

An aerial photograph of a city at sunset. The sky is a mix of orange, pink, and blue. In the foreground, a tall, dark glass skyscraper with a unique, slightly twisted top is the central focus. The words "posco" and "INTERNATIONAL" are visible on its upper facade. To the left of the skyscraper is a dense cluster of colorful residential high-rise buildings. In the background, a large body of water stretches to the horizon, with a long bridge spanning across it on the right side. The overall scene is a mix of urban architecture and natural beauty.

posco
INTERNATIONAL

Consigner's Insight

to All the Cross Industries

Green Energy & Global Business Pioneer

Trading



- Export/Import Domestic/Triangular
- : Steel, Agro, Bio, EV Motor

Resource Development



- Exploration & Production of new gas fields (Senex Energy, Myanmar, Indonesia, Malaysia)
- Engineering, Procurement, Construction, Installation, Commissioning

New Biz



- Foreign Investment
- : Palm oil Plantation /Precessing facilities
Rice Processing Center, Grain Terminal

Renewable Energy



- Energy generation project
- : LNG Terminal
Jeonnam offshore wind power PJT



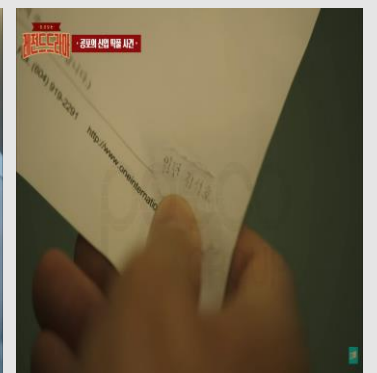
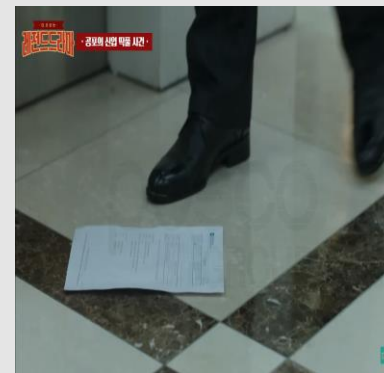
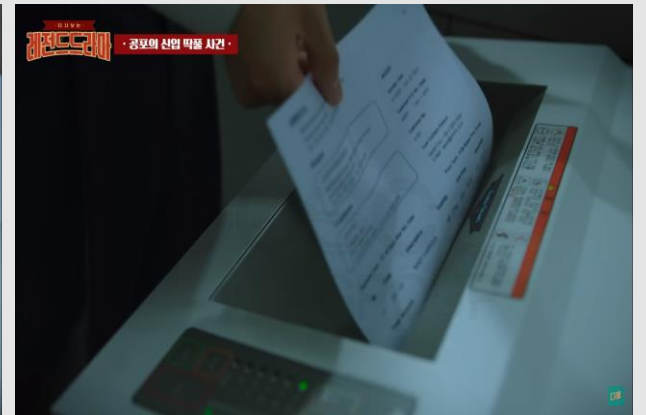
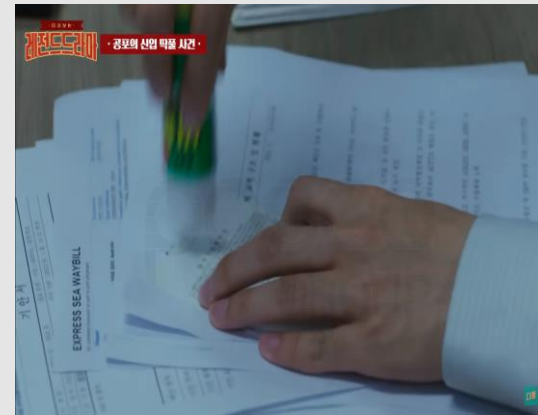
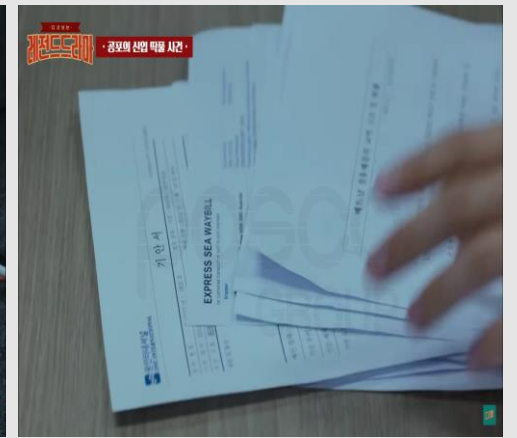
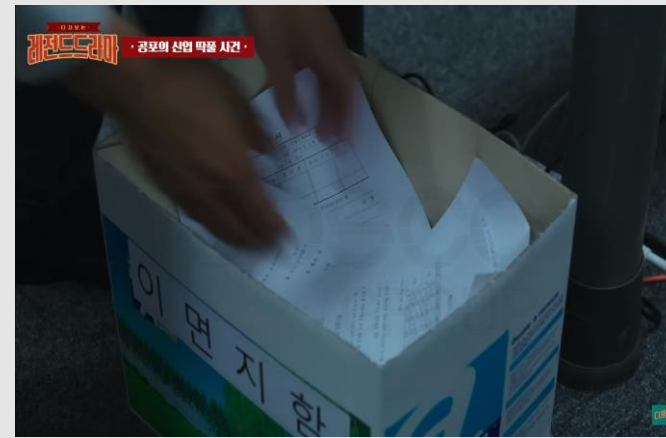
Big popular Webtoon set in Posco International



