



HYPERLEDGER

Improving Supply Chain
Margins, Visibility & Transparency

DLT[™] LABS[™]

Information you can trust.

TODAY'S AGENDA

1 World's Largest Enterprise Implementation

2 Supply Chain Visibility

3 Impact & Significance

4 How do we do it?

5 Q & A

World's Largest Enterprise Implementation

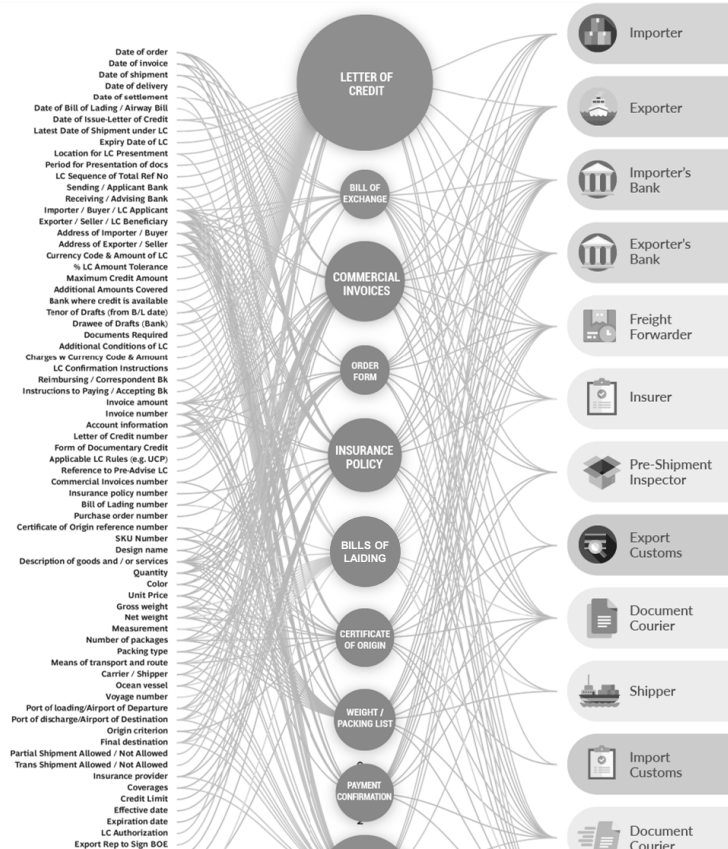
COMPANIES ARE BUILT TO WORK TOGETHER. SYSTEMS ARE NOT.

Systems are disparate and serve the companies that build them.

The inability to synchronize and use all the information that flows creates challenges – up and down every supply chain globally.

Particularly acute in supply chain because of sheer volume and manual processes.

On-platform frictionless financial services / trade finance.



