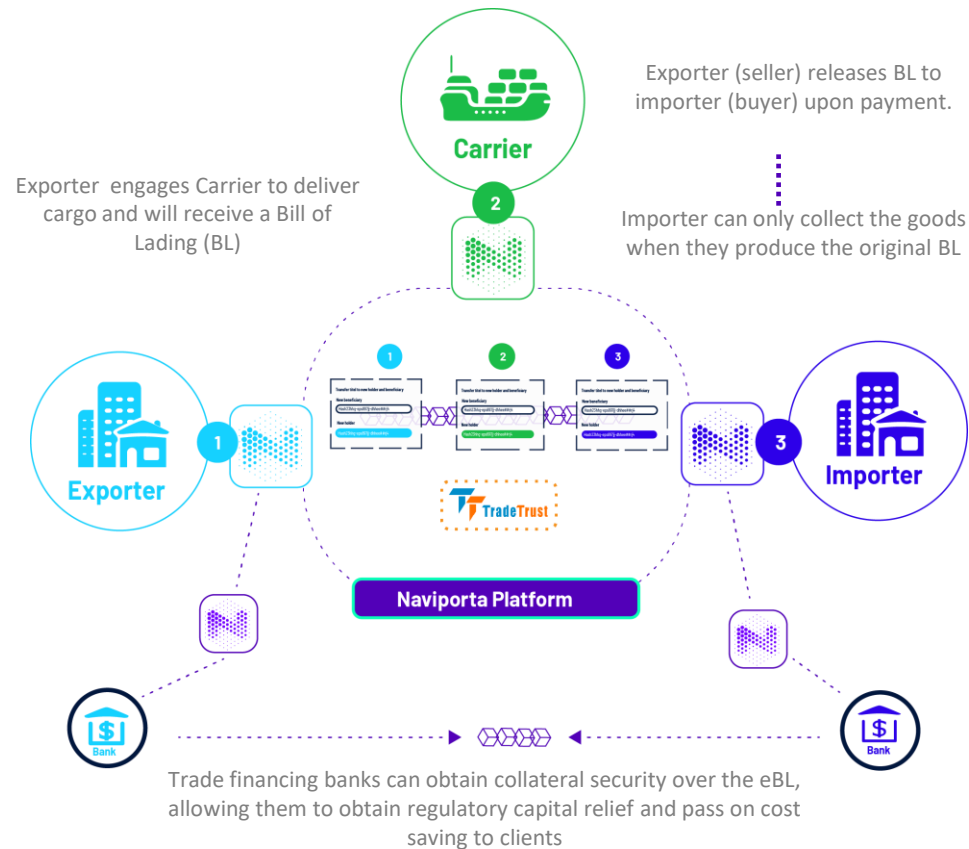
There is a European obligation for companies that want to do business are obliged to take society and the environment throughout their entire value chain into account.

The value for: producers /service providers

- Integrate/combine your solutions with other producers and offer additional services to clients.
- Use our infrastructure to create interoperability with other technologies, platforms, producers and consumers
- Additional market channel; expand your reach as a service provider

(platform growth effect: consumers attract producers, producers attract consumers)