Produced TV drama *"Incomplete life"* based Webtoon original



*“Lost of Shipping Docs
by human error”*



Pain Points



Human error



Risk of Fraud



Heavily paper-based



Slow & Costly

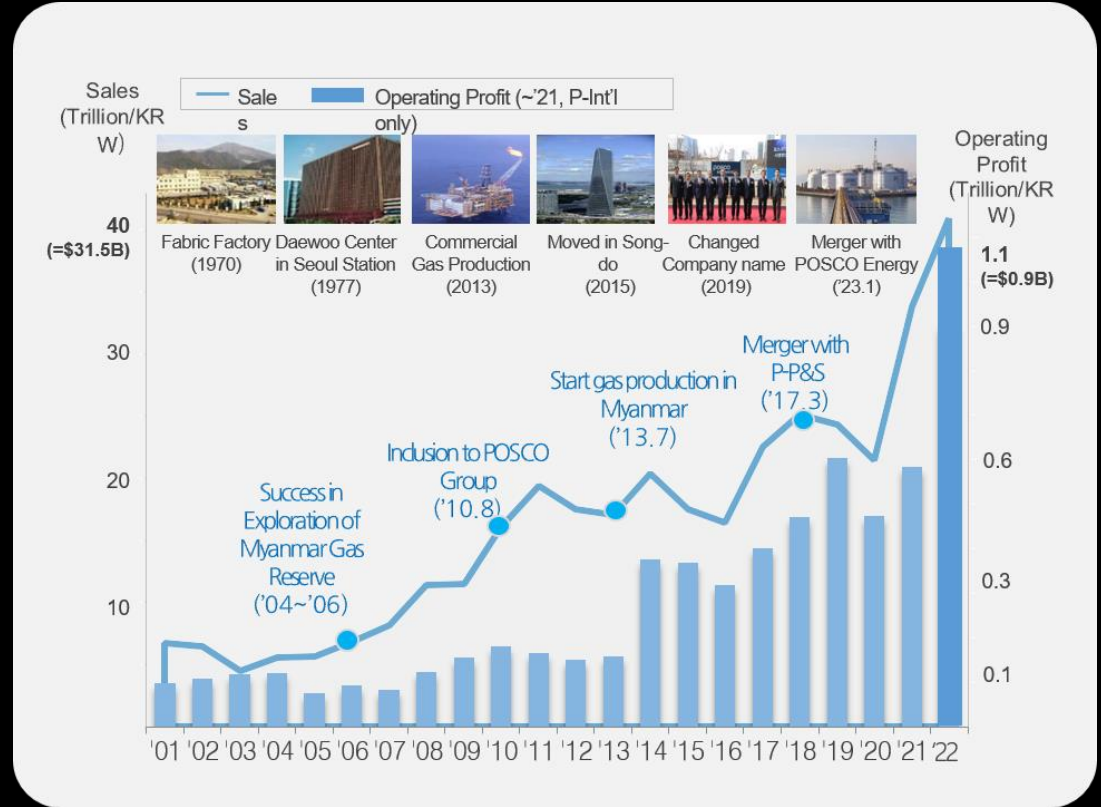
Inauguration of TF Digital Trading Team

Goal

*Electronic
Bill of Lading*

*Digitalized
Letter of Credit*

As an Industry leader in Korea, Ongoing Growth with POSCO Group



Over 50,000 of B/L annually
Over 7,000 of L/C annually

Stepping forward to a journey of Digital Trade



Milestone



Partnership

디지털 트레이딩 협력사업 추진을 위한 업무협약(MOU) 체결

posco
INTERNATIONAL

2022년 3월 28일 (월)