ENTERPRISE SaaS PLATFORM

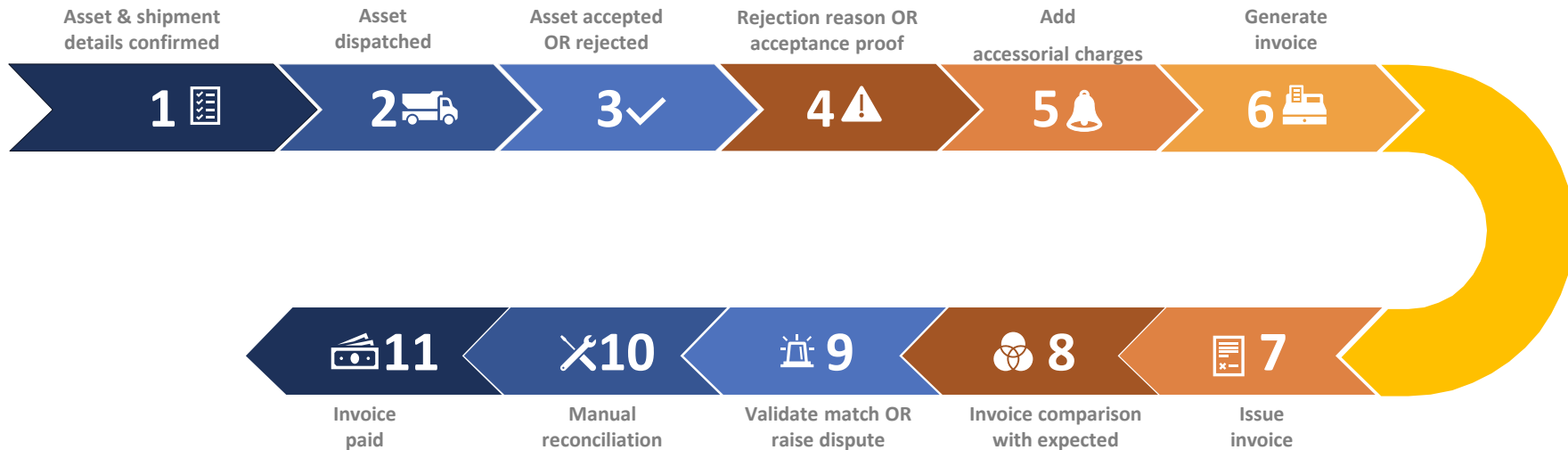
SINGLE SOURCE OF TRUTH / DATA



Supply Chain Visibility

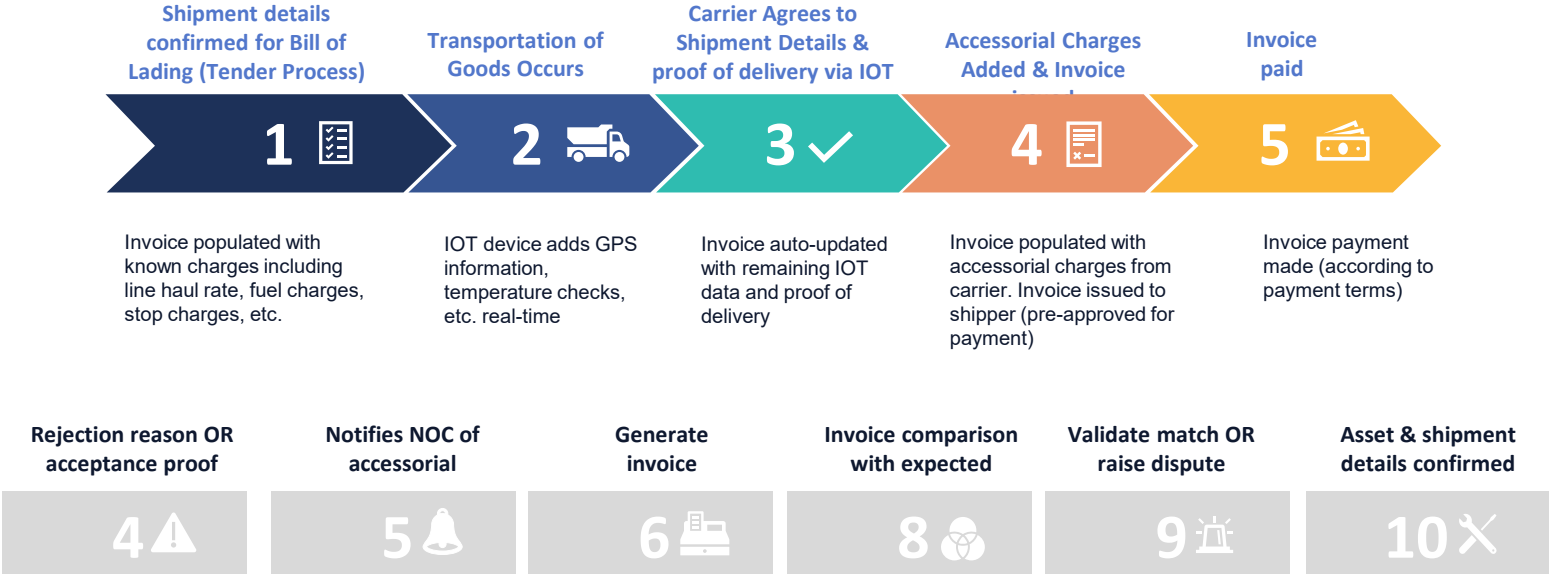
TYPICAL SHIPMENT & INVOICE PROCESS (11 steps)