Ebl (TradeTrust): Singapore – Rotterdam



Necessity of eBL

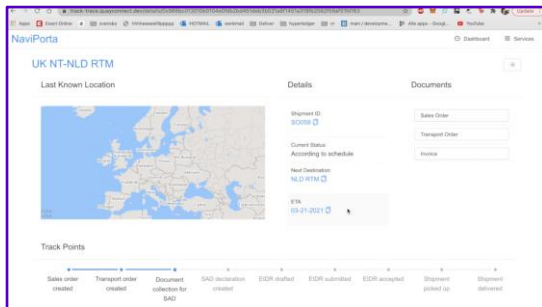
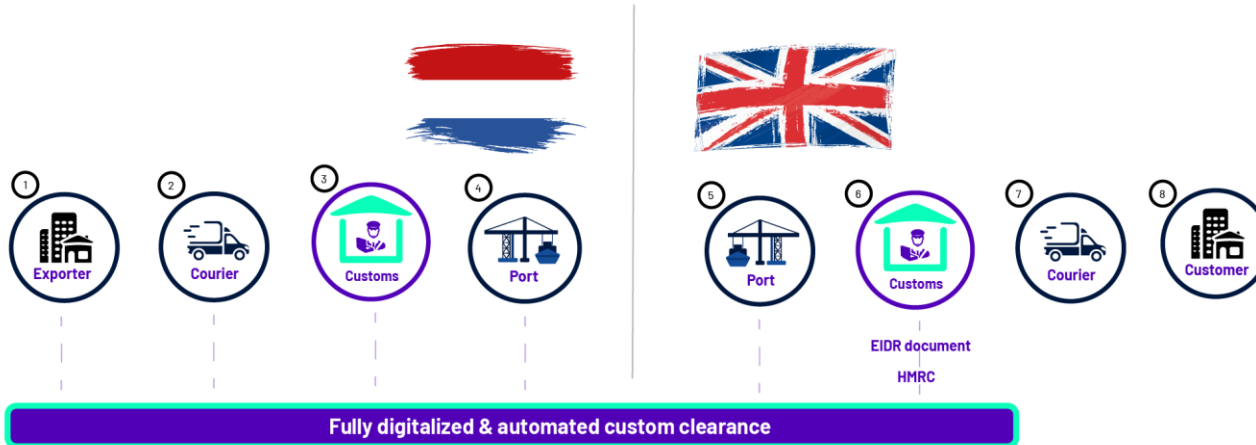
- Paper-based transfers of ownership is prone to errors and far from secure.
- More than more than \$4 billion can be saved per year if just 50 percent eBL adoption is achieved (DCSA)
- A container takes approximately 36 hours to physically get from Singapore to Jakarta (Indonesia), while information and financial settlement can take up to 7 days.
- With eBLs there is no additional costs to hold cargo as goods are less likely to arrive at their port of destination before document processing is complete

Reasons to work with Naviporta

- Enables **trusted interoperability** of digital trade documents (with or without blockchain technology)
- **Less fraud sensitive:** Provides proof of authenticity and provenance of documents and offers title transfers through open-source software
- TradeTrust comprises set of **globally-accepted standards** and frameworks
- **Save costs** with cutting out silo integrations

Quay Connect: UK Tradelane

➡ Borderless supply-chain centric solution



What is Quay Connect?

- The 'middleman' that connects individual business systems with the required governmental and regulatory bodies into one automated, accurate workflow
- It integrates and automates custom clearance processes between UK and exporting countries

Why this solution?

- Post Brexit era causes delays, additional manual actions and uncertainties in international trade.

Reasons to work with Quay Connect:

- Provides **proof of integrity**, origin and ownership
- **Single sign-on** to various supporting services such as PCS and eCMR
- **Efficient supply chain** with more predictability
- **Greater certainty**: Better agreements with partners which results in smarter decisions
- Integration with regulatory bodies: worry free and **seamless workflow** (employees save time)
- **Less waste**: Prevent a decrease in value of perishable goods is 10 to 15% per day

Vatblock: 0% VAT compliancy solution



Burden of Proof

- In B2B cross-border supply chain transactions, suppliers need to substantiate the correct application of the 0% EU VAT rate, by proving that the goods have left the country of dispatch.
- Gathering and safeguarding the required proof is a high administrative burden. However, a complete, consistent and matching administration is required to be compliant.

