



4th Annual

Tradetech Showcase

November 18, 2021

PART OF
GTR
ASIA
2021 VIRTUAL



Invest in the future of trade.

GTR VENTURES

Tradetech Showcase

Foreword

To all, welcome to the 4th edition of **GTR Ventures' Tradetech Showcase!** Once again, in partnership with GTR Asia, we showcase some of the most innovative start-ups in the trade and trade finance industry to pitch their business models to the best leaders of the community.

In 2021, the world's supply chains continue to face unprecedented disruptions due to the Covid-19 pandemic. Shipping lines, airlines, freight forwarders, lenders, insurers, importers and exporters continue to grapple with perpetual uncertainty within the entire trade ecosystem. Meanwhile, trade finance fraud and green financing for supply chains, are other top-of-mind issues that have come into decision makers' spotlight.

Can technology and innovation play a role in solving the pain-points for #trade stakeholders? We certainly believe so.

Join our #future-of-trade journey

In this fourth iteration, with **Origin Capital Management** as our global venture capital (VC) partner and **Amazon Web Services (AWS)** as a supporting #tradetech partner, we bring you four early stage start-ups (seed to Serie B) – seeking to transform the future of commodities, air freight, trade finance automation, and credit analytics.

Whether you are an investor, a start-up, a financial institution, or a corporate, we look forward to your feedback and suggestions on ideas and suggestions to shape the future of trade!

Kelvin Tan

Co-Founder,
GTR Ventures

DISCOVER GAME CHANGERS

Pick the winners with us – as we screen and invest into experienced teams and companies in the world of trade and trade finance.

CAPTURE GLOBAL OPPORTUNITIES

Leverage our international presence, as we originate unique investment deals.

With our partners and portfolio companies, we serve as your portal to making strategic equity investments into the future of trade, trade finance and supply chain.

If you are a private equity fund, investment arm of a financial institution, family office, or private accredited investor, contact us today to explore collaboration opportunities at invest@gtrventures.vc.

GTR VENTURES
www.gtrventures.vc

As featured in

BOSTON
BUSINESS JOURNAL

CHICAGO
BUSINESS JOURNAL



CHINA
MONEY
NETWORK

THE BUSINESS TIMES

alt fi

FOX

5

asic
one

Seeking Alpha



Supporting partners



Participants



The Demo Lab: Entrants

Ivan Teng, Sales Director, 6Estates

Gabriele Dadò, Founder & CEO,
BLK Global

Matthieu Petot, CEO, CargoAi

Wenxin Foo, Founder & CEO, Mach-X

Judging panel

Oswald Kuyler, Managing Director,
Digital Standards Initiative,
International Chamber of
Commerce

Pei Shan Wong, Senior Vice-
president, Novo Tellus Capital
Partners

Alan Ng, Venture Partner,
Origin Capital Management

Moderator: Eleanor Wragg,
Senior Reporter, Global Trade
Review (GTR)

Programme

09:00-09:45 Presentations

10:00-11:00 Panel review

12:45-13:00 The verdict

Special thanks to our partners for providing this year's prizes of US\$10,000 of AWS cloud credits for each participating startup and an exclusive investor deck consultation for the winning startup with our Venture Capital Partner, Origin Capital Management.

Meet the startup



6Estates is an AI Fintech company in Singapore spun-off from the National University of Singapore and Tsinghua University in China, focusing on business-level complex document understanding and domain-specific knowledge graph construction. It specialises in Multilingual Natural Language Processing (NLP), Knowledge Graph (KG) and Machine Reading Comprehension (MRC) technologies.

It effectively leverages on its state-of-the-art technologies including its Natural Language Processing technology, particularly in Mandarin Chinese, English and Bahasa Indonesia, as well as its proprietary Machine Reading Comprehension (MRC) technologies. With these capabilities, 6Estates uniquely positions itself as the region's Document AI expert in trade and trade finance.

By providing AI-powered Intelligent Document Processing solutions, it is also involved with financial institutions and other industries in processing unstructured documents to automate operational processes to increase efficiency and productivity, as well as accumulate invaluable knowledge. Its AI solutions have been successfully applied in various industrial scenarios such as trade, credit risk, trade finance, maritime and logistics.

