

# WCO-UNESCAP 5th UNNExT Masterclass

*Blockchain & Technologically Innovative Solutions and its Application to Cross-border Paperless Trade*



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TradeWaltz Inc.*

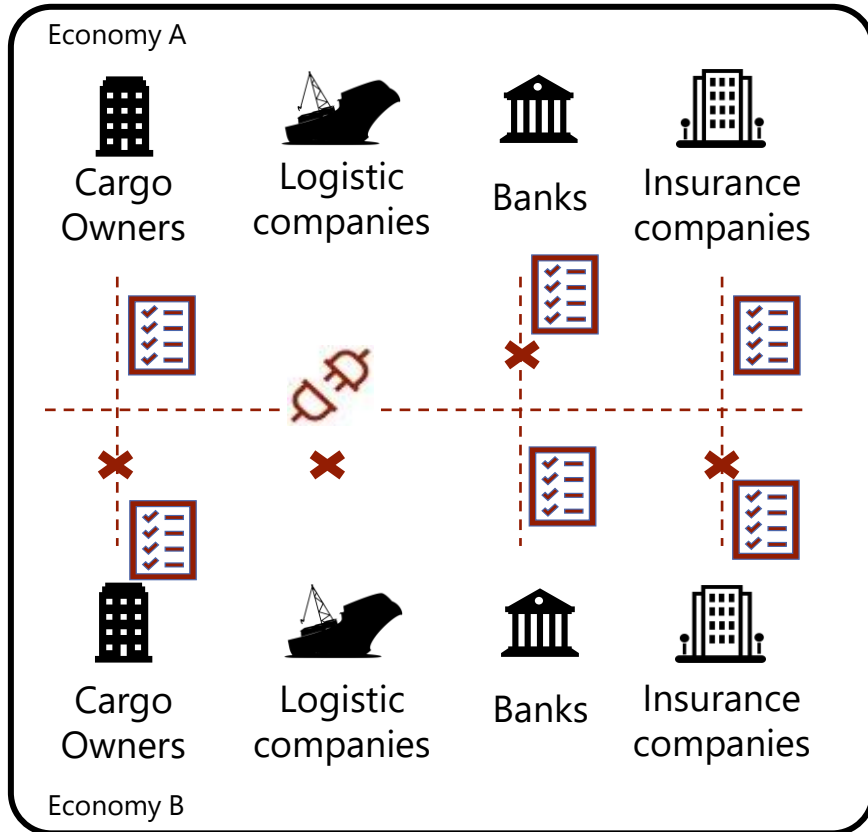
*September 26<sup>th</sup>, 2022*



# The trade facilitation issue/area it has addressed

## Global Trade entails so much difficulty in covid situation

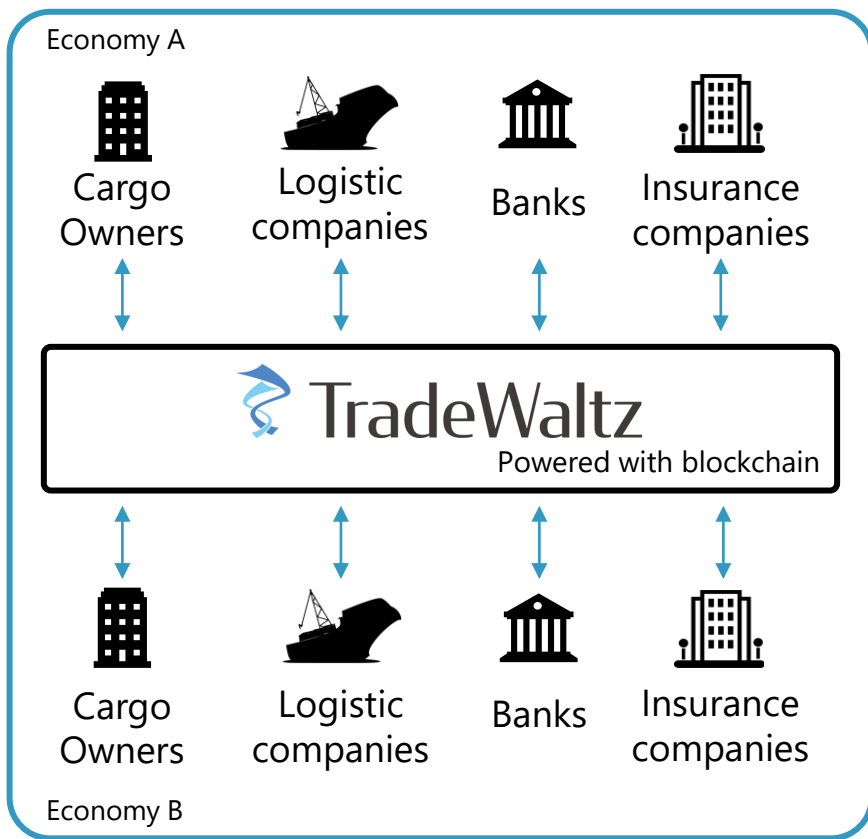
### AS IS



- 1 Need to gather in office**  
To execute paper works and store paper documents  
Ref) ASEAN-BAC focal meeting
- 2 Unclear status of inventory & logistics**  
Because it's written in paper/PDF or communicate in Telephone Ref) USER interview
- 3 Take Time : 72 hours/import&export in Japan**  
235 hours in ASEAN countries, 111 times longer than the EU  
Ref) World Bank Research
- 4 The number of paper : 400million sheets /year**  