KTNET
한국무역협회

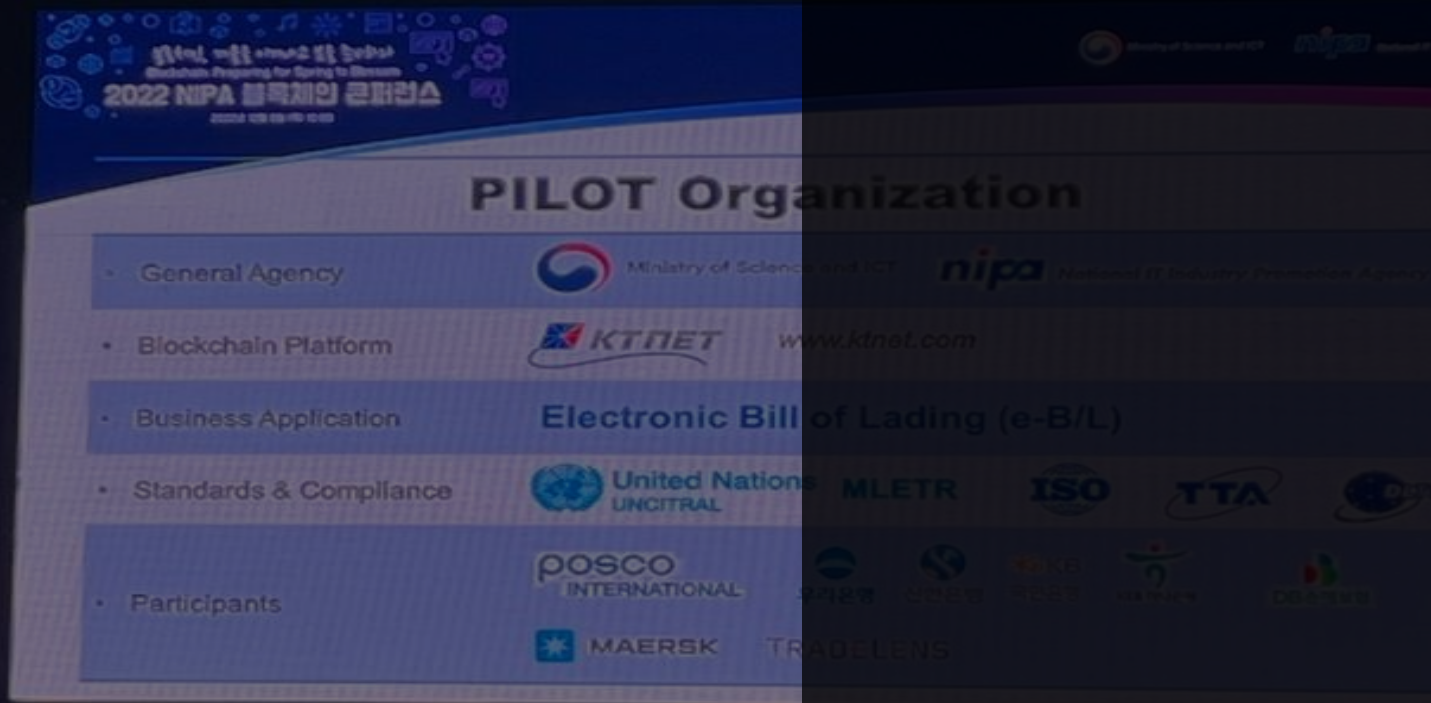
Mar 2022

Signed MOU with KTNET to pursue digital trading

Sept 2022

Decided to demonstrate e-B/L platform project

Achievement



Dec 2022

Jointly completed PoC of blockchain based e-B/L platform integrated with *Tradelens* by *MAERSK*