Key statistics

HQ: Singapore

Founding Year: 2014

Revenue (US\$): US\$3M

Target Clients and/or Markets: Trading, logistics, shipping, financial institutions in Southeast Asia

Minimum Viable Product (MVP) ready: Yes

Latest funding round: Serie B1

Future or Current Fund-raising Plans:
To raise US\$20mn by early 2022

Meet the speaker



Ivan Teng

Sales Director, 6Estates

As Sales Director of 6Estates, Ivan brings with him many years of experience in AI Fintech and digital transformation in Southeast Asia and regional markets. As a certified Financial Risk Manager, he offers unique insights into innovation with financial Institutions and applicable use-cases.

With 6Estates, he applies his Fintech and AI experience across sectors of maritime, logistics and trade. 6Estates envisions to apply the best of AI and Fintech solutions in empowering enterprises and individuals to reduce cost, improve efficiency, and boost revenue concurrently.



Meet the startup



BLK is the Amazon of commodities and raw materials.

We believe that everyone should pay the real value for goods, so we leveraged the power of the internet to connect businesses worldwide, without middle-men.

Our mission is delivering value. At every level of supply chains.

BLK is structured around three business units:

MARKETPLACE – The online spot market where businesses can buy directly from producers, cutting their procurement costs by 60% by removing middle-men.

BLK RATING – We believe that financial credit checks fall very short of evaluating businesses' real positioning in terms of quality, cost and service delivery. We therefore developed our own (patent pending) proprietary method to assess companies, to allow everyone on our marketplace to know exactly who they are doing business with.

SUPPLY CHAIN & TRADING – We pool the volume of multiple companies with that of other buyers all over the UK and Europe, using the aggregated purchasing power to negotiate better deals with suppliers globally. We negotiate with suppliers on your behalf, organising the logistics and delivering an end-to-end category management solution to keep your fixed costs as lean as possible. We also help companies reduce their carbon footprint by sourcing from local suppliers or pooling shipping volume of multiple buyers.

HQ: Glasgow, United Kingdom

Founding Year: 2018

Revenue (US\$): -

Target Clients and/or Markets:

SMEs with buyers primarily from Europe and North America and suppliers from RoW (Marketplace Division); Medium-large sized corporates from Europe, North

America and developing countries (Supply Chain Division)

Minimum Viable Product (MVP) Ready:

Yes and operating

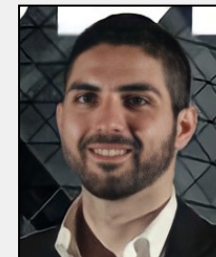
Latest Funding Round: Seed

Future or Current Fund-Raising Plans:

Imminent round (debt and equity) to purchase vessel(s) to fulfil shipping contract in Oman.

Key statistics

Meet the speaker



Gabriele Dadò

Chief Executive Officer, BLK Global

A mechanical and marine engineer by trade, entrepreneur by passion, Gabriele Dadò is an avid reader, sailor and novelist.

Starting off a writing career aged 15, he had 4 historical novels published both digitally and in paperback.

After graduating in Mechanical Engineering in Italy and Marine Engineering in the United Kingdom, Gabriele lived and worked in Singapore, Monaco, Cyprus and onboard deep sea vessels, travelling extensively across South-east Asia, where the idea for his startup was sparked.

More recently, he covered the position of commercial director for V.Group, the world's largest ship manager and marine services company, with direct management of over 600 vessels. There, he was responsible for a US\$250mn global P&L, having risen from sales executive to its youngest Commercial Director within 5 years and grew its marine services business by 35% YoY.

With the expertise gained in the corporate world, where he covered technical as well commercial roles, Gabriele decided to go off on his own to connect businesses worldwide.

BLK was born to digitalise the way commodities are traded, using the power of the internet to connect businesses directly, without middle-men and help them cut their costs of sales by sourcing on the online spot market.

