



EASILY PROCESS COMPLEX TRADE
FINANCE DOCUMENTS USING
ARTIFICIAL INTELLIGENCE



SureMatch

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GLOBAL AND REGIONAL TRENDS IN TRADE FINANCE

As the World Trade Organization (WTO) says, “Finance is the lubricant of commerce.”

According to the WTO, 80% to 90% of world trade relies on trade credit, insurance and guarantees.

Globally, the International Chamber of Commerce (ICC) projects world trade flows to grow to US\$ 24 Trillion by 2026, with Asia-Pacific, Middle East and Europe leading the way.

While the effects of BREXIT are impacting GB-EU trade, financial institutions and businesses are coming to terms with the increased paperwork and costs in complying with the changing regulations.

In the ASEAN region, the trade finance market was valued at about US\$ 3.7 billion in 2020 and is forecast to reach US\$ 5.7 billion by 2026. Growth is expected to come from new trade routes, technology, economic recovery, increase in the number of Small and Medium Enterprises, and non-tariff measures in ASEAN. Singapore, Indonesia, Thailand, Malaysia, the Philippines and Vietnam are expected to be the biggest contributors to the growth in ASEAN.

Global trade finance is inherently dynamic and finds itself in the midst of digital transformation. The time is right for all the parties involved in global trade to accept this changing reality and adopt technology to ensure that trade flows are smooth.

KEY CHALLENGES IN PROCESSING TRADE FINANCE TRANSACTIONS

With technological enhancements, changes in corporate behavior, regulatory reforms and increasing market competition, banks are adopting automation in their processes.

The key challenges that institutions are trying to solve are-

- Labour Intensive Processes
- Paper Based Documentation
- Regulatory Risks

Labour Intensive Processes

Trade finance has historically been a complex business. It involves processes that are highly focused on documentation and checking them manually.

Industry experts say that there are about 4 billion pages of documents that are in circulation in documentary trade alone.

The sheer number and complexity of processing these documents manually results in long transaction turnaround times and high error rates.

Bankers say that it takes anywhere between 1 hour to a few days to manually create, edit, review and approve these documents depending on the complexity of the transaction and the expertise of the employees involved.

It is crucial that the bank, buyer and seller inspect the documents carefully and check for errors and mistakes that may end up in delays, further costs, or deferred payment.

Paper Based Documentation

Corporate banking, especially trade finance, still relies heavily on paper-based documentation and manual processing. This leads to inefficiencies and risks resulting in higher costs.

- There are multiple documents involved in trade transactions prescribed by national and international regulatory bodies. Some of these are:
 - *Commercial transaction related documents* - Offers and quotations, orders, pro-forma invoices, and despatch advices
 - *Payment related documents*- Commercial invoices, collection payment advices, documentary credit applications, applications of bankers' draft and bankers' guarantee
 - *Transport and related services documents* - Transport contracts (bills of lading, consignment notes), cargo freight manifests, freight invoices, arrival notices, insurance policies and warehouse receipts.
 - *Official control documents* – Goods declarations, Sanitary and Phytosanitary (SPS) certificates, control and inspection certificates, and dangerous goods declarations.

The legal charges and time incurred by banks to reclaim the pending dues and charges arising out of non-performance by errant clients is substantial.

