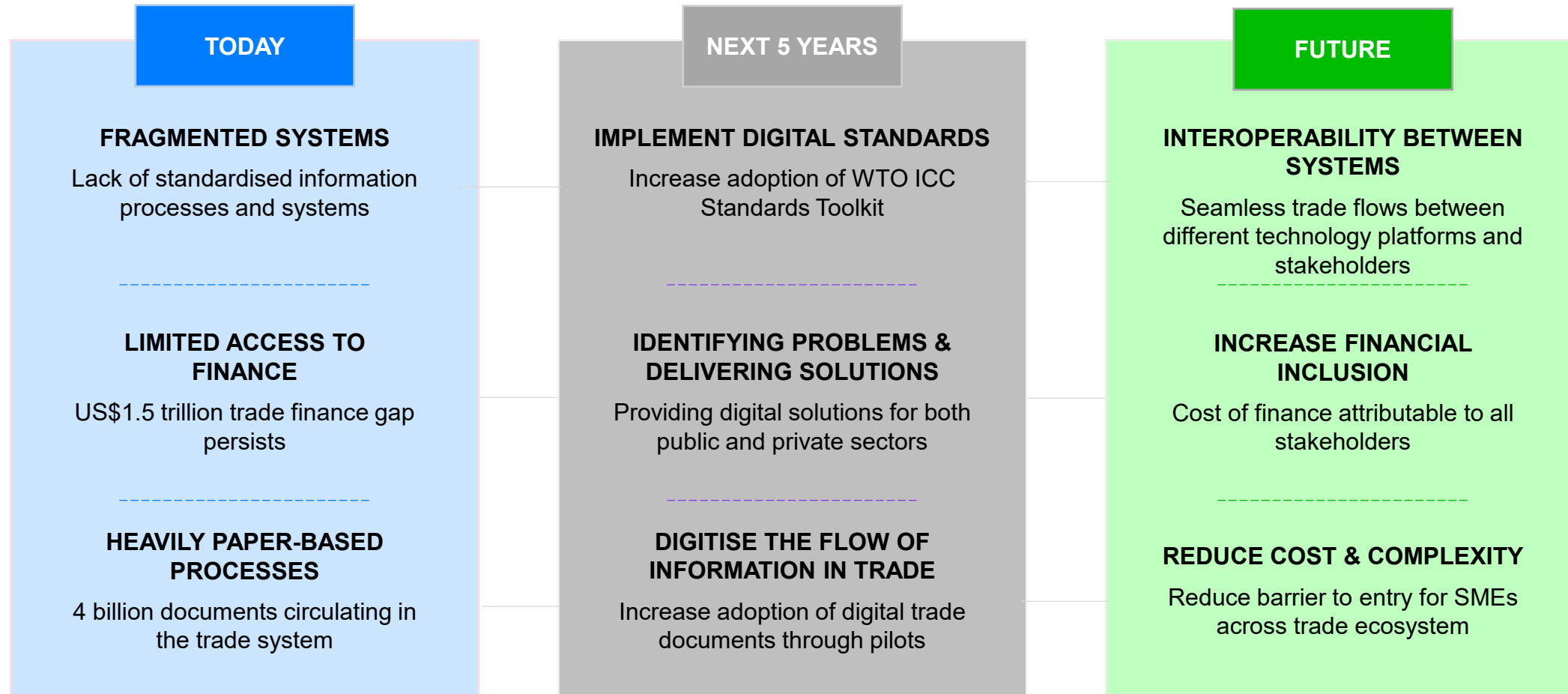


# C4DTI Vision, Mission and Purpose

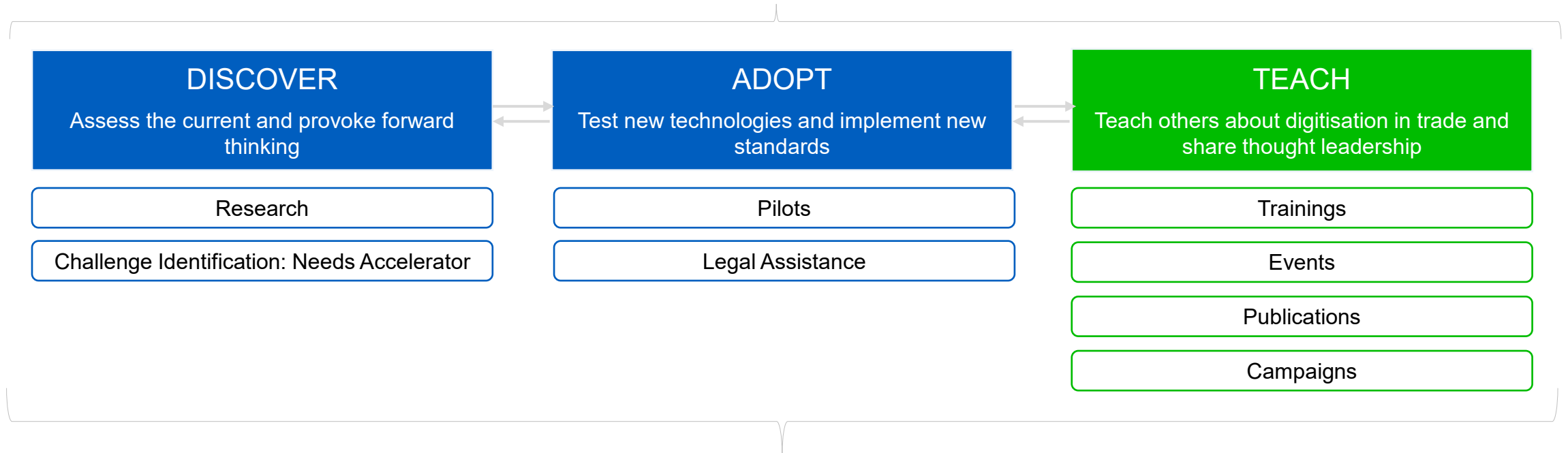


# Our vision is to make trade cheaper, faster and more sustainable through the use of digital technologies



Our mission is to accelerate the digitalisation of UK trade and the adoption of digital standards across public and private sectors

### OUR FOCUS AREAS



### OUR SERVICES

#### KEY



Programmes: Funding that is restricted to use for a specific purpose



Core services: Offerings that will fund the core costs of the centre and are not project specific



# Our purpose is to be the UK champion of open, interoperable digital systems in trade

## Our purpose:

- **Consistently implement international legal, standards and rules frameworks** provided by the ICC Digital Standards Initiative
- **Create a frictionless trading environment** – without paper and unnecessary cost and complexity
- **Champion open, interoperable digital systems** that are secure

## We work with:



# By digitising trade, the Centre is aiming to deliver benefits to multiple strategic trade corridors across the trade ecosystem

## Benefits for all actors

### In-direct benefits:

- Enhanced collaboration
- Scalability
- Security
- Transparency

### Direct benefits:

- Decrease costs of doing business
- Avoid goods stuck at the border
- Increase efficiency
- Frictionless processes
- Sustainability

*UK direct savings from digitalisation of transferrable documents*