※ The project was supported by MSIT of Korea, and selected as a outstanding case

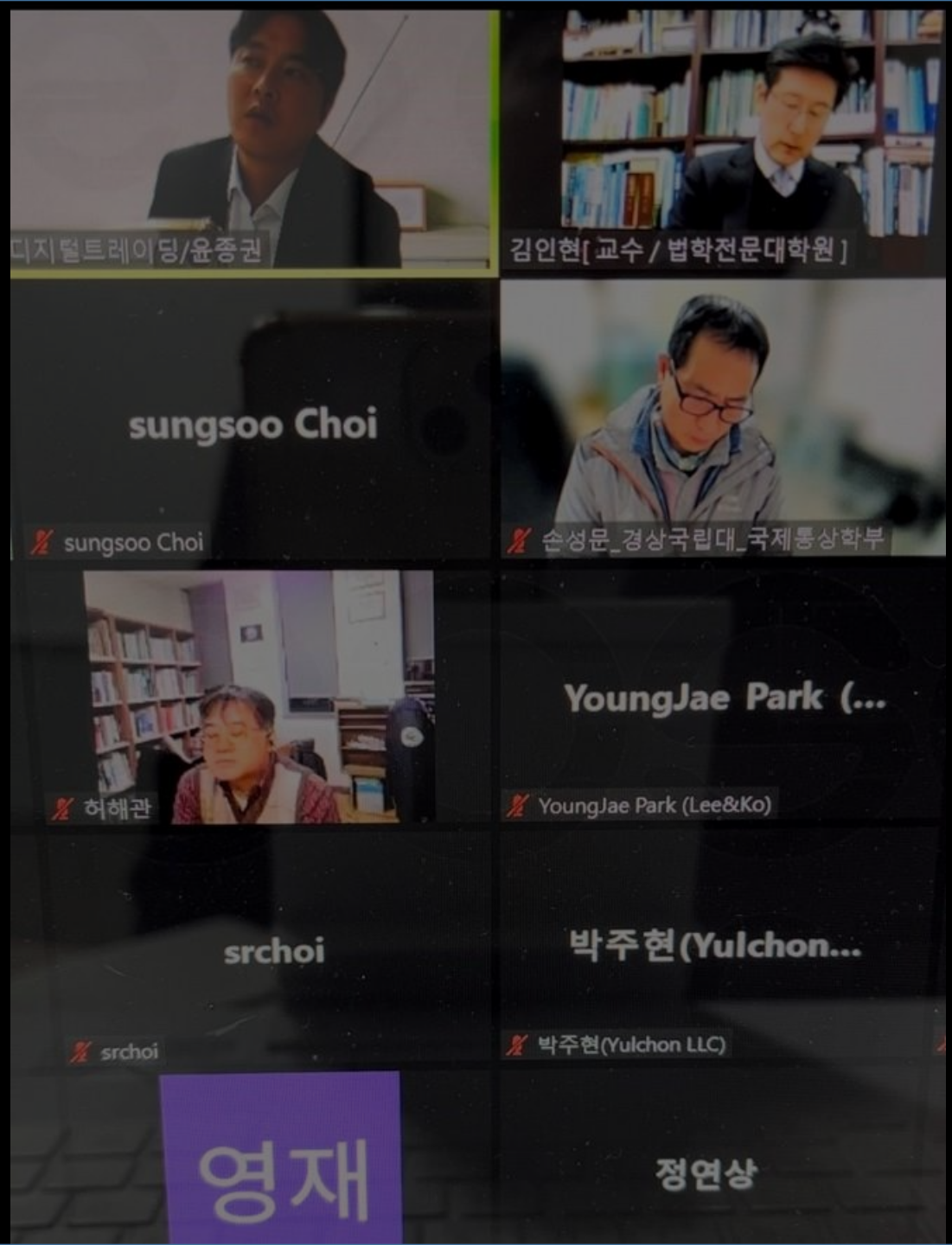
Explore to Expand

三井住友フィナンシャルグループ
三井住友銀行

Jan 2023

Deeply discussed with TradeWaltz, MLIT, METI,
SMBC, Mitsubishi Corp. in Japan

