



GTCC Solutions



ALL THE WAY

Global Trade & Customs Consulting (GTCC) at a glance



First truly global trade & customs consulting organization



Deep understanding of global, regional and local customs procedures



Trusted advisors of private sector companies and governments



Tailored service by +65 customs & trade experts across the world, including in SEA



End-to-end solutions and vision, powered by Maersk



Building long-term partnership with our customers is our goal



Delivered globally & locally with central support



High-value service, providing cost savings and revenue optimization

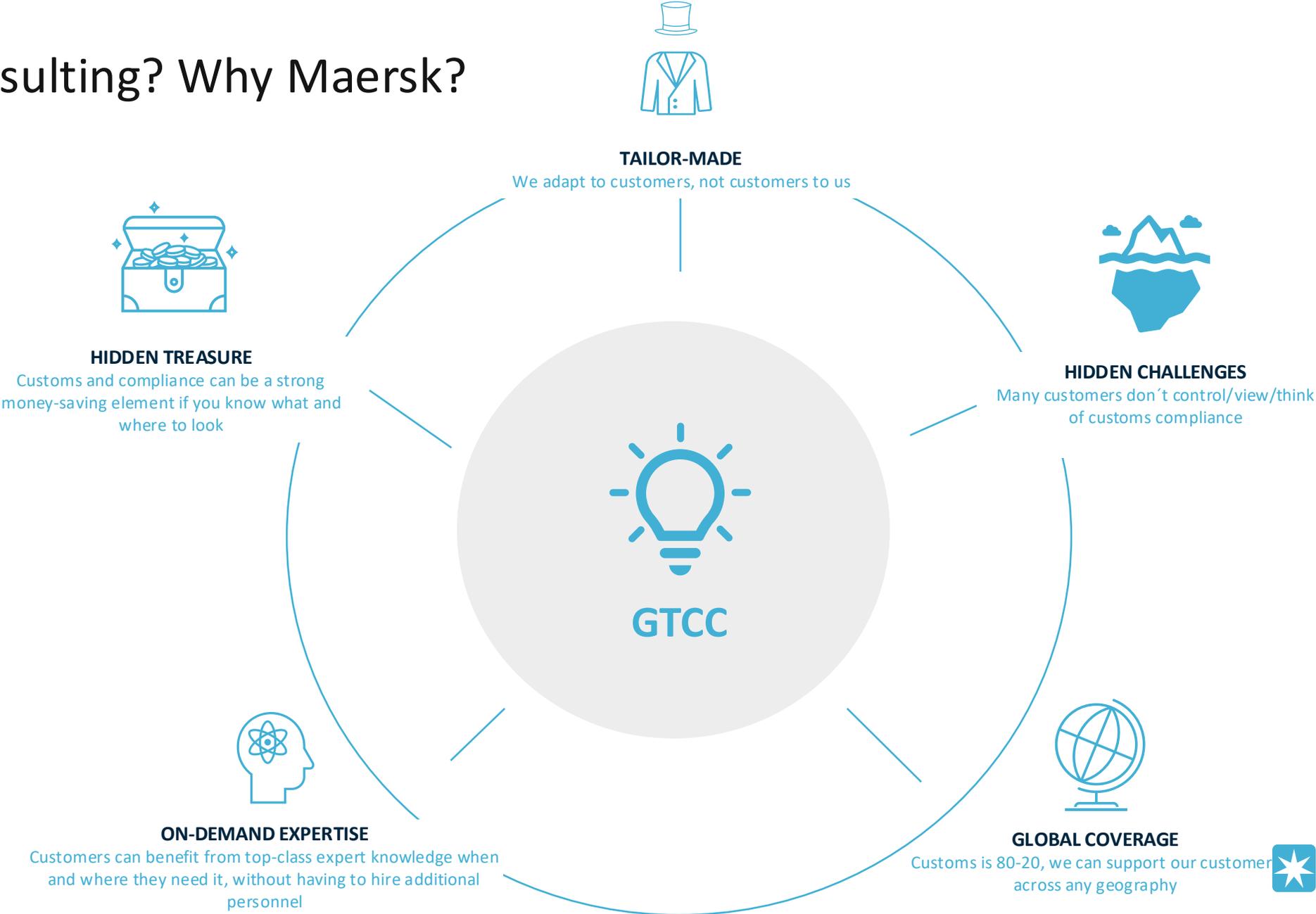


Strategic advice and capability building support

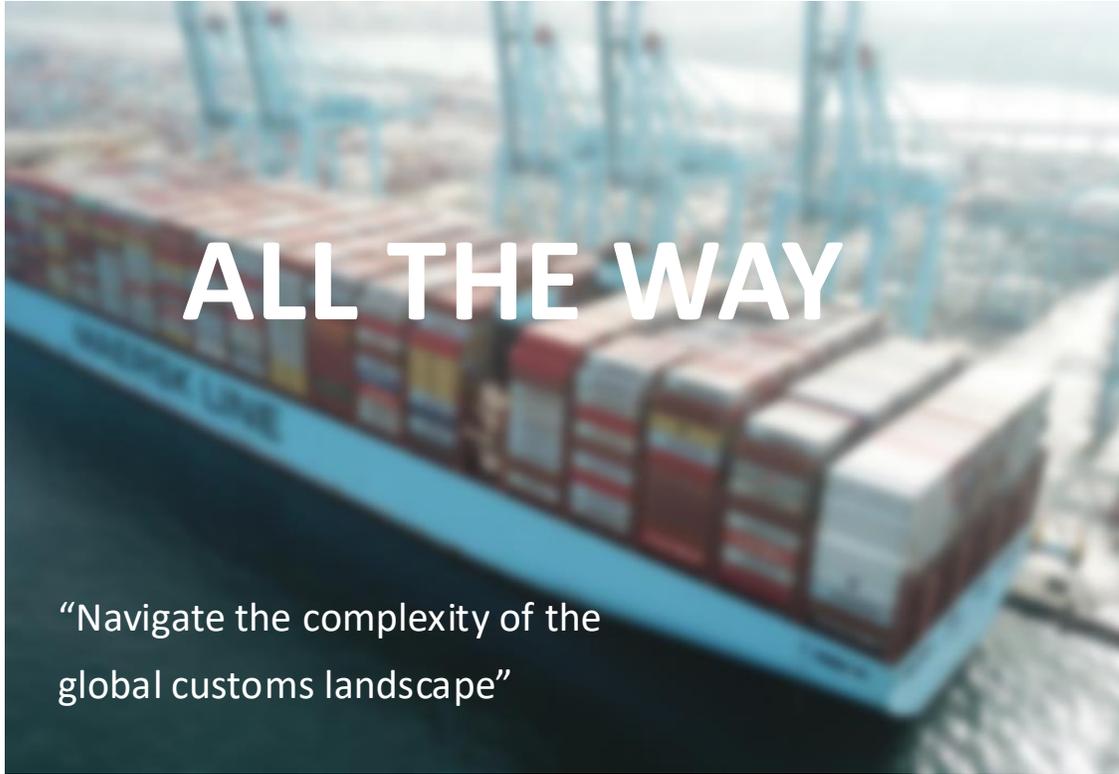


Providing value across all industries, we can help your business thrive

Why consulting? Why Maersk?



Our Global Trade & Customs Consultancy (GTCC) solutions



OUR SERVICES & BENIFITS



HS Classification

Updating & correcting customer's data



Trade Compliance

Reducing customs Risks & liabilities



Customs Strategy & Optimisation

Driving savings



ATT / AEO Guru

Building competitiveness

Reduce Risks

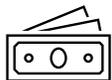
- Health checks
- Compliance driven
- Predictability
- Avoid fines and penalties...

Save Money

- Business structuring
- Operational synergy
- Duty optimisation
- End-to-end planning

Be Compliant:

- Regulatory
- Transactional
- Customs
- Duties & Taxes...



Competitive Price

- **Competitive & customized** fees
- **Cost-saving** opportunities through our services



Close to our customers

- Maersk moves **20%** of the world's goods daily
- **Strategic collaboration** with customers to achieve seamless international trade



Global Structure

- **Global** network and coverage
- Consultants with **diverse customs expertise** from consulting, government and various industries.



Practical Solution

- **Flexible** solutions to adapt to customer needs
- **Integrated logistics service provider** with capabilities to implement GTCC solution

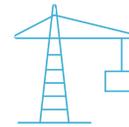
Mekong Trade & Customs Overview

What to consider when doing business?



