

Trade finance

for corporates



Are you ready to get rid of paper documents and join the **digital revolution** in trade finance?

Do you find it difficult to compare various banks' service offerings and pricing for trade finance?

Are you using multiple platforms and struggling to gain visibility on your trade finance operations and fees?

Do you need a way to clearly identify how many entities and people are involved in your trade finance activities, and what everybody is responsible for?

If so, it may be time to bring your trade finance operations to the next level...

According to a survey conducted by the International Chamber of Commerce in 2018 and 2020...

4bn

sheets of paper per year are required for documentary trade activities

Number of global banks that have a digital strategy for trade finance

83%



Now is the time for corporates to embark on this digital journey!



Key challenges faced by corporates



Operating model

- **Lack of governance, visibility and control** throughout the process
- **Decentralised** local teams managing trade finance activities



Banking

- **Lack of visibility and high banking prices** due to **complex** fee structures
- **Scattered banking landscape** and inappropriate **wallet sharing**
- Changes and variance in the **levels of banking services**, with multiple **bank-specific solutions or initiatives** developing at different paces and some being withdrawn



Technology

- Heavy reliance on **physical paper documents**, leading to **manual processing** and creating **potential risks**:
 - Early expiry of instruments leading to non-coverage of incurred risk
 - Local issuances with higher price and risk
 - Difficulties in monitoring transaction status
- **Outdated and fragmented IT systems**



Case study: Implementation of a trade finance platform



Leading oil and gas multinational providing goods and services

- ✓ Design new trade finance **operating model and controls**
- ✓ Set up **multi-bank trade finance platform** to handle bank guarantees and standby letters of credit
- ✓ **Migrate data** on outstanding instruments from legacy systems to the new trade platform and provide dedicated end-user training
- ✓ Drive **legal and system onboarding** of trade finance relationship banks on the new platform or via SWIFT MT798 connectivity
- ✓ Design, test and implement **bidding module** integrated with the trade finance platform

Total migrated instruments
~4,500

Legal entities
~250

Trained users
~250

Banks through SWIFT
11

Banks through web portal
18

PwC can help you!

An integrated and holistic approach to accompany our clients on their journey to becoming best-in-class in trade finance



Operating model

- Define tailored trade finance **target operating model** and drive **change management** through training and user documentation
- Decrease trade risk **exposure** through targeted policy



Banking

- Conduct trade finance **banking landscape review, selection and design** (bank services, products, volumes and costs) using a fully digital platform **BankLab**
- Leverage **hands-on knowledge** and **experience** of bank onboarding and **SWIFT** testing



Technology

- **System selection** using a request for proposal process that has been tailored to your business requirements
- Implementation support with **proven methodologies and accelerators** (project plan, testing trackers, library of test cases, data migration acceleration sheets, etc.)



Experience our **Strategy through Execution** approach with PwC's global trade transformation and technology Centre of Excellence and our **integrated partnership** with selected system vendor

Don't wait to become best-in-class in trade finance!

Contact us for more information



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