The number of paper documents associated with trade operations is about 400 million sheets a year in Japan

## TradeWaltz is a B2B communication DX platform to solve

TO BE

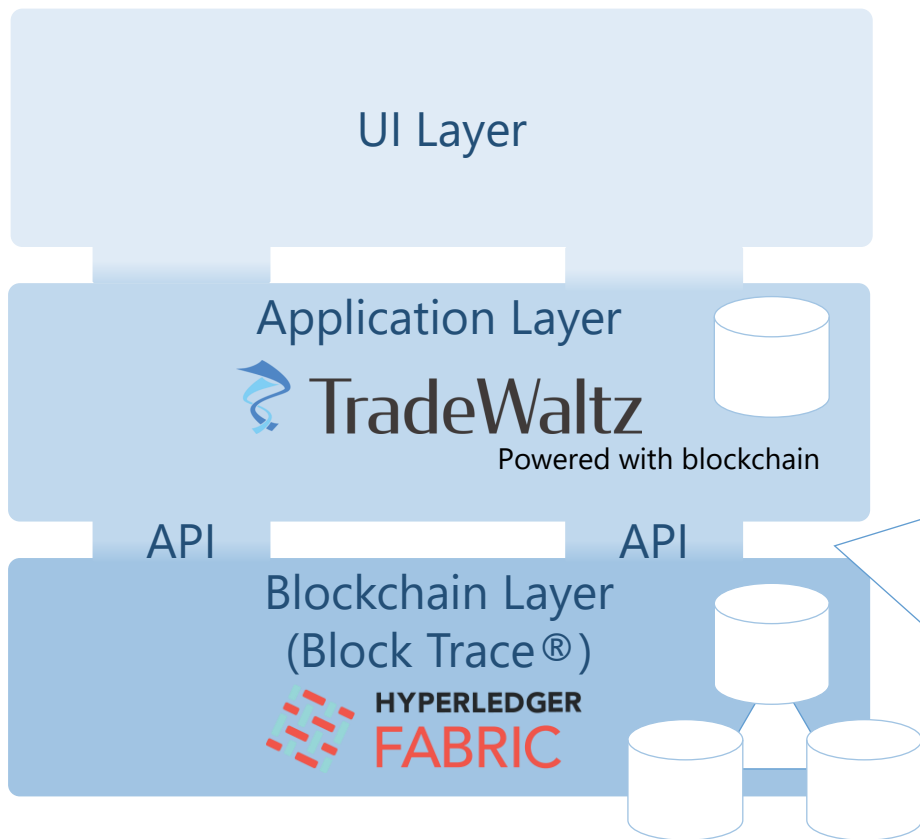


- 1 Don't need to gather in office**  
Trade operations can be carried out remotely with a PC and the Internet.  
Ref) ASEAN-BAC focal meeting
- 2 Clear status of inventory & logistics**  
Because all information can be seen from TradeWaltz dashboard
- 3 Cut Time : 44% in Japan**  
60% in ASEAN economies  
Ref) PoC results in 2018-2019
- 4 CO2 Reduction : 431tons/year in Japan**  
In a case of 50 sheets of A4 paper are used per import/export transaction

## Data authenticity is assured by utilizing Blockchain.

- TradeWaltz consists of three layers: UI, Application, and Blockchain.
- The Blockchain layer utilizes Hyperledger Fabric to assure the authenticity of data.

