

Cotecna Corporate Presentation

We make global trade flow
smoother and safer

Best trade services for trade facilitation & security

Our vision

Be the best worldwide provider of Trade Facilitation and Trade Security Services.

Our mission

Provide innovative solutions and tailor-made services that improve and secure the trade environment and deliver added value for our customers.

Cotecna solutions and services

Destination Inspection	7
Pre-shipment Inspection	9
Scanner Services	11
Computerized Risk Management System	13
Customs Valuation Assistance	15
Transit Monitoring & Cargo Tracking	17
Bonded Warehouse Management	19
Commercial Inspection	21
Trade Security & Facilitation Solutions	23
Certification & Training	25

Destination Inspection

What is it?

Solutions and services that assist Customs authorities with the non-intrusive inspection of imports on arrival

Why?

To assist governments to:

Contribute to Customs modernization and efficiency

Improve effectiveness of Customs

Improve Customs revenue collection

Encourage and facilitate legitimate trade

Increase security

Decrease unfair competition

Contribute to port decongestion by speeding up import process

Decrease import costs

Boost national economy

Destination Inspection

Services

A computerized Risk Management System (CRMS®) to target high risk transactions

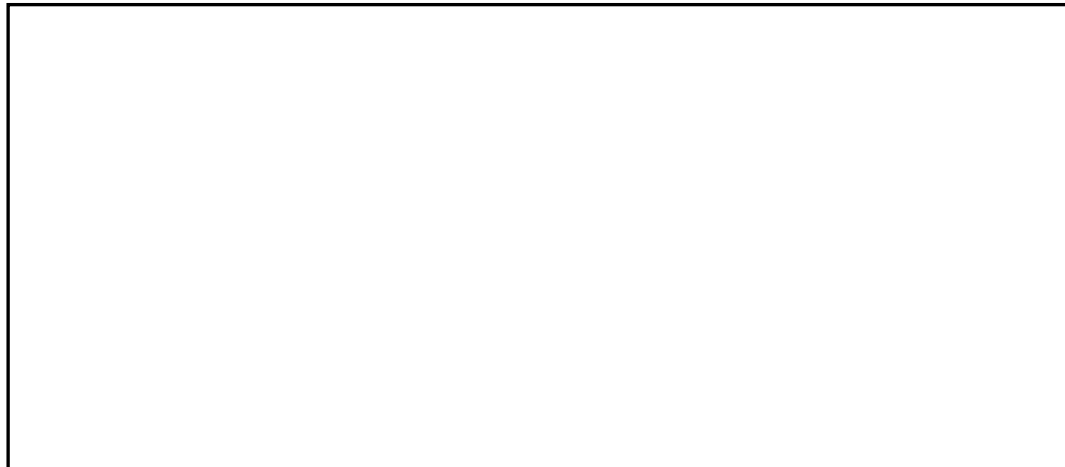
Scanning of full laden containers

Customs valuation

Training of Customs personnel (capacity building)

Knowledge transfer

Regular reporting process



Pre-shipment Inspection

What is it?

Solutions and services that assist Customs authorities with the inspection of goods before exportation into their country

Why?

To assist governments to:

Match goods with sales contracts specifications

Prevent commercial fraud

Enhance Customs revenue collection

Prevent Customs duty evasion and/or capital flight

Provide importers and exporters with increased confidence

Pre-shipment Inspection

Services

Detailed QUANTITY and QUALITY inspections

Shipping documentation verification

Risk Management

Customs classification

Price Verification (to prevent over invoicing and capital flight)

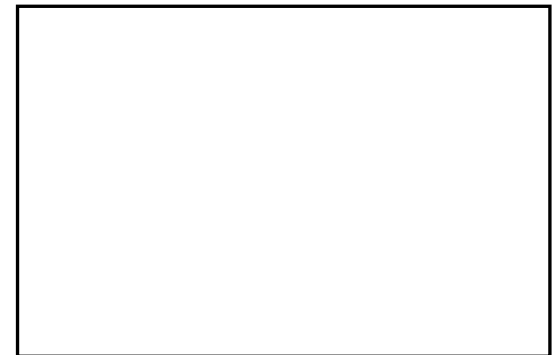
Customs valuation (to assess the value for Customs purposes)

Duties & Taxes calculation

Sealing of « Full Container Load » containers

Certification of final documents

Regular reporting process



Scanner Services

What is it?