**£1 billion**

**Additional trade finance in the UK unlocked** by digitising trade transactions  
*(50% of the trade finance gap) (2)*

**80%**

**Reduction in trade transactions costs** and cross border **compliance time cut from 25 to 1 day** (2)

**£25 billion**

**In new economic growth with 25% extra SME trade** by 2024 (2)

*Direct savings across geographies*

**€4 billion**

**Estimated savings from the adoption of an electronic Bill of Lading.** According to the DCSA, an adoption rate of just 50 percent eBL would achieve this savings. (3)

**\$267 billion**

**Additional value of exports generated across the G7** compared to 2026 base forecast achieved through digitisation of customs documents. (4)

**\$1.2 trillion**

**Additional trade generated through widespread acceptance of digital trade documents** by Commonwealth countries by 2026 through cost reductions and an increase in trade. (5)

# Market Opportunity



# There is a key opportunity to create a frictionless trade transaction environment

## THE TRADE SYSTEM TODAY

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### Trade finance gap:

- £2 billion UK trade finance gap<sup>1</sup>
- \$1.7 trillion global trade finance gap<sup>2</sup>

### Driven by antiquated industry processes, such as:

#### Paper documents:

- 27 paper documents per transaction
- 8 commercial trade documents
- 4 billion paper documents floating through world trade system
- 2-3 months to process a transaction
- 5,000 data interactions per Bill of Lading<sup>3</sup>

