

United Nations Conference on Trade and Development

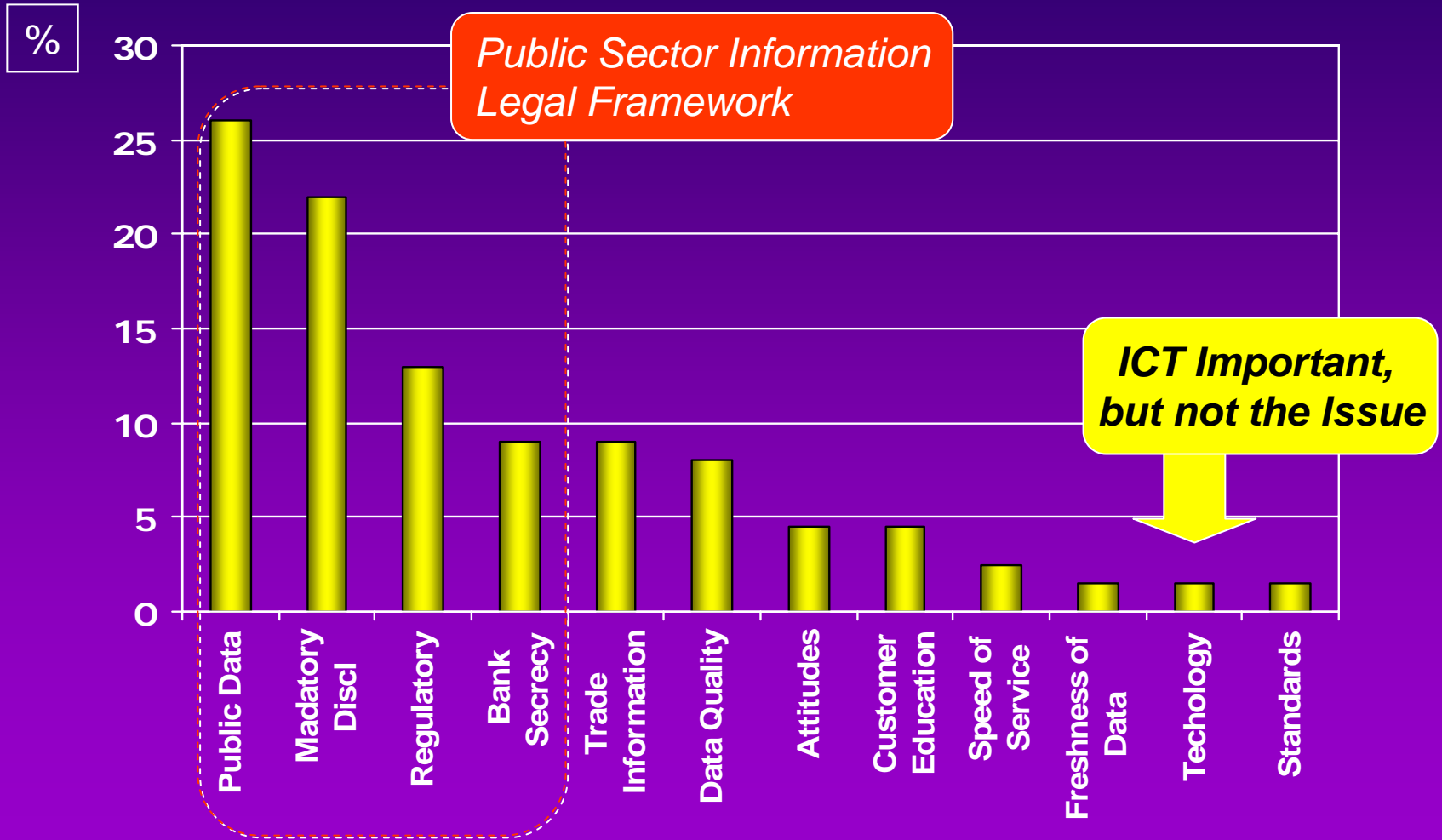
The Use of ICTs in Trade Finance: The Case of e-Credit Information