Non intrusive inspection solutions to assist Customs in managing scanner operations in an efficient and seamless process

Why?

To detect discrepancies between the goods and the import declaration

To combat smuggling and fraud

To improve revenue collection

To improve security

To facilitate trade

To encourage compliance

Scanner Services

Services

Feasibility studies

Advice on most appropriate scanner according to context and budget

Management (direct/indirect) of the contract with the scanner manufacturer

Set up and organization of the scanner site

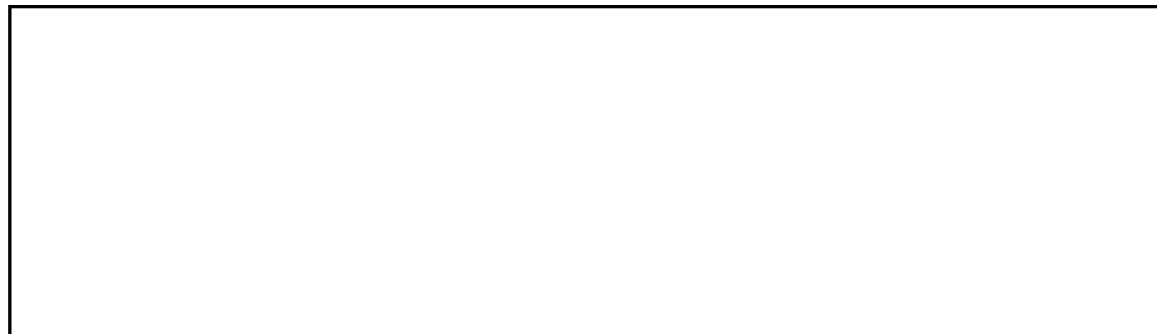
Risk Management (CRMS[®]) integration

Operation

Maintenance coordination with the manufacturer

Training and capacity building

Financing through Public-Private Partnership projects



Computerized Risk Management System (CRMS®)

What is it?

An intelligent IT management system to identify, analyse and monitor the risks involved in trade transactions

Why?

To encourage importer compliance

To identify and evaluate level of fraud risk

To ensure appropriate intervention based on risk level

To combat fraud

To improve revenue protection

To improve security

To facilitate trade

Computerized Risk Management System (CRMS®)

Services

Feasibility studies

A fraud risk-level database

A data warehouse dedicated to risk management

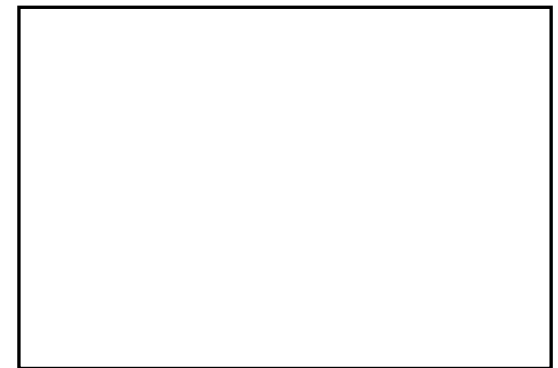
Design and development of a risk scoring system using econometric modeling adapted to the local environment

Customized management of risk criteria and intervention measures

Installation and inspection of complete system

Training and technical/operational documentation

Technical support and maintenance of the system



Customs Valuation Assistance – Valuequest®

What is it?

An automated system to enable governments and Customs to verify the accuracy of the declared value of goods

Why?

