



Commodities Intelligence Centre

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Commodities Intelligence Centre

WHY CIC? 为什么选择CIC

Commodities Intelligence Centre (CIC), supported by Enterprise Singapore, is a joint venture of ZALL SMARTCOMM (ZALL, a leading B2B platform in China), GeTS (Global eTrade Services) Asia Pte Ltd., a subsidiary of CrimsonLogic (a provider of eGovernment products and services, based in Singapore), and Singapore Exchange Limited (SGX). The three parties are committed to working together to create an interoperable global commodity trading platform.

As a one-stop global trading platform empowered by blockchain technology, CIC aims to provide commodity traders around the world access to a wide range of services from transaction matching, one-click customs clearance, to supply chain financing and multiple payment term options, global compliance, trading index as well as greater pooling of resources for both buyers and sellers.

Based on the entrepreneurial vision of "Enable Trade Easy", CIC helps enterprises especially SMEs reduce transaction costs by leveraging modern supply chains, warehousing, logistics, finance and cross-border services.

We are proud to be Singapore's first B2B e-trading platform that not only embraces blockchain technology to facilitate secure and compliant trade, but also creates greater trading synergies globally. CIC is going to be a game-changing platform for Singapore's commodity trading community.

世界商品智能交易中心（CIC）是在新加坡企业发展局支持下，由中国B2B行业领军企业卓尔智联、新加坡政府电子产品和服务提供商CrimsonLogic旗下子公司GeTS和新加坡交易所SGX三大巨擘联手成立的合资公司，三方致力于合力打造一个便捷互通的全球商品线上交易平台。

CIC作为一站式交易平台，区块链技术将在大规模跨境大宗贸易的供应链场景中，实现贸易、交易、物流、金融等全链路流程中的落地应用。CIC集交易配对、通关报关、贸易融资、供应链物流、供应链金融和全球合规性监管等服务于一体，并提供商贸数据和交易指数，推动全球贸易便捷化等服务。

CIC本着“让交易平滑至简”的企业愿景，通过利用现代供应链，仓储，物流，金融和跨境服务来降低企业的交易成本。区块链技术不仅促进交易安全和贸易合规，而且还在全球各国创造更大的贸易协同效应。CIC将成为新加坡大宗商品交易界改变游戏规则的平台。

OUR MANAGEMENT TEAM

我们的管理团队

Responsible for the company's strategic direction, talent development and financial performance, our Management Team is dedicated to build a company that nourishes the world in a safe, responsible and sustainable way. Although they represent a diverse collection of experience both inside and outside of CIC, each of them has a strong track record of leading people to achieve results. Together, they are working to make CIC the most trusted partner in the trading platform.

In addition, we have a team of experts within the commodities industry such as metals minerals, coal and oil, agriculture products as well as blockchain technology, shipping & logistics, trade financing to provide a platform which enable trade easy.

秉承对公司战略导向、人才培养以及财务增长负责的态度，我们的管理团队致力于以安全、负责、可持续的方式构建一家对世界有益的企业。虽然管理团队来自不同的领域，但是每位管理者都拥有丰富的管理经验足以带领团队完成目标，他们将共同努力把CIC打造成一家最可靠的贸易平台。

我们的团队中还有来自各领域的专家：包括金属、煤炭、油品、农产品等贸易行业、区块链科技、船运物流和贸易金融等，大家的共同目标是提供一个让交易平滑至简的大宗商品贸易平台。

Peter Yu 余伟

Chief Executive Officer 首席执行官

Mr Yu previously served as the vice president of Zall Smart Commerce Group and the co-president of Zall Ecosystem. He was responsible for the management of the Group's e-commerce and supply chain sectors and the build-up of Zall Ecosystem. At the same time, he is also the CEO of 5 other companies which are Commodities Intelligence Centre Pte Ltd (CIC), Zallsoon Information Technology (Wuhan) Co., Ltd., Zhuofuhui Information Technology Wuhan Co., Ltd., Snow Coldchain (Wuhan) Logistics Co., and Wuhan Zall Landport Centre Investment Co. Ltd. Mr Yu also served as a senior executive of the industry's leading enterprises, and has gained valuable insights into market analysis, market positioning, product design planning, implementation and operation in the financial, logistics and supply chain industries. He has a successful and long entrepreneurship in start-ups, restructuring, financing, and IPOs.