TO BE



Distributed ledger entry of application layer management information among multiple nodes **to assure data authenticity**. Therefore, we can digitalize important trade information.

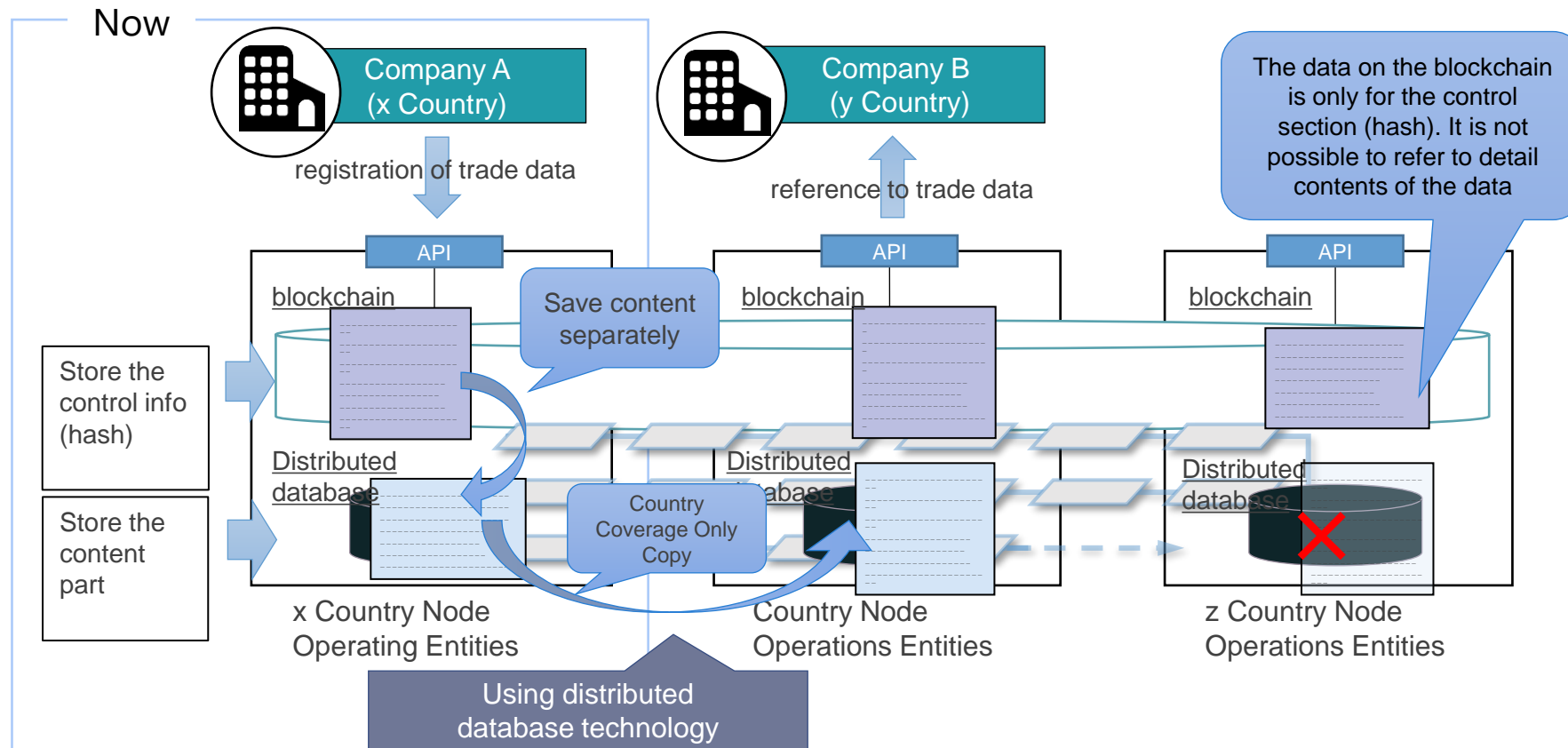
- By **having nodes abroad in the future**, data authenticity will be managed in multiple countries to increase reliability. This is one of the reason why ASEAN countries now consider TradeWaltz to apply in their own national platform.
- **Enhances data governance** by preventing the overseas leakage of confidential information.