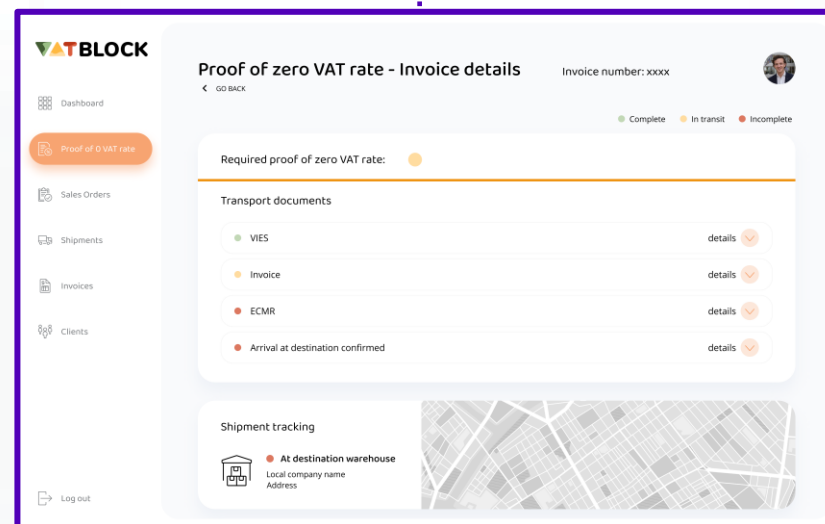


Use Cases

- Blockchain is used as a way to simplify confidential and complex collaboration between the three main parties involved in a shipment (supplier, third logistic supplier and recipient). The lower costs of compliance increases the economic competitiveness of all members involved.
- VATBLOCK can be leveraged by companies in their dealings with the (Dutch) tax authorities in proving that the goods have left the country of dispatch.
- VATBLOCK can help store and share alternative data to prove the transport of the goods.



Re-imagine the proof of transport
in case of cross-border movement



Auditable & immutable proof

- VATBLOCK can be utilized to substantiate the 0% VAT rate in case of B2B cross border supplies of goods.
- VATBLOCK safeguards proof to substantiate the 0% VAT rate:



Application VATBLOCK

- Simplifying “proof-of-delivery” related data exchange from ERP and TMS systems
- Cryptographically secured “proof-of-origin” and identity; the necessary technical building blocks to ensure VAT compliance.
- Providing more insight and flagging missing documents will replace current paper-based evidence process
- Modified data in the digital vault is being indicated

Naviporta's key milestones

Now

June 2021

Launch MVP

- With 5 founding services

Build global consortium;

- peer port authorities

Onboarded;

- 2 service providers
- 2 consumers

December 2021

Launch global consortium;

- >2 Core Partners

Onboarded;

- grow service providers
- grow consumers

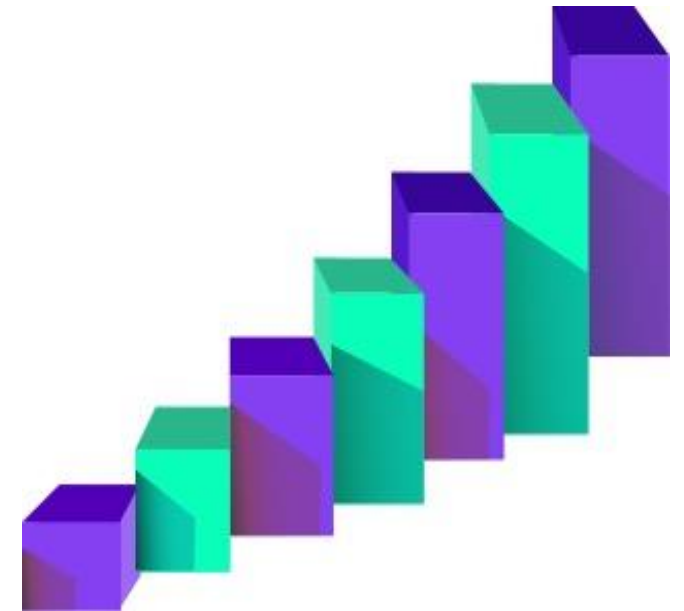
December 2022

Expand consortium;

- >5 Core Partners

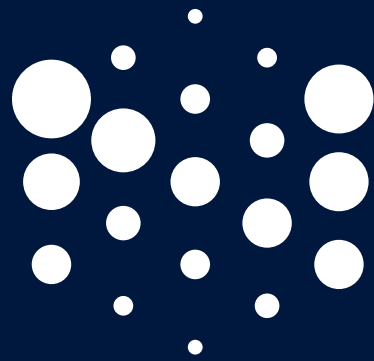
Onboarded;

- >25 service providers
- >100 consumers



Key success factors of Naviporta

- **Driven by a global consortium of port authorities**
 - Neutrality is at the core of Naviporta
 - Your data is not the model and will not be monetized
 - Remain in full control of your data
 - Seamless integration of physical, information and financial flow
 - Easy access to best-of-breed solutions with decentralized infrastructure for peer-to-peer transactions
 - Interoperability is at the heart of Naviporta
- **Eliminating any waste in the global supply chain**; waste by any means, is not sustainable in a business environment
- **Power of ecosystems**; connecting platforms and partners



naviporta

PROPELS SEAMLESS GLOBAL TRADE