Mr Yu is an EMBA graduate from China Europe International Business School.

余伟先生任职卓尔智联集团副总裁，卓尔生态圈联席总裁，任职期间负责集团电子商务与供应链板块业务管理，打造卓尔智联生态圈。他目前同时兼任五家公司的首席执行官，分别是全球智能交易中心（CIC）、卓集送信息科技（武汉）有限公司、卓服汇信息科技（武汉）有限公司、小雪冷链（武汉）物流有限公司及武汉卓尔陆港中心投资有限公司。余伟先生长期担任行业龙头企业高层管理者，兼具金融、物流、供应链等行业的市场分析、市场定位、产品设计规划及实施运营经验，在企业设立、重组、融资、上市等方面中经验颇丰。

余伟先生获得中欧商学院的EMBA学位。



Mark Li 李旭晖

Chief Operating Officer 首席运营官

Mr Li previously served as the General Manager for several Exchanges, B2B E-commerce companies. He also takes responsibility for the design, creation, operation and management of the Exchanges and commodity E-commerce companies for close to ten years.

Mr Li is specialized in finance, proficient in funds, statistics, investment and financing. He has many years of experience in commodity spot

market, cross-border E-commerce, strategic business planning, marketing, trading and operation.

Mr Li is an MBA graduate from Schulich School of Business in Canada.

李旭晖先生曾担任多家商品交易所、大宗电商公司的总经理，近十年来，他参与多家商品交易所、B2B大宗商品公司的设计、创建和运营管理工作，相关行业经验丰富。

李旭晖先生专攻于金融方向，精通基金、统计、投融资，并在大宗商品现货市场、跨境电商、经营战略规划、市场营销、贸易和运营等方面拥有丰富的经验。

李旭晖先生获得加拿大约克大学舒立克商学院的MBA学位。



Sharon Chou 仇雪

Chief Financial Officer 首席财务官

Ms Chou, Chief Financial Officer, is responsible for managing the Group's Corporate Finance, Treasury, Trade Facilities, Covenants and Securities Management to effectively support the management and business operations.

Prior to joining CIC, she was the CFO of Heng Tong group since 2012. Ms Chou was responsible for overseeing the entire finance, treasury and legal & compliance matters covering both Singapore and HK markets. She previously drove the finance team in Huawei, Aon,

Brightoil. She has more than 15 years' experience in Corporate Finance, treasury and cash management, FX, IPO, M&A, capital markets etc.

Ms Chou holds her Honours Degree from National University of Ireland.

仇雪女士作为公司的首席财务官，负责公司融资、财务、会计、投资关系、法务合规、契约和证券管理，为公司战略制定、管理和业务运作提供专业支持。在加入CIC以前，她从2012年起一直担任恒通集团的首席财务官，并负责新加坡与香港两个市场的企业融资、财务、法务合规、风控管理。仇女士已于多家机构任职，包括华为集团、怡安、光汇石油。仇女士持有爱尔兰国际大学荣誉学位，在企业融资、财务管理、现金管理、国际汇兑、企业上市、收购合并、资本市场等方面有超过15年的管理经验。



KEY INDUSTRY PARTNER

重要行业合作伙伴



ZALL 卓尔智联

Zall Smartcom (02098.HK) was established in 1996. It focuses on supply-chain property and trading services for the wholesale market, and mainly provides customers with wholesale trading services including property, logistics, warehousing, finance, online trading and big data.

The mega trading logistics and wholesale markets established by Zall Smartcom encompass Wuhan and Tianjin as well as several other central regional cities. Total area of properties held by Zall is approximately eight million square metres. The Company was listed on the Main Board of Hong Kong Stock Exchange in July 2011. In 2014, the Zall brand was recognised as a famous

trademark in China. In March 2016, the Company was selected as a constituent of the Hang Seng Composite LargeCap & MidCap Index and included in the list of eligible stocks under Shanghai-Hong Kong Stock Connect.