# Solution for The trade facilitation issue/area

## How Blockchain solution works

- Using a combination of Distributed database and blockchain, data stored on blockchain layer are hashed only (e.g. 03dcefe75a5826f8b6a88038)
- Limit the scope of data sharing by controlling which node should be stored.  
(Does not share data with users that are not involved in the transaction.)



**Information visible to company A and company B**

The whole contents of trade data

**Information visible to other players on trade platform**

The control info of the data only contains:

- Document version
- File name
- Modified by who
- Date modified

## API Reference was published . . .

TradeWaltz has published API reference guide for the potential partners to evaluate the workload of API linkage with its platform and systems.

The screenshot displays the TradeWaltz API Reference Guide interface. On the left is a dark sidebar with the TradeWaltz logo and a list of navigation items: API Overview, API Use Cases, Services, Login/Logout APIs (highlighted), Trading/Process APIs, Pool APIs, Notification APIs, Enums, System Master, and Error Codes. The main content area is titled 'Auth/Token' and features a 'ログイン' (Login) dropdown menu. Below this, it states 'API認証のアクセストークンを取得する' (Obtain API authentication access token). Two input fields are shown: 'Service Code' with the value 'lakeel-passport-api' and 'API Code' with the value 'v1/auth/token-postLogin'. Below these fields are tabs for 'Document' and 'Sample Code'. The 'Request' section is active, showing a table for the request body. The table has columns for Fields, Type, Required, Validation Rules, and Description. A single row is visible for the 'body' field, which is required and has a validation rule of 'IsString'. To the right of the table, a code block shows a JSON example for the request body.

```
{
  "lslConfig": {
    "serviceCode": "lakeel-passport-api",
    "apiCode": "v1/auth/token-postLogin",
  },
  "username": "user01@lakeel.com",
  "password": "user01",
  "tenantCode": "<leave me und"
}
```

[TradeWaltz API Reference](#)

## Gathered to create the future of global trade

### *Established Trade Consortium in 2017*

**140 Global Members**

(As of 18th August)

