



Powering Trade Networks

The world runs on trade, Trade runs on Komgo.

Join the largest digital trade service
platform in the world.

2025



Owned By The Industry

Our shareholders are the cornerstone in a trusted network of corporates and financial institutions.



Company

Manage. Connect. Automate.

Komgo captures trade volumes from any channel and integrates them to client systems via a single connector.



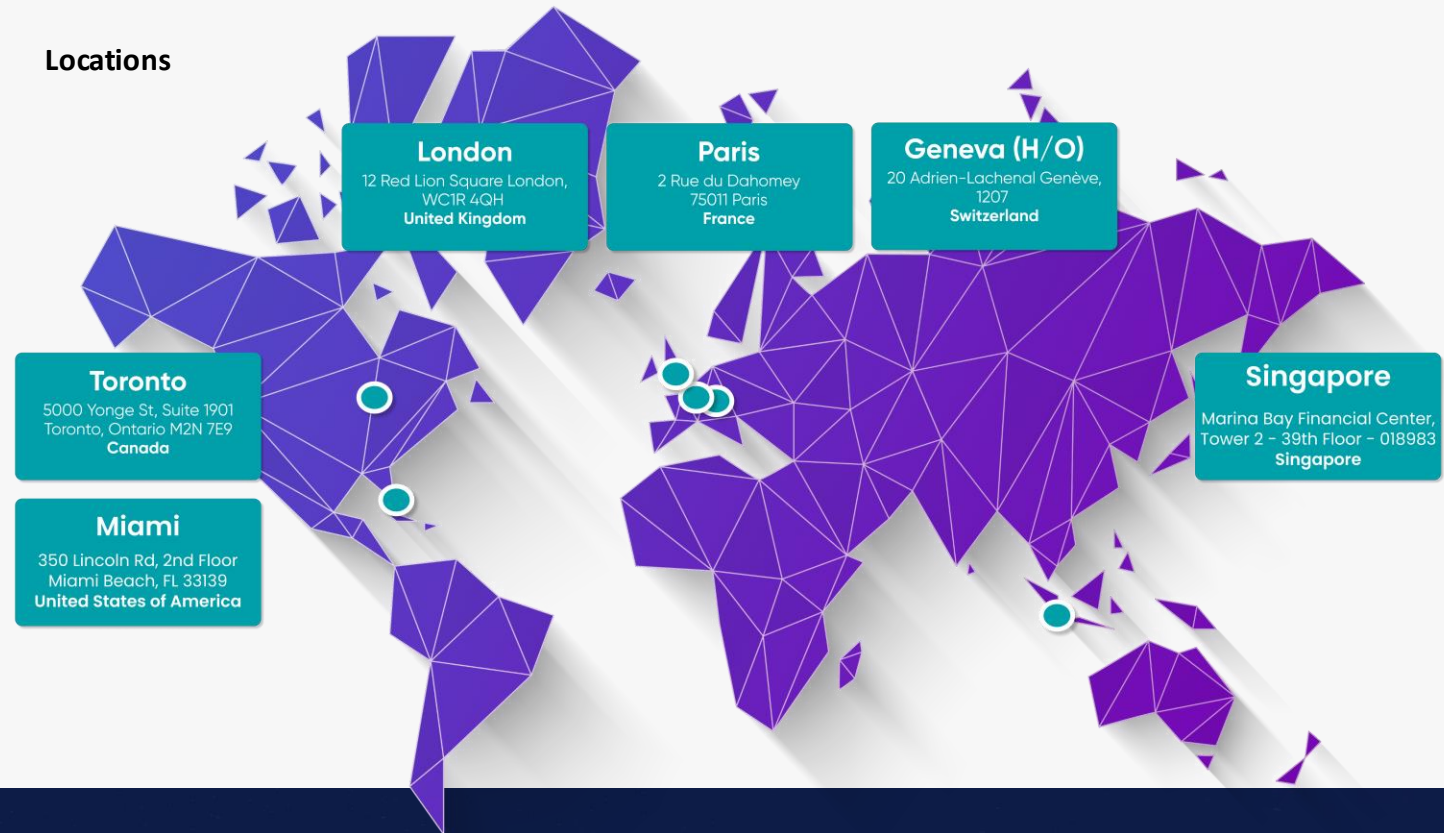
Think Global. Act Local.

Owned by and **built for the industry**: supported by a strong pool of shareholders with long term vision.

Worldwide coverage with 10k users in 50 countries, and more than 3'000 connections between firms on-platform.

90 full time employees in 6 locations, offering **24hr expert support**.

