



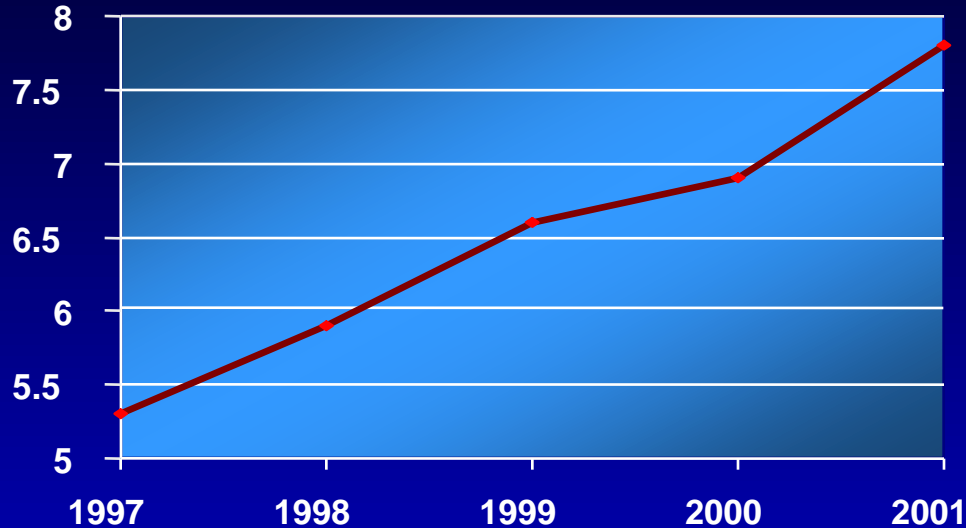
TradeCard

Revolutionizing World Trade

*Ing. Maurizio Ammannato
Marketing & Sales Support Mgr*

TradeCard Opportunity

International Trade
(\$ in Trillions)



Absolute Transactions

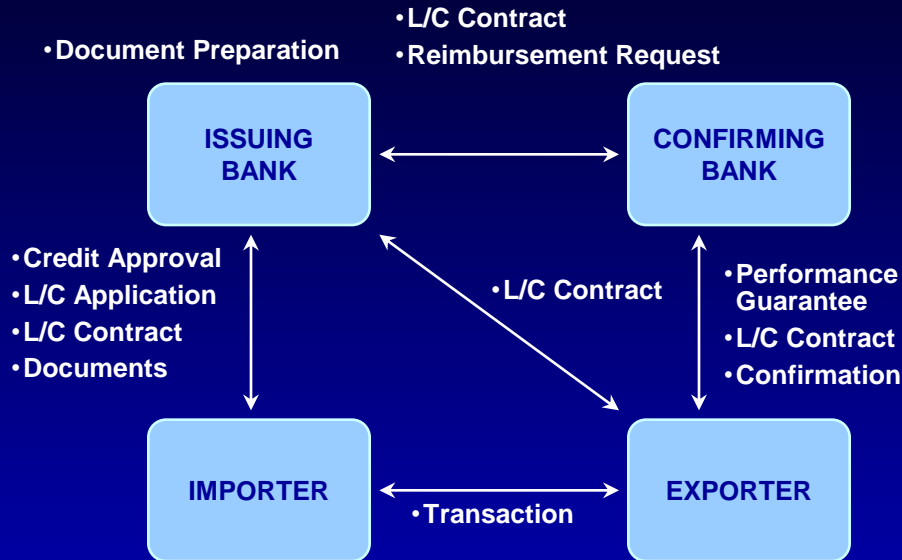
	1997	2001
# Trade Txns	132MM	195MM
# LC Txns	43MM	63MM

- Lots of messages for every transaction
- Governments are forcing compliance electronically

- **Full Service Trade System, Ltd. (FSTS) has the answer:**
 - a simple PC based facilitator
 - backed by a strong GEIS “compliance engine”
 - delivered through GEIS world class partner