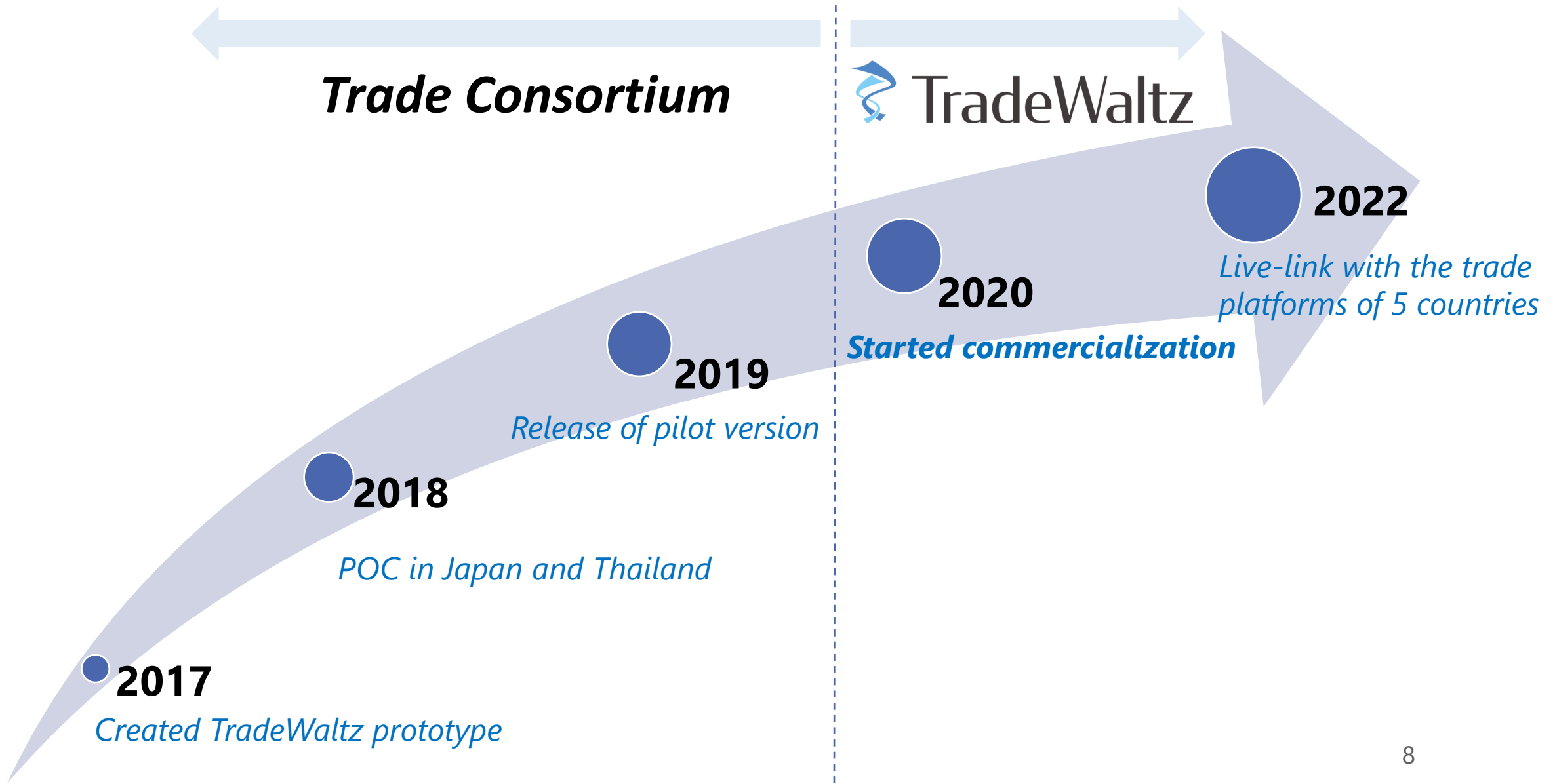


### Consortium Members

Banks	<b>MUFG Bank, Ltd.</b>
	Sumitomo Mitsui Banking Corporation
Insurance Companies	<b>Tokio Marine &amp; Nichido Fire Insurance Co., Ltd.</b>
	Mitsui Sumitomo Insurance Company, Ltd.
Cargo Owners	<b>Mitsubishi Corporation</b>
	Toyota Tsusho Corporation
	Kanematsu Corporation
	Mitsui & Co., Ltd.
Carriers / Logistics Companies	Kawasaki Kisen Kaisha, Ltd.
	Nippon Express Co., Ltd.
	Nippon Yusen Kabushiki Kaisha
	<b>Ocean Network Express Pte. Ltd.</b>
. . .	. . .

# Implementation timeline

TradeWaltz started **commercialization** in 2020





# Current status of the project/innovation

## Now TradeWaltz expanding from Japan to APEC countries

*APEC National project  
supported by Japanese government*



APEC system-linkage  
Target document and functionality



P/O



P/L



I/V



C/O



+visualizing CO2  
emission

①

*TradeWaltz is the member of  
UN/CEFACT and ICC  
Japan Committee*



②

*TradeWaltz meets Mr. Hun-Sen  
Prime Minister of Cambodia  
to expand ASEAN countries*



# Why TradeWaltz is particularly innovative and effective?

- 1 100% Digitize:** TradeWaltz makes it possible to fully digitize trading procedure and all standard documents by utilizing blockchain technology. This can strongly promote remote work even in Covid-19 situations.



LC



INV



BL



PL



SI



CO



I/P



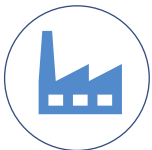
EP



attachment  
files (PDF etc.)



- 2 Cross Industrial Platform:** Many platforms are one industry-specific, but TradeWaltz is one of the few cross-industry platforms.



Exporter



Negotiation  
Bank



Issuing  
Bank



Importer



Insurance  
Company



Forwarder



Carrier



C/O provider

# Why TradeWaltz is particularly innovative and effective?

3

## Cross Industrial Consortium:

The transition to a new, digital-driven approach will require persuasion of conservative companies and practitioners who value their existing operations. Community-based promotion initiatives such as consortiums are effective in overcoming this challenge.



