



# TRADE GATEWAYS

White Paper

May 2023



## **TRADE GATEWAYS TOKEN WHITE PAPER**

- **IBM Partner Programme**
- **Partnerships with B2B Marketplaces with Over 10 Million Subscribers**
- **Partnership With A Farmers Union with More than 500,000 Members**
- **Creating A Network of over 300 Digital Trade Gateways**
- **Getting New Business And New Suppliers For Users**
- **Providing Digital Trade Tools To Facilitate Accruing Trade**
- **Facilitating Supply-Chain Finance For Users**
- **Operation of Trade Gateways For over 100 Major Ports Globally**

<b><u>Index</u></b>	<b><u>Page</u></b>
<i>Overview</i>	<i>1</i>
<i>Co-operation with IBM</i>	<i>1</i>
<i>TRADE GATEWAYS Programme features</i>	<i>2</i>
<i>Features of Digital Trade Gateways in the Network</i>	<i>2</i>
<i>TRADE GATEWAYS Assets</i>	<i>3</i>
<i>TRADE GATEWAYS Operational Schedule</i>	<i>4</i>
<i>Team Details</i>	<i>5</i>
<b>APPENDIX</b>	
<i>– Tradekey Becomes a B2B Marketplace in the Programme</i>	<i>6</i>



## **TRADE GATEWAYS PROGRAMME OVERVIEW**

The TRADE GATEWAYS Programme features Regional and Industry Digital Trade Gateways to which services are centrally provided by Digital Trade Gateways Limited (DGTL). These individual Trade Gateways are networked to help create a Digital Trade Gateways Network.

DGTL is a co-operation between IBM and Local Merchant Services (LMS). DGTL has established the TRADE GATEWAYS infrastructure to assist with Trade Digitization, and help pave the way for MLETR, (an emerging framework for electronic transfers).

DGTL is 50% owned by IBM and 50% owned by LMS. The TRADE GATEWAYS programme operates Digital Trade Gateways for strategic places across the globe from the Trade Names for their Geographic Locations. DGTL is co-operating with different partners in the provision of Trade Services to the individual Digital Trade Gateways featured in the Programme.

The idea of the TRADE GATEWAYS programme is to provide a port or airport network type structure for cross border trade that is facilitated by Digital Trade.

Using the TRADE GATEWAYS network, you can as an example go to Shanghai.Trade to seamlessly connect with Brussels.Trade to facilitate a transaction from Shanghai to Brussels using Digital Trade tools. This could help to hugely cutting transaction times, and enable a transaction where many of the bottlenecks that currently exist in international trade are mitigated.

International trade is still largely paper based, and being done pretty much the same way now as it was done 200 years ago. Facilitating the move from paper based trade to digitized trade is happening across the world. In different jurisdictions, the correct legal infrastructure in place to facilitate this is being put in place, as currently the law recognizes paper documents as providing title to goods in cross border trade. However, doing transactions across a closed group Digital trade Gateway means the transacting parties within the closed group can agree than electronic documents have the same legal equivalence as paper documents thus providing benefits of trade digitization for cross border trade.

Supply chains have operated in pretty much the same way for the last 200 years. Our Digital Trade Gateways are helping to change this

### **CO-OPERATION WITH IBM**

However, the lack of a central point of leadership has resulted in the hampering of progress in paperless trade initiatives. The solution is for an organization to take a lead. As an Industry Leader, and a TRADE GATEWAYS Programme partner, the provision of IBM Digital Trade Services to participants in a programme as extensive as the Trade Gateways programme, can help provide relevant services across a Global Digital Trade Gateways Network that stimulates Digital Trade across an extensive Network

## TRADE GATEWAYS PROGRAMME FEATURES

- Building a Global Digital Trade Gateways Network
- Strong Team
- Partnership with IBM
- Co-operation with TradeKey
- The Programmes above provide investment grade opportunities
- Partnerships helping to change how crops are traded
- Creating Digital Trade Gateways with the best Trade Brands globally
- Trade Gateways operated for most of the major ports in the world
- Our Trade Gateways address some Topical Trade Issues
- Our Trade Gateways Network help leverage our partners products
- Our Trade Gateways will help facilitate Countertrade across the Network
- We have over 2 million subscribers across our sites to build on

