



Corporate presentation

COTECNA

TRIED AND TRUSTED

“We make global trade flow smoother & safer”

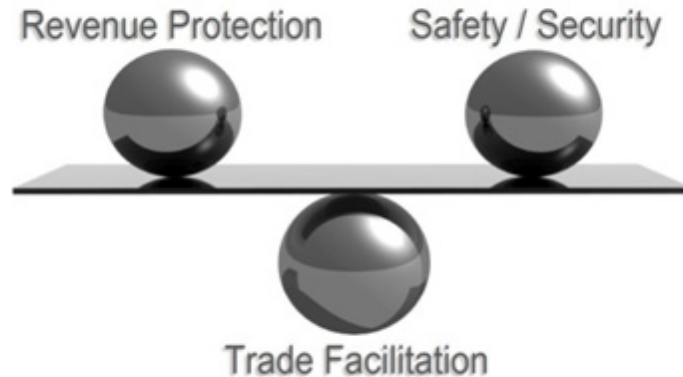
Our vision

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.

Customs Challenge



Maintaining the right balance!

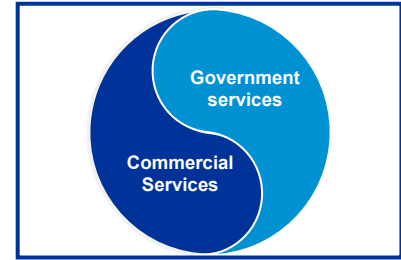
Cotecna in brief



Swiss company founded in 1974



A leader in government inspection contracts



Government inspection services & Commercial services



International credibility



Workforce of 4,000 in 100 offices



Strong revenue growth



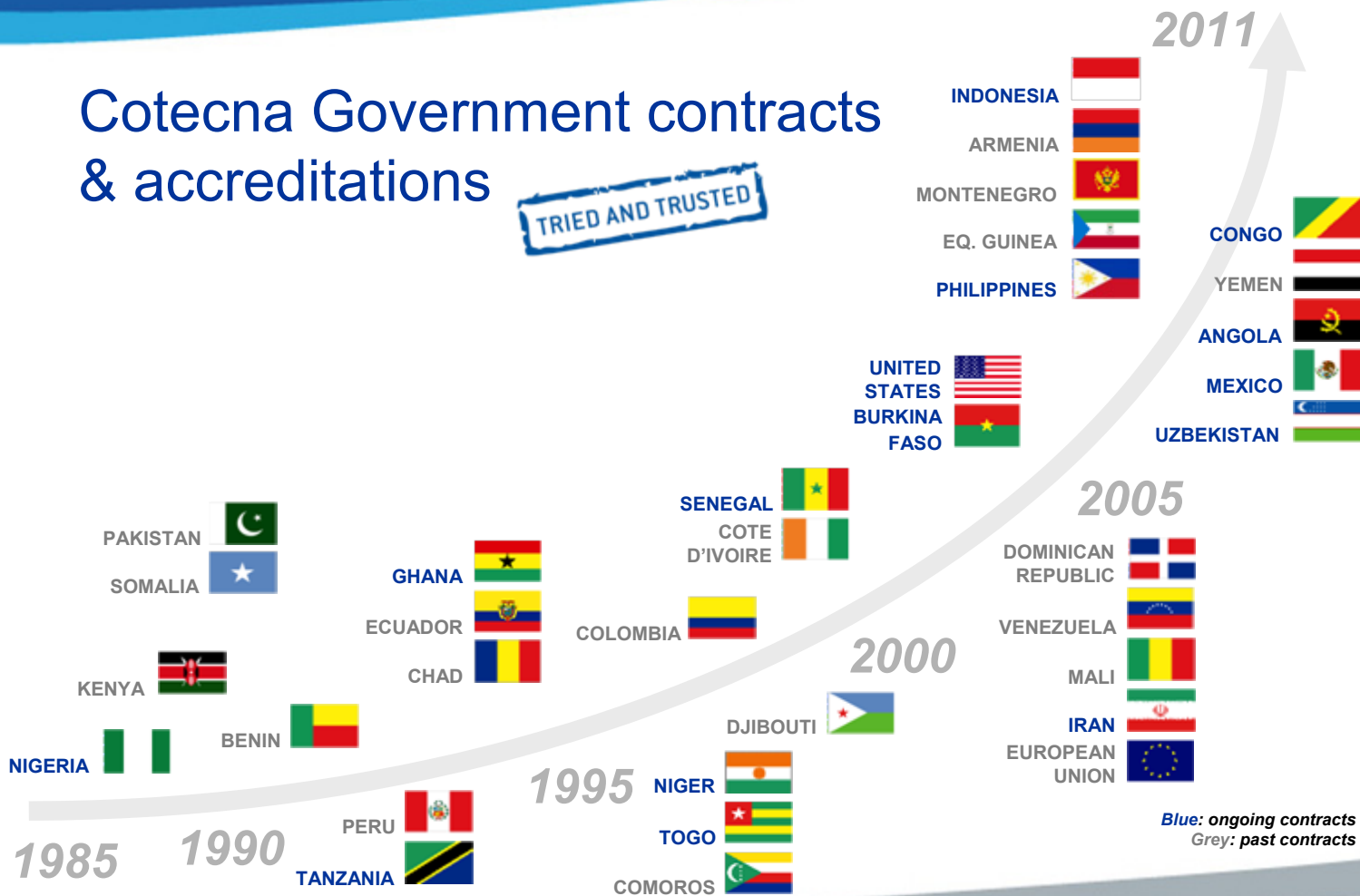
International network

4 000 qualified professionals in close to 100 offices worldwide



Cotecna Government contracts & accreditations

TRIED AND TRUSTED



Blue: ongoing contracts
Grey: past contracts

Tailor-made services portfolio

- Post Clearance Verification Services p. 8
- Scanning Services p. 10
- Computerized Risk Management System p. 12
- Customs valuation assistance p. 14
- Transit monitoring & cargo tracking p. 16
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- Trade security & facilitation solutions p. 22
- Tailor-made partnerships & financial scheme p. 24
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Post Clearance Verification Services



Set of tailor made verification and capacity building services developed in an **innovative approach** to assist customs in verifying customs declarations on a post clearance scheme.

Assist Customs to:

- Facilitate trade
- Comply with the prevailing international regulations and guidelines
- Emphasize Customs modernization and efficiency
