



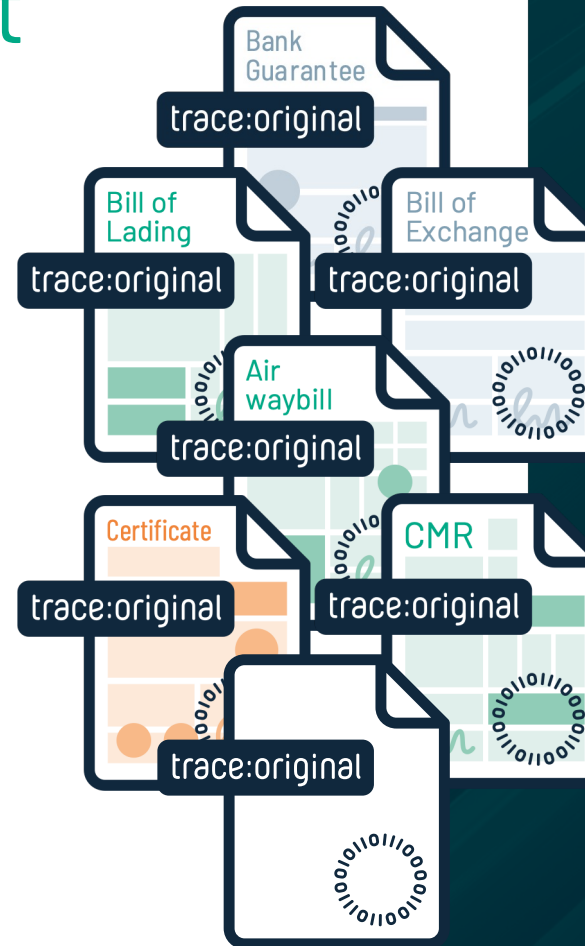
enigio

trace:original
Case Studies

trace:original the digital original document

Paper documents still exist because digital files like normal PDF's cannot be presented as original documents.

Enigio's trace:original can! It has all the qualities of paper but is digital, end-to-end. This makes trace:original safer, faster, more sustainable and cost-efficient.



- A digital original document that can be updated, sold, transferred, and invalidated
- Can be a PDF and can contain attachments, standards and any type of electronic signature
- Readable by both man and machine
- Transferable to anyone anywhere in seconds with no strings attached
- Safe and secure by design

UK's first digital promissory note

- ▶ In August 2022 Lloyds Bank performed a live 'pilot' transaction, a key milestone in the digitisation of trade documents.
- ▶ The transaction involved the sale and purchase of land worth £48m between several UK businesses.
- ▶ Enigio's trace:original, in combination with ITFA's ePU contract enabled the transaction to be done in the same way as a paper promissory note, but digitally and under contract law.

"With this successful UK-first transaction, we have delivered an innovative digital solution that is quicker, less expensive, and more secure. The digitisation and simplification of this solution finally opens this form of payment discounting to potentially millions of small businesses, improving their ability to manage their working capital and the cashflow of their suppliers by fulfilling invoices more quickly."

Gwynne Master, MD, Lending and Working Capital for Lloyds Bank



LLOYDS BANK



TradeRiver adopts trace:original for Electronic Promissory Notes (ePN)

- ▶ TradeRiver now offers trace:original digital Promissory Notes in their TradeRiver Portal
- ▶ Enigio's trace:original, in combination with ITFA's ePU contract enabled the transaction to be done in the same way as a paper promissory note, but digitally and under contract law.
- ▶ trace:original is designed to comply with all requirements of the Electronic Trade Documents Act, as well as any other implementation of the Model Law on Electronic Transferable Records

"The need for more and better technology within trade has never been clearer. The fragility of supply chains, within (SME) finance, and world trade, has never been more exposed. We are very excited to be working together with Enigio and ITFA to modify the existing TradeRiver Process to be ready for the birth of the Electronic Promissory Note (ePN) under the new Electronic Trade Documents Act (ETDA) when it is approved by Parliament.

Richard Fossett, CEO at TradeRiver

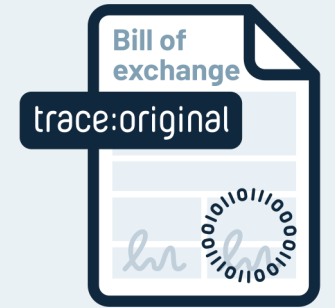


UK's first digital bill of exchange

- ▶ In August 2022 Mercore performed a live pilot transaction, the first in a series of 'digital bills of exchange' transactions with greater size and frequency.
- ▶ The underlying transaction involved the sourcing of sugar by Abercore from Pantaleon in Nicaragua for onward supply to a UK based food manufacturer.
- ▶ Enigio's trace:original, in combination with ITFA's ePU contract enabled the transaction to be done in the same way as a paper promissory note, but digitally and under contract law.