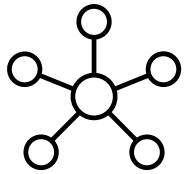
Locations



Structure

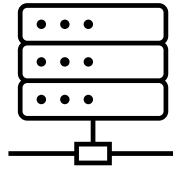


Strategic Drivers



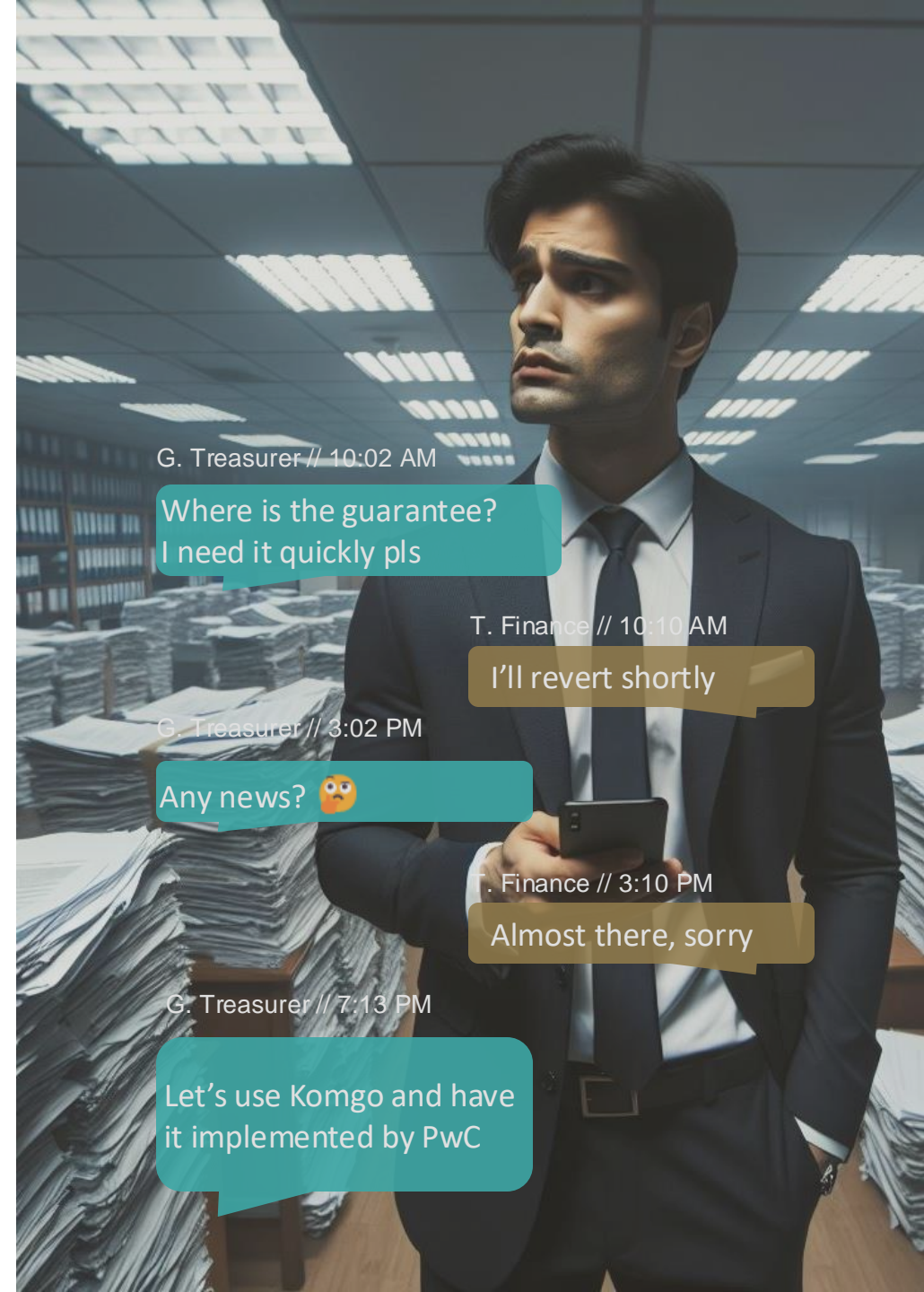
Digital transformation

- Decentralized / centralized operations
- Harmonization of processes and controls through workflows
- Increase Security
- Global digitalization strategy
- Data is a key asset



Existing trade finance application

- Functional limitations
- Connectivity limitations (internal & external)
- High maintenance and IT costs
- Concerns about application future (outdated technology / security / compliance with regulatory requirements)



Manage

Digital workflows

Teams' structure

Bidding and Credit line
management

Automate

Bank communications

Fee calculations

Alarms and alerts

Report

Standard formats

Customized analytics

Utilization forecasts



ING Bank - TCF

Digitalisation & beyond

27 March 2025

Jean-Marc Thijs – COO ING Switzerland



do your thing

Where you will find us

Retail Banking*

Australia
Belgium
Germany
Italy
Luxembourg
The Netherlands
Poland
Romania
Spain
Türkiye

(*) Retail Banking includes
Business Banking.



ING has approximately 39 million private individual customers.

Wholesale Banking

International network and global franchises

Map highlights countries where ING has an office



Wholesale Banking has approximately 4,000 economic ultimate parent clients.

On 2 March 2022 we announced that we no longer do new business with any Russian companies due to the invasion of Ukraine. We have reduced our exposure significantly since then.

ING does not have a banking license in the US and is therefore not permitted to conduct banking activities in the US. Through its wholly owned subsidiary ING Financial Holdings Corporation and its affiliates, ING offers a full array of wholesale financial products such as lending, corporate finance and a full range of financial markets products and services to its corporate and institutional clients.