Regulatory Risks

- Banks and companies have to follow international and domestic regulations and guidelines.
- Some examples of the international guidelines are –
 - Uniform Customs and Practice for Documentary Credits (UCP 600) and e-UCP
 - Uniform Rules for Demand Guarantees (URDG 758)
 - International Standard Banking Practice (ISBP)
 - Uniform Rules for Bank-to-Bank Reimbursements under Documentary Credits (URR 725)
 - Financial Action Task Force (FATF) guidelines on Anti Money Laundering (AML) and Politically Exposed Persons (PEP)
 - Foreign Account Tax Compliance Act (FATCA)
 - International Organization for Standardization (ISO)
 - SWIFT Messaging Standards
 - International Commercial Terms (INCOTERMS 2020)
- Some examples of country specific regulations that have to be adhered to are-
 - Agricultural products: Specific certifications for agricultural products from both exporting and destination countries
 - Recycling laws: Most countries have packaging and recycling laws that affect shipments
 - European CE Marking and Certification: CE marking is the manufacturer's declaration that the product meets EU standards for health, safety, and environmental protection
 - China Compulsory Certification (CCC) and China Quality Certification (CQC): Manufacturers of products have to obtain approval before their products can be marketed, imported, or used for any commercial purposes in China
 - Labelling laws: Certain imported goods that are to be sold in Indonesia must be labelled in Bahasa Indonesia. These requirements are specified in Schedule to Minister of Trade Regulation No. 25 of 2021 on the Stipulation of Goods Obligated to Use or Compete with Labelling in Bahasa Indonesia
 - Foreign Exchange Management Act (FEMA), India: This Act provides guidelines for the free flow of foreign exchange in India

Compliance challenges and risks of non-compliance that arise out of regulatory requirements and reporting in Trade Finance need to be followed continuously.

MANAGING COMPLEX TRADE FINANCE DOCUMENTATION WITH ARTIFICIAL INTELLIGENCE

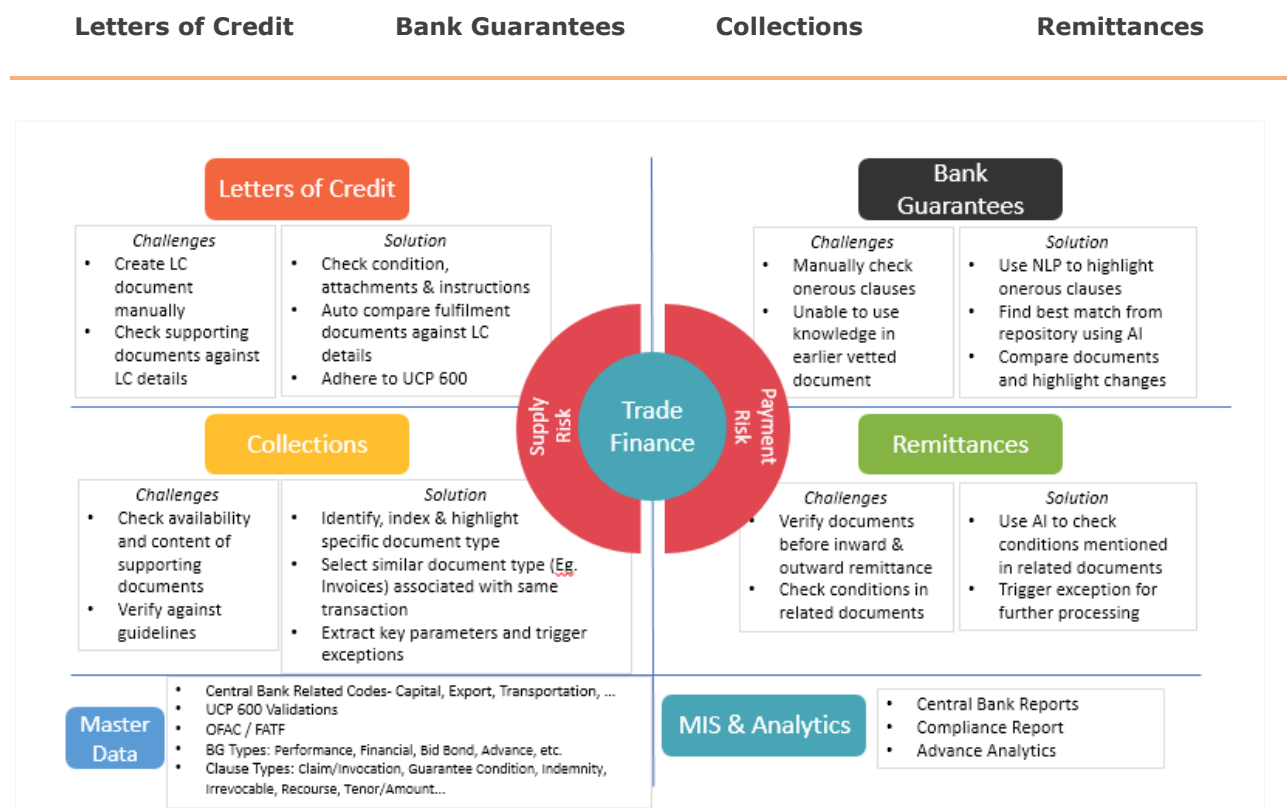
Banks can use AI - powered tools to become more productive by removing repetitive tasks from many of their regular manual operations that use documentation. Using automated processes for risk management and compliance protects banks from risk and from human error in manual processes.