"Mercore is delighted to execute the UK's first digital bill of exchange transaction and with many further pilot use cases in the pipeline, we hope to support market adoption and get much needed funding into the well-publicised \$1.7 trillion+ global trade finance gap."

Anthony Wadsworth-Hill, COO of Mercore



Student grades with trace:original

- ▶ Enigio's trace:original in combination with Documaster's electronic archiving and school systems, provides a complete solution for all types of digital grade documents.
- ▶ The offering is independent of which student administrative system the school has.
- ▶ Bulk signing enables principals and teachers to sign thousands of student grades with one electronic signature, saving hundreds of hours, without compromising the security and integrity.

"If all school organisers were to use this product, we would together make efficiency gains and savings equivalent to approx. SEK 650 million per year, with higher security and quality. Digital management also means significant environmental gains and better working environment,"

Esbjörn Grandalen, Product Manager at Documaster



documaster



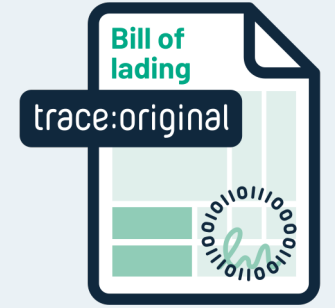
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Digital bills of lading compliant with any standard

- ▶ Enigio's trace:original is able to digitise any trade document, including negotiable instruments like bills of lading.
- ▶ It is designed to comply with current legislation and is fully aligned with UNCITRAL's Model Law on Electronic Transferable Records (MLETR)
- ▶ Enigio's trace:original is able to carry any type of standard, current and future. Currently standards issued by organisations like BIMCO, FIATA and DCSA

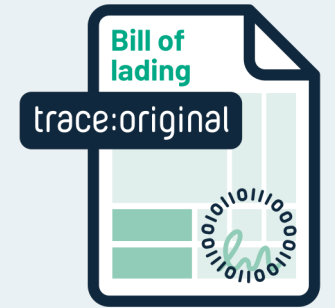


First digital end-to-end trade transaction completed using trace:original, with multiple parties and document types including eBL

- ▶ Freight forwarder Fr. Meyer's Sohn organized the transportation and subsequent issue of the eBL, with Global trader Th Brunius & Co AB adding trade documents including invoice, packing list, insurance policy and certificate of origin. The documents were received digitally by the importer as well as Fr. Meyer's Sohn in India who released the goods.
- ▶ Document transaction time was reduced to 1 working day instead of previously 9 days, ensuring that the original documents were in place prior to the vessel's arrival.
- ▶ Reduced courier costs, increased security with limited fraud risk, and lower environmental impact.

"Efficient and structured collaboration between all involved parties on the basis of up-to-date information and documents at all times is a core issue for us. Therefore, we are very pleased that we were able to successfully complete this pilot with our partners Th Brunius and Enigio on this important path."

Heiko Voigt, Chief Executive Officer at Fr. Meyer's Sohn



Lloyds Bank and Enigio launch new trade digitisation partnership

- ▶ Long-term partnership will expand the use of Enigio's blockchain-powered trace:original technology in digital trade documentation and trade finance products.
- ▶ Will look to widen the application of trace:original for digital original documents including promissory notes, bills of exchange and bills of lading.
- ▶ By removing the need to physically transfer documentation, Lloyds Bank aims to deliver faster, more affordable, flexible, sustainable and secure digital trade solutions for clients.

"We are excited to have taken another major step on our quest to digitise trade. This partnership further cements our relationship with Enigio as we continue to widen the types of documents and underlying flows that will utilise 'trace:original' documents."

Gwynne Master, Managing Director, Lending and Working Capital at Lloyds Bank



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Enigio Awarded as 2023 Technology Pioneer by World Economic Forum

June 2023

- ▶ The [World Economic Forum's Technology Pioneers](#) are early-stage companies that are at the forefront of new technologies and innovation and are poised to have a significant impact on business and society.
- ▶ They announced the selection of the most promising companies that are tackling such issues as sustainability, climate change and healthcare. Enigio is among the winners, selected among hundreds of candidates. as one of the World Economic Forum's "Technology Pioneers".

"We're excited to welcome Enigio to our 2023 cohort of Technology Pioneers, Enigio and its fellow pioneers are at the forefront of innovation and disruption needed to help us solve the world's most pressing issues. We look forward to their contribution to the Forum's content work that brings together public and private sector to tackle these global issues."

Verena Kuhn, Head of Innovator Communities at the World Economic Forum.