- Secure Customs revenue collection
- Empower post-clearance audit department
- Speed-up the release of good and focus on post-clearance audits
- Address ports and in-land border posts congestion

Post Clearance Verification Services



Services:

- Documentary check and investigation
- Tariff classification
- Valuation assistance
- Duties and taxes calculation
- Updated price database
- Computerized Risk Management System (CRMS®)
- Technical support
- Regular reporting process
- Training and capacity building
- Transfer of technology

Facilitate trade and capacity building

Scanning Services



Non Intrusive Inspection (NII) solutions to assist Customs and security organisations in implementing and **managing scanning operations** in an efficient manner.

Assist Authorities to:

- Detect discrepancies between the goods and the declaration
- Combat smuggling and fraud
- Improve revenue collection
- Improve security
- Encourage compliance
- Facilitate trade
- Reduce clearance time

Scanning Services



Services:

- Feasibility studies (technical and economical)
- Technical assistance on scanner selection
- Scanner manufacturer contract management
- Scanning facility implementation
- Site management and operations
- Maintenance coordination with the scanner manufacturer and suppliers
- Training and capacity building
- Risk management (CRMS®) integration

Non Intrusive Inspection

Computerized Risk Management System (CRMS®)



An intelligent IT solution and services to identify, analyse and **monitor the risks** involved in trade transactions.