Today, businesses from all over the world trade over US\$1.5bn across most commodity types on BLK's marketplace at blkcommodities.com



Meet the startup



CargoAi is currently the world's first and only artificial intelligence enabled airfreight platform that connects freight forwarders and airlines. It focuses on driving streamlined digitalization of the procurement and distribution process in air cargo, a current major trend. With its most modern state-of-art technologies, its platform has rapid and easy integration into its partners' systems. In 2021, CargoAi has recently onboarded worldwide partnerships with Etihad Cargo, Finnair Cargo and MASKargo.

Founded in 2019, CargoAi is also the only platform allowing direct quote requests to airlines worldwide for full shipment scope. It generates personalized reports based on current market trends, route price history, previous orders, space availability, and price. Where less than 10% of the logistics industry uses electronic means and just 1% of worldwide freight volume is purchased digitally, it taps on this promising gap using innovation and technology by taking advantage of Artificial Intelligence, Big Data and automation.

Taking a position on sustainability and carbon impact, it introduced on its platform a complex CO₂ emission calculation tool. Users of CargoAi are given access to the CO₂ emissions for each airline and route, and also monthly emissions reports over the impact of forwarding routes. This provides airlines and forwarders the awareness and options they can impartially choose to further goals in sustainability. With innovation and concerted efforts in development, this sheds light that air cargo can be seen differently as it continues to support its approach to sustainability.

Key statistics

HQ: Singapore

Founding Year: 2019

Revenue (US\$): TBC

Target Clients and/or Markets: Airlines, Freight Forwarders worldwide

Minimum Viable Product (MVP) Ready:

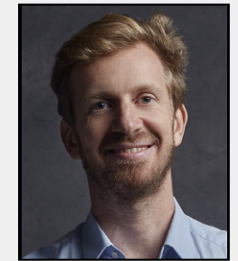
Yes and more with existing customers

Latest Funding Round: US\$3-5mn on top of current and continuing investors

Future or Current Fund-Raising Plans:

Now till February 2022

Meet the speaker



Matthieu Petot

Chief Executive Officer, CargoAi

With more than 15 years of experience in logistics, airfreight and innovation, Matthieu started his career at DB Schenker Australia before moving to Air France – KLM Cargo and Martinair for 6 years, where he held several positions. He was most recently its Africa area manager (supply & demand).

Matthieu subsequently moved to Dyson in Singapore, where he spent five years, including as global head of business excellence with other preceding roles. In 2017, he founded Lending2b.com and InCorporate, before founding CargoAi in 2019.



Meet the startup

MACH-X

Mach-X is an intelligence credit and fintech platform based in Singapore that extracts and transforms financial statements into credit insights for the support of workflows in lending businesses. Its specialised credit reports and ratings are applied to credit decisioning, risk monitoring, price discovery and content generation/marketing. Mach-X enables small and medium enterprise lenders to scale their businesses through the evaluation of a larger pool of borrowers at a faster turnaround time, and also monitor their portfolios more effectively through analytics and rating migrations.

Its solutions address the issue of scalability with the traditional methods of credit analysis (i.e. data extraction and spreading of ratios, or “first mile credit analysis”), as it is usually dealt with by Excel sheets. While this usual and traditional process works for larger-sized loans, it poses a bottleneck for loans with small and medium enterprises, as their goals of reaching a larger number of borrowers become more desired.

Key statistics

HQ: Singapore

Founding Year: 2018

Revenue (US\$): <US\$1mn

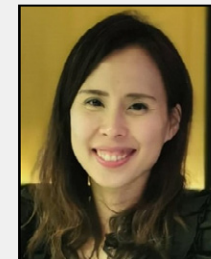
Target Clients and/or Markets: Lending platforms and credit investors globally

Minimum Viable Product (MVP) ready: Yes

Latest Funding Round: Seed

Future or Current Fund-raising Plans:
To raise up to US\$2mn in 2022

Meet the speaker



Wenxin Foo

Founder and Chief Executive Officer, Mach-X

Wenxin is the founder and CEO of Mach-X Intelligent Credit Insights platform, a Singapore-based SFA-approved fintech specializing in AI-driven credit scores, fundamental data analytics and credit report workflow automation for leading credit investors and lending platforms. The Mach-X credit decisioning system performs “first mile credit analysis” for clients through the extraction and transformation of data in financial statements, bank statements and other sources. Mach-X is a Top 25 fintech start-up by Swiss-accelerator F10.

