

Connecting the Trade World
Shaping the Future

haifin
an e& enterprise company

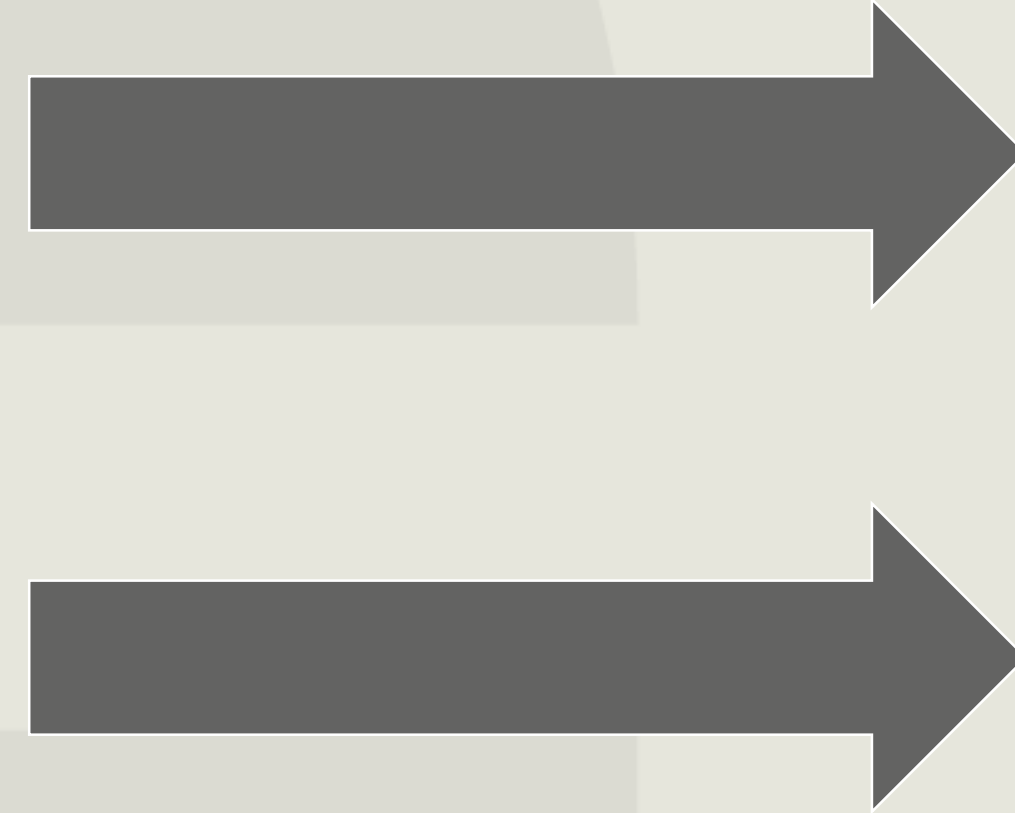


غرف دبی
DUBAI CHAMBERS



**Who
are we?**

UAE TRADE
CONNECT
an e&enterprise company



hai**fin**
an e&enterprise company

- ✓ Is a play on words from “**hyphen**”
- ✓ Demarks **ai**
- ✓ Confirms **fintech** credentials
- ✓ Connecting banks “**FI**”
- ✓ Easy to remember
- ✓ Beyond UAE



hai**fin**
an e&enterprise company

etisalat by e&

UAE's leading telecom
CO



e& international

16 Telco markets

e& life

Consumer Digital
Services

e& enterprise

B2B and B2G
Digital Services

e& capital

Corporate VC



**First step to
success!**

**One use
case, One**

customer

The problem of duplicate / over-financing has plagued the banking sector for decades

1 *haifin's first use case addresses fraud risks in the Trade Finance space as identified by the banks*

The Challenge:

that no individual bank can tackle independently but can be resolved through collaborative efforts.