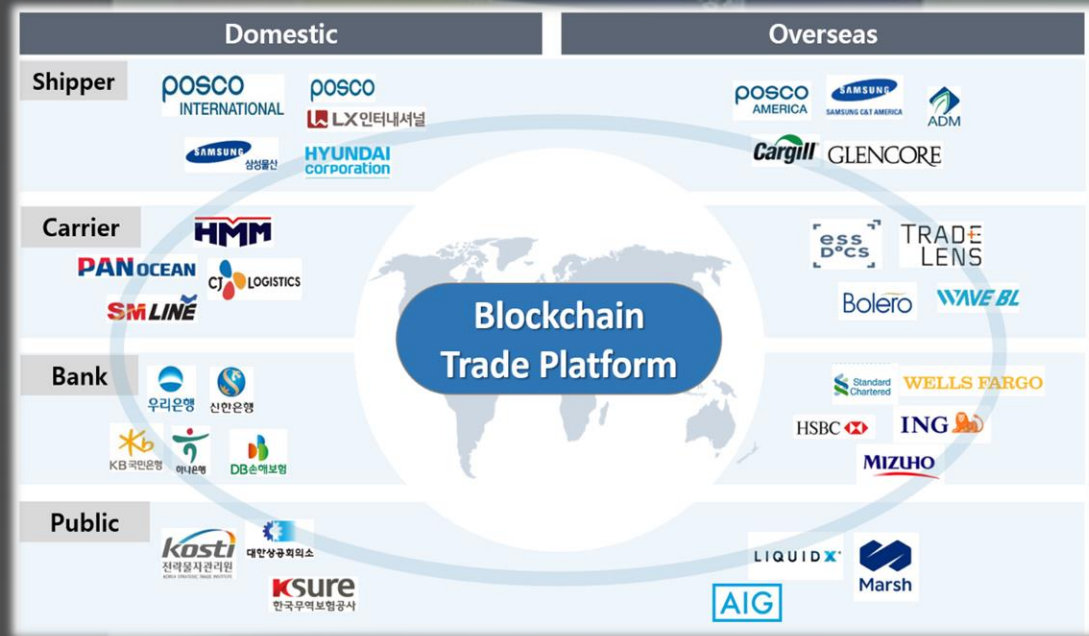
Sharing best practice



Feb 2023

Addressed PoC practice for Law society of SNU

Investment Project



May 2023

Planned investment to construct cross industrial e-B/L platform (Jointly Public-Private sector; Bank, Insurance, Shipper)