Assist Customs to:

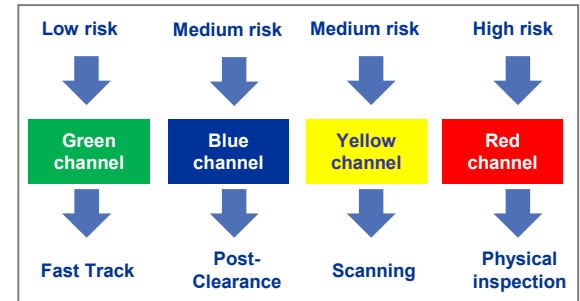
- Encourage importer compliance
- Identify and evaluate level of fraud risk
- Ensure appropriate intervention based on risk level
- Combat fraud
- Improve revenue protection
- Improve security
- Facilitate trade

CRMS®



Services:

- Feasibility studies
- Implementation of risk management operational structures
- Setup of fraud reporting systems and processes
- Design and development of a risk scoring system using econometric modeling adapted to the local environment
- Customized management of risk criteria and intervention levels
- Centralized or distributed system Rollout
- Technical support & maintenance of the system
- Full integration with Customs scanning and valuation services
- Training and capacity building



Customs valuation assistance - ValueQuest®



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

Assist Customs to:

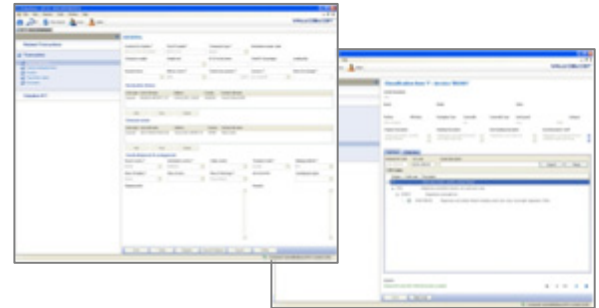
- Conform to the WTO Agreement on Customs Valuation (ACV)
- Verify import compliance with ACV rules
- Combat commercial fraud and enhance customs revenues
- Contribute to Customs modernization and efficiency
- Promote trade facilitation
- Contribute to the implementation of efficient risk management policy

ValueQuest®



Services:

- A dedicated valuation database built from Customs and Cotecna services
- Delivery of valuation services to Customs through the 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[®]



A **powerful solution** to monitor vehicle and its associated cargo using a combination of state of the art telecommunication technology, GPS, electronic seals and a unique and integrated Customs transit monitoring software.

Assist Authorities to:

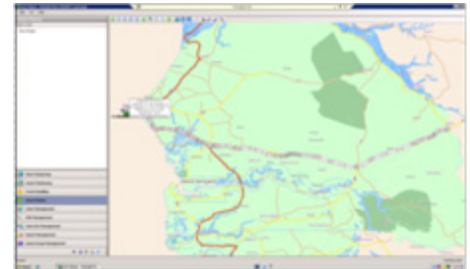
- Identify exact location of vehicle and cargo
- Better manage transit bonds
- Improve Customs efficiency
- Detect and report abnormal behaviour
- Secure Customs revenue
- Combat fraud and terrorism
- Facilitate trade

Cotrack®



Services:

- Technical feasibility study and identification of appropriate solution
- Supply and installation of global transit monitoring solution
- 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



Destination Inspection



Set of **tailor-made** verification and capacity building services developed to assist Customs with targeted inspection of imported goods upon arrival in the destination country.

Assist governments to:

- Improve trade facilitation
- Secure Customs revenue collection
- Combat fraud and smuggling
- Guarantee national security and fighting against international terrorism
- Comply with the prevailing international regulations and guidelines
- Address ports and in-land border posts congestion
- Boost national economy

Destination Inspection



Services:

- Documentary check and investigation
- Tariff classification
- Valuation assistance
- Duties and taxes calculation
- Computerized Risk Management System (CRMS®)
- Scanner services
- Technical support
- Regular reporting process
- Training and capacity building
- Transfer of technology

Targeted inspection
& capacity building

Pre-Shipment Inspection



Set of tailor made verification services developed to **assist Customs** with targeted inspection of imported goods from the country of supply.