To conform to the WTO Agreement on Customs Valuation (ACV)

To verify import compliance with ACV rules

To combat commercial fraud and enhance customs revenues

To contribute to Customs modernization and efficiency

To protect public revenue

To promote trade facilitation

Customs Valuation Assistance – Valuequest®

Services

A dedicated valuation database built from Customs and Cotecna historical data

Delivery of price opinion and price advice to Customs (Privileged Access Programme)

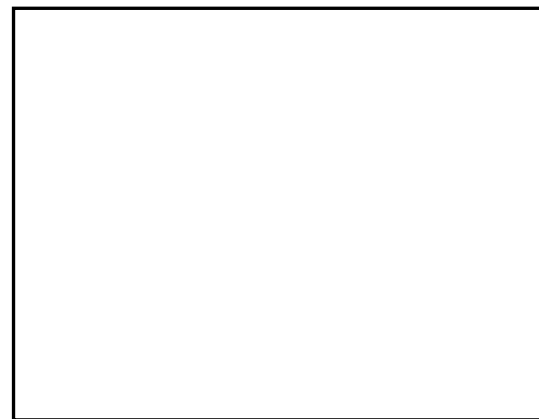
Customization to local rules and regulations and installation of relevant applications in Customs' offices

Stand alone or network system

Technical support and maintenance

Training and capacity building

Additional services for verification of transaction existence and diverse investigations



Transit Monitoring & Cargo Tracking – Cotrack®

What is it?

A powerful compliance monitoring solution to track and report vehicle and cargo movement using a combination of state of the art telecommunication technology, GPS, electronic seals and graphical information

Why?

To identify exact location of vehicle and cargo

To detect and report abnormal behavior and unforeseen events

To better control international and internal transit

To combat fraud and terrorism

To facilitate trade

Transit Monitoring & Cargo Tracking – Cotrack[®]

Services

Technical feasibility study and identification of appropriate solution

Supply and installation of hardware and software components

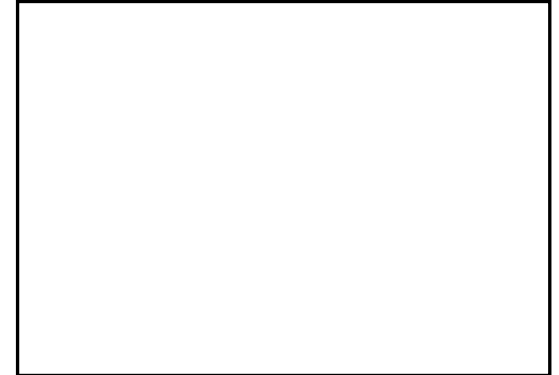
Set up of the control station and substations

Parameterization of the system

Analysis and reporting of data received

Training and capacity building

Technical support and maintenance



Bonded Warehouse Management – BWM

What is it?

The storage and management of consignments placed in and removed from Bonded Warehouses and assurance to Customs of the Warehouse's integrity

Why?

To ensure that continuous Customs controls and security measures are applied along the bonded logistics chain

To ensure the optimum co-existence of transport, space management, reporting and Customs control functions

To produce stock level inventory in real time

To determine duty and taxes for Customs

Bonded Warehouse Management – BWM

Services

Transit and reception of in-bond goods

Handling and logistics

Consolidation, deconsolidation, etc.

Safety and security

Real time inventory controls until final release and delivery using Cotecna's IT inventory system CLIP™

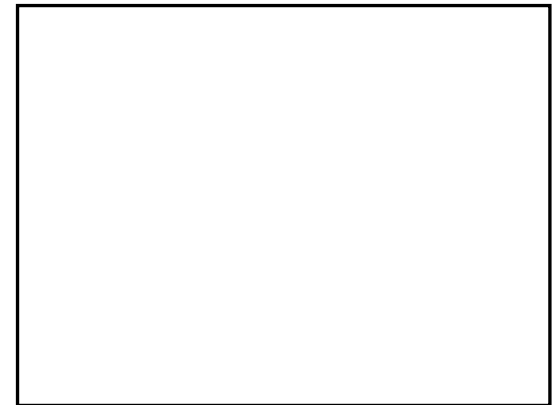
Duty and tax payment management

Documentation support

Insurance

Management information reporting

Other services (warranting, etc.)



Commercial Inspections

What is it?

Inspection services to assist exporters, importers, banks, insurance companies, etc. Cotecna offers specialization by product or service sector

Why?