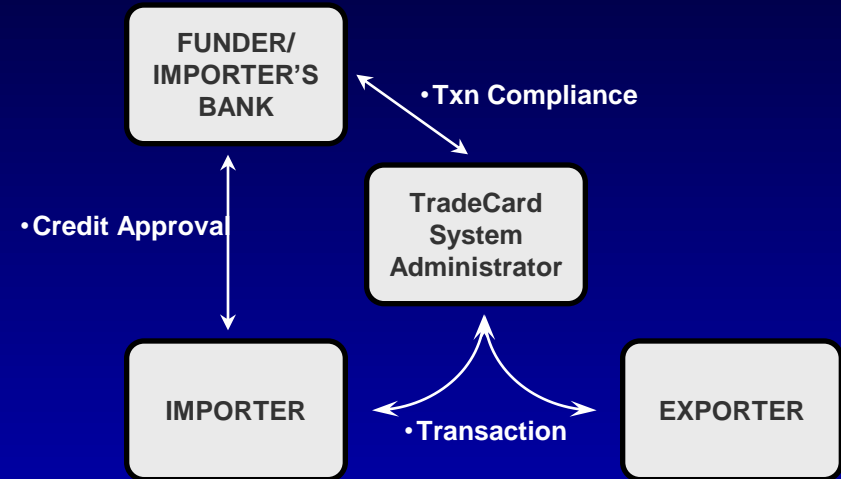
TradeCard vs. Letter of Credit

Letter of Credit



- Multiple Manual and Electronic Documents
- Multiple Points of Data Capture -- Frequent Discrepancies 90%+
- Three Contracts Governed by UCP500; Subject to Interpretation -- Frequent Disputes
- Manual Document Compliance Check -- Frequent Payment Delays

TRADECARD



- Single Set of Standardized Electronic Documents
- Single Point of Data Capture
- Single Governing Contract
- Automated Document Compliance Check

Product Description

TradeCard Is A *Game Changing*, Technology-Driven Trade Finance Product

- **TradeCard Is a Bank-Independent, Computer-Based System Designed to Replace More Expensive, Document Intensive Letter of Credit Products Used As a Payment Mechanism in International Trade**
- **TradeCard Electronically Links All Trading Partners to Negotiate Trade and Freight Terms. It Uses Standardized, Centrally Processed Electronic Documents to Capture and Verify the Compliance of All Transaction Terms Agreed to by All Trade Parties**
- **Once All Terms of Trade Are Confirmed and Shipment Is Made, the Software Authorizes Importer's Bank to Release an Electronic Payment to an Exporter and All Other Companies Involved in the Trade**
- **The Product Has Been Tested by NationsBank, BankAmerica, Royal Bank of Canada, ABN/AMRO and SFF as well as numerous importers, exporters and freight forwarders**
- **NationsBank, Royal Bank of Canada, and SFF Have Signed a Contract With FSTS to Act As Funding Partners and Distribute the Product. ABN/AMRO, Wells Fargo, Bank America and Many Others Are In Final Negotiations.**

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**TradeCard Order
\$21,600 baby strollers**







**Avalon Products
(NJ)**



**Best Freight
Int'l (HK)**



**Most-Brite
(Taipei)**



**National Bank's
(Atlanta)**



April 30th, 1998



**Avalon Products
(NJ)**



**Best Freight
Int'l (HK)**



**Most-Brite
(Taipei)**



**National Bank's
(Atlanta)**



TradeCard Sale

	Importer	Exporter	Freight Forwarder
<u>Cheaper</u>	<ul style="list-style-type: none">• Approximately 1/3-1/2 cheaper than Letter of Credit	<ul style="list-style-type: none">• No advising confirmations• No investment required	<ul style="list-style-type: none">• No cost software• EDI capable• Accelerates payments
<u>Better</u>	<ul style="list-style-type: none">• Standard contract• Control over payments• Extra credit line	<ul style="list-style-type: none">• Standard contract• Guaranteed payment• Online tracking	<ul style="list-style-type: none">• Eliminates disputes• EDI interface to existing systems
<u>Faster</u>	<ul style="list-style-type: none">• No application• No documentary process• Online tracking	<ul style="list-style-type: none">• More predictable payments• Less risk of payment delays	<ul style="list-style-type: none">• FSTS compliance engine “clears” most import / export issues

Summary

- **Start with the experts in World Trade (WTCA)**
 - **300 centers; 400,000 member companies worldwide**
- **and with GEIS, The Expert in e-commerce**
 - **90,000 e-commerce clients**
- **Partner with the top trading banks in the world**
 - **ABN/AMRO, HSBC - Wells Fargo, NationsBank**
- **Develop a business plan that lets all the major players win**



GE Information Services

Thank you!