Invite to Increase

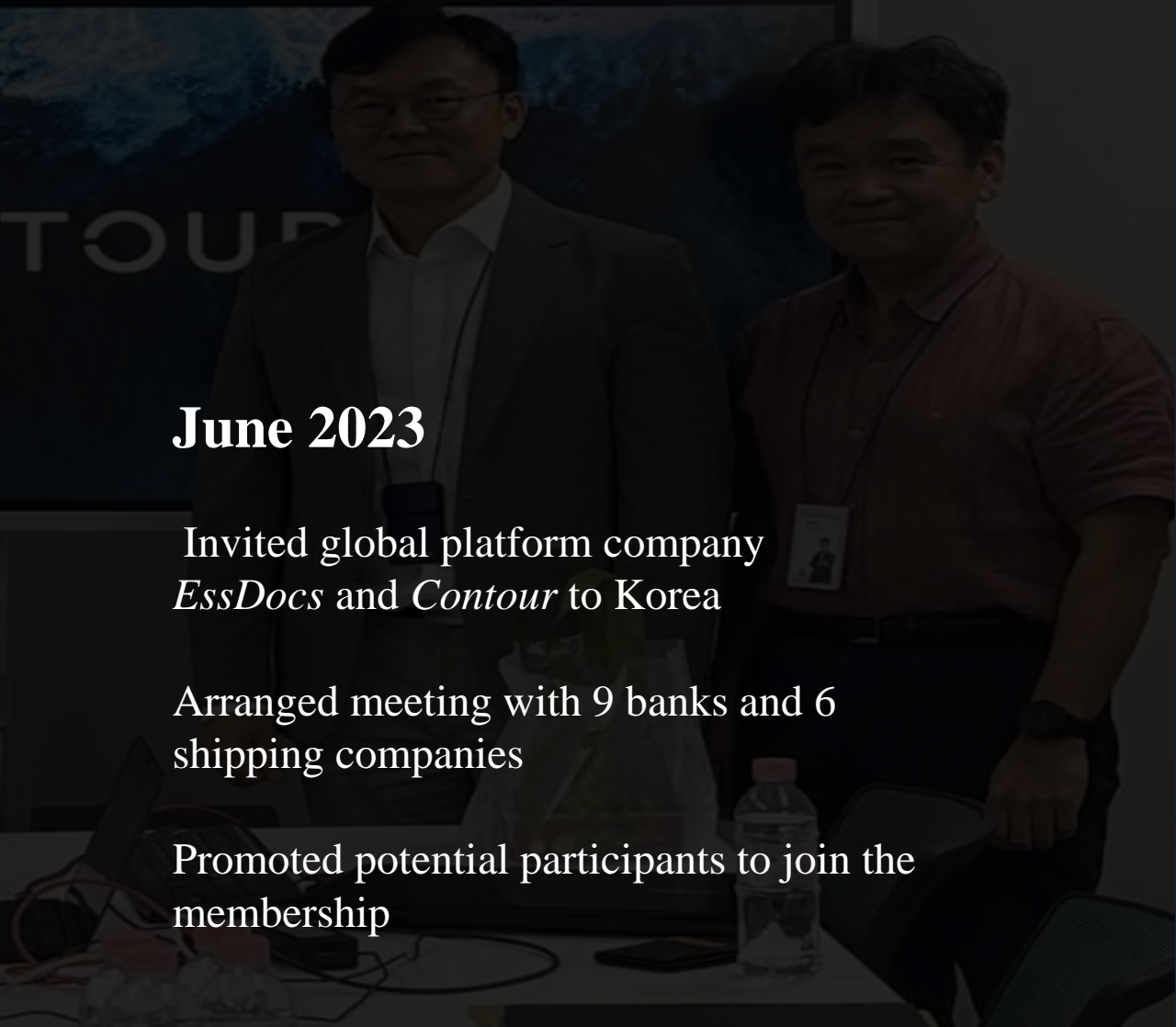


June 2023

Invited global platform company
EssDocs and *Contour* to Korea

Arranged meeting with 9 banks and 6
shipping companies

Promoted potential participants to join the
membership



Preparing next steps

PLISM e-B/L
ELECTRONIC BILL OF LADING SERVICE

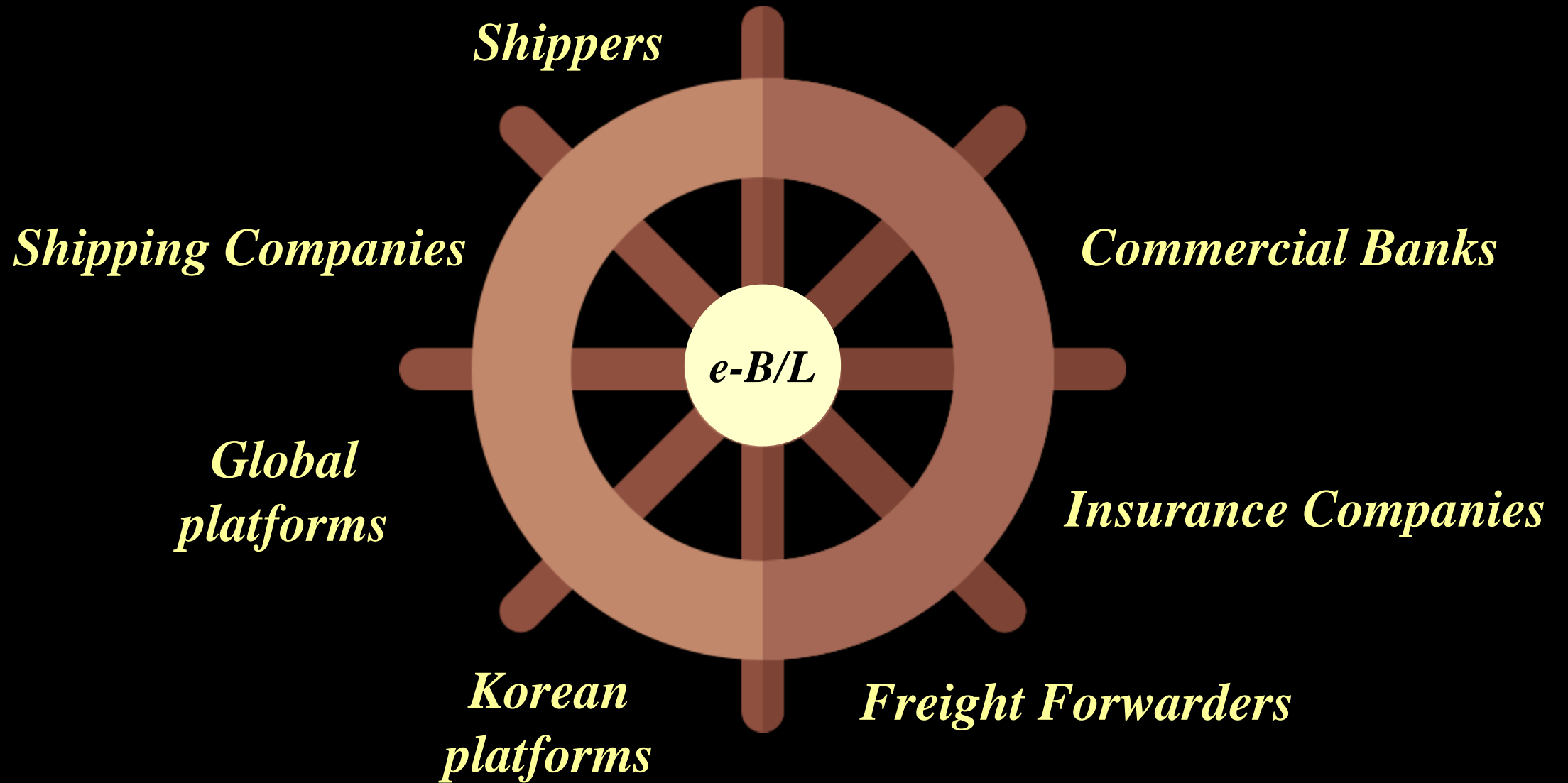
2023.09.07
ELECTRONIC BILL OF LADING

전자선하증권 시범사업 KICK OFF



Sept 2023 ~

Promoting demo business of using e-B/L platform,
PLISM by *KLNET*
(Internal transaction for subsidiary in Japan)



Shippers

“What if importer would not be able to collect?”

Shipping Companies

“If shipper requested to issue e-B/L...”

Global e-B/L platforms

“Everything will be alright under the rule book mutually signed up...”

