

GREENSTONE DANIŞMANLIK ŞİRKETİ

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Tokenised Trade Finance Liquidity Framework — White Paper

Abstract: International trade financing depends heavily on documentary instruments such as letters of credit. Many market participants continue to face restricted access to short-duration liquidity and collateral funding. Greenstone proposes a structured liquidity pool that connects institutional capital with verified trade activity, delivering transparent participation and yield generated through margin-based financing.

1. Market Landscape

Global trade volumes remain historically high while access to trade finance remains uneven. Documentary trade products have demonstrated exceptionally low default characteristics. Despite this stability, a significant funding gap persists, particularly affecting SMEs and emerging market participants. The addressable market for structured trade liquidity solutions continues to expand.

2. Core Challenge

Issuance capacity is frequently constrained by margin requirements and fragmented investor participation. Operational inefficiencies, manual verification processes, and inconsistent institutional standards create delays and reduce transparency for investors seeking exposure to trade assets.

3. Greenstone Liquidity Pool Solution

The Greenstone model aggregates investor capital into a safeguarded liquidity vehicle. Capital is deployed as margin collateral for approved transactions through partner banking institutions. Participants receive proportional economic exposure representing pooled activity and generated fee income.

Operational Workflow

- Investor Onboarding: Qualified investors complete compliance verification and allocate capital.
- Underwriting Review: Transactions undergo credit, documentation, jurisdictional, and commodity assessment.
- Margin Deployment: Approved trades receive collateral support enabling issuance of trade instruments.
- Settlement Cycle: Upon transaction completion, collateral returns with earned fees distributed across the pool.

4. Strategic Value

Investors: Exposure to short-tenor, self-liquidating assets supported by structured oversight.

Banks: Expanded issuance capability without locking balance-sheet liquidity.

Trade Clients: Accelerated access to documentary finance and improved cost efficiency.

Operator: Recurring revenue through structuring, servicing, and reporting functions.

5. Structure and Governance

Participation units represent proportional rights to pool income after operational costs and reserves. Liquidity management incorporates redemption windows, reserve buffers, and regulated custody arrangements. Key performance metrics include utilisation, tenor distribution, income ratios, and reserve adequacy.

6. Risk Management and Compliance

Risk oversight combines diversification, short-duration exposures, and structured compliance procedures. Liquidity controls, operational segregation, external audits, and full KYC/AML screening ensure regulatory alignment and investor protection.

7. Illustrative Example

A trade participant requires issuance of a documentary credit supported by margin collateral. The Greenstone pool provides the required margin through partner banks. After shipment completion and payment settlement, collateral returns with earned margin income allocated proportionally.

8. Implementation Strategy

Deployment includes legal structuring, custodian appointment, banking partnerships, smart-contract infrastructure, risk governance committees, pilot portfolios, and phased geographic expansion.

9. Financial Outlook

Projected development targets a scalable liquidity pool with strong utilisation ratios, diversified turnover cycles, and income generation derived from structured margin fees. Performance expectations depend on utilisation levels, risk conditions, and operational costs.

10. Market Engagement

Investor acquisition focuses on professional capital allocators and family offices. Bank partnerships emphasise operational transparency and standardised frameworks. Corporate clients benefit from streamlined onboarding and advisory distribution channels.

11. Governance and Reporting

Quarterly reporting provides transparency across utilisation, income, reserves, and risk exposure. Independent oversight committees establish eligibility criteria and escalation procedures. All activity follows strict compliance, verification, and distribution standards.

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