ING Switzerland



ING Switzerland

Geneva: TCF business and support functions

Zurich: Sector coverage team



International orientation

Over 300 employees

34 nationalities

clients in more than 60 countries



People and entrepreneurship

Mobility at the core: internal and international STAs

Partner of the Commodity Trading Programme (University of Geneva)

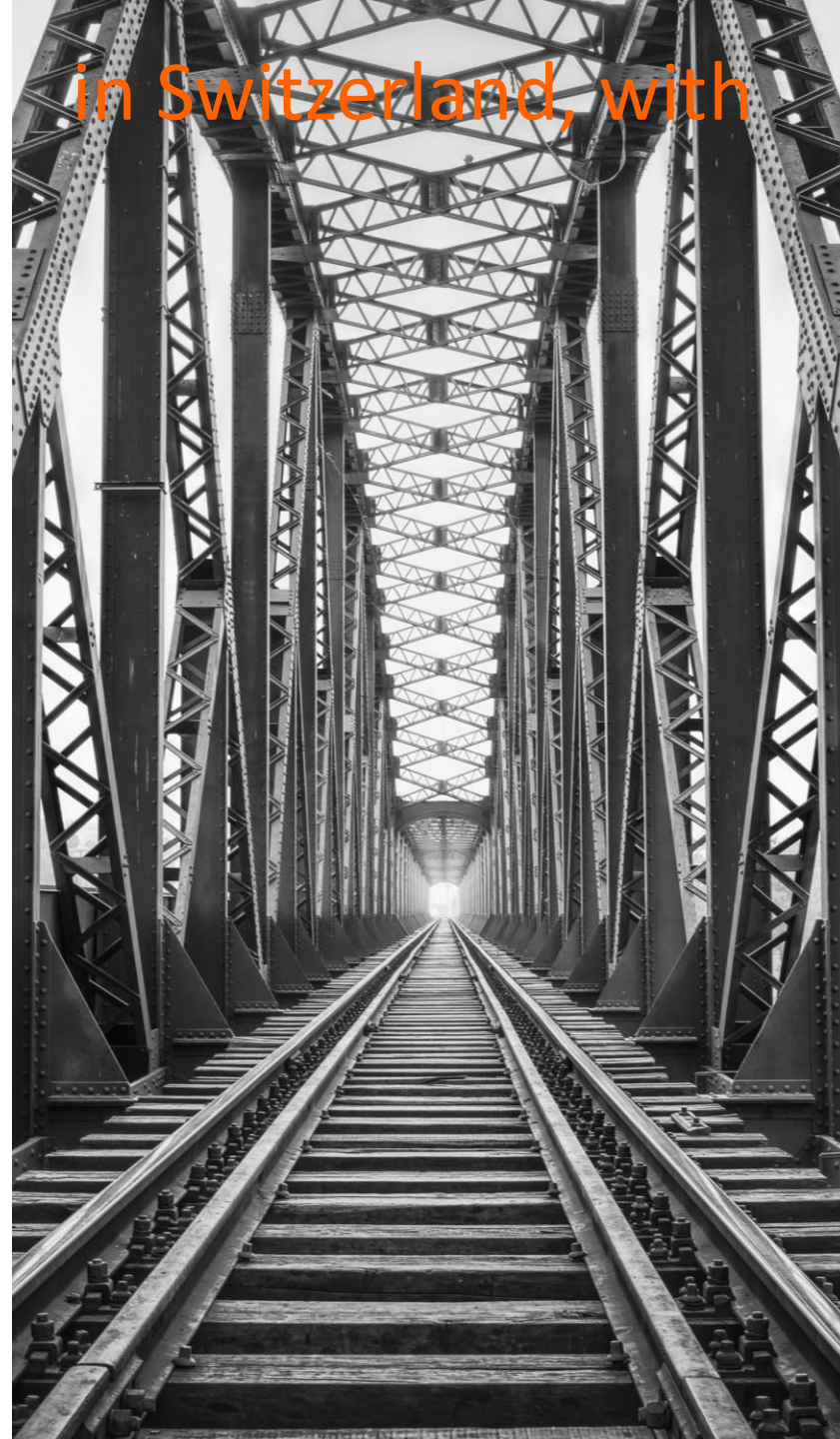
offering nearly 60 students to-date a sponsored traineeship at the bank