*Joachim C. Bartels
Managing Director
Business Information Industry Association
Asia Pacific – Middle East Ltd.
Hong Kong, SAR*

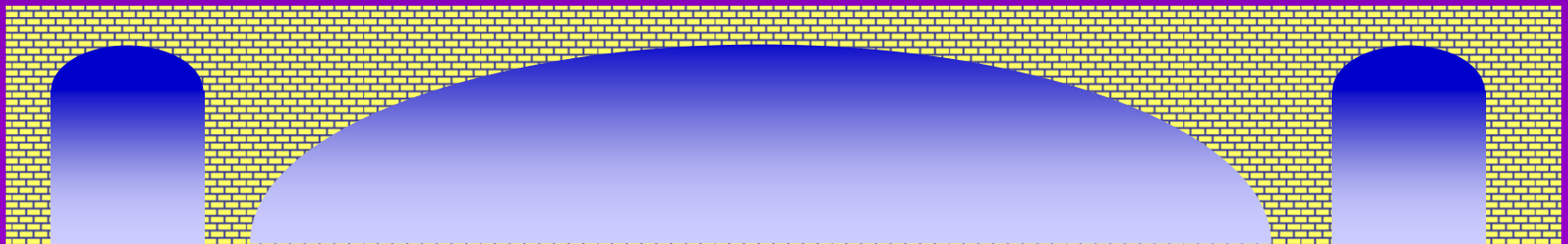
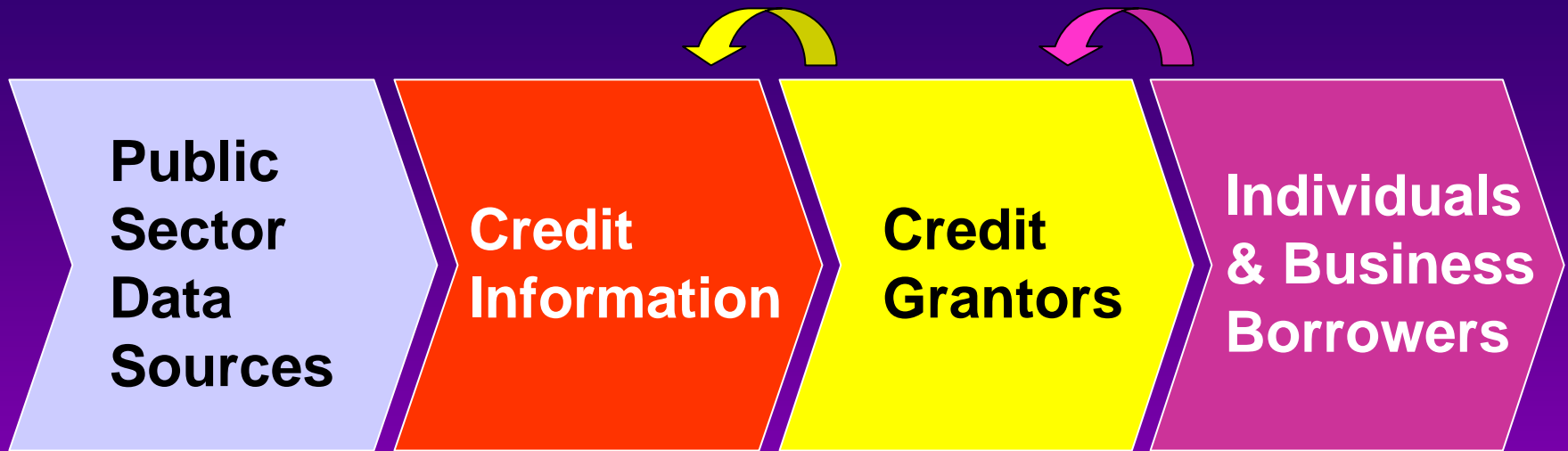
USE OF ICTs IN TRADE FINANCE