AI based tools can extract data from Trade Finance documents and mitigate compliance risks with audit logs.

Using our proprietary AI engine, we offer solutions to identify, classify, recommend, match and trigger exceptions based on all the documents required in Trade Finance transactions.

SUREMATCH - AI-POWERED PRODUCTS FOR TRADE FINANCE

SureMatch is an AI tool that helps banks deploy trade finance product offerings faster at lower costs to exceed customer expectations, comply with regulatory requirements and manage risks. SureMatch has out of the box capabilities to enable the following trade finance instruments:



Business Benefits

- Up to 20% reduction in compliance costs as a result of clear understanding and interpretation of onerous clauses
- 65% reduction in processing time results in experts being able to spend more time to vet other complex documents thoroughly
- Self-serve configuration of multiple parameters for matching increases the accuracy of bank staff in selecting cases and contracts based on precedence
- Up to 95% confidence in the algorithms results in having a focused set of documents and problem cases to manually verify as a result of better exception handling.

SureMatch helps bankers manage and extract contextually relevant data from massive repositories of bank guarantee applications, Letters of Credit, loan documents, property documents, and all other trade-related documents.

Bankers can make quick, insightful decisions based on previously vetted documents with accuracy and confidence. This reduces the time taken to process documentation from hours to less than 10 minutes.

<p>AI Text Extraction </p> <p>Neural Network based Data Extraction for high performance and accuracy</p> <p><i>Ability to extract 60 pages scanned PDF file in less than 1 minute</i></p>	<p>Classification Engine </p> <p>Corporate Banking domain based AI Classification engine pre-trained for multiple document types within the docket</p> <p><i>Trade documents such as Invoice, Bill of Lading, Export Bill, etc. pre-trained</i></p>	<p>Document Index </p> <p>Identify, index & highlight specific document type</p> <p><i>Insert key index within large document for quick navigation</i></p>	<p>Critical Key Value extraction </p> <p>AI trained to identify important data within specific trade documents</p> <p><i>SWIFT ready and JSON output format available</i></p>
<p>Exception Rule Engine </p> <p>Configurable rules to identify and alert users</p> <p><i>Set exceptions for amount, date, tenure, missing document...</i></p>	<p>Supervised AI Learning </p> <p>Feedback loop for authorized end user</p> <p><i>Continuous AI learning with in-built repository and user input</i></p>	<p>Flexible UI </p> <p>Easy to use interface. Option available to integrate within existing application</p> <p><i>Responsive User Interface for modern browsers</i></p>	<p>Integration </p> <p>API integration for workflow engine (data + files), master data, user management</p> <p><i>JSON & XML format available</i></p>
<p>Deployment & Dependency </p> <p>On-premise & On-Cloud. Proprietary code with no dependency on 3rd party license</p> <p><i>Flexible deployment options</i></p>	<p>Performance </p> <p>Performance fine tuned for critical and urgent new age banking business need</p> <p><i>Get match from 10K files in less than 17 seconds.</i></p>	<p>Security </p> <p>Fully encrypted file repository</p> <p><i>All documents in repository are securely encrypted</i></p>	<p>Built in Compliance </p> <p>Pre-configured guidelines-UCP, Central Bank, others</p> <p><i>Global, Domestic and Company specific rules possible</i></p>

IMPACT Features

SureMatch is built for banks and Non-Banking Finance Companies providing trade finance services.