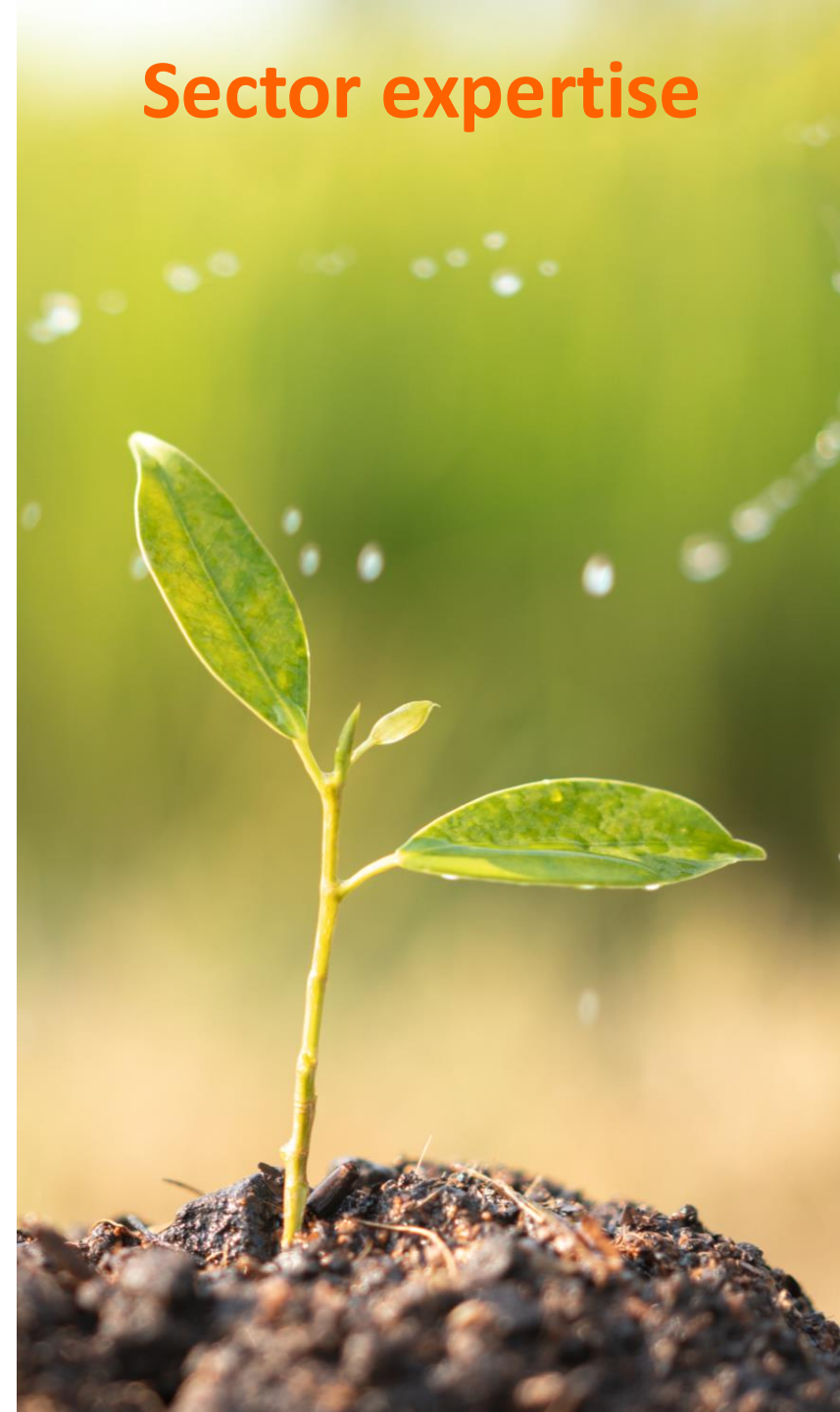
35 years of Activity



in Switzerland, with



Sector expertise



35 years in Switzerland - Sector expertise



Lead Position in TCF Market

First Point of Contact for Major Commodity Traders in Europe
Over 200 Active Clients
Based in Geneva (Global Centre for Commodity Trading)



Services from Zurich

Multinational Corporations & Large Companies
Top 5 Service Provider for Large Swiss Companies
Strong connection with EU/US/Asia network



Fast-Growing FI portfolio

Services to Banks & Non-Banks, incl. Private Equity
New focus on Asset Managers
Expertise in Infrastructure & Renewables