PAST WORKFLOW



OUR RECONCILIATION-FREE INVOICE PROCESS

NEW DL FREIGHT WORKFLOW



Invoice



**Sample
Company**

Bill to Sample Company
C/O: Transportation Department
Sample Company address
City
Zip Code
Phone number

Invoice	23044501
Invoice issue date	June 4, 2020
Invoice Status	Payment Processed
Tax_reg_no	000000000
Org_reg_no	-

Charges for Load ID :8652575

Known charges

Charges	Linehaul method	Load origin	Load destination	Rate	Quantity	Charge
Linehaul rate						
Fuel charge						
Stop charge						
ORM charge						
Heat charge						
Hazmat charge						

Variable accessorial charges

Charges		Charge code	Smart contract charges	Rate	Quantity	Charge
Wait time charge	✓	WTG	\$ 25.00	\$50.00	0.5	\$ 25.00
Shunt charge	✓	SHU	\$ 0.00	\$25.00	0	\$ 0.00
Detention/Demurrage charge	✓	DET/DEM	\$ 0.00	\$25.00	0	\$ 0.00
Vehicle ordered not used	✓	VOR	\$ 0.00	\$1.50	0	\$ 0.00
Re-delivery charge	✓	RCL	\$ 0.00	\$1.50	0	\$ 0.00
Tarp charge	✓	TAR		\$100.00	0	\$ 0.00
Layover charge	✓	LAY	\$ 0.00	\$150.00	0	\$ 0.00
Miscellaneous charges	✓	MISC	\$ 0.00	-	-	\$ 0.00

Applicable carbon tax charges

Charges	Charge description	Charge
Applicable carbon tax	Carbon tax if not included in Sample Company Fuel Program	\$ 0.00

Sub total		\$ 2187.29
Tax	5.000 %	\$ 109.36
Total		\$ 2296.65
Quick pay discount	0.00 %	-\$ 0.00
Grand total		\$ 2295.60



PAID

Terms and conditions:

Invoice terms are 45 days from date of billing

Invoice generated on 06/04/2020, 11:51:27 AM Eastern Daylight Time



Impact & Significance

VALUE REALIZED FROM DEPLOYING OUR PLATFORM

Expedited access and sharing of accurate information throughout a workflow, in real-time.

- Simultaneous multi-party collaboration
- Accessible to all parties in real-time
- Eliminates duplication - no need for data resubmission
- Identity, compliance and due diligence protocols
- Invoice creation & payments processes
- 3rd party authenticated digital and physical documents
- Seamless integration with legacy systems
- Connects other technology (IOT, AI, BI, etc.)
- Automated proof of delivery
- Real-time / early alerts for missing information
- Eliminates data discrepancies



INFORMATION PLATFORM

“The biggest improvement for us is **reduction of manual work** in resolving disputes. The **cost and the waste** associated with chasing dispute resolution has come down dramatically – from 70% to now under 2%. That is from real observations on over 85,000 invoices in the first few months. We are seeing the proof of the waste that can be wrung out of the system.”

“We very quickly saw patterns develop, enabling us to get in front of issues early on and **helping to save millions of dollars in waste**. We also see **opportunities** to tighten up our planning because we can now see our information, through the ledger, all in one place.

The technology brings all this together into one ledger that originally was a payment platform, but **we are using it much more as an information platform to give us insight on how we run our business.**”



John Bayliss

SVP Logistics & Supply Chain, Walmart Canada

Walmart  **Canada**

SUPPLY CHAIN VISIBILITY

DLT^{LABS™} DASHBOARD (EXTERNAL)

Walmart
Canada

DAY 160 6th July 2020 MONDAY

\$*M**
Processed Invoice Valuation

\$*****
Total QUICK PAY Discount Received

52,928,495
Miles Travelled To Date

85,453
Total Invoices

\$*****
Transaction fees Collected

8.1M Gallons
Fuel Consumed

1,381 = 1.6%
Invoices in dispute

1,1B lbs.
Total Weight Served



253
Active Users

11,4 Million
Messages Received

STOP LOCATION

905 26789

27,694
Delivery Stops



How do we do it?