- ***e-CREDIT INFORMATION***
 - ***ICT IS ONLY PART OF THE SOLUTION***
 - ***THE DIGITAL DIVIDE IN INFORMATION***
 - ***POTENTIAL ROLE MODELS***
 - ***IN QUEST OF A SOLUTION***

SUCCESS FACTORS - INFORMATION



VALUE CHAIN IN LENDING



THE DIGITAL DIVIDE

**Public
Sector Data
Sources**

**Private
Sector
Credit
Information**

**Private
Sector
Credit
Grantors**

**Private
Sector
Borrowers**

***IMPERFECT INFORMATION =
IMPERFECT DECISIONS***

THE IMPERFECT WORLD OF INFORMATION

• Underdeveloped Infrastructures

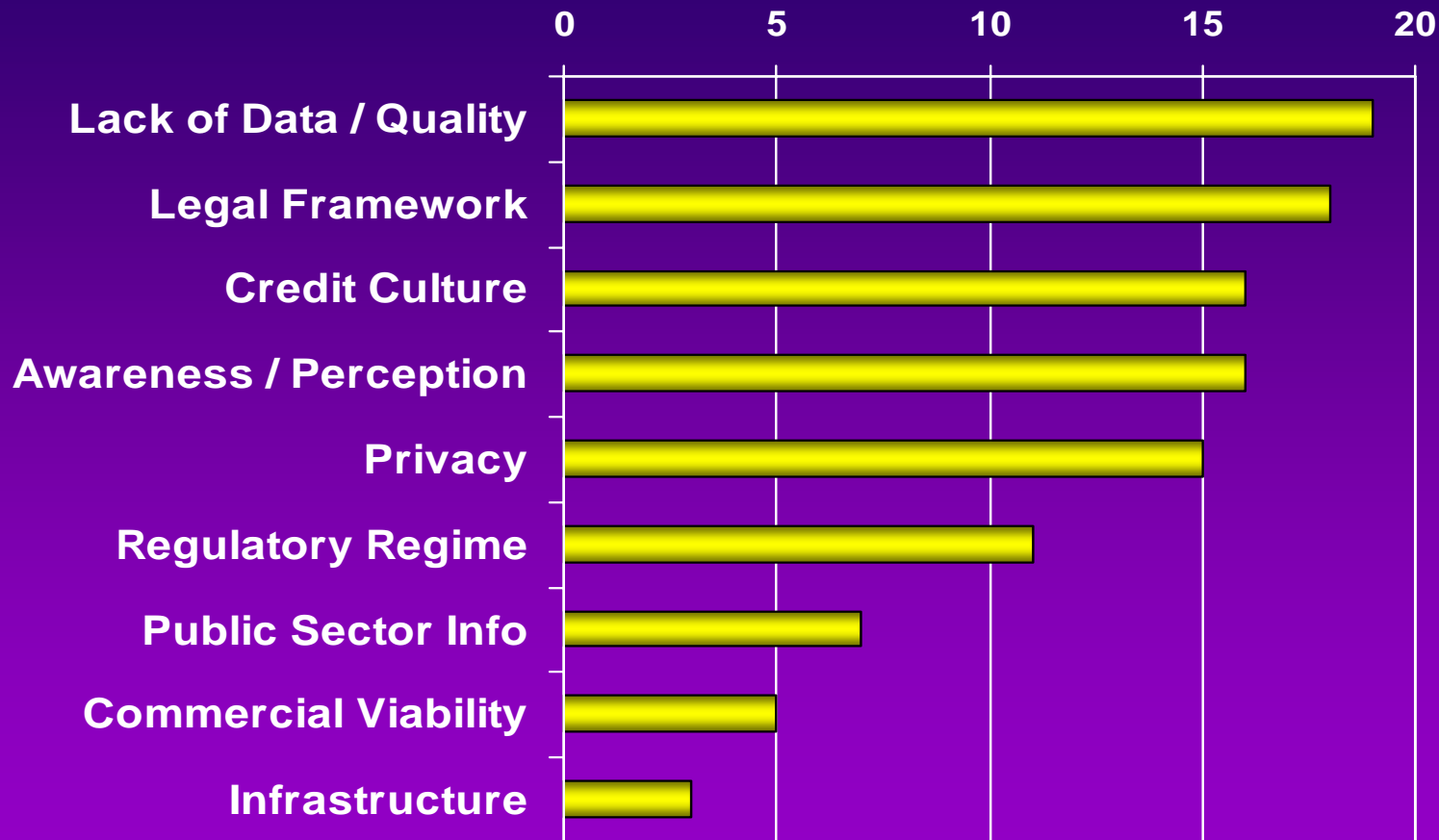
- Difficult to Access
- Paper Based
- Poor Quality – Out of Date
- Lax Compliance
- Lack of Legal Framework