Commercial Banks

“No provisions by Financial Supervisory Service.”
“We must not violate the regulation of network separation”

Consignee

“We still need hard copy of shipping docs to clear customs”

Freight Forwarders

“We can't afford to establish new system”

Korean e-B/L platforms

“We are trade backbone network provider solely designated by the Minister of Justice. Issuance of e-B/L should be through us”

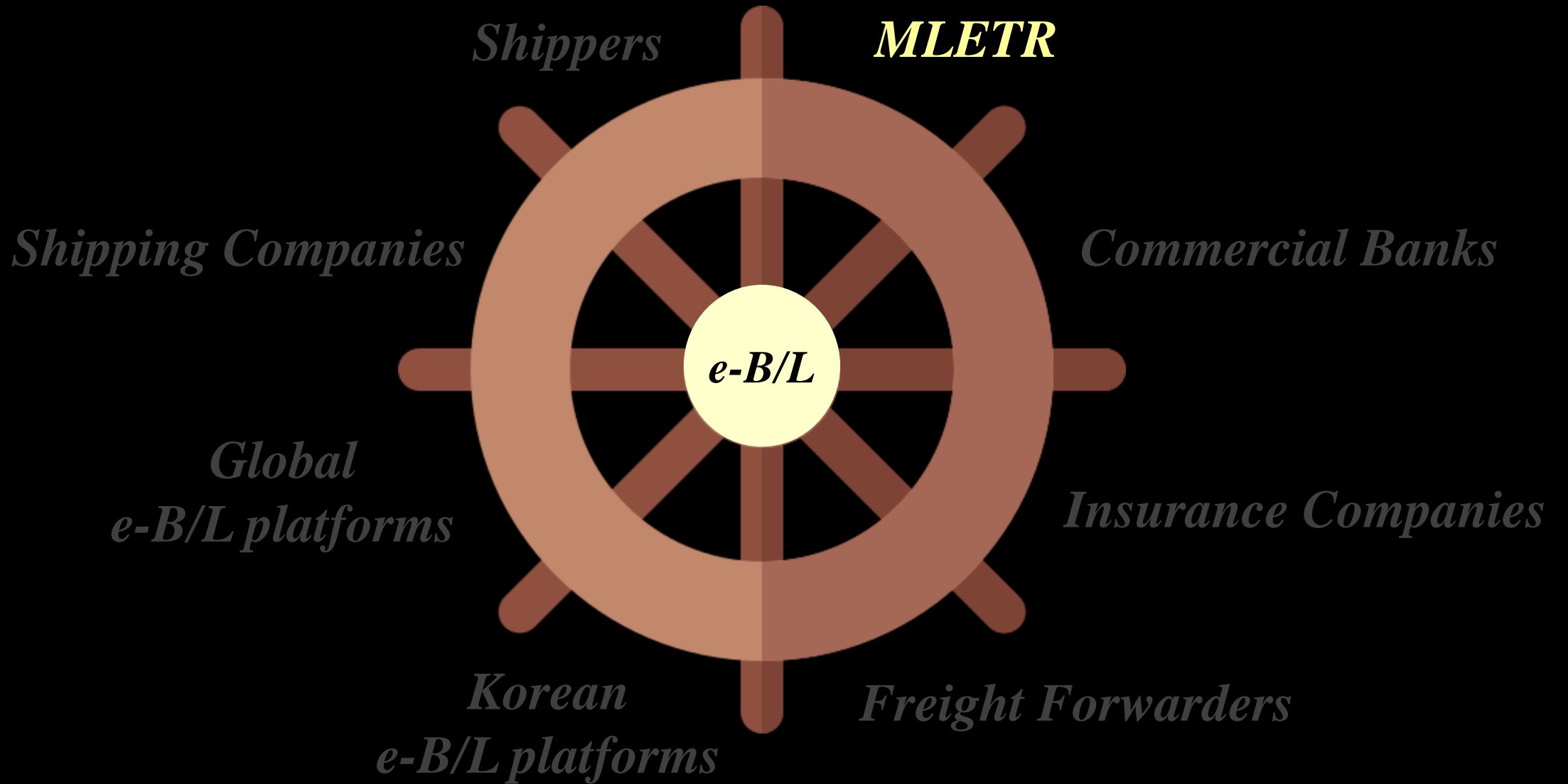
Insurance Companies

“Who takes responsibility of cyber risk?”



All about RISK

Who will be the First Penguin?





Impossible by alone, possible all together

Useless licence unless legalization





Legislation

*Countries who
adopt MLETR has
lower restrictions
when trading
internationally*

We must never miss the boat