July 2023

TFG Distribution Finance goes live, executes first trade transaction

- ▶ The first trade through TFG Distribution Finance was a payment to a Swiss Large Cap corporate, using Enigio's [trace:original promissory note](#). This transaction underlines the practicality and efficacy of the newly launched initiative, showcasing its potential in addressing the global trade finance gap.
- ▶ The initiative aims to drive liquidity into the trade finance market, from institutional capital, banks, and credit funds, facilitated by TFG and its partners
- ▶ TFG Distribution Finance is working with other providers to build trust and immutability in the ecosystem, leveraging Enigio's [trace:original](#), which enables the creation and management of digital original documents.

"We are committed to guiding newcomers, ensuring they navigate the market effectively. Together with our partners, this initiative is not just about facilitating transactions; it's about shaping the future of trade finance".

Mark Abrams, MD, Global Head of Trade and Receivables Finance at TFG



Allen & Overy welcomes Enigio into its digital assets and Legal Tech Fuse cohort to encourage industry collaboration on digitalisation of trade finance

- ▶ Enigio was announced as one of fifteen technology companies to join Fuse's seventh cohort. The LegalTech companies included in Cohort 7 were selected for their potential to drive digital transformation.
- ▶ Allen & Overy and Enigio expect the Electronic Trade Documents Act to be a further catalyst to digitalisation of trade finance given the importance of English law in global trade and trade finance.
- ▶ Under the English law, electronic trade documents will be capable of having the same legal recognition and functionality as their paper equivalents, unlocking a key legal barrier to digitalisation of trade finance.

"Part of our role in Fuse is to engage with clients to understand how they would like us to evolve the way in which deals are done. Trade finance is an area which we have understood is being transformed and we are thrilled to be working with Catherine and the Enigio team to help us and our clients navigate the opportunities ahead."

Shruti Ajitsaria, Allen & Overy partner and head of Fuse

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Lloyds Bank completes first digital trade transaction under new UK legislation

- ▶ Lloyds Bank completed the transaction for Matalan Retail Ltd via Enigio's [trace:original](#) solution. A digital promissory note was issued by Matalan to accept liability when settling a documentary collection for the purchase of garments from one of its suppliers. Through the technology, the key documents arrived two days earlier than they would have, if the promissory note had been concluded on paper.
- ▶ This historical landmark transaction evidences a new era of trade and trade finance, where legislation and technology now truly work hand-in-hand. *trace:original* only requires the party creating the document to be an Enigio user, directly or by proxy, therefore making it easier for businesses to make the switch to digital.

"We are proud to have played our part in Lloyds' first ever transaction under the Electronic Trade Documents Act. We welcome this move to digitisation as it will allow us to trade with our suppliers faster, more seamlessly and in a more sustainable way."

Ed Collier, Head of Financial Reporting & Control at Matalan



LLOYDS BANK



CargoX and Enigio partner to create blockchain interoperability with Lloyds Bank and ICC C4DTI for electronic trade documents

- ▶ CargoX and Enigio have collaboratively developed and functionally proven the capability to switch electronic trade document originals. The document that was transferred across the two was a FIATA electronic bill of lading.
- ▶ As a member of the ICC UK's Centre for Digital Trade Innovation's (C4DTI) working group, Lloyds Bank highlighted its requirements for interoperability to Enigio and CargoX and set them the task of proving true interoperability between the systems. Following its review of the proof of concept conducted, Lloyds Bank believes the new technology solution can support the UK's move towards digitising trade documentation.

"In the world of digital trade, a Bill of Lading is the most complex document to digitise. The original document passes through many parties for any given transaction, and the growing variety of standalone platforms used to create the digital originals adds further complexity. This new technology solution from Enigio and CargoX will make a significant impact on the industry's efforts to become more secure, efficient, and sustainable."

Gwynne Master, Managing Director, Lending & Working Capital, Lloyds



Enigio's trace:original is now available on Temenos Exchange

December 2023

- ▶ Temenos Exchange customers can now create and manage trace:original documents in Temenos Transact application without needing to onboard another application, giving an enhanced and seamless customer experience and propelling digitalisation into the future. Examples of use cases include bank guarantees, promissory notes, bills of exchange, bills of lading, warehouse receipts etc.
- ▶ Temenos Exchange brings innovation to market faster, and at scale. The ecosystem offers pre-integrated and approved fintech solutions that can be easily deployed on top of Temenos [open platform for composable banking](#), enabling banks to accelerate the creation of new financial services, while reducing the costs of development and can now go fully paperless with all their trade documents with trace:original.

“Temenos Exchange acts as an accelerator for fintechs and software developers, helping them develop, validate and monetize new banking solutions. The integration with Temenos and joining Temenos Exchange means Enigio's trace:original solution can be readily available to the thousands of banks globally that run on our platform.”

Martin Bailey, Director of Innovation and Ecosystems, Temenos