The result:

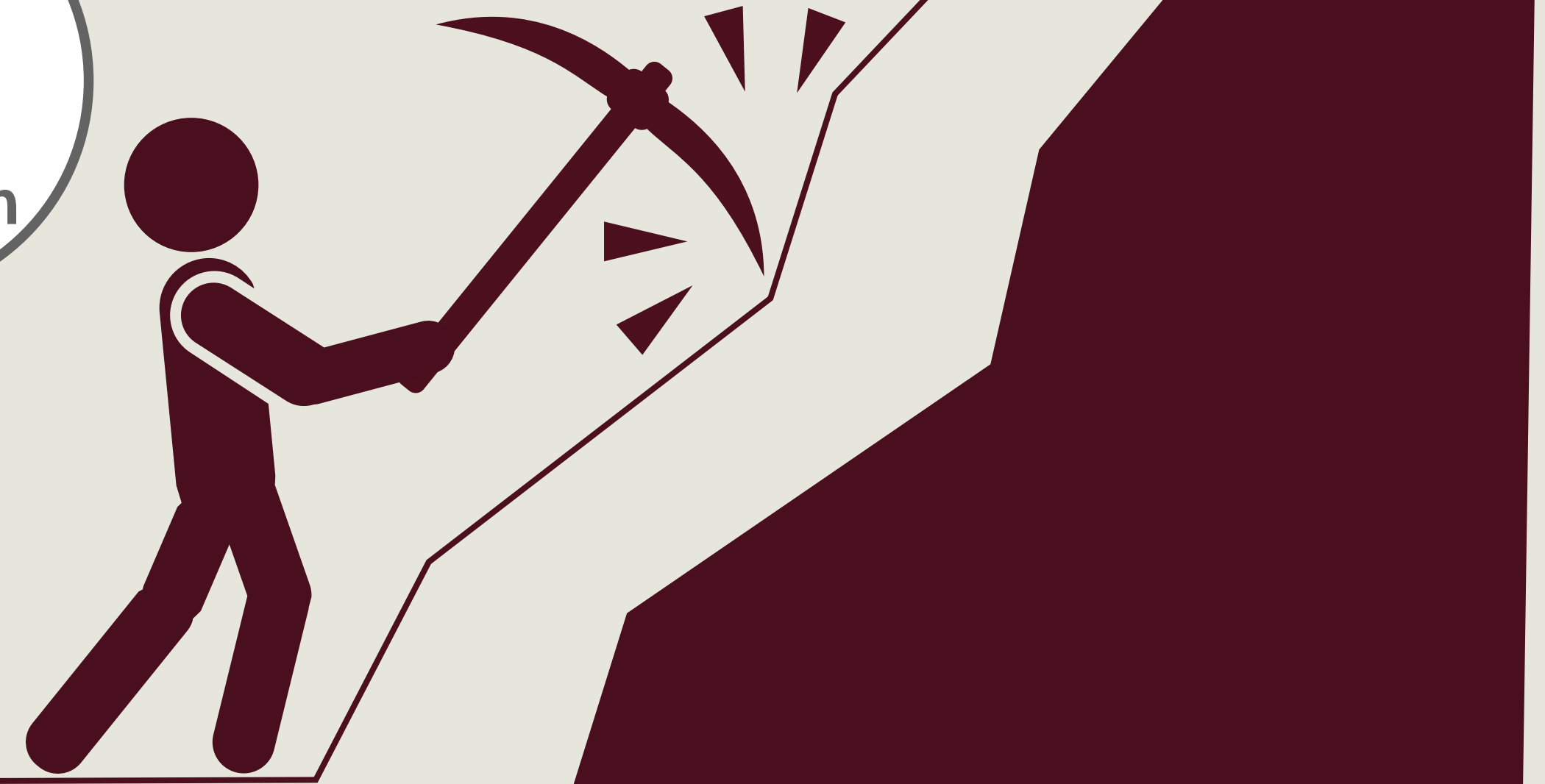
With higher confidence in trade documents, banks will be willing to lend more to existing and new borrowers.



Duplication of invoices

Financing from multiple banks

Potential fraud risks



haifin has successfully linked multiple lenders over a **blockchain network** creating a unique derisking ecosystem serving the lending community of UAE



MEMBER OF



haifin's ecosystem is built on unique technology blend

Blockchain

Data that enters the blockchain is tamper proof, permeant and can't be altered. Blockchain also has the Zero knowledge proof capability

AI & Machine Learning

The AI and machine learning analyze trends & enabling highly informed decisions. It Also handle complex tasks, compare ambiguous data, and detect suspicious values, figures, and patterns.

