

◀ EXIMCHAIN ▶

TRADE FINANCE POWERED BY THE BLOCKCHAIN

OUR MARKET



\$22 TRILLION

SMEs lack:



Payment Contract
Guarantees exporter payment and the importer the right goods. This is key to pre-export financing.



Pre-Export Financing
Provides the exporter working capital financing between the time of manufacturing and payment

TRADE FINANCING IS ANTIQUATED

Access



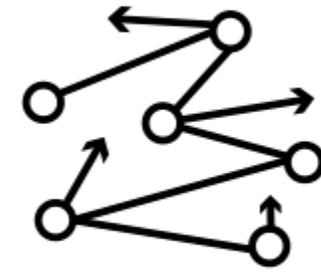
- + Only provided by top banks
- + SME's cannot access

Cost



- + 1-2% on each transaction
- + Banks charge \$39 bn in fees / year

Complexity



- + Costly discrepancies
- + 20 days until payment

Making a Trade with William and Mark

Trade: \$8M Deal for foldable chairs
Letter of Credit fees for this transaction: \$100,000



PAIN POINTS



William Liu

Needs capital financing in order to manufacture export order

Can't get pre-export financing without LC

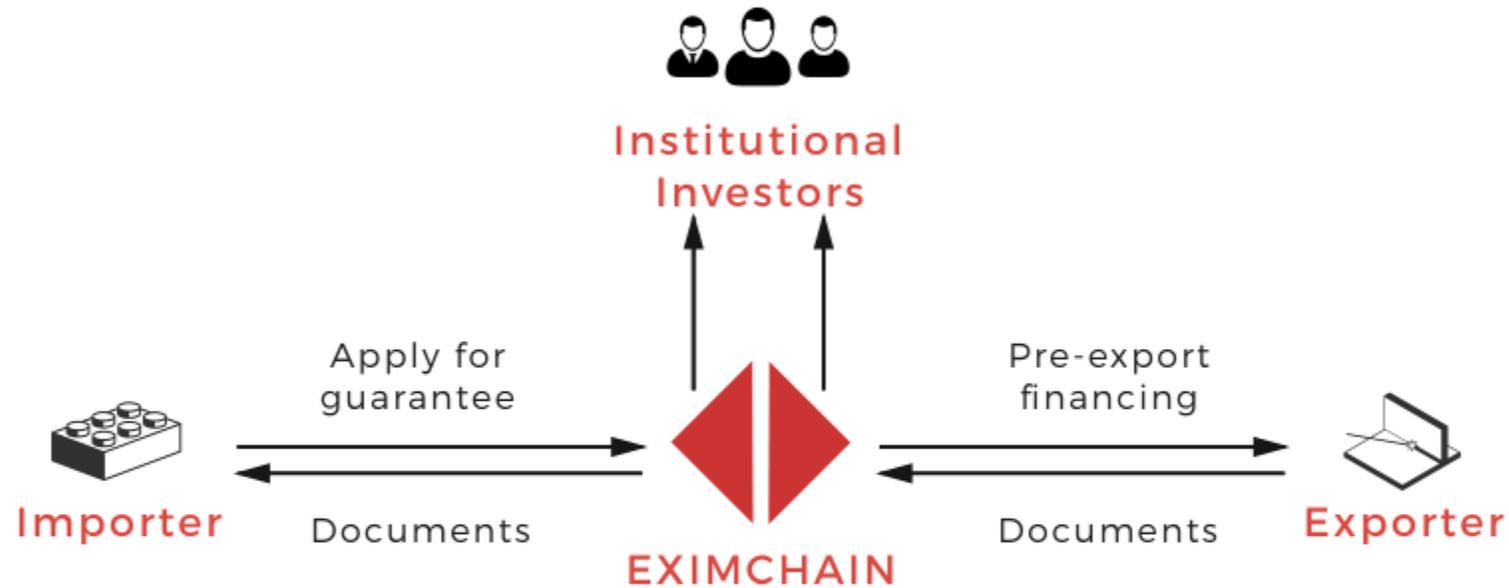
Paid with a 20 day delay even with an LC

Mark Cahsens

Doesn't trust Will enough to pay in advance for the order

Costly LC is the only way to get his order

OUR INNOVATION



EXIMCHAIN

Web-Based

**P2P Credit
Assessment**

**Automated Doc
Checking**

**2 day payment
processing**

BANKS

Paper-Based

Traditional Credit Assessment

**Manual Document
Checking**

**20 day payment
processing**

OUR VALUE

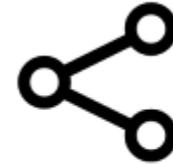
Easy Access



Cost Effective



Simple



Our Innovations:

P2P Guarentees

Lending Market

Decentralized identity management

GO TO MARKET STRATEGY

Beach Head Market

Follow On Markets

US Importer
Chinese Exporter
Plastic Trade



Revenue Potential:
\$60-70 MN

LC Trade Volume:
\$9 BN



Revenue Potential:
\$2.6 - 3 BN

LC Trade Volume:
\$430 BN

US Importer
Chinese Exporter
Corridor

Revenue model - Fees on: Payment contracts and Pre-export financing

COMPETITION



CORE TEAM

Wellesley | MIT | Harvard



Hope Liu
FINANCE



Jinglan Wang
TECHNOLOGY



Can Kisagun
BUSINESS



Chris Crawford
LAW



Feola Odeyemi
TRADE