4

## Initiative to revise government law to accept eBL:

TradeWaltz has been continuously lobbying the government to allow eBL since 2018 from the private sector and has [achieved a policy statement to amend the law at the Legislative Council in February 2022](#). Currently, we have received a hearing request from Germany for reference.



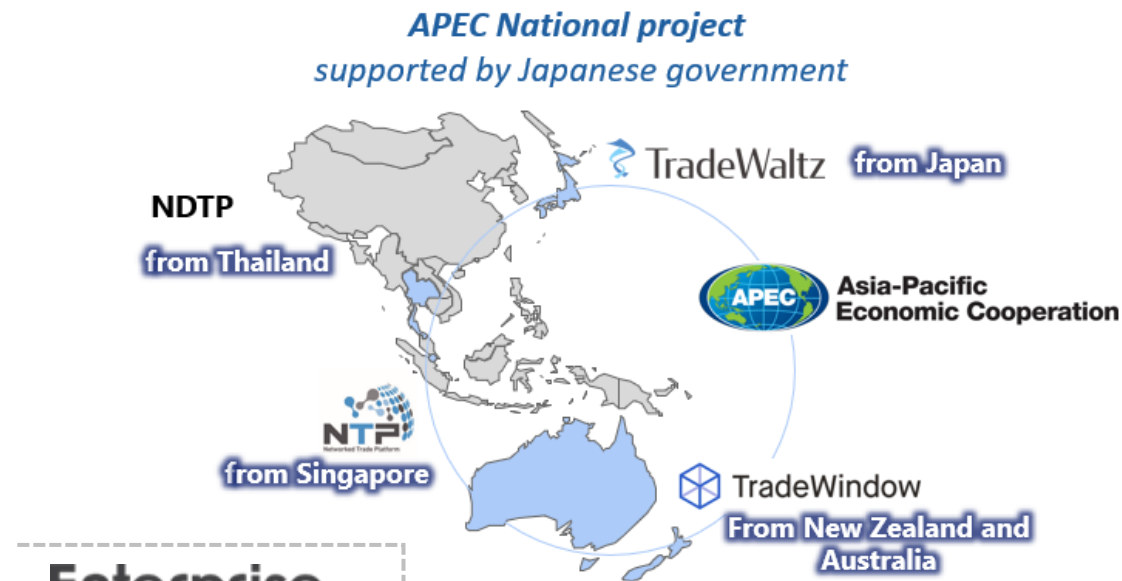


# Our strategy for expanding the market into Asia and the Pacific

## Enhance the collaboration in Asia and the Pacific

2022-