To minimize risks to importers, buyers, procurement managers, etc.

To assist exporters in promoting the quality of their goods

Commercial Inspections

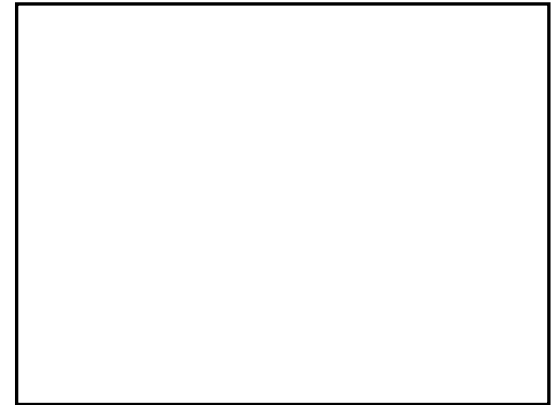
Services

Agricultural, mineral and chemical services

- > Superintendence at loading and/or discharge
- > Weight verification
- > Sampling at loading/discharge or in factory
- > Pest control and fumigation (specific to agricultural products)
- > Inspection of quality, quantity, packing
- > Organoleptic and physical testing
- > Laboratory analysis
- > Cold chain management
- > Supplier audits
- > Certification

Insurance and banking sector

- > Damage survey
- > Securing packages
- > FOG – Full Outturn Guarantee
- > FCR (Forwarder Certificate of Receipt)
visual confirmation of goods, in X location & at Y time.



Trade Security & Facilitation Solutions – Cosec

What is it?

Supply chain security inspection and surveillance services to protect international trade activities from terrorist and criminal acts while enhancing commercial flows

Why?

To enhance supply chain security

To safeguard society

To protect international trade

To facilitate legitimate trade



Trade Security & Facilitation Solutions – Cosec

Services

Supply chain security & visibility

- > Inspection of goods at point of origin and at points of transit
- > Non intrusive inspection of containers and cargo
- > Passive Radio Frequency Identification (RFID) tags on cargo
- > Active RFID tags on containers
- > Independent verification of the integrity of the container throughout the supply chain
- > Secure transmission of electronic information, captured at nodes within the supply chain, to a central data clearing house for use by stakeholders

Ports and containers security

- > Container scanning
- > Radiation and explosive detectors
- > Closed circuit television (CCTV) systems
- > Electronic smart seals
- > RFID/Barcode reading via portable data terminals
- > Credentialing of employees and visitors
- > Automated Risk Analysis on exports (CRMS®)

Certification & Training – CQR

What is it?

The certification of company processes, management systems and training

The set-up of governmental accreditation bodies

Why?

To assist governments and private companies in gaining optimum trade or business compliance recognition

To improve customer satisfaction

To improve profitability

To help increase market share

To assist in the continuous improvement of processes and products

To improve staff motivation



Certification & Training – CQR

Services

Management Systems Certification and Training

- > ISO 9001
- > Customs-Trade Partnership Against Terrorism (C-TPAT)
- > Social Compliance: Fair Labour Association (FLA), Worldwide Responsible Apparel Production (WRAP)
- > EurepGap: Audits
- > Product Certification: Audits
- > Business Against Smuggling Coalitions (BASC): Audits
- > Technology Asset Protection Association (TAPA): Services

6 Sigma consulting and training services

- > Certified Black Belt and Green Belt DMAIC training courses
- > Performance tracking
- > Lean Manufacturing and Value Stream Mapping training courses
- > 6 Sigma awareness training courses

Certification & Training – CQR

Services

Accreditation body set-up for Governments

- > Induction of key senior representatives on issues, benefits and standards requirements
- > Identification the Accreditation Body (AB) mission, objectives, resources, staff
- > Training and coaching of key staff and committees
- > Gap analysis and assessment of work to be done
- > Development or co-development of coaching manuals, procedures, guidance documents
- > Laboratory analysis of mandatory safety standards vs national and international requirements
- > Trial audits (at laboratories, inspection and certification bodies)
- > Preparation for international recognition with relevant bodies

For further information on our services, please visit our website:
www.cotecna.com