• Attitudes of Businesses

- Information is Secret!
- Lack of Voluntary and Legal Disclosure
- No Enforced Compliance
- Lack of Transparency

KEY IMPEDIMENTS

World Bank Conference on Credit Reporting Systems in Africa Cape Town, South Africa October 2006



Frequency of Issues Raised in Cape Town Conference

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- ***POTENTIAL ROLE MODELS***

- ***THAILAND***



The Thai Example



Pre 1994

- Paper Based
- No Online Distribution
- How to Digitize Data?
- How to Provide Online Distribution?
- Public Sector Initiative?
- Private Sector Involvement?

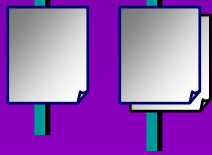
The Thai Example



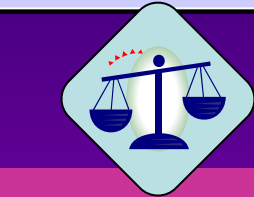
Public Sector



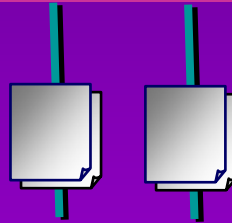
Ministry of
Commerce
Business
Registration



Registration
Data
Balance Sheets



Ministry of
Justice
Court System



Bankruptcies
Auctions



Private Sector

• Information
Skills?



• Marketing
Skills?



• Add Value?



• IT Skills?



• Track Record?



The Thai Example



Public Sector

Private Sector (BOL)