#### Lack of policies supporting digital:

- 188 countries don't accept digital commercial trade documents
- Less than 1% trade documentation handled digitally across EU

## C4DTI APPROACH

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### Target clients

- Corporates
- Overseas partners
- Funders & Contract bidders

### Solution

- ✓ All documents digitalised – commercial trade documents are the priority
- ✓ Implementation of interoperable legal and digital standards frameworks

### Use cases the Centre is developing to work towards this goal:

- Achieving sustainability through trade document digitisation
- Port to port automation
- Unlocking trade financing for SMEs
- DEA / FTA corridors

# This opportunity is supported by the introduction of the Electronic Trade Documents Bill in the UK aligned to the UNCITRAL MLETR

## Pillar 1: Legal Frameworks UK

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### **UNCITRAL Model Law on Electronic Transferrable Records (MLETR)**

Global framework for the handling of digital commercial trade documents across borders, e.g., bills of lading, bills of exchange, promissory notes

- Non-discrimination against the use of electronic means, functional equivalence and technology neutrality
- An electronic transferable record is functionally equivalent to a transferable document or instrument
- Enables information that may not be included in a paper-based transferable document or instrument to be included in an electronic transferable record.

### **Electronic Trade Documents Bill (ETDB):** English law aligned to MLETR

- Bills of Exchange Act 1882, Carriage of Good by Sea Act 1992 updated, digital commercial trade documents on the same footing as paper documents
- ETDB will enable the transactional environment to leap from 19th to 21st century law

**DEA / FTAs:** operationalise newly negotiated digital trade corridors – Singapore, Australia, New Zealand (2)

## Pillar 2: Standards Framework

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The ICC Digital Standards Initiative (DSI) provides a unique global forum that convenes international standards bodies to agree a common framework for digital trade.

The WTO/ICC Standards Toolkit is the definitive framework for interoperable digital standards. (1)

The role of C4DTI is to implement the WTO/ICC Standards Toolkit and enable the private sector and governments to connect trade processes and systems across borders to enable trade information to flow in standardised form



Sources: 1) Agreed across agreed by industry, the Baltic and International Maritime Council [BIMCO], Digital Container Shipping Association, Global Legal Entity Identifier Foundation, ICC Banking Commission, International Credit Insurance & Surety Association, International Federation of Freight Forwarders Associations [FIATA], International Port Community Systems Association [IPSCA], SWIFT, World Trade Organisation, World Customs Organisation