卓尔智联 (02098.HK) 设立于1996年。卓尔智联专注于智能交易及服务平台的建设和运营，并基于交易场景和数据提供物业、物流、金融、跨境、供应链管理等服务。

卓尔智联在武汉、天津等多个区域中心城市建立了大型物流与批发市场，总面积约800万平方米。集团2011年7月在香港联交所主板上市，现市值约1000亿元。在2014年卓尔智联成为中国有名的品牌。集团在2014年被恒生综合指数列为中大型股并被选入沪港通。



GeTS



Global eTrade Services (GeTS), is a CrimsonLogic subsidiary and a key growth engine for the Group. Launched in 2017, GeTS offers a comprehensive suite of services to help traders meet cross-border regulatory and compliance requirements from Government agencies and trade associations around the world. GeTS' key platform – CALISTA, helps businesses orchestrate physical logistics, compliance and financing requirements of cross-border trade. GeTS is already conducting more than 13.5 million transactions and recorded a Gross Merchandise Value (GMV) of more than \$400 billion for the first half of 2018. The company has linked up to 24 Customs nodes

across the world, with more than 175,000 connected parties, continuing to improve time savings by 60% and increase productivity by 1.5 times to make trade easier, more predictable and accessible.

国际电子贸易平台 (GeTS) 是新加坡劲升逻辑的全资子公司，同时起到促进母公司业务增长的作用。GeTS在2017年提供了一套全面的服务，帮助贸易商满足世界各地政府机构和贸易协会的跨境监管和合规要求。GeTS的CALISTA平台可以帮助企业更好的预测，无障碍和简便地满足跨境物流，合规和金融的要求。GeTS目前已连接全球24个海关节点，拥有超过175,000个用户，年交易量超过1350万次，建立了中国第一个通过南向通道到新加坡，东盟及其他地区的数字化链接，并通过区块链基础设施完成数据交互。



SGX

Singapore Exchange is Asia's leading and trusted market infrastructure, operating equity, fixed income and derivatives markets to the highest regulatory standards. As Asia's most international, multi-asset exchange, SGX provides listing, trading, clearing, settlement, depository and data services, with about 40% of listed companies and over 80% of listed bonds originating outside of Singapore.

SGX is the world's most liquid international market for the benchmark equity indices of China, India, Japan and ASEAN and offers commodities and currency derivatives products. Headquartered in AAA-rated

Singapore, SGX is globally recognised for its risk management and clearing capabilities. For more information, please visit www.sgx.com.

新加坡交易所 (以下简称“新交所”) 拥有亚洲领先及可靠的市场基础设施，以最高监管准则运营股票、固定收益及衍生产品市场。新交所是亚洲国际化程度最高的多元资产交易所，提供上市、交易、清算、结算、托收及数据服务，其中约40%上市公司和超过80%上市债券来自新加坡以外地区。

新交所提供覆盖大宗商品及货币的全方位衍生产品，为中国、印度、日本和东盟基准股票指数提供全世界流动性最高的离岸市场。新交所总部设在获AAA评级的新加坡，其风险管理和清算能力得到世界认可。欲知更多信息，请浏览 www.sgx.com。

OUR PRODUCTS

我们的产品

Oil 油品

Chemical & Plastic 化塑产品

Ferrous & Non-Ferrous Metals 黑色金属和有色金属

Agriculture 农产品

OUR SERVICES

我们的服务

CIC provides one-stop cross border trade supply chain services for global staple traders. It generates the services including deal matching, customs declaration and clearance, logistics, trade and supply chain financing, global trade compliance, trade data and index inquiry on this platform.

CIC为全球大宗贸易商提供一站式的跨境贸易供应链服务，平台汇集了交易配对，报关，仓储物流、贸易融资、供应链金融、全球合规性监管等全程服务，并提供商贸数据和交易指数服务，实现大宗商品交易全流程智能化，推动全球贸易便捷化。



Providing shipment term options to close the gap between both ends. Empowered by GeTS, the custom clearance process is largely simplified.

多种类运输方案，无缝匹配买卖双方运输需求，并依靠GeTS赋能极大简化了通关流程。



Providing payment term options to bridge both ends with great ease.

为交易的双方提供多元化供应链金融方案，从而促成最大交易程度。



An international trade platform that is pooling resources for both buyers and sellers.