Wenxin is also a chartered financial analyst and professional institutional investor with over 15 years of experience in the buy-side investing in loans, distressed securities and corporate bonds. Prior to founding Mach-X, Wenxin was a vice-president at OCBC Bank Global Treasury where she performed research and trading functions on US\$ corporate bonds within the credit derivatives desk.

Her career spans private equity and hedge funds as well, having served at Wayzata Investment Partners, a US-based private equity fund which specializes in purchasing middle-market distressed companies with a focus on special situations; and 3 Degrees Asset Management, a Singapore based hedge fund manager which deployed capital across a wide range of structures and event-driven strategies including bridge lending, share financing, M&A transactions, structured finance, distressed secondary debt, and non-performing loans.

Wenxin has a deep understanding of the requirements of asset managers and owners, rating frameworks and is passionate about empowering lenders with technology to better their outcome, particularly within the SME lending sector where data may not be readily available.

She attended the University of New South Wales from 2001 to 2003 where she obtained her degree in Finance. She also has a certification in Machine Learning from Stanford University.

Meet the judge

Oswald Kuyler

Managing Director, Digital Standards Initiative,
International Chamber of Commerce



Oswald Kuyler was appointed managing director of the Digital Standards Initiative at the International Chamber of Commerce as of September 2020. A technologist with a passion for unlocking measurable value, he is focused on accelerating the global transformation of our supply chain and trade processes from paper-based to digital.

Oswald started his journey in South Africa, working for a large consultancy firm. He focused on delivering solutions that focused on transitioning the internal organisations processes from paper to digital. Supporting the journey through unlocking balance sheet objectives by enabling records management, business processes management and collaboration capabilities during the process. During this journey, Oswald engaged with companies and diverse stakeholders across Africa, Europe, and Asia.

Oswald transitioned to joining BHP in Singapore in 2013. During this chapter of his journey, he focused on delivering productivity, R&D, analytics and data related initiatives. The value of quality, reliable data and the power of technology became apparent during this journey, and Oswald started focusing on how ecosystems can enable objectives more efficiently with more effective outcomes. Ultimately he concluded his career as head of data strategy.

Today he leads ICC's DSI initiative. The DSI is a global activity focused on accelerating the world's journey from paper to digital trade and supply chain processes. The DSI uniquely works with the majority of the standard authorities, alliances and associations within the trade ecosystem to harmonise activities that will unlock the critical path barriers hindering the adoption of digital globally.

Meet the judge

Pei Shan Wong

Senior Vice-president, Novo Tellus Capital Partners



Pei Shan is senior vice-president with Novo Tellus Capital Partners, an Asia-based private equity firm focused on investments in technology and industrial companies. At Novo Tellus, she focuses on deal origination, evaluation and execution of M&A transactions. Prior to joining Novo Tellus, Pei Shan was vice-president of ShawKwei & Partners, where she focused on buy-out and growth equity M&A transactions in Asia.

Pei Shan began her career at PricewaterhouseCoopers in Singapore, where she was a scholarship recipient. She held roles across its assurance and advisory division, specialising in financial due diligence and audit for multinational companies.

Pei Shan is a chartered accountant and graduated from Nanyang Technological University. She was also former curator of the Global Shapers Community in Singapore, founded by the World Economic Forum.



Meet the judge

Alan Ng

Venture Partner, Origin Capital



Alan currently serves as venture partner at Origin Capital Management Pte Ltd, a Singapore-headquartered venture capital firm. He brings with him his expertise in impact investing, including a specialization in international marketing and strategic partnerships.

At the same time, he aims to make a difference in the future of trade by bringing dynamism, diversity and global networks to the table.

Alan is also founding partner and co-chair of *Brands for Good*, as he leads efforts to support and scale over 300 SMEs involved in positive impact enterprises across Singapore and Southeast Asia. The Brands For Good movement, jointly supported by the Intellectual Property Office of Singapore Society, International Intellectual Property Commercialisation Council Singapore and CEO Asia, recognises businesses and start-ups committed to making a difference and celebrates the positive impact they have created.