Native Cloud

The Platform is cloud agnostic, which can be replicated across diverse cloud environments

APIs

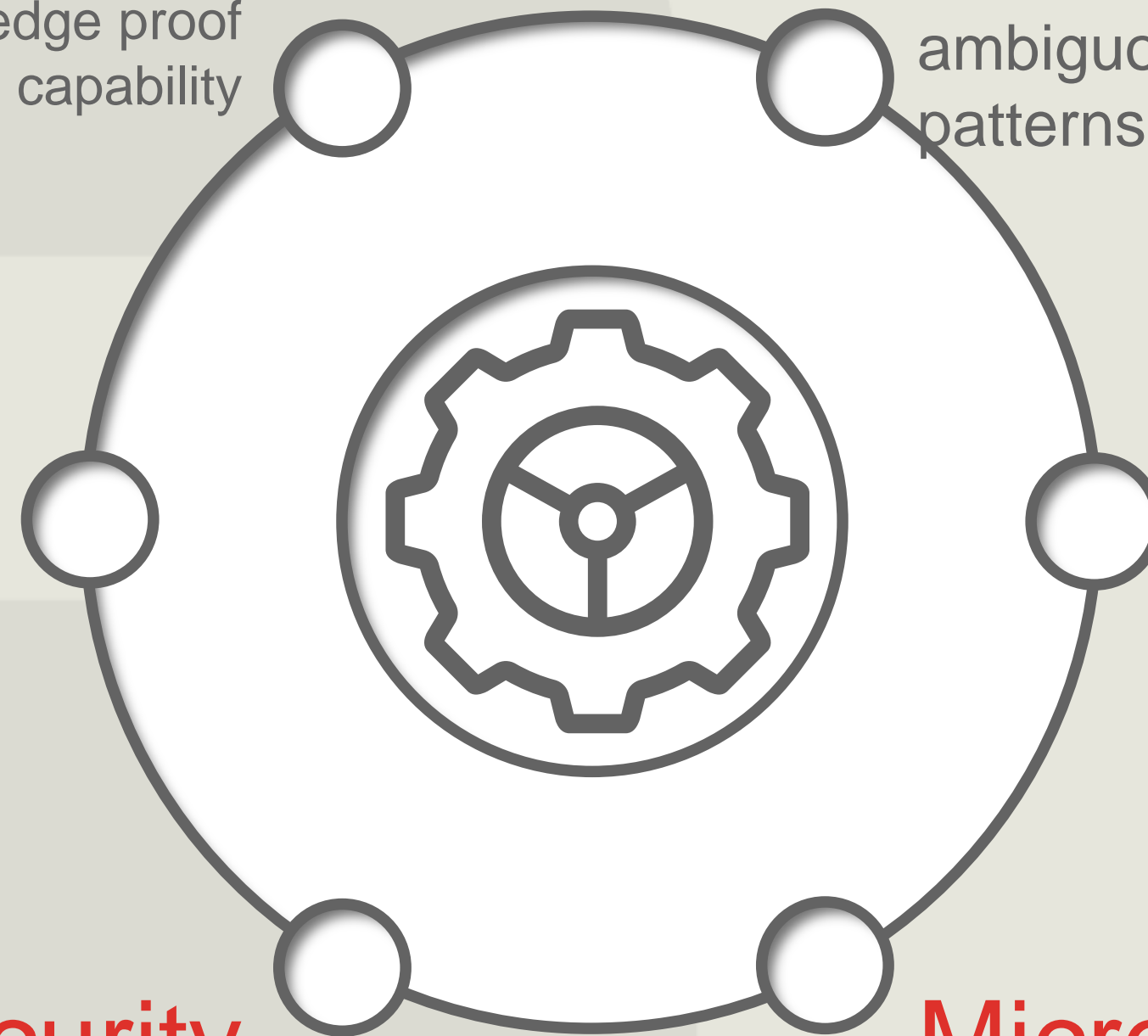
Seamless integration with other application and core banking systems

Cyber Security

Adhering strictly to top-tier security standards mandated by regulators and the banking industry, our platform safeguards sensitive data with robust encryption

Microservices

Flexibility in technology choices
Can be scalable independently, allowing for more resources efficiency based on the demand of specific components



The results from the system are impressive – protecting banks from lending to fraudsters

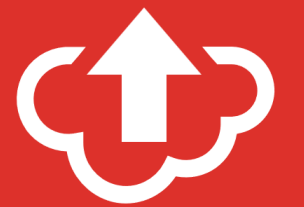
High adoption by the lenders has led to incredible results from the system.