SureMatch provides a self-service customer portal that can be given by banks to their corporate customers. Customers can initiate requests on their own and create documents based on pre-vetted templates to save time in applying for credit from their banks.

IMPACT Features	Benefits
I nsightful AI	<ul style="list-style-type: none"> AI engine trained with 75,000+ documents including Bank Guarantees, Letters of Credit, Invoices, Agreements, Purchase and Sale Deeds, Legal Contracts, Bills of Lading, Shipping Documents, Manifests, Customer Request Letters, SWIFT Messages, Bills of Exchange, Bills of Entry, Certificates, Insurance, Packing Lists, Bank Formats, Regulatory Guidelines and Rules and several kinds of supporting documents Contextual language search from selected repositories enables quick document and clause management within 30 seconds Reads and handles all types of data including handwritten documents (block and cursive), stamps, image recognition, IDs, signatures and file formats Train the AI by simply dragging and dropping new documents, templates, images and files in different formats with 1 click.
M ulti-role	<ul style="list-style-type: none"> Multi-institutional: Suitable for Banks, NBFCs and as a self-serve portal for large corporates Multi-country and multi-region: Easily deployable across global branches with localization for specific countries, regions and branches Multi-lingual: Easily trainable to read and process documents in multiple languages- English, Hindi, Bahasa Indonesia, Arabic and many more
P rocess-centric	<ul style="list-style-type: none"> Neural Network based Data Extraction for high performance and accuracy AI based Clause Classification engine to identify specific clause types and onerous clauses Consistent checks across documents MIS data reporting and full audit trail
A uthentication	<ul style="list-style-type: none"> Native security features, related to both infrastructure and product layers- ISO 27001 certified, AES 256 enabled Role-based access allows users to perform roles as Administrator, Maker and Checker Hierarchical role-based access allows users to use online collaboration tools Drill-down capabilities to view business and operational data at various levels- regional, transaction, document and branch level
C ompliance	<ul style="list-style-type: none"> Automated checks with over 250,000 permutations including UCP, e-UCP, URDG, FATCA (AML,PEP), ISO, INCOTERMS, SWIFT requirements AI engine identifies and shows exceptions after comparing with previous case documents with 95% confidence level Configurable Business Rules for data contextualization AI Classification engine pre-trained for multiple Bank Guarantees and Letters of Credit Supervised AI learning capabilities allows authorized expert users to train the AI system with new compliance requirements to improve accuracy further
T echnology	<ul style="list-style-type: none"> Deep Learning, Natural Language Processing (NLP), Machine Vision and Machine Learning (ML) are used to process, classify, extract, and validate all data types Proven capabilities to integrate with core banking systems from leading vendors API based integration for workflow engine (data + files), master data, user management; tight integration into any system via REST API SWIFT ready and JSON output format available Cloud native and on-premise deployment options

Teachable AI Tools

SureMatch is a teachable AI tool that you can train with 1 click.

Drag and Drop new documents, images, scanned documents and any other printed material. SureMatch's advanced algorithm learns and updates itself to deliver contextual and meaningful results.

The screenshot displays the SureMatch web application interface. On the left, there is a sidebar with navigation icons. The main area is divided into two sections:

- Document Upload Section:**
 - Header: "Add Your File" with a subtext "Click here to select" and a file name "Collection Sample Documents.pdf". An "Upload" button is present.
 - Text Extracted:** A text box containing "Date: 22/3/2021".
 - Parameter Name:** A dropdown menu set to "Date".
 - Entity Type:** A dropdown menu set to "date".
 - Algorithm Type:** A dropdown menu set to "NLP Algorithm".
 - Document Type:** A dropdown menu set to "CUSTOMER_REQUEST_LETTER".
 - A "Save" button is located below the dropdowns.
- PDF Preview Section:**
 - Header: "PDF Preview".
 - Navigation: "Extract Text", "Previous", "Page: 1 / 61", "Next", "Go To Page: 1".
 - Content: A scanned document page with a red box highlighting a date field. The document text includes:
 - Header: "SRS" logo and "SRS Construction LTD" with contact information.
 - Section: "APPLICATION FORM (SRS)".
 - Text: "The Applicant is to complete this form and submit it to the SRS Construction LTD. The information provided should be true and correct. If you are unsure, please contact us on 01203 333333.".
 - Section: "1. Details of the Applicant's Contract".
 - Section: "2. Details of the Applicant's Details".
 - Section: "3. Details of the Applicant's Details".
 - Section: "4. Details of the Applicant's Details".
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 - Section: "100. Details of the Applicant's Details".