35 years in Switzerland - Sustainability leader



Energy Position Pioneer

Terra approach for 8 sectors

ESG Scorecard

Transition for Commodities Clusters



CO2 Emissions Measurement

Partnering with CarbonChain

TCF Lending Portfolio

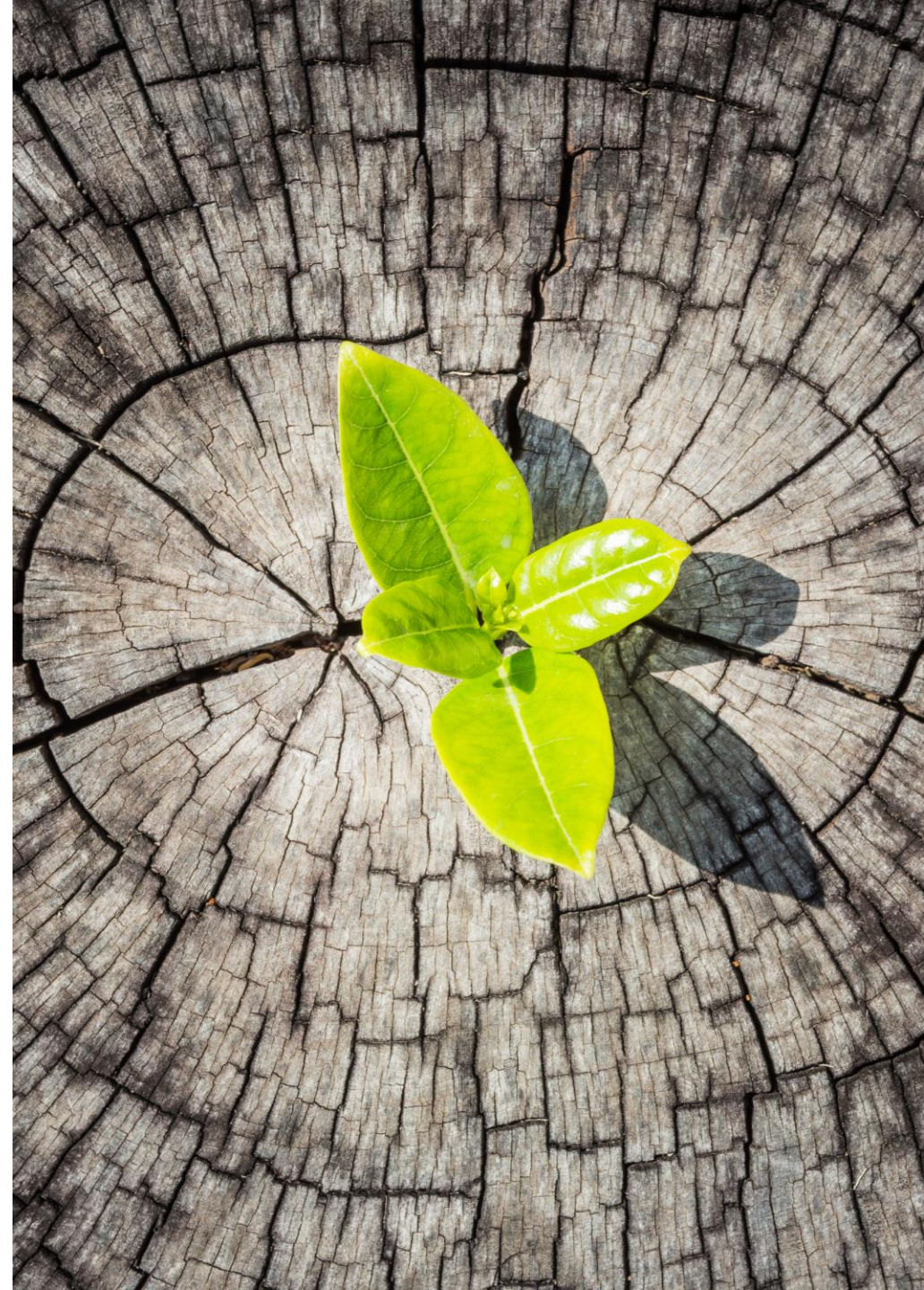


ESG Pioneer

First Sustainability Linked Loan (2017)

Investments in Renewables

Swiss Sustainable Finance Member



35 years in Switzerland - **Innovation frontrunner**



Blockchain Platforms

Founding Member: VAKT & KOMGO

Digitization of trade flows E2E with clients

Secured connection



Automation

SAIO & Power Automate

100+ Robots Daily



Digitization of Trade

First BB with eBL with 29 banks in the syndicate

Promoting electronic documentation to FER /
Suissenegoce





Trade remains paper-fed

In decades, not much has changed



For too long

Very manual despite cost

The start of a new era?



Planets are aligning

Blockchain / Tech

Fraud impact

Law change



ING at the forefront



Digital Banker

Best wholesale bank for sustainable finance in Europe

2024



Global Capital

Most impressive bank for financial institution ESG capital markets

2024



Commodities Innovation Awards

First place in the Financial Innovation category

2024



Global Capital

Global Capital syndicated loan award

2024



Global Finance

Best bank for sustainable finance Switzerland

2025

ING accelerating

From Traffec to Komgo and beyond

2013

Traffec Agreement

Creation of a multi-bank platform for trade instructions

After 6 years: 16 connected banks and around 100 corporates

2019

Komgo / Konsole

Focus on commercial expansion beyond Geneva in Trade (NY, Asia)

Technical developments and blockchain potential

2020

Strategic global channel

Expansion to other spaces than guarantee/LC

Integration of TRAKK, Good, MARKET, financing request & digital BB

Today

More than 60 connected banks and 225 corporates for Komgo

Targeting corporate worlds with GTK for guarantee



Borrowing Bases and ING Switzerland



14 experienced specialists
diversified professional and cultural background



~70 BBF transactions monitored by ING
TCF worldwide mainly from EMEA (Geneva), US (NYC) and APAC (SGP) platforms