Since Inception



100% of the active lenders safeguarded



60M+ Data points were processed



AED 320M worth of potential fraud flagged



AED 250B worth of invoices derisked

haifin has succeeded in delivering on our promise to mitigate TF lending risk in UAE – now we move to new challenges

Theory

- Consortium formed between 7 leading banks of UAE along with Central Bank of the UAE as part of the Steering Committee
- PoC concluded successfully

2020

Success

- Commercially launched in Apr 2021 with 7 leading banks of UAE
- Now 15 lenders
- ████████ of UAE's TF volumes
- Pre-finance check

2021-2023

Next

- Replicating haifin's success in new markets
- Developing new use-cases that solve real world problems for banks and their customers

2024 & beyond

We believe that each country faces similar issues



Do you think the
invoice duplication
is a **problem** in your
country?

The International Expansion team is here with us today



Wissam Massud



Ayman Alobideen



Amir Ashour



Sarfaraz Sait

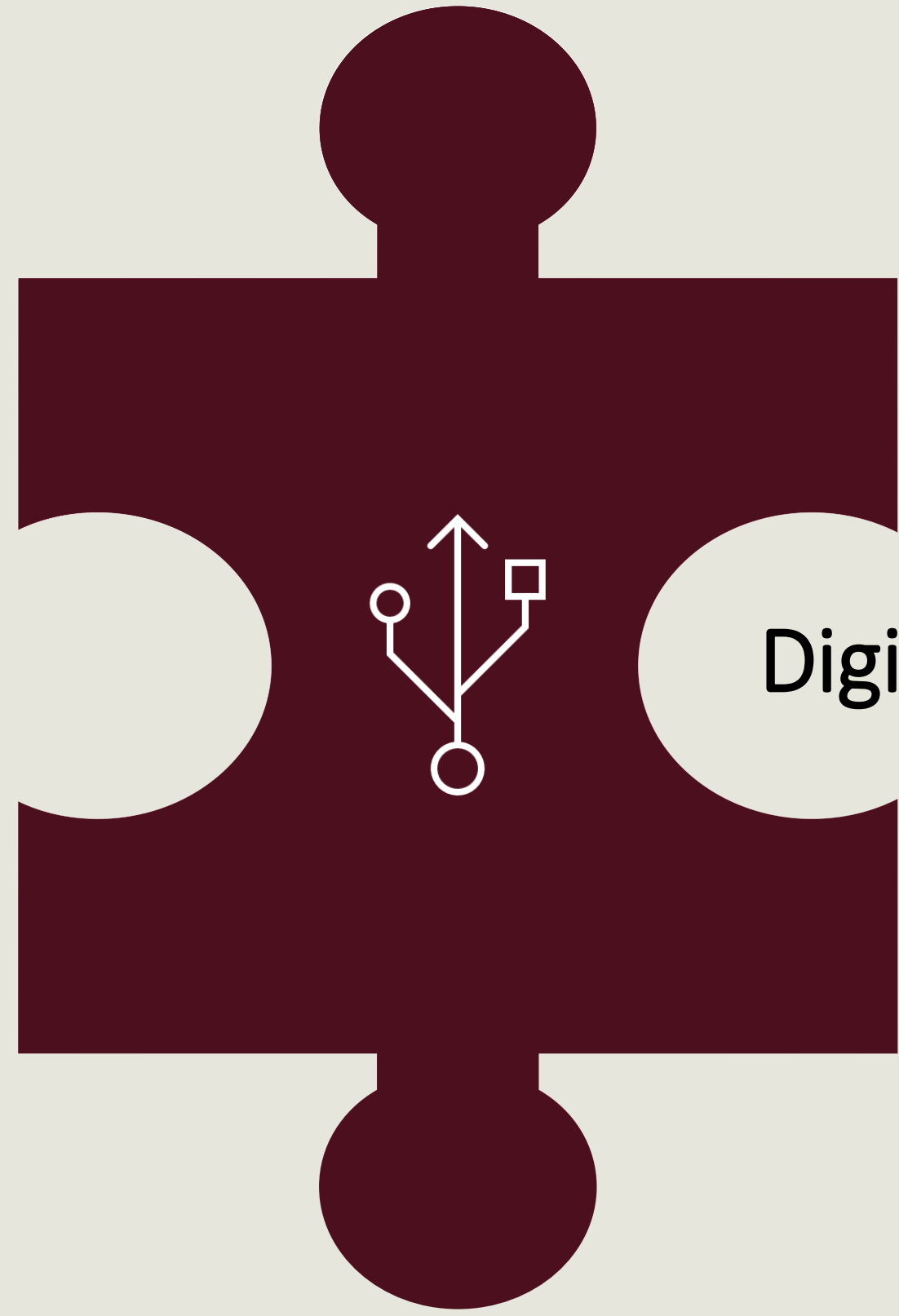
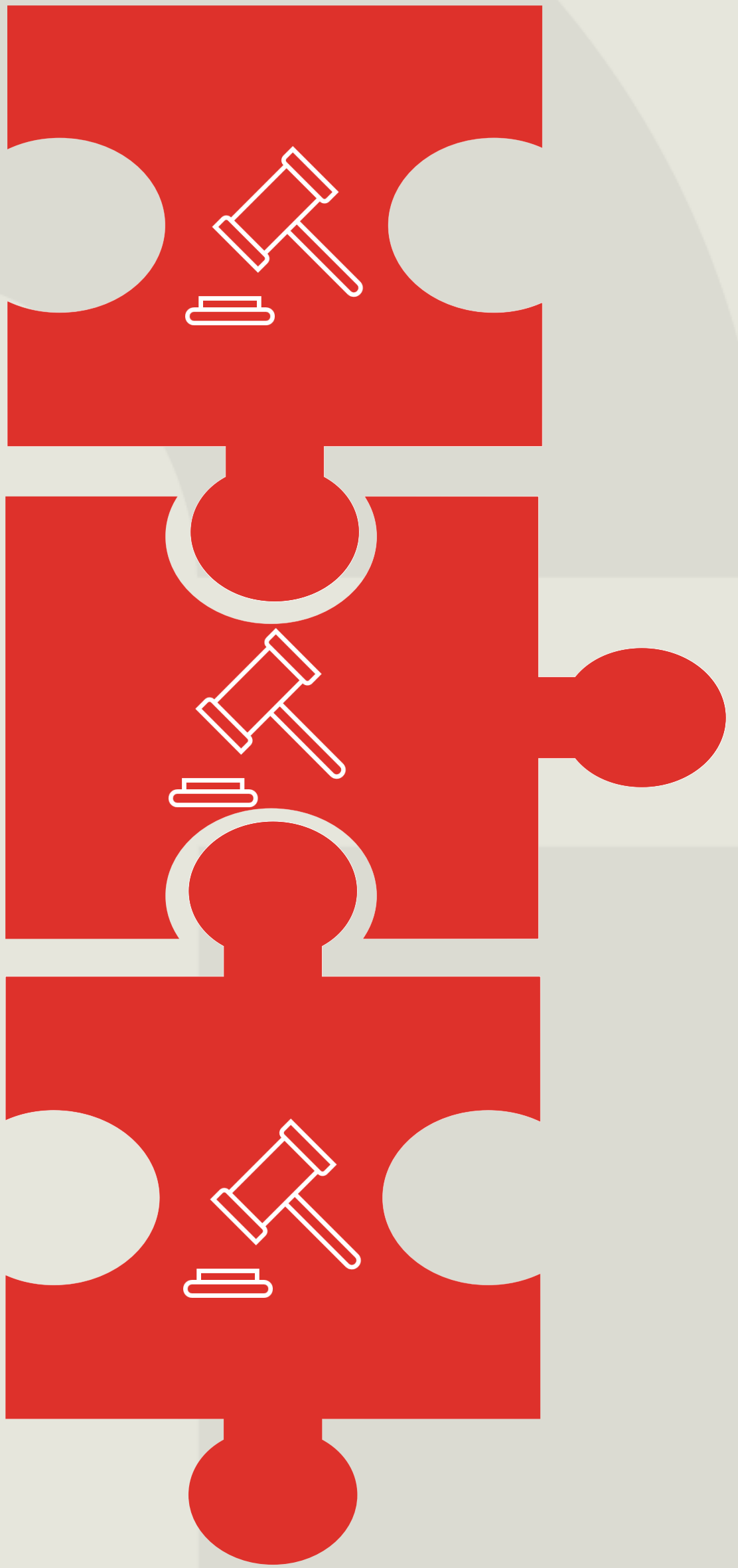
**And now
we go back
to co-
creation**