Previously, Alan served as advisor at the Director-General's Office of the US\$2bn Abu Dhabi Fund for Development, and as board advisor at the Asian Development Bank. He held senior management roles at Singapore Cooperation Enterprise, Enterprise Singapore, and the Intellectual Property Office of Singapore.

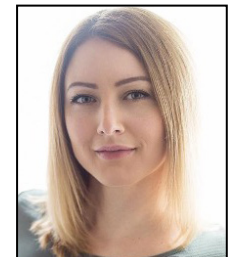
He holds a Bachelor of Science (Economics) from the London School of Economics.



Meet the moderator

Eleanor Wragg

Senior Reporter, Global Trade Review



Eleanor is a senior reporter at GTR where she covers the trade, export, commodity and supply chain finance markets, as well as the political risk and trade credit insurance, treasury and fintech sectors. She has been a financial journalist for over a decade, with work published in media outlets including the Guardian, the Wall Street Journal, Die Welt and the Economic Observer of China.

She also regularly produces analytical and research work for organisations including UNDP, UNWTO, the British Business Bank, the Mastercard Foundation for Inclusive Growth, and the Bill and Melinda Gates-backed initiative, Women and Girls Deeply.





Venture Capital (VC) partner spotlight



Headquartered in Singapore, **Origin Capital Management** is a global venture capital (VC) fund management firm, regulated by Singapore's Monetary Authority of Singapore ("MAS").

We are not just a venture capital investor, but a venture builder. Our team is amongst Asia's first few specialist VC fund managers focused on a unique blend between investing and building. We work alongside founders and our network of corporates and venture/operating partners, who bring with them deep sectoral expertise and industry specialisation.

In terms of investment themes that are specific to trade and supply chain, we look at the entire physical trade ecosystem and B2B fintech; including credit insurtech, logistics, SME finance, and embedded finance.

Our rigorous investment framework accelerates a firm's path from minimum viable product (MVP) to commercialisation. This approach delivers faster revenue cycles for founders and generates greater equity value for subsequent round investors.

It is our belief that a specialised investment fund lowers the investment risks associated with early stage/start-up companies; and sharpens an investee firm's potential for an exit. This approach caters to the increasingly sophisticated investment needs of VC investors, HNWIs, family offices, and corporates. We cater to such accredited investors who are innovative, dynamic, enjoy creating new businesses and are hands-on.

Contact details

Origin Capital Management Pte. Ltd.
140 Robinson Road, Crown at Robinson, #14-01, Singapore 068907
www.origincapital.vc
info@origincapital.vc

Tradetech partner spotlight



Amazon Web Services (AWS) provides start-ups with low cost, easy-to-use infrastructure essential for business scale and growth. Through its AWS Activate program, start-ups gain access to resources that they need to swiftly get started on AWS – including credits, training, and support.

AWS currently has a portfolio package designed for start-ups in participating accelerators, incubators, seed/venture capital funds, and other start-up enabling organisations. Some of the world's leading and most prominent start-ups are users of AWS, including Airbnb, Lyft and Slack. Join them and build your business on AWS today.

We thank AWS for providing up to US\$10,000 of start-up promotional credits for each participating start-up of this showcase.

Contact details

Lucas Chua
Startup Business Development Manager
AWS
suchua@amazon.com





4th Annual

Tradetech Showcase

November 18, 2021

PART OF

**GTR
ASIA**
2021 VIRTUAL

Invest in the future of trade.



DISCOVER GAME CHANGERS

Pick the winners with us — as we screen and invest into experienced teams and companies in the world of trade and trade finance.

CAPTURE GLOBAL OPPORTUNITIES

Leverage our international presence, as we originate unique investment deals.

With our partners and portfolio companies, we serve as your portal to making strategic equity investments into the future of trade, trade finance and supply chain.

If you are a private equity fund, investment arm of a financial institution, family office, or private accredited investor, contact us today to explore collaboration opportunities at invest@gtrventures.vc.

 **GTRVENTURES**
www.gtrventures.vc

As featured in



This advertisement is for general circulation only. It does not form part of any offer or recommendation, or have any regard to the investment objectives, financial situation or needs of any specific person or entity. Before committing to an investment, please seek advice from a professional adviser regarding the suitability of the product.