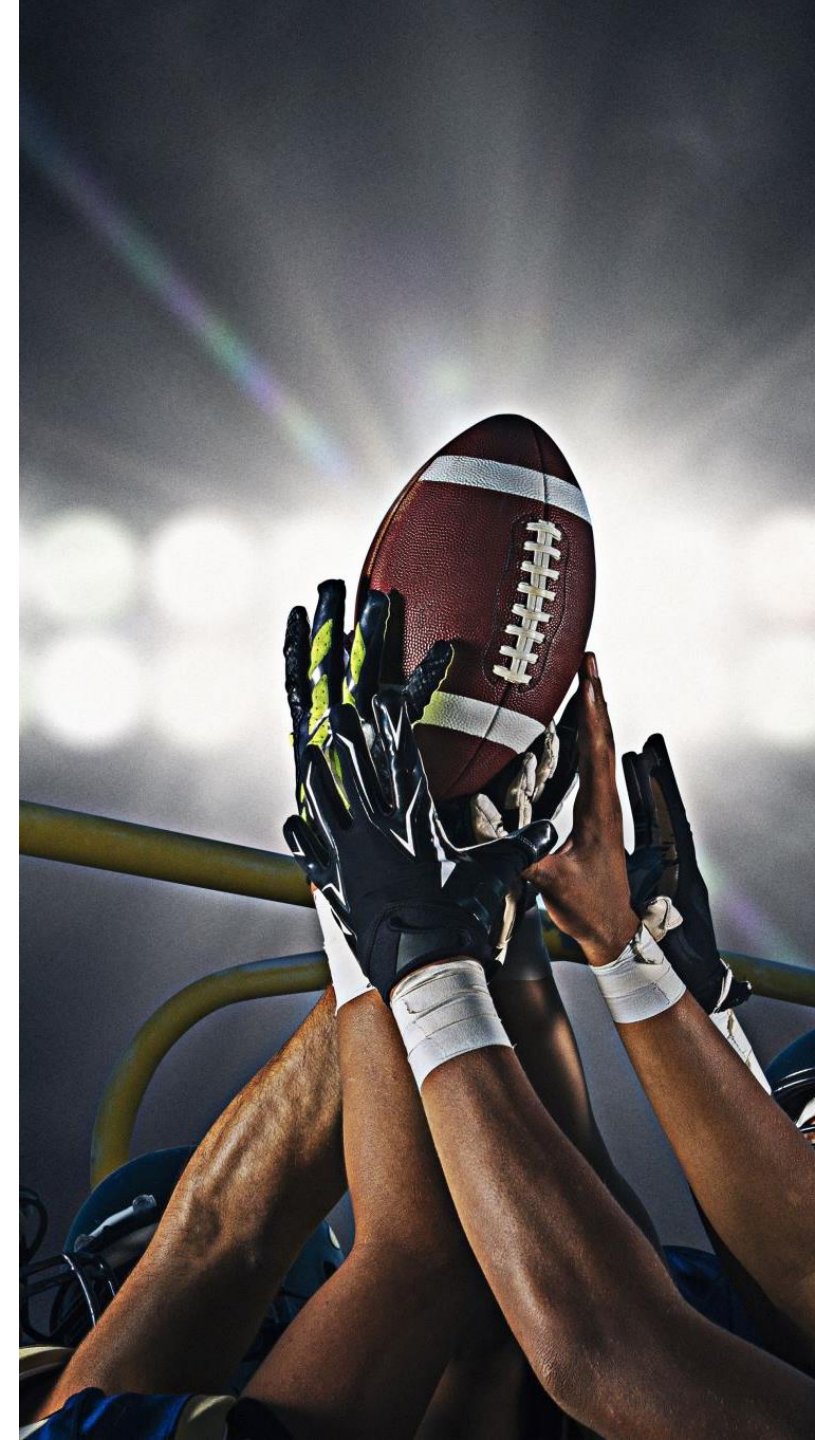
>45 active operational roles
Security Agent, Collection Account Bank, Fronting Bank, Bilateral BBF, etc.



Main commodity sector are covered
Metals, Energy, and Soft & Agri. And more recently Gas & Power



~10 BBF include digital features
out of which 5 include a Digital Agent role embedded in the Facility Agreement and 2 benefit from a Digital BBR



Focus on digitalization

A Borrowing Base Facility allows a client to borrow against pledged assets subject to regular reporting's to its Lenders

The Borrower/Security Provider declares eligible assets that are subject to an advance rate which constitute the Borrowing Base ("BB")

This BB allows the Borrower to draw loans, overdrafts or have OBSI's issued.

The delta between the BB and the utilizations is the BB Availability. It represents the remaining buffer against which the Borrower may draw up until presentation of a new BB

		Gross	Advance rate	Adj Value	Cap	Net
Collateral	Cash	100	100%	-	-	100
	Receivables	100	95%	95	90	90
	Inventory	200	80%	160	100	100
	Total	400				290
Outstanding	Overdraft	50				50
	Loan	150				150
	Total	250				250
	BB Availability					40



Powering Trade Networks

Focus on the Borrowing Base: The Digital Agent

Digital Borrowing Bases designed
for corporates and their lenders

2025



Next-Generation Secure Financing

Enhancing Security and Efficiency through Automated Solutions

Komgo's Borrowing base solutions act like a **virtual data analyst** aggregating external data from multiple sources and provide live reporting on the status of a facility to the borrower, its agent and its lenders.

Our solutions **increase transparency and security for lenders** as the responsibility of data checking is transferred from the agent bank to a trusted and automated third-party agent, **eliminating the risk of human error in calculations**.

Our solutions not only enable transparent and timely reporting for a given facility, but also lay the foundation for **a standardized and comparable reporting framework**.

Benefits for Borrowers



Operational Efficiency

Streamlined reporting and validation drives faster and recurring drawings.



Attract New Lenders

Increase the marketability of the facility to unlock working capital.



Enhanced facility structure

Digitalizing the process helps reduce inefficiencies.

Benefits for Lenders



Constant Monitoring

Act faster and detect potential discrepancies.



Manage Risk

Using a modern, standardised and easily comparable reporting approach.



Measure What Matters

From credit line utilization to environmental indicators.

High-Level Workflow

- Connect the Digital Agent to Komgo tools and/or your internal systems to aggregate all relevant data in the Facility App.
- **Automatic eligibility** of receivables and inventory based on rules defined in the Facility App, to accelerate production of the borrowing base report.
- Use aggregated data to generate real-time **dashboards and alerts** for key limits and requirements outlined in the facility agreement.
- Automatically **share data and reports** with the Security Agent and syndicate members once all data are reviewed and validated.