With favorable laws across the globe that support the lending community, haifin has embarked on co-creating its next use case

Model Law on Electronic Transferable Records (MLETR)

Electronic Transactions Law of UAE

UK Electronic Trade Documents Act



Digital Bank Guarantees

After our initial success, the haifin consortium decided to address the challenges of a traditional **Bank Guarantee** process



Time delays in processing

Higher administrative costs

Document management complexities

Lack of Transparency

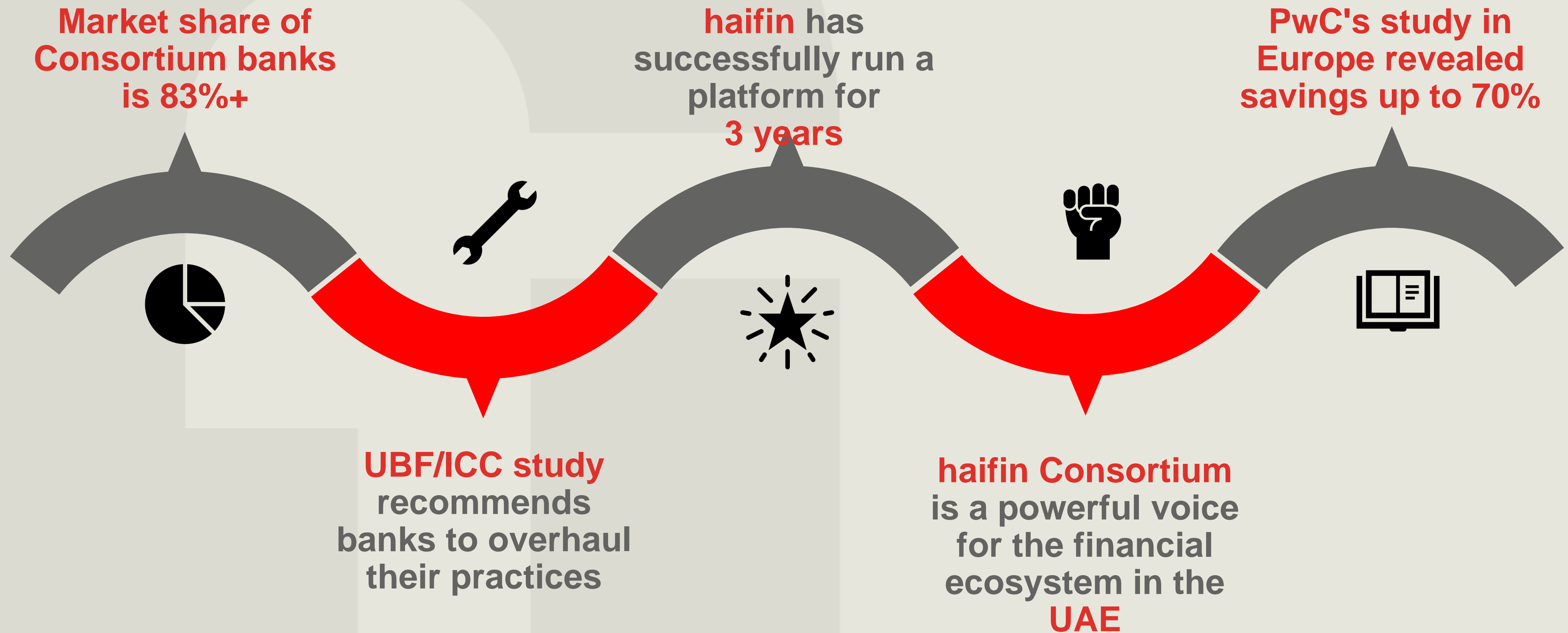
Risk of loss or damage

Vulnerable to fraud

Complex claim, extension & release



We are developing a register for Guarantees to streamline communication between Guarantor and Beneficiaries



**To
summmarize**

Forward together...being connected to enable accelerated trade and instruments



Proven solution and model in respect of a country-level consortium working together to solve TF problems



Ready to deploy international instances of our award-winning solution – please talk to our international team



The haifin consortium is now developing new use-cases which are relevant to solve at industry-level

Thank You!

“Built by the
banks for the
banks”

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