2) DEA: Digital Economy Agreement; FTA: Free trade Agreement

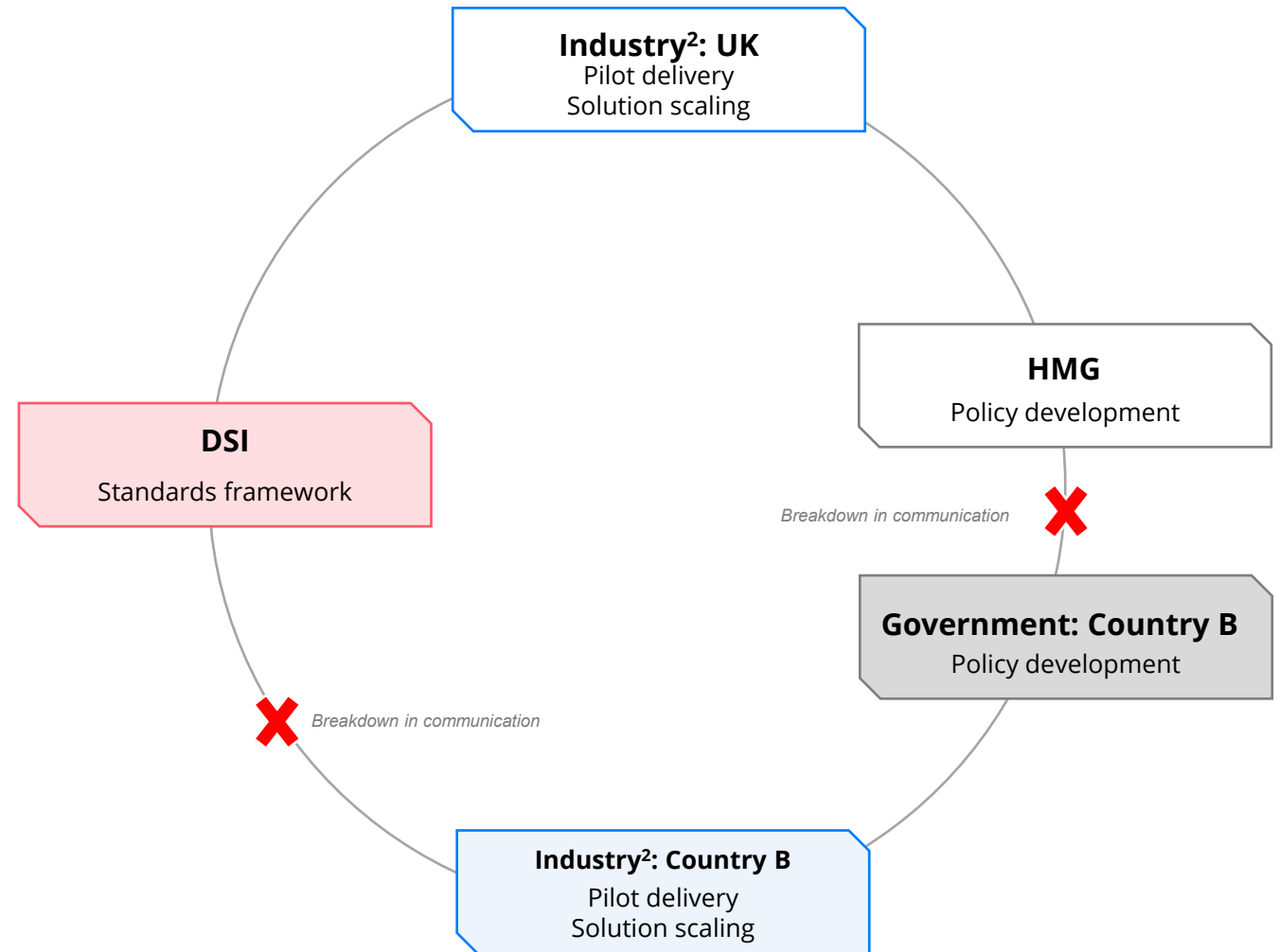


# The shift to digital is changing what and how we trade, and is raising complex new issues for trade rules, technology and supporting infrastructure

## CURRENT STATE OF THE INDUSTRY TODAY:

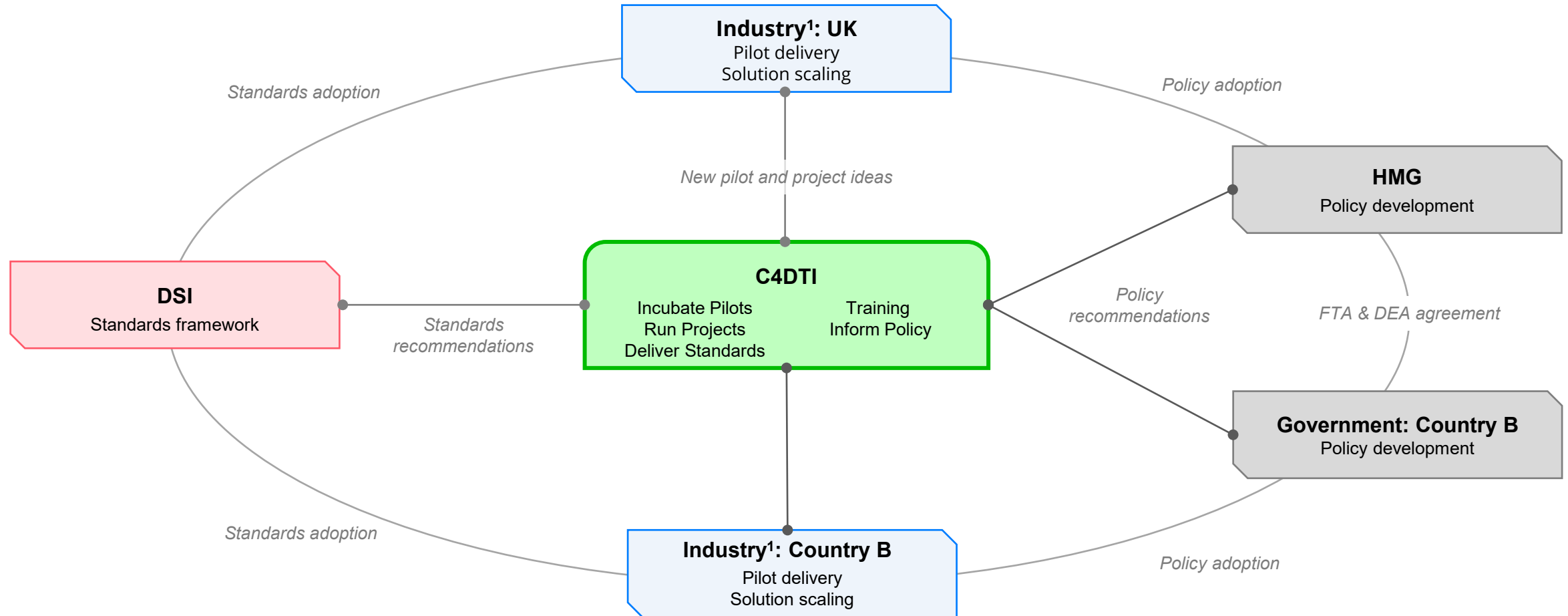
- There's a **clear lack of uniformity in policy** and regulations across different geographies
- Leading to an **inability to align different actors across the system**
- Meaning **trade policy and trade experiments happen in siloed environments** versus informing each other
- Without an independent convening power to coordinate outcomes with a neutral stance, **the different actors rarely join up unless supporting joint commercial goals.**