Focus on digitalization

Full access to invoices uploaded in Trakk granting the Security Agent with a view on declared receivables.



Fortnightly **stock reconciliation** between BBR data and third party warehouse providers



Automated production of a **Digital BB Certificate** based on the upload of raw data files and the consideration of hard coded eligibility criteria's.



		Gross	Advance rate	Adj Value	Cap	Net
Collateral	Cash	100	100%	-	-	100
	Receivables	100	95%	95	90	90
	Inventory	200	80%	160	100	100
	Total	400				290
Outstanding	Overdraft	50				50
	Loan	150				150
	Total	250				250
	BB Availability					40

What benefits has ING achieved regarding operational efficiency, risk control, and client experience?

- 1 Data quality & Reliability, also from 3rd parties
- 2 Transparency & automated checks
- 3 Time savings (Clients & banks)
- 4 Reporting and monitoring
- 5 Fraud Reduction



Part 1

Elevating the user experience through the power of AI

Strategic overview.

AI point of view

Why AI in Trade Finance?

- Automate: Boost operational efficiency.
- Predict: Increase insights and reduce risks.
- Generate: Create personalized interactions.

Key Use Cases (Based on Customer Feedback):

- Extracting data from documents and automate actions.
- Automatically review and refine guarantee document language
- Automated document analysis to detect inconsistency.

Implementation Approach:

Prototype First – Develop a prototype before full integration.

Beta Testing – Deliver beta versions periodically and engage users.

Integration – Activate features within the product on-demand.

Framework

☑ **AI Act Compliant** – Ensures regulatory adherence.

✓ **Privacy & Ownership** – Protects client data

✓ **Enterprise-Grade Security** – SOC 1 & SOC 2 Type II compliant.

✓ **Secure Infrastructure** – Models run exclusively on Komgo's infrastructure with no external APIs.

✓ **Data Protection** – No client data is used to train AI models.

✓ **Strict Data Segregation** – Ensures complete isolation of client data.

✓ **Granular Access Control** – Implements record-based access rules.

Approx. 5 millions of LC per year

Export Letters of Credit “ELC” are key trade instruments for our clients.

Current challenges:

1. Read pro forma invoice and email(s) received from project or commercial team.
2. Manual input of data to produce an ELC draft to be compared with the ELC to be received.
3. Automated check of consistency between expected and issued ELC.

AI improvements:

1. Steps 1 and 2 are replaced by a single drag and drop of the pro forma invoice and email, generating automatically the expected draft ELC (incoterm identification).
2. Step 3 is already automatic and remain unchanged.



Key benefits:

Significant time savings as no manual entry is required ; improving process efficiency by up to 70%

- Average time saved from 20 to 30 MD / year for each batch of 1000 trade instruments
- Operational risk reduction

Requirements:

- Multi-format support (PDF, scanned documents, images, Excel)
- Multi-language support
- Improved accuracy versus OCR technology

Use case 2: Guarantee text vetting

Accelerating issuing proce

File Data Extraction

PDF XLSX DOCX

Upload new PDF

1 of 2 Automatic Zoom

履约保函

保函编号: [REDACTED]
签发日期: [REDACTED]
致: (受益人) [REDACTED]
地址: [REDACTED]

本保函是为 [REDACTED] (以下简称“卖方”) 与贵公司于 [2022] 年 [10] 月 [18] 日签订的第 [REDACTED] 号合同 (以下简称“合同”) 提供的履约保函。我行, 即汇丰银行 (中国) 有限公司 [北京] 分行, 地址 [REDACTED] 为 [REDACTED] (以下简称“我行”), 在卖方的要求下, 在此无条件并不可撤销地向贵公司提供如下保证:

一、我行在本保函项下支付的担保金额累计不超过 (币种/金额) [REDACTED] (大写: [REDACTED])。

二、在本保函有效期内, 我行在收到贵公司递交的书面索赔通知 (应注明本保函的编号、本保函原件以及载有下述内容的书面声明 (该声明可在书面索赔通知书中一并作出或单独作出 (如单独作出, 请注明本保函编号)) 后, 即无条件地向贵公司支付本保函担保范围内贵公司索赔的金额:

- 1) 卖方未能履行合同项下的义务;
- 2) 卖方未能履行的义务的具体内容; 以及
- 3) 卖方未能履行的该等义务包含在本保函的担保金额中, 并且贵公司据此要求我行支付相应的履约保证金。

三、贵公司的任何书面索赔通知必须由贵公司的法定代表人或授权代表签字

Unrestricted

(须同时注明签署人身份) 并加盖单位公章。

四、本保函自签发之日起生效, 最迟于 2025 年 1 月 10 日 (以下简称“到期日”) 我行当日对外营业时间结束时在我行柜台到期, 到期后本保函自动失效。任何索赔通知需在到期日之前由我行实际收到。请贵公司于本保函到期后将保函正本

SETTINGS

Is the document a guarantee ? Please answer only by YES or NO.

YES

Is the amount (value) of the guarantee limited ?