Sample Document- Bank Guarantee

Confidently Create, Review, Compare, Edit and Verify documents that are compliant with complex regulations using the power of SureMatch’s advanced AI.

SureMatch performs an in-depth analysis of documents and guides users to specific clauses and sections of the document under review.

SECURITY CUM PERFORMANCE BANK GUARANTEE	
<p>Messers XXXXXX a company having its office at XXXXXX hereinafter called the Contractor has entered into an agreement with XXXXXX Limited (Name of the Purchaser Company) hereinafter Called XXXXXX</p> <ol style="list-style-type: none"> It has been agreed that hundred percent (100%) payment of the value of the Stores Stores /materials will be made to the Contractor in terms of the said agreement on the Contractors furnishing to the Company a Bank Guarantee of the said agreement and also interest as therein provided Any such demand shall be conclusive as regards the liability of the Contractor to the Company and as regards the amount payable by the Bank under this guarantee .-The Bank shall not be entitled to withhold, payment on the ground that the Contractor has disputed its liability to pay that any arbitration proceeding or legal proceeding or pending between the Company and the Contractor regarding the claim. The Bank further agrees that in case this guarantee is required for a longer period and it is not extended by the Bank beyond the period specified above, the Bank shall pay to the Company the said sum USD 16194and16194andand as the Company may Require. We, IMPACTSURE Bank Ltd, further agrees with the Company, that the Company shall have the fullest liberty without the consent of the bank and without affecting in any way the obligations hereunder to vary any of the terms and conditions of the said agreement or beemed or to extend the time for performance of the said agreement from time to time or to postpone for any time or from time to time any of the powers exercisable by the Company against the Contractor and to forbear to enforce any of the terms and conditions relating to the said agreement and the bank shall not be relieved from its liability by reason of such failure or extension being granted to the Contractor or through any forbearance, act or omission on the part of the company or any indulgence by the Company to the contractor or any other matter or thing whatsoever which under the law relating to sureties would but for this provisions have the effect of relieving discharging the Guarantor. We IMPACTSURE Bank Ltd, (hereby after called the Bank) do hereby unconditionally agree with the Company that if the Contractor shall in any way fail to observe or perform the terms and condition of the said agreement regarding repayment 	<ul style="list-style-type: none"> SureMatch Interest clause: BG amount to be specific and interest other charges if any shall be included in the BG amount. If this clause is to be retained the interest rate should be defined and the total amount payable capped after examining the matter from operational and commercial perspective. Necessary business approval to be obtained in this regard SureMatch Recourse Clause: Recourse Clause is the situation in which the paying bank will be able to claim refunds from the beneficiary in case the letter of credit documents are not paid by the issuing bank SureMatch Extend or Pay clause: As per the clause the onus for extension renewal of the BG is on the Bank i.e. the bank shall automatically renew the guarantee on due date. pay the guarantee if the same is not renewed automatically without a request from beneficiary or the borrower thereby shifting the onus of renewal to the bank. Business to approve the same SureMatch Foreign currency Multiple Currencies in BG draft: A foreign bank guarantee clause is provided by a bank on behalf of a beneficiary. This will be offered on behalf of the foreign beneficiary or creditor SureMatch Custom clause: This is the description of custom clause SureMatch Postage Clause: An onerous contract is an accounting term that refers to a contract that will cost a company more to pay than what the company will receive in return
<p>of the said sum of Rs.Rs. 121244,14,657/- (Rupees Twelve-Eleven Lakh Fourteen Thousand Six Hundred Fifty Seven Only) or any of them including the term for payment of interest for delay in deliveries or shall commit any breach of its obligations thereunder, the bank shall on demand and without any objection or demur pay to the Company the said sum of Rs. Rs. 121244,14,657/- (Rupees Twelve-Eleven Lakh Fourteen Thousand Six Hundred Fifty Seven Only) or such portion as shall then remain unpaid with interest without requiring the Company to have recourse to any legal remedy that may be available to it to compel the bank to pay same, or calling on the company to compel such payment by the contractor.</p>	<ul style="list-style-type: none"> SureMatch Interest clause: BG amount to be specific and interest other charges if any shall be included in the BG amount. If this clause is to be retained the interest rate should be defined and the total amount payable capped after examining the matter from operational and commercial perspective. Necessary business approval to be obtained in this regard SureMatch Custom clause: This is the description of custom clause