• Data

- Company Register
- Bankruptcy

• Information

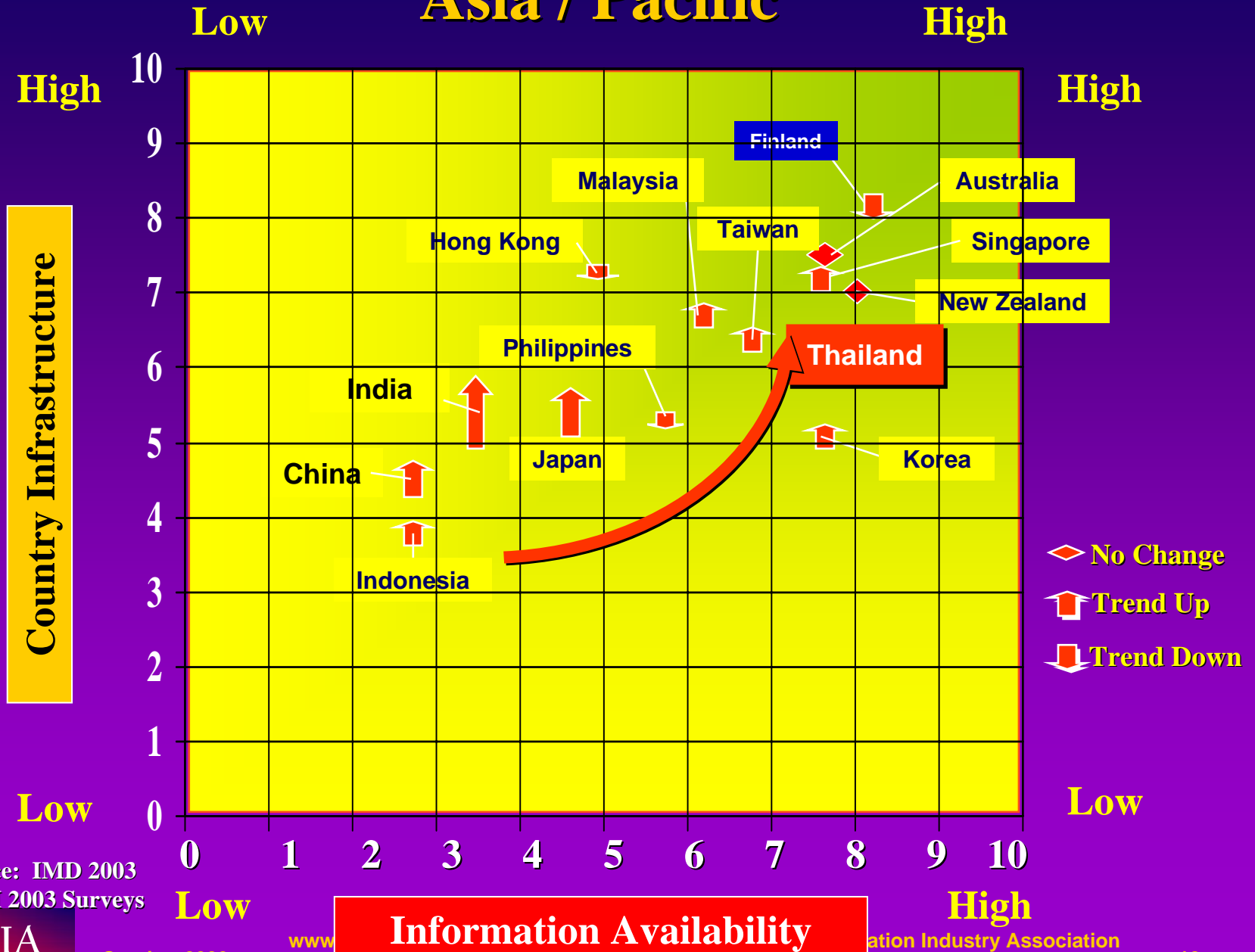
- Company Reports
- Payment Information
- News Briefs from 20 Sources