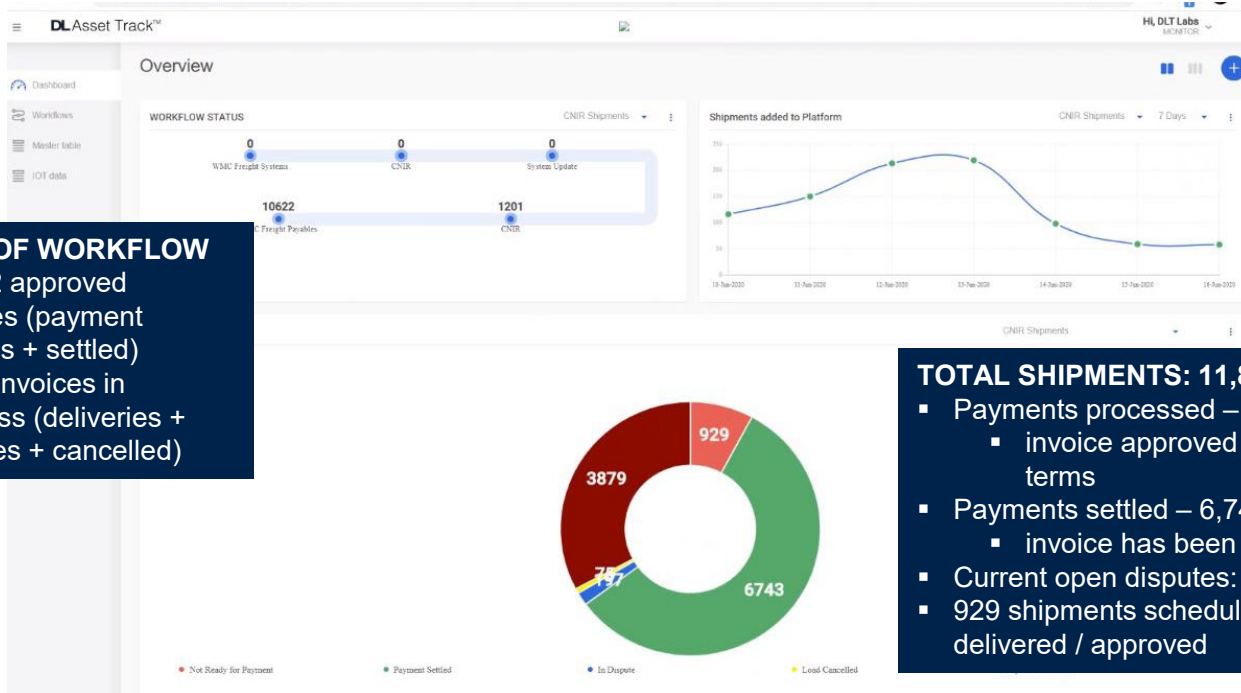
MODULARITY FOR QUICK TIME TO MARKET

Infinite number of configurable functions



Resulting in significantly faster (10x) time to market and includes out of the box support and lifecycle management.