一个聚集了全球买家和卖家的国际化交易平台。

ECOMMERCE TRADING PROCESS

电子贸易流程



LOGISTICS 物流

MORE SHIPPING TERM OPTIONS 更多运输方式选择

IF SELLER OFFER PRICE IN:
如果卖家提出的付款方式为:

BUYER WILL SEE MORE OPTIONS FACILITATED BY CIC:
买家将获得由CIC提供的更过配套:

EXW FACTORY
出厂价

- FOB (with additional fees) 船上交货价 (额外收费)
- CIF (with additional fees) 成本加保险费加运费 (额外收费)
- DAP (with additional fees) 所在地交货 (额外收费)

FOB
船上交货价

- CIF (with additional fees) 成本加保险费加运费 (额外收费)
- DAP (with additional fees) 所在地交货 (额外收费)

CIF
成本加保险费加运费

- DAP (with additional fees) 所在地交货 (额外收费)

FINANCIAL SERVICES 金融服务

PROVIDING PAYMENT TERM OPTIONS TO BRIDGE BOTH ENDS WITH GREAT EASE 提供不同的付款方式, 为交易双方提供更多的支付方式选择, 从而促成交易。

IF SELLER OFFER PRICE IN:
如果卖家提出的付款方式为:

BUYER WILL SEE MORE OPTIONS FACILITATED BY CIC:
买家将获得由CIC提供的更过配套:

T/T ADV
电汇预付

- L/C 30 DAYS (with additional fees)** 信用证30天 (额外收费) **
- 20% DOWN PAYMENT 20%的定金
+ REST UPON B/L (with additional fees)** 余额见提单付款 (额外收费) **
- T/T 30 OR 60 DAYS (with additional fees)** 电汇30天或60天 (额外收费) **

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信用证30天

- 20% DOWN PAYMENT 20%的定金
+ REST UPON B/L (with additional fees)** 余额见提单付款 (额外收费) **
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电汇30天

- T/T 30 OR 60 DAYS (with additional fees)** 电汇30天或60天 (额外收费) **

**SUBJECT TO THE NATURE OF PRODUCTS, PROFILE OF BUYER OR ANY OTHER RELEVANT CONSIDERATION.

**费率根据不同产品、卖家情况及其他相关情况而变化

CIC'S TRADING PLATFORM EMPOWERED BY BLOCKCHAIN TECHNOLOGY

区块链技术支持的B2B交易平台

CIC's blockchain team is comprised of blockchain operation experts, distributed system architects, product managers, supply chain experts and financial advisors. We are committed to develop a trust-free and distributed business ecosystem. Through a consortium blockchain, enterprises can benefit from transparency and value flows at unprecedented speed.

CIC的区块链团队，是一支由区块链技术专家、分布式应用开发专家、产品研发专家、供应链架构师和顶尖金融专家组成的专业团队。目前超过50人的团队成员正在以金融科技为导向，以最大化供应链参与者的效率和效益为目标而努力。

HOW DOES BLOCKCHAIN EMPOWER TRADING INDUSTRY?

区块链如何赋能贸易行业

Thanks to digital transformation, trade finance documents are now stored and transmitted electronically. However, they are not always accessible to all the parties. For a successful completion to take place in the trading process, buyers, sellers, bankers, transporters, regulators and many other parties inevitably go through the entire process which is time consuming and costly. Blockchain technology helps to simplify these trading processes by providing smart contracts, secured payment and financing for trade transactions. The blockchain technology delivers a single & distributed method for documentations which are shared across all involved and authorised participants of such trade. This means everyone has access to this vital information required to do their due diligence in order to complete the transaction. This includes the closing of trade agreements and the execution of smart payments. And by "smart," this means payments is automatically triggered by specified events in the supply chain and immutably recorded to the blockchain system acknowledged by all parties.

得益于数字技术转型，账单和信用证相关的文件现在能实现以电子方式保存，在此之前，交易环节的相关人员无法实时访问这些文件。一个成功的大宗商品交易流程中，买家，卖家，银行，物流，检验员，监管机构和其他相关工作人员不可避免地要经历整个过程，然而，这种方式既耗时又昂贵。区块链技术通过提供数字和自动化的方式来呈现，使得融资和交易过程中的各方权益都得到保障，从而有助于简化交易的流程。区块链为所有文档提供分布式账本，与交易信息相关的资料得以在相关参与者之间共享。这意味着，每个人都能像在其他地方看到的信息一样，节点同步，拥有他们尽职调查和完成交易所需的信息，贸易协议签署和智能支付，都能纳入分布式账本。有了“智能合约”，从支付到供应链中不同应用场景行为，都不可逆转地记录到区块链中。

