POLICY DRIVERS

- Increase access to trade finance (unleash SME working capital)
- Align regulatory frameworks (remove barriers/scale up solutions)
- Replace cumbersome documentation with technology (cut unnecessary bureaucracy/cost)
- Modernise & improve rules, processes & systems (enable digital-led trade growth)

- 4 BILLION documents circulating in trade system (Source: World Bank)
- $1.5 TRILLION trade finance gap (Source: ICC)
- 1998 WTO Ecommerce Governance Framework
- 15% cost each shipment is paperwork (Source: Maersk)
THE ROADMAP TOWARDS DIGITAL TRADE IN FINANCIAL SERVICES

**Industry**
Companies, finance institutions

**ICC**

**Government**
National governments, inter-governmental institutions, regulators

**REGULATION**
- Apply an evidence based, regulatory regime for the treatment of low risk trade finance (capital allocation) to reduce unnecessary bureaucracy
- Adopt UNCITRAL Transnational Model Laws on ecommerce — namely Electronic Transferable Records to harmonise regulatory frameworks by 2025
- Fulfil UN FAO IPPC ePhyto Hub project obligations — replace paper with digital certification for all food imports across 181 countries
- Fulfil 2013 WTO Trade Facilitation Agreement obligations — simplifying/digitising customs procedures across 164 countries
- Secure WTO Ecommerce Agreement by 2020 — establish a common rulebook for digital trade across 70+ markets
- Accept digital documentation for cross border trade
- Pilot innovative new regulatory frameworks that enable digital trade i.e. Hong Kong fintech corridor, Financial Conduct Authority Sandbox

**IMPLEMENTATION OF SINGLE WINDOWS**
- Enable industry-government interaction
- Standardise all digital documentation

**STANDARDISATION**
- Align cross border inputs, documentation, internal processes & systems
- Adopt e-BL, e-UCP, BPO

**INTEROPERABILITY**
- Test new technologies — blockchain, IoT, cloud
- Deliver new, cheaper, faster, more accessible trade finance solutions

**RULES & STANDARDS**
- Establish, review and modernise digital rules and standards for transactional trade finance (15% trade)
- Introduce new digital rules and standards for ‘open’ account trade finance (85% trade)

**BEST PRACTICE**
- Establish a repository of best practice to promote paperless trade i.e through Global Alliance for Trade Facilitation

**VOICE OF NON-BANK STAKEHOLDERS**
- Establish a forum for corporates, fintechs, shippers, insurers, alternative providers of trade finance, WCO, WTO, UNCITRAL, regulators

**ICC SMART CONTRACTS**
- ICC develops and maintains open set of smart industry contracts and automated rules

**AUTOMATION OF TRADE**
- Adoption of new technology results in reduction in costs increasing access to finance

**ONE STOP SHOPS**
- Integrate solutions for customs, documents, trade finance

**PILOTS**
Agree standards in pilot industries and trade corridors

**TODAY**

**2020**

**2025**
<table>
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<th>DIGITAL IMPORT/EXPORT DOCUMENTS</th>
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<td><strong>1</strong> Accept verifiable PDFs of documents for import/export across all Government Departments</td>
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<td><strong>2</strong> Allow paperless Certificates of Origin</td>
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| **3** Fulfil UN Food & Agriculture Organisation IPPC ePhyto Hub project obligations  
Replace paper with digital certification for all food imports |

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<th>REGULATION</th>
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| **4** Adopt UNCITRAL ecommerce legislation namely Model Law for Electronic Transferable Records by 2025  
Align cross border legal frameworks |
| **5** Fulfil 2013 WTO Trade Facilitation Agreement obligations  
Simplify cross border customs bureaucracy across 159+ countries |
| **6** Secure a 70-90 country wide WTO eCommerce Agreement by 2020  
Provide a common rule book on a sufficient scale to drive innovation |
| **7** Implement an evidence based, regulatory regime for the treatment of low risk trade finance, including reduced capital allocation requirements for digital trade instruments  
Reduce unnecessary red tape and bureaucracy |

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<th>SYSTEMS</th>
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| **8** Implement Single Window  
Standardized information and documents for all import, export, and transit-related regulatory requirements |
THE INTERNATIONAL CHAMBER OF COMMERCE

is the world’s largest business organisation with a network of over 6 million members in more than 100 countries. We work to promote international trade, responsible business conduct and a global approach to regulation through a unique mix of advocacy and standard setting activities — together with market-leading dispute resolution services. Our members include many of the world’s largest companies, SMEs, business associations and local chambers of commerce.

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