INDIVIDUAL CARRIER DASHBOARD



DAILY SHIPMENTS

STATUS OF WORKFLOW

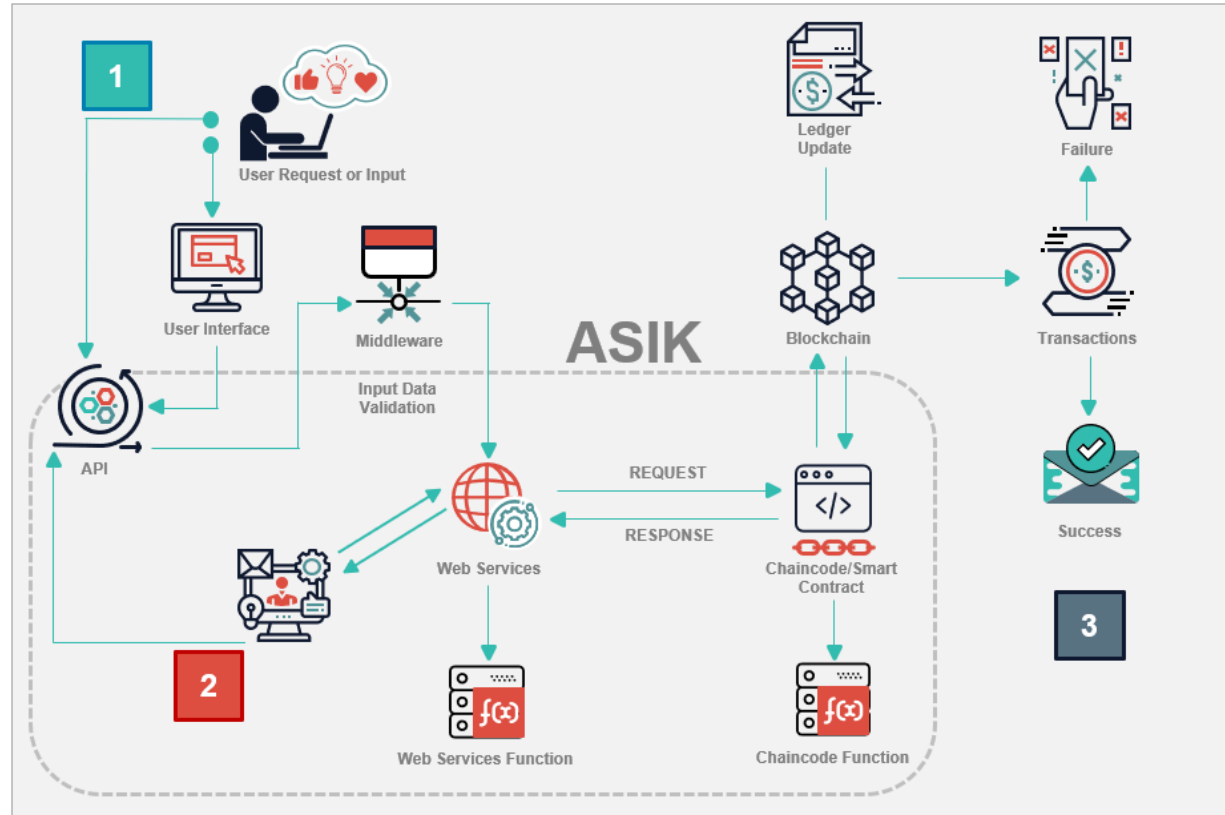
- 10,622 approved invoices (payment process + settled)
- 1,201 invoices in progress (deliveries + disputes + cancelled)

TOTAL SHIPMENTS: 11,823

- Payments processed – 3,879 invoices
 - invoice approved & awaiting payment terms
- Payments settled – 6,743
 - invoice has been paid
- Current open disputes: 197 or 1.7%
- 929 shipments scheduled but not yet delivered / approved

MODULARITY & RE-USABILITY ASSURED BY TECHNICAL INNOVATION

Our platform allows for quick time to market because of its modularity and reusability. All of that is achieved by applying a concept of ASIKS.

**1** Front End**2** Proprietary ASIK Layer**3** Distributed Ledger

Demonstration

Leading Innovation in Distributed Ledger Technology



DLT Labs Chosen as a finalist for CSCMP's prestigious Supply Chain Innovation Award

June 18, 2020

We are excited to share that the freight invoice platform co-designed by DLT Labs and Walmart Canada has been



SUPPLY CHAIN VISIBILITY

How to achieve it and why you need it now!

Learn about how DLT Labs helps reduce freight invoice disputes to less than 3%.

DLT Labs BusinessCast Episode 1 – Supply Chain Visibility

June 4, 2020

The DLT Labs platform helps your business achieve the 3 T's of blockchain – transparency, traceability and trust – to deliver reduced operating costs,



Automotive LOGISTICS

Expert Insights in Freight Supply Chain from Invoice Auto-Reconciliation

May 29, 2020

Our CEO and our VP Freight had an insightful discussion about the value of our platform to carriers. Pete Gowanlock shared how DL

Featured article: Its supply chains that are competing now.

May 28, 2020

Automotive Logistics wrote an article about the importance of supply chains and he included comments from our CEO, Loudon Owen, with experts from Huawei.



COVID-19: Supply Chain Risk Management – Virtual Roundtable

May 22, 2020

Our Chair and CEO, Loudon Owen is speaking on a Reuters Events online panel with Josh Buchanan, Director, Supply Chain Design & Innovation, Walmart, Tim Danks,

**Thank you.
Any Questions?**

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