*Connecting the nations*



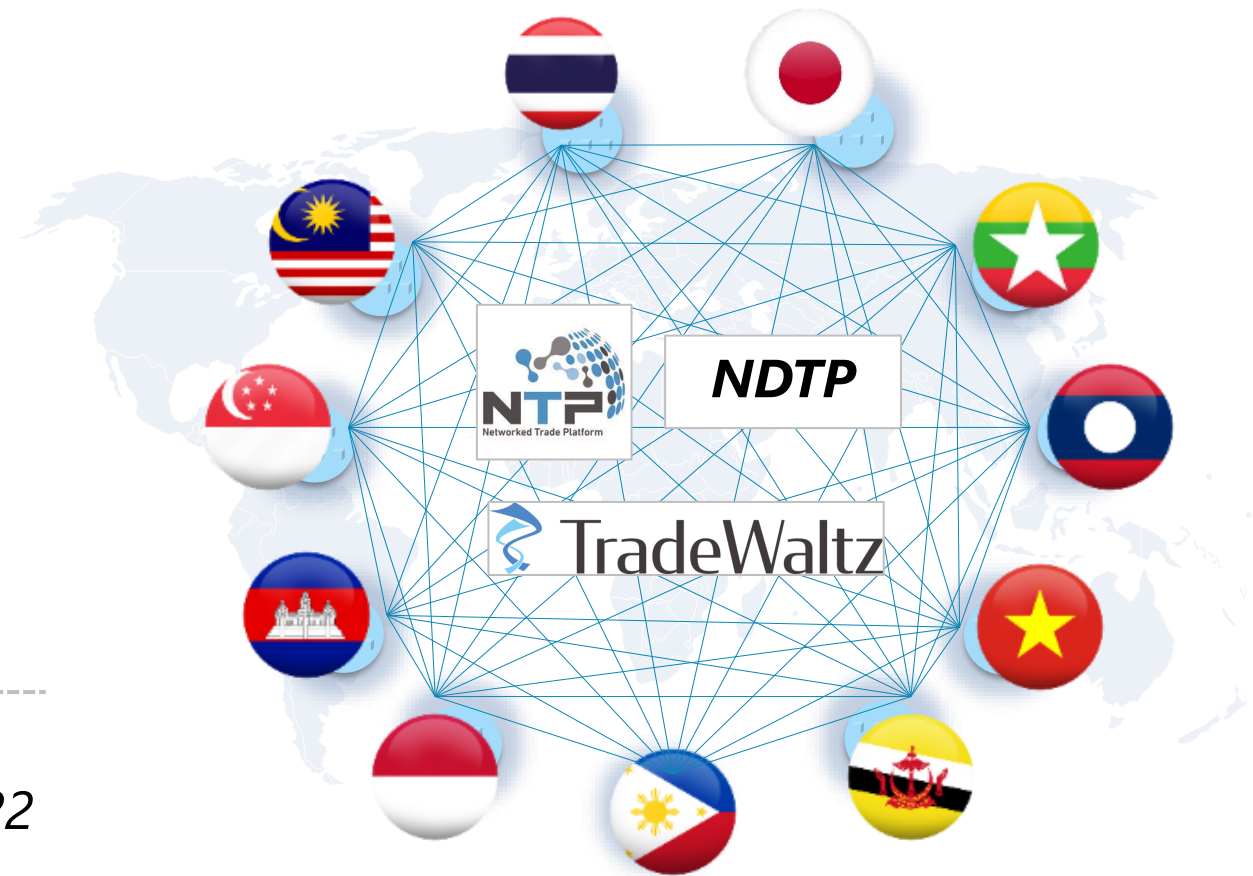
**Enterprise  
Singapore**



*We established TradeWaltz Inc. APAC  
Representative Office in Singapore in 2022*

2023-

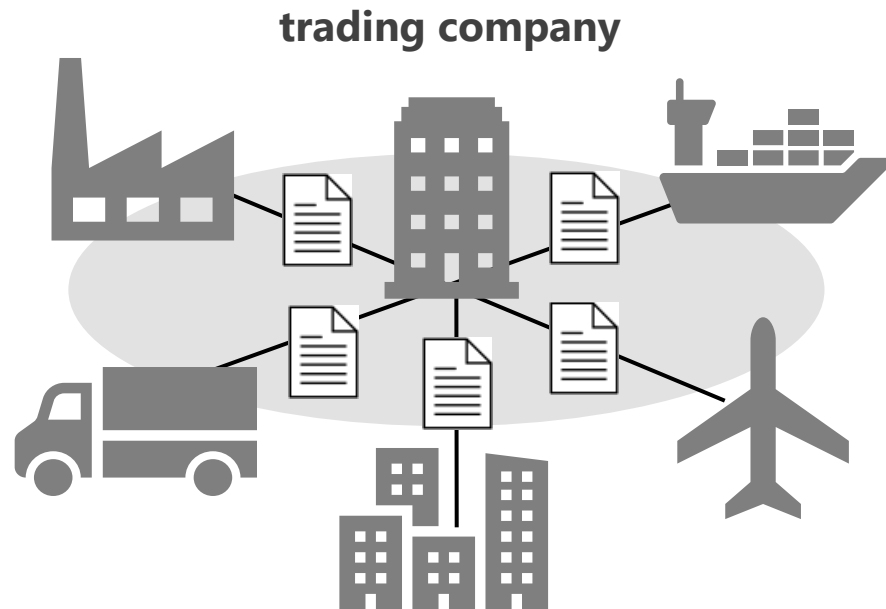
*Realize borderless economy*





TradeWaltz and all stakeholders make **Sustainable society** with Trade DX

## Current analog trade



*Paper-based communication*

Trade DX

## Future of digital trade



*Digital communication*

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