What is Contour?

Contour is a decentralised distributed global trade network for any banks, corporates, and ecosystem partners who are interested in and/or involved with trade digitisation.
It is designed to do at least **3 key things**:
• Connect buyer, seller and both sides of the banks
• Facilitate the transaction process and streamline communication workflow
• Manage entire end-to-end Letter of Credit (LC) transactions digitally

Who should use Contour?

They include:
• **Buyer** who is the LC Applicant
• **Seller** who is the LC Beneficiary
• **Buyer's bank** who is the LC Issuing Bank
• **Seller's bank** who is the LC Advising / Negotiating / Confirming Bank

What's in for my company?

Access to Contour's web-enabled platform, its features and functionalities:
• **LC transactions** : A very simple way of performing Letters of Credit on the platform
• **Digital Co-drafting** : Efficient co-drafting between buyer and seller before issuance within a single day
• **Digital Document Presentation** : Real-time presentation of documents on the platform in a fully digitised or hybrid manner
• **Peer-to-Peer Messaging** : Instant messaging with single or multiple parties in the transaction
• **Discrepancy and Amendment Resolution** : In-built workflow to help you resolve discrepancies within a single day

What does it cost?

There are 3 membership pricing plans to join Contour.
Basic : The basic plan costs USD1,000 but is currently discounted to USD500 with a 6-month free trial for companies who refer at least one counterparty to join the network. This comes with 1 corporate licence and access for 10 users.

Standard : The standard plan costs USD3,500 but is currently discounted to USD1,000 with a 6-month free trial for companies who refer at least one counterparty to join the network. This comes with 1 corporate licence and access for unlimited no. of users.

Enterprise : The enterprise plan is ideal for MNCs that require more than 1 corporate licence. Please contact the **Contour Sales Team** to discuss your trade needs.

To view the full details for each plan, please refer to the **Membership Pricing Plan** on our **website**.

How is my service fulfilled?

After selecting your membership plan and submitting your registration online, Contour will setup your company's Identity **within 3 business days**. You will also be provided with the necessary training materials to begin your journey on Contour. In order to experience a digital LC transaction, you will need to identify and invite a suitable counterparty whom you can transact with digitally on Contour's platform.

PRODUCT

How did Contour start?

Contour was originally formed as a project with R3 and a collection of global banks to utilise the Corda blockchain software for trade finance. It has been developed and designed with clients at the heart of the process, with participation from over 80 banks and corporates in the development process, and active testing and live transactions completed successfully in 17 countries. It went live as a Beta network in January 2020, entered production October 2020 and started live transactions in 2021.

How will Contour differentiate my company compared to the broader industry?

Contour can become a point of competitive advantage for corporates; transaction processing time drops up to 90% to increase efficiency and transparency for the related parties builds closer relationships. Despite this open communication among participants in the transaction, Contour will not have access to any member's detailed data, lowering adoption hurdles for prospective members with strict security & privacy requirements.

What blockchain system does it use?

It is built on R3's Corda platform, a distributed ledger technology built with banks and corporates in mind. Corda's technology allows the development of a network where all participants keep their own data, while allowing them to transact and share information securely and efficiently with other participants on the network in real time.

PARTNERS

Who can join the Contour network?

It is open to all banks and corporates. For account activation, please discuss onboarding and pricing with the **Contour Sales team**.

CLIENTS

Who are the Members and which industries are on the Contour network?

• Contour's multi-bank network consists of leading international trade banks in more than 50 countries, including Bangladesh, Bahrain, China, France, Germany, Hong Kong, India, Indonesia, Japan, Kuwait, Germany, Malaysia, Netherlands, Qatar, Singapore, Spain, Sweden, Thailand, UAE, UK, Vietnam, and more. Please refer to the **live map on our website** to view the full list of bank members.

• Contour covers a wide range of industries not limited to agriculture, metals & minerals, oil & energy, chemicals & petchems, technology, automotive, retail goods and textiles. Contour will work with the members of the network to determine potential trade corridors, geographies and industries in which prospective corporates may find opportunities to participate in.

What happens if my bank or my counterparty's bank is not a member of Contour yet?

Contour's bank sales team that will work to bring on your banks to join the network as member—it is easiest if we have an introduction to your contacts so they know that you are interested in using the platform with them.

I have given an introduction to my counterparties — will Contour help sign them up?

Contour has a corporate sales team that will work to bring on your counterparties to join as members on the network.

PRICING & PROCUREMENT

What are the licenses I need to operate on the Contour network?

Licensing required for any client includes:
• A Contour Identity provided by Contour;
• Corda Enterprise licence, automatically provided to the client via an agreement between Contour and R3;
• Access to the Corda Network Services, automatically provided to the client via an agreement between Contour and R3.

All applicable licenses for Contour's platform are set out in the Membership Agreement.

PRICING & PROCUREMENT

Do I need to install any software for Contour?

Contour is a web-based, cloud application so companies that choose to become Contour Cloud Members are not required to install any software. All you need is internet access and your unique URL provided by Contour to start accessing the platform

Self-Managed Members are required to install our software and manage and update this in order to access the Contour network. Contour will provide Self-Managed Members with a link to download and install the Contour software.

Do I need to sign up to the Corda Network?

• The Corda Network is operated by the Corda Network Foundation, a separate non-for-profit entity charged with operating the
common services required to enabled different business networks to transact with each other. Contour leverages this network in order to be able to take advantage of other services and integrate with other business networks in the future.

• For those using Contour Cloud, Contour will sponsor your access and provide with you an identity to onboard to the Corda Network.

Where are the Contour Cloud Hosting locations and where is my date stored?

Currently, Contour Cloud is hosted in the following locations:
Singapore and India **(both on Microsoft Azure)**.

Your data resides in the Corda Vault within your node.
Please contact the **Contour Sales Team** for further discussion on IT-related inquiries

Who manages my node?

There are two models of which your node could be managed.
Contour's Membership Agreement requires a Member to choose whether their nodes will be Self-Managed or through Contour Cloud for a fee.

Self-Managed Members are required to independently install, host and update their own Node infrastructure. The key benefit is that the Member has full autonomy over its own proprietary data and infrastructure - which is useful for IT security and customisation purposes.

For Cloud Members, Contour will host and manage the Members' node for a fee.
Data will be stored on the cloud using Microsoft Azure based in Singapore.

PRICING & PROCUREMENT

How many transactions can I execute?

You will be able to execute unlimited transactions with all participants on the network. Contour will provide support to match banks and corporates to facilitate transactions if requested.

SUPPORT

What happens if the transaction encounters a technical issue?

Contour will provide assistance and support as outlined per the Contour Support Handbook and will aim to resolve issues as soon as possible.

Should there be an issue with the transaction, investigation would be undertaken to determine the best resolution and in certain instances, parties would simply revert to their existing processes (paper, Swift etc).

Can Contour support document presentation where electronic bill of lading (eBL) is used ?

Yes. Contour is compatible with any eBL system, supporting the eBL reference code in the Contour LC. If an eBL is used to transfer the title, then the participants need to be signed up for the eBL system separately as that is a different legal framework.