In this sample, SureMatch identifies clauses in a bank guarantee and compares them to pre-vetted clauses. The sample shows clauses related to Interest, Recourse, Extend or Pay and Foreign Currency.

Sample Screenshot- Analysis of Letters of Credit and Remittances

Bankers can easily analyze and scrutinize LCs and remittance documents for Uniform Customs and Practice for Documentary Credits (UCP 600), e-UCP and all other regulatory requirements.

The tool displays the availability of documents and provides insights into the discrepancies found in the documents.

USD 2095000.00

Dynamic Discrepancy - 12 | UCP Discrepancy - Nil | Custom Discrepancy - Nil | T&C Discrepancy - Nil

Discrepancy Observed

- INSURANCE COUNT NOT AS PER LC
- CERTIFICATE OF WEIGHT MISSING AS PER LC
- CERTIFICATE OF NO WAR MISSING AS PER LC
- PSIC ISSUED BY DGFT MISSING AS PER LC
- APPLICANT BANK BRANCH AND LC OPENING BANK BRACH IS DIFFERENT
- CERTIFICATE OF ORIGIN OMIT TO EVIDENCE LC NUMBER AND DATE
- FREIGHT CERTIFICATE OMIT TO EVIDENCE LC NUMBER AND DATE
- CERTIFICATE OF ANALYSIS OMIT TO EVIDENCE LC NUMBER AND DATE

Documents

Document	Expected	Recived	Discrepancy
Request Letter	0	0	0
Invoice	0	1	1
Air Way Bill	0	0	0
Bill of Landing	0	1	1
Bill of Exchange	0	1	1
Packing List	0	1	1

Insight

Discrepancy Split

- Insurance Exceptions: 3 (30%)
- Request Letter Except...: 1 (10%)
- Invoice Excepti...: 2 (20%)
- Transport Exceptio...: 1 (10%)
- Bill of Lading Exce...: 1 (10%)

Discrepancy: INSURANCE COUNT NOT AS PER LC

SWIFT | SWIFT | 1. Insurance

Reason | Approve | Reject | Preview

In this sample, SureMatch identifies the discrepancies in insurance, certificate of weight, certificate of no war, differences in bank addresses, certificate of origin, freight certificates and more.

SUMMARY

The growing volume, variety, velocity and value of data cannot be ignored. Banks that invest in technologies and tools that automate document processing in trade finance will save money by reducing operational and compliance costs.

AI solutions help to double-check work and avoid small errors which are overlooked. These errors can have major repercussions in terms of penalties or even loss of licenses.

AI is best used to augment the capabilities of humans and not replace them. A well-trained AI solution will drive consistent, auditable, and accurate decisions and help banks transform their trade finance portfolios.

Impactsure helps people **Interpret Information. Intelligently, Insightfully.** Our products and solutions help people manage volumes of ever-growing documents and data and enable them to continuously adopt efficient ways to work with a focus on taking decisions with confidence while ensuring higher levels of accuracy and reliability.

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