Assist governments to:

- Ensure proper collection of import duties and taxes
- Prevent Customs duty evasion and/or capital flight
- Comply with the prevailing international regulations and guidelines
- Protect national industry

Pre-Shipment Inspection



Services:

- Detailed physical inspection
- Container inspection and sealing
- Documentary check and investigation
- Tariff classification
- Valuation assistance
- Duties and taxes calculation
- Certification of final documents
- Regular reporting process
- Training and capacity building

Inspection & revenue protection

Trade security & facilitation solutions



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

Assist Authorities to:

- Enhance supply chain security
- Safeguard society
- Protect international trade
- Facilitate legitimate trade

Trade security & facilitation solutions



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 and sharing of electronic information

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®)

Tailor-made partnerships & financial schemes



As a privately-owned business, Cotecna has the full flexibility and experience to create tailor-made solutions to meet its clients' **specific needs** and save on the Government's direct costs.

Cotecna sustainable Private-Public-Partnership (PPP) turnkey projects, can be shaped as

- BOT (Build-Operate-Transfer) or BOOT (Build-Own-Operate-Transfer),
- Concession contracts, as long term partnership towards client's empowerment;
- Long term partnership agreement (public service provider),
- Structured Customs modernization (User-Pay principle)

and includes:

- Up to 100% Cotecna financing
- Facility design & assets procurement
- Operational setup
- Project implementation, operation & maintenance
- Training and capacity building

Tailor-made partnerships & financial schemes



Common types of project for PPP:

- BOT for cargo scanners procurement, installation, maintenance and operation
- Concession for a national transit monitoring & cargo tracking scheme
- Customs risk management and valuation services based on User-Pay principle

The 3 Cotecna promises:

- Modern technologies to service Customs
- Guaranteed results: project tested and proved before transfer to government
- No impact on government budget

Commercial Inspections



Cotecna has been delivering inspection, testing and numerous other services to the international trading community throughout its worldwide network for 35 years.

- Performed by teams of seasoned specialists
- Subjected to rigorous procedures and highest ethical standards
- Noted for its agility and speed of reaction
- Own laboratories in various countries
- Innovative tailor-made solutions

Most international trading firms and major Governments procurement agencies **entrust Cotecna daily with their cargoes.**

Commercial Inspections



Main products surveyed :

- Agricultural commodities (grains, pulses, oilseeds, vegetable and animal oils & fats, feedstuffs, fibres, sugar, coffee, cocoa, fruits & vegetables, frozen products, etc.)
- Fertilizers (dry bulk & liquid)
- Metals and Minerals (ferrous, non-ferrous, ore, coal, scrap, etc.).
- Chemical products
- Marine surveys
- Consumer Goods (Textile and Garment, Hardware, DIY, House-wares, Electrical Appliances, Furniture, Sporting Goods, Toys & Juvenile, Premiums and Sundries)
- Vehicles
- Special projects

Commercial Inspections

Main services

Commodities

- Hold inspections
- Loading and discharge supervision
- Supervision of tally and/or weighing
- Sampling, samples preparations and analysis
- Draft surveys
- Tanks gauging
- Stockpile volumetric surveys (Minerals)
- Fumigations (Agricultural)
- Origination support/Upstream grading (Agricultural)
- Traceability/Identity Preservation
- Testing, etc.

Manufactured Goods

- Inspections
- Manufacturing Process Control
- Audits
- Vendor Assessment
- Performance verification, etc.

Others

- Trade Finance services (structuring support & guarantees monitoring)
- Inventory verifications
- Documents handling
- Full Outturn guarantees
- Laboratory management
- Marine and containers surveys
- Damage surveys, etc.

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