## FEATURES OF DIGITAL TRADE GATEWAYS IN THE NETWORK

Features of Digital Trade Gateways in the network include those as follow:

- **Helping to Fight Climate Change:** At each Trade Gateway in the network, there is a Carbon Reduction Levy on each Transaction, which is donated to a Tree Planting Programme for Carbon Reduction
- **Transactions carried out centrally:** Trade Gateways in the Network are networked, and transactions are carried out centrally from a centralized B2B Marketplace
- **Local Execution of Transactions:** Transactions are agreed Centrally but executed Locally. This is in co-operation with a Logistics Partner, via a Local Trade Gateway that is part of the TRADE GATEWAYS Regional Network of Local Trade Sites

LMS works with Logistics Groups in different countries in the operation of the Trade Gateways. One such group has offices in countries all over the world and an international network of freight shipping companies, partners and agents. The Group have more than 75,000 dedicated employees, who work in more than 90 countries.

Over 300 Trade Gateways are operated and wholly owned by the programme. Under the TRADE GATEWAYS Programme, individual Regional Trade Gateways in the Countries the UK has a Post Brexit Trade Deal with, are being linked to the relevant Offices for local execution of transactions centrally agreed.

Companies looking for Trade in assorted products in different sectors, are also featured across the TRADE GATEWAYS network. The network features verticals operated for significant industry partners for specific segments including the Ethically Sourced Network. It also features a Trade Gateway for Ethically Sourced Products and Crops.Trade.

## **Background to the Ethically Sourced Network**

The Ethically Sourced Network (ESN) are a TRADE GATEWAYS partner, who operate a platform for Ethically Sourced Products, that is integrated into the TRADE GATEWAYS programme, and provides an Ethically Sourced element within the Trade Gateways.

ESN also operate the ETHICALLY SOURCED Mark for suppliers in the Ethically Sourced Network, meaning it can be easily ascertained if their products are Ethically Sourced.

## **Background to Crops.Trade**

Crops.Trade is a Platform operated as a partnership between a Farmers Union of half a million Farmers, and Local Merchant Services who operate Digital Trade Gateways across the world. The intention is to make Crops.Trade a valuable alternative Crops Trading Platform.

### **Crops.Trade Features:**

- A New way of Digitally Trading Crops using Digital Tokens
- Offers Crops that bear the ETHICALLY SOURCED Mark. This is provided by the Ethically Sourced Network, who are a TRADE GATEWAYS partner, providing an Ethically Sourced element within the Trade Gateways. Bearing the Mark means that products derived from the Crops would also bear the ETHICALLY SOURCED Mark.
- Crops offered through the Programme are classified as Ethically Sourced and part of a Carbon Reduction Programme. As such, Crops offered through the Programme can attract a Premium in subsequent Seasons meaning additional revenue generated for Farmers.
- The Crops.Trade Platform is integrated into a Digital Trade Gateways Programme.
- Ownership of the Digital Tokens represents ownership of the underlying Crops, meaning that the Crops can be easily traded globally.

## **TRADE GATEWAYS ASSETS**

TRADE GATEWAYS wholly owns sites with over 2 million subscribers. TRADE GATEWAYS owns over 300 Digital Trade Gateways across the world run from the Trade Names for the Individual Places covered. TRADE GATEWAYS also owns and operates the TRADE GATEWAYS Blockchain.