'Business Online'
Database
760,000
Companies

7 Years of Financial
Statements (Basel II)

From Data to Knowledge

Asia / Pacific



Source: IMD 2003
& IEI 2003 Surveys

BIIA

October 2006

www

Information Availability

ation Industry Association

Asia Pacific - Middle East Limited

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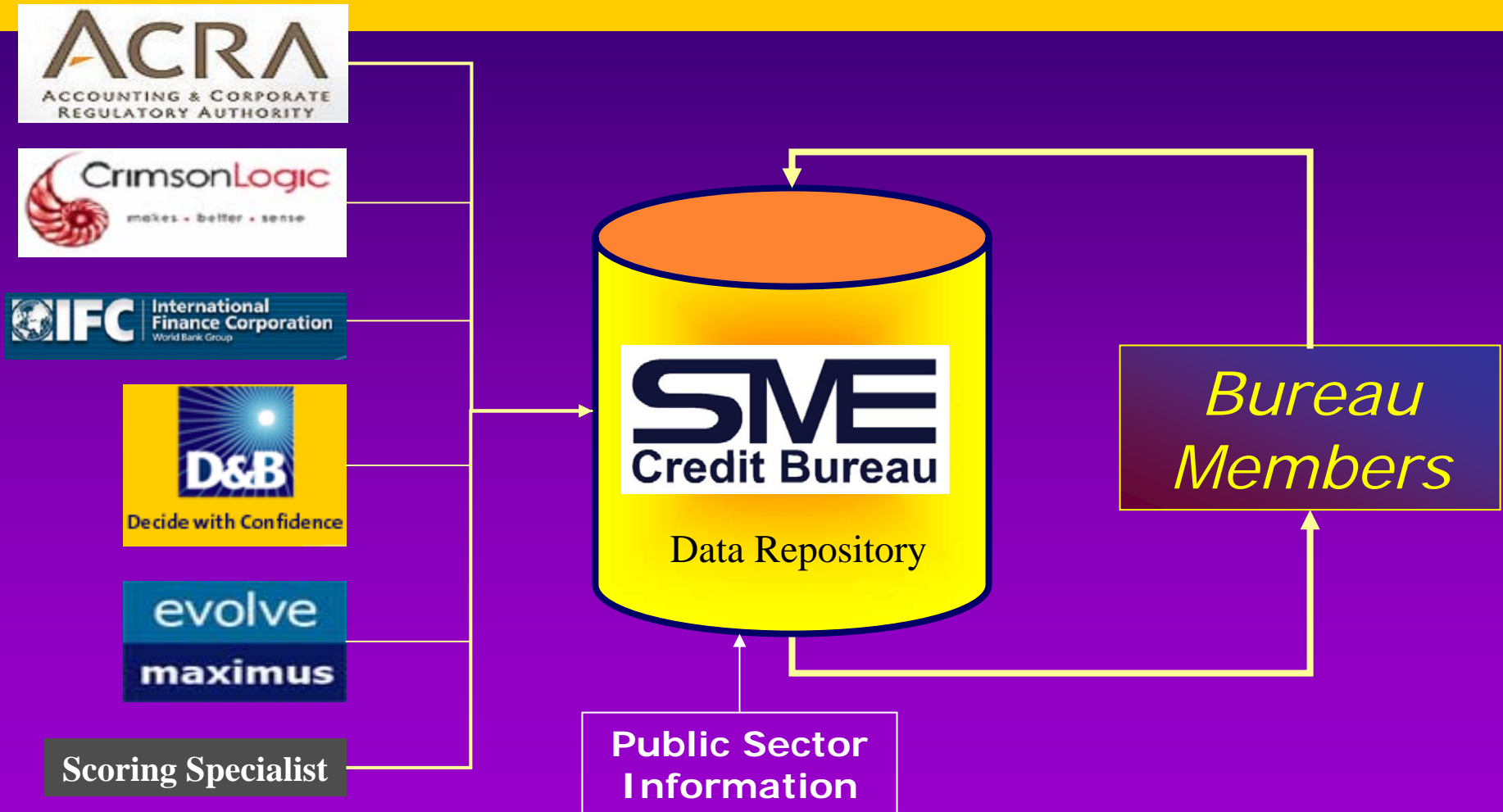
- *THAILAND*
- *SINGAPORE*



BRIDGING THE DIGITAL DIVIDE

- ***Singapore SME Credit Bureau - Collaborative Effort***
 - ***An Information Business (D&B Singapore)***
 - ***Association of Small and Medium Enterprises (ASME)***
- ***Supported by:***
 - ***Technology Partners***
 - ***Suppliers to SMEs***
 - ***Banking Sector***
 - ***IFC – SME Toolkit***

SME CREDIT BUREAU - CONCEPT



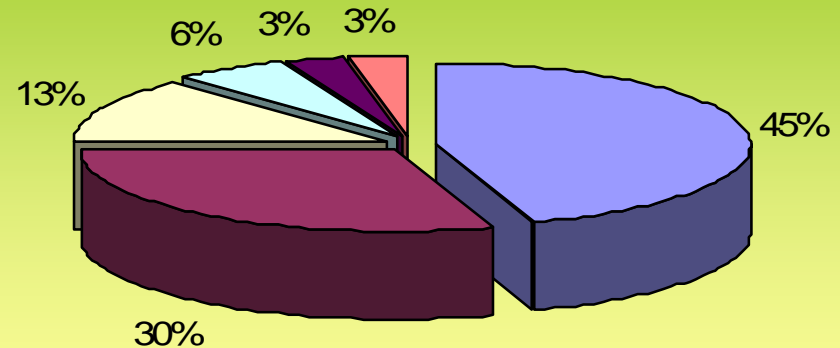
Data Pooling – BY CONTRIBUTING INDUSTRY

GDP Q2, 2006

Manufacturing	S\$m	13,591.70
Wholesale & Retail Trade	S\$m	7,740.00
Business Services	S\$m	6,693.90
Transport & Comms	S\$m	5,696.40