Yes, the amount of the guarantee is limited. According to the document, the bank states that the cumulative guaranteed amount under this guarantee will not exceed RMB [REDACTED].

Is the validity of the guarantee limited in time (clear expiry date)

Yes, the guarantee has a clear expiry date. According to the document, the guarantee expires on January 10, 2025. Specifically, section IV states:
“本保函自签发之日起生效, 最迟于 2025 年 1 月 10 日 (以下简称“到期日”) 我行当日对外营业时间结束时在我行柜台到期, 到期后本保函自动失效。”
This translates to:
“This guarantee takes effect from the date of issuance and expires at the end of our bank's business hours on January 10, 2025 (hereinafter referred to as the “expiration date”). After the expiration date, this guarantee automatically becomes invalid.”

Does the guarantee have a clause stating it must be returned after expiry ? Please answer YES if the guarantee is automatically discharged after a fixed expiry date (bank does not need original back).

For Tender, Performance, and Warranty purposes: is the guarantee amount relative to the contract value in line with the [REDACTED] (5% for Bid, 20% for Performance, 10% for Warranty)

Answer YES if both the guarantee and supply contract do not include any of these clauses: Rating Trigger, Non-Divestment, Indemnity, Over-Collateralization (See [REDACTED])

Has the same wording been issued by a bank before without any complications? Please note that treasury may request a guarantee reference ID from a previous guarantee.

+ ADD QUESTION

Current challenges:

- 40% of Guarantees issued are not standard.
- Treasury teams are flooded by issuance requests and need to review each wording carefully.
- Several iterations are necessary before the requests can be sent to financial partners.

AI improvements:

- Analysis of Guarantee drafts against custom knowledge base
- Contextual help to make the necessary modifications based on internal rules and banks requirements.

KPI => 80% of the guarantees with a green tag must be accepted by the bank

Benefits:

- Improve the quality of the text received by the specialized team
- Reduce internal friction and pre-identify best bank for issuance and optimize associated fees
- Faster time to answer RFPs

Enhancing Borrowing Base with AI

komgo

Empowering Trade Networks

Reports To Validate

V1 - lightened - cash lowered.xlsx - 27.02.2025 21:16:19

⚙️

🔄

👤 superuser

⚙️ Facilities

📄 Reports To Validate

🔍 Reports To Review

🔗 Reports To Share

🗓️ Conversation logs

Facility

Borrowing Base Facility Demo N°2

Filename

V1 - lightened - cash lowered.xlsx

Creation Date

27.02.2025

Status

UPLOADED

Collateral

Cash

Category	SubCategory	Limit	Currency	Gross	Net	Agent Actions
Total Countervalue USD		100 000	USD	206 167 336,08	206 167 336,08	⌵ ⌶ ⌵

Receivables

Category	SubCategory	Limit	Currency	Gross	Net	Agent Actions
Pre-approved Oil Majors as listed in the Facility Agreement		100 000	USD	478 817 731	478 817 731	⌵ ⌶ ⌵
Letter of Credit Debtor Eligible Receivables		0	USD	180 612 763	180 612 763	⌵ ⌶ ⌵
Payment Guarantees		0	USD	0	0	⌵ ⌶ ⌵
Tier I Debtors Eligible Receivable		0	USD	578 832 959	549 891 311	⌵ ⌶ ⌵
Reduced Rate Tier I Debtors Eligible Receivable		0	USD	0	0	⌵ ⌶ ⌵
Tier II Debtors Eligible Receivable		0	USD	47 495 865	42 746 278	⌵ ⌶ ⌵
Reduced Rate Tier II Debtors Eligible Receivable		0	USD	0	0	⌵ ⌶ ⌵
Related Receivables:	Related Receivables	0	USD	29 687 070	26 718 363	⌵ ⌶ ⌵

Converse with your report

please compare all positions including cash and lcs

Based on comparing the two borrowing base certificates, the key differences are:

1. Cash:
Document 1: \$206,167,336
Document 2: \$204,167,336
The cash position is \$2 million lower in Document 2.

2. Gross Borrowing Base Amount:
Document 1: \$640,355,175
Document 2: \$638,355,175
The gross borrowing base amount is \$2 million lower in Document 2, corresponding to the lower cash position.

3. Net Borrowing Base Amount:
Document 1: \$538,990,420
Document 2: \$536,990,420
The net borrowing base amount is also \$2 million lower in Document 2.

4. Facility A Excess/(Shortfall):
Document 1: \$196,813,440
Document 2: \$194,813,440
The Facility A excess is \$2 million lower in Document 2.

All other positions, including Letters of Credit (LCs) and other asset and liability categories, remain unchanged between the two documents.

AI-Generated content | With previous report | Report Sheet(s): Borrowing Base

Ctrl+Return to submit

Enter your question...

Report Sheets Filter

Borrowing Base

CLEAR

SUBMIT

☑️ **Automate** data extraction and remapping in a standard structure.

☑️ **Ensure accuracy** by cross-checking raw data with declared assets (applying caps and limits).

☑️ **Engage intuitively** with your reports through interactive financial breakdowns.

☑️ **Track asset class evolution** by comparing with previous reports.

☑️ **Optimize risk management** by consolidating exposure across multiple syndicated facilities.

Thank you
for your attention!