## **TRADE GATEWAYS OPERATIONAL SCHEDULE**

### **Marketing and Promotion**

- Via our regional Agents
- Via our Partners
- To our 2 Million subscribers across our range of sites

### **Objectives**

- Provide a Trade Digitization Infrastructure and Digital Trade Products and Services
- Help our Clients reach audiences that would normally be expensive to reach at scale
- Provide access to B2B Marketplaces with Over 10 Million Subscribers in co-operation with our partners
- Bundle our Products with our Partner's Products for our Clients to gain New Business And New Suppliers For TRADE GATEWAYS Users
- Offer **Supply-Chain.Finance** Products through a major Partner
- Offer IBM Products under our IBM Partner Programme
- Provide Logistics Services through our Multinational Logistics Partner that helps facilitate the Trade Digitization Programme
- Utilize the Trade Gateways Network for major partners to provide Related Services
- Use our Regional Trade Gateways to create A Digital Trade Network operated from significant Internet Locations
- Provide our clients with a competitive advantage
- Provide Technical Support to the Network through our Strong Technical Team
- Support our regional Agents and our Partners in offering our Products and Services to their clients, users and subscribers
- Manage our Financial And Administrative Systems both inhouse and through outsourcing

## **TEAM**

TRADE GATEWAYS Marketing and Distribution is carried out through Significant Industry Partners. However, TRADE GATEWAYS also have an Experienced Management, Administrative, and Technical Team including Management Personnel Below:

### **Cristian Ofiteru**

Cristian has extensive experience at a senior level in the retail and logistics industries. He has had different managing roles within general management, supply chain, production planning, manufacturing, procurement, logistic, sales and project management functions.

### **Rick Schultheis**

Rick is a qualified Accountant and was previously a Group Development Director with the Hilton Group. He has extensive experience as a sales director internationally. Rick has substantial skills in business planning, setting and executing sales targets and achieving results. Rick has been with Trade Gateways since inception and has co-ordinated many Trade Gateways business development projects.

### **Richard Bex-Banjo**

He studied for a degree in Finance at the University of East London. He was a Commodity Trader and Sovereign Debt Instruments Trader in the City of London. He has written several papers on Blockchains Business Strategies. He has also been involved with innovative trade financing and parallel trading programmes. He has advised many organizations on their utilization of the Internet to enhance their supply chains.

### **Jeanette Friedrich**

Jeanette's career covers both private enterprise and corporate companies . Jeanette's experience includes developing and managing customer relations , and successful negotiations skills with corporate clients. Jeanette's specialty is working to budgets and achieving successful outcomes. She has administered many TRADE GATEWAYS Projects and will be serving as custodian of TRADE GATEWAYS assets that back the token Offering.

# APPENDIX

## **Tradekey Becomes a B2B Marketplace in the TRADE GATEWAYS Programme**

Local Merchant Services have been providing Trade Digitization Services since 2017. Supply Chains have operated in pretty much the same way over the last 200 years. **Digitizing Trade cuts transaction times by up to 98%, and helps bring Trade and Accruing Supply Chains, into the 21st Century.**

TRADEGATEWAYS is an IBM Partner Trade Digitization Programme. As well as TRADEGATEWAYS Trade Digitization Services, IBM Digital Trade Services are also offered via the TRADEGATEWAYS Programme.

Under the TRADEGATEWAYS Programme, Buyers and Sellers, access Trade Partners through one of the centralized B2B Marketplaces in the TRADE GATEWAYS Programme.

After concluding a transaction, they then utilize a local Trade Gateway that is part of the TRADE GATEWAYS programme. There they can access Digital Trade Tools to digitize the accruing trade, cut transaction times, and execute agreed transactions, in a faster and more secure manner.

The Trade Gateways Programme features over 250 such wholly owned, local Digital Trade Gateways for strategic places around the world.

The Local Trade Gateways are operated in co-operation with TRADE GATEWAYS Logistics providers who are a global network that provide a range of logistics services, including outsourcing of stock control and a wide range of services related to supply chains. Services provided by TRADEGATEWAYS logistics providers also include: Air freight; Sea freight, Warehousing, Fulfilment, Contract logistics, Customs Services, etc.

TradeKey has become a B2B Marketplace in the TRADEGATEWAYS Programme. TradeKey is a global B2B platform established in 2006 and has a distinguished presence globally. TradeKey is one of the largest international E-Marketplaces for exporting and importing. It has about 10 million registered users. Millions of people visit TradeKey every month. TradeKey gives extraordinary exposure to companies in the global market, who can now use the TRADEGATEWAYS Programme to digitize and facilitate accruing Trade.