By Industry

- Wholesales Trade
- Manufacturing
- Transportation, Communications, Electric, Gas and Sanitary Services
- Services
- Retail Trade
- Finance, Insurance and Real Estate



Wholesales Trade	45%
Manufacturing	30%
Transportation, Communications, Electric, Gas and Sanitary Services	13%
Services	6%
Retail Trade	3%
Finance, Insurance and Real Estate	3%

OTHER ESSENTIALS – SME TOOLKIT

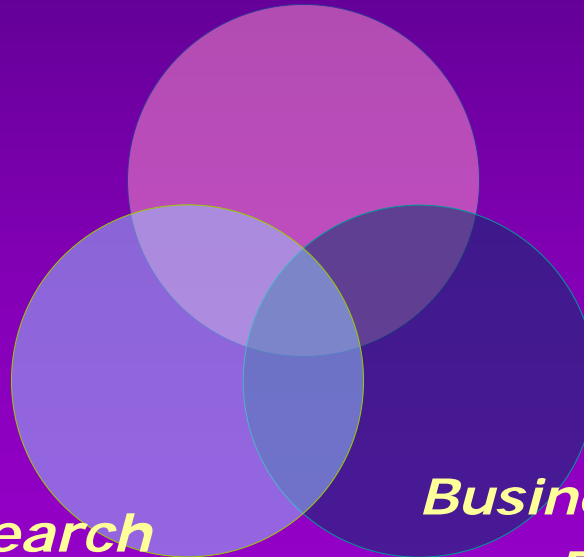
The screenshot shows the Singapore Business Toolkit website. At the top, there is a navigation bar with links: Home, How-To Articles, Business Forms, Tools, Training, Resources, and Contact Us. The main header features the 'Singapore Business Toolkit' logo and the Dun & Bradstreet (D&B) logo with the tagline 'Decide with Confidence'. On the left, a vertical menu lists categories: Accounting & Finance, Business Planning, Human Resources, Legal & Insurance, Marketing & Sales, Operations, and Technology. Below the menu is a search bar with a 'Search' button and a link to 'Advanced Search'. The main content area has a large banner with a clock face background, stating: 'The Singapore Business Toolkit offers software, business forms, training, and more to help small businesses in Singapore grow and succeed. It's easy to use. Just search or browse the categories for the information you need.' Below the banner is a section titled 'About the Singapore Business Toolkit' which describes it as a product of Dun & Bradstreet (Singapore) Pte Ltd and the International Finance Corporation, offering free business management information and training for SMEs. Below this is a 'Bookmarks' section with a list of links: 'Importance of Cash vs Sales Growth', '4 Important Questions That A Business Owner Should Ask', 'An SME Financial Reporting Standard for Singapore', and 'CBE Contributions'. On the right side, there is an advertisement for ABN-AMRO Business Banking Account, featuring the text 'Enjoy MUCH more with ABN-AMRO Business Banking Account!' and another advertisement for KiM BizFlow BizHealth-On-the-Go with the text 'Find out how You can get FREE Credit Rating Today!'.