There's a clear opportunity - trade in the UK **needs a neutral mechanism to deliver innovation**, with a stimulus for corporates and government to work collaboratively on projects which benefit the industry as a whole.



Key: ○ Standards ○ Policy ○ Industry

# The C4DTI is uniquely positioned to instigate change, acting as a neutral convener to unlock the market opportunity



**Key:** ○ Standards ○ Policy ○ Industry

Note: 1. Includes Traders, Banks, Shipping Lines, Ports, Tech Vendors; individual companies and consortiums

# Services



# C4DTI will offer a robust suite of services in order to address the core challenges identified





		Services	Description	Example Deliverables
<i>Programmes</i>				
FOCUS AREAS	DISCOVER	Research	Thought leadership, evidence gathering – barriers, opportunities, solutions	<ul style="list-style-type: none"> <li>• Reports: Fraud Prevention</li> <li>• Reports: policy and technology barriers</li> </ul>
		Needs Accelerator	Pre-pilot challenges to identify barriers, deliver solutions	<ul style="list-style-type: none"> <li>• Pilot design (high-level architecture)</li> <li>• Workshop outcomes, e.g., insight synthesis</li> </ul>
	ADOPT	Pilots	Pilot delivery to test processes and systems / legal, rules, standards adoption using the C4DTI Innovation Toolkit	<ul style="list-style-type: none"> <li>• Innovation Toolkit training</li> <li>• Published report</li> </ul>
		Legal Assistance	Support for low to middle income countries to reform/align laws – Commonwealth focus	<ul style="list-style-type: none"> <li>• Roadmap for legal reform</li> </ul>
<i>Core</i>				
TEACH		Training	Scale up SME standards adoption	<ul style="list-style-type: none"> <li>• IoE Training</li> <li>• Apprenticeships and degree courses</li> </ul>
		Events	Raise market awareness, provide thought leadership, share insights and best practice	<ul style="list-style-type: none"> <li>• Annual C4DTI Digital Trade Conference</li> </ul>
		Publication	Raise market awareness, provide thought leadership, share insights and best practice	<ul style="list-style-type: none"> <li>• Publication linked to DTC</li> </ul>
		Campaigns	Drive up adoption rates of Legal Entity Identifiers	<ul style="list-style-type: none"> <li>• Digital Identify adoption</li> </ul>



# #WeAreICC

**ICC United Kingdom is the representative voice for ICC in the UK and provides a mechanism for UK industry to engage effectively in shaping international policy, standards and rules.**

We are the leading voice on digital trade ecosystems, act as the ICC representative to The Commonwealth and Co-Chair the Legal Reform Advisory Board at the ICC Digital Standards Initiative.

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