CREDIT ADVISORY – PROFESSIONAL SERVICES

Credit Advisory & Financial Management Services

- 8 industry groups
- Cash flow management
- Risk return assessment
- Productivity and efficiency mgt
- Business expansion planning
- Fund raising evaluation

- Fund raising and M&A advisory
- Balance sheet management
- Corporate and business strategies
- Company valuation



Credit Research

***Business Education
Programs***

- Financial management and analysis
- Risk policies
- Strategic management

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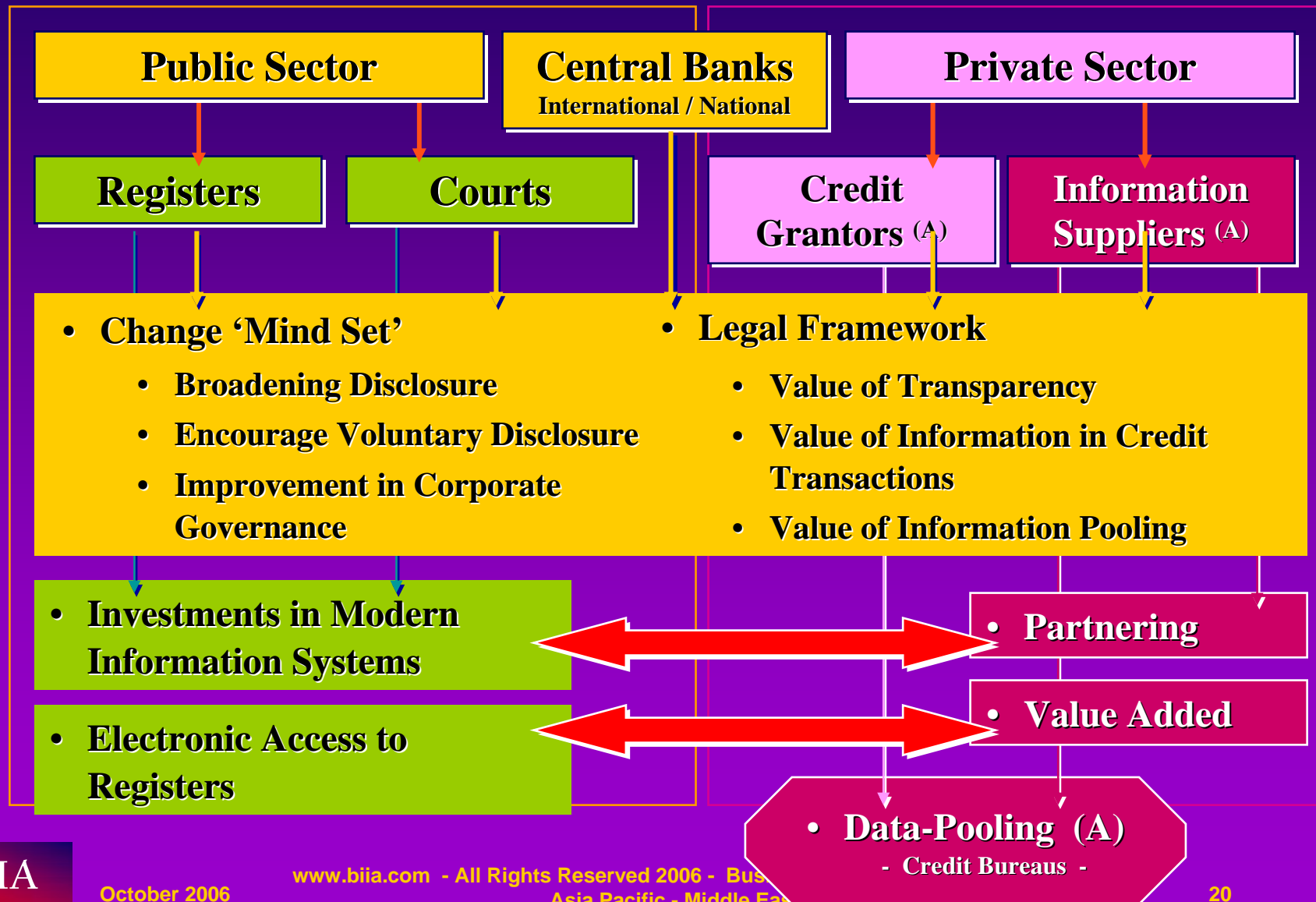
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FIXING THE DIGITAL DIVIDE

Bridging the Digital Divide



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Thank You

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