Free and Preferential Trade Agreements

- Mekong countries have FTAs/PTAs with APA, EU, US and South American markets
- FTAs/PTAs grant duty reductions on trade between partner countries



Special Economic Zones

- Geographical zones selected for industry development
- Simplified customs procedures & government single window
- State-of-the-art logistics infrastructure
- Access to close by ports and distribution hubs



Tax incentives and special customs procedures

- Duty/tax incentives for investment and manufacturing projects
- Free Zones/Bonded Warehouses for duty-free storage, processing and trade



Market entry compliance

- Importer/Exporter of Record registrations
- Customs clearance requirements must be fulfilled
- Comply with import/export permit obligations



Geo-political & economic opportunities

- Central locations in APA
- High-skilled labor force at competitive wages
- Coverage of base and higher value chain industries

Our GTCC Services in MEK



HS classification



Trade compliance services



Customs strategy & Optimization



AEO Support

Mekong Services

Value added



Detailed classification review (with or without rationale letter)



Support with customs classification ruling

- ❖ Minimises compliance risks
- ❖ Identify savings opportunities



Trade Compliance Health Check Review



License registrations



Market access advice



Customs compliance SOP & Training



Customs value review



Country of Origin review



Customs helpdesk – fix real time issues

- ❖ Identify, fix and prevent compliance risks
- ❖ Prepare for market entry
- ❖ Outsource discussions with Customs



Free Trade Agreements (how to use them, how to meet the rules, strategic sourcing)



Advice on duty recovery and suspension (Free Zone, BOI, EPE, Bonded Warehouse, duty drawback)

- ❖ Identify and achieve duty/tax savings

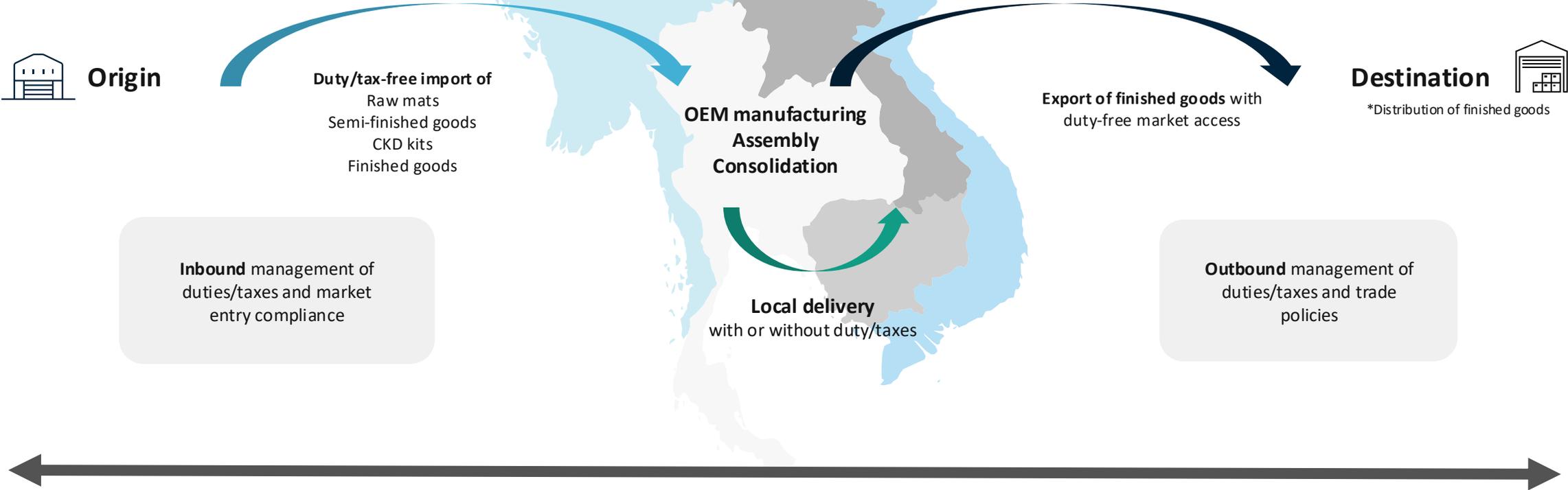


Evaluate, acquire and maintain AEO/Trusted Trader status

- ❖ Lesser controls, delays

GTCC Solutions in MEK

Manufacturing, consolidation & distribution models



How to manage the supply chain in a tax-efficient and market compliant manner?

GTCC Solutions in MEK

Market Entry Report service



What to consider when shifting sourcing or value chains to Mekong

1

Market entry compliance

2

Duty/tax optimization

3

Export assessment



Our Customized Market Report

- Determine import duty and tax rates
- Identify local regulatory import requirements
- Customs registration and clearance process
- Market infrastructure and industry ecosystem

How to qualify for and utilize:

- FTA privileges for imports
- Special customs procedures (BWH/Free Zone/B2B CO)
- Investment tax incentives (BOI/EPE/CDC)

- Assess duty impact in destination countries
- Apply FTA duty elimination for exports
- Comply with rules of origin requirements
- Navigate potential trade barriers

GTCC Solutions in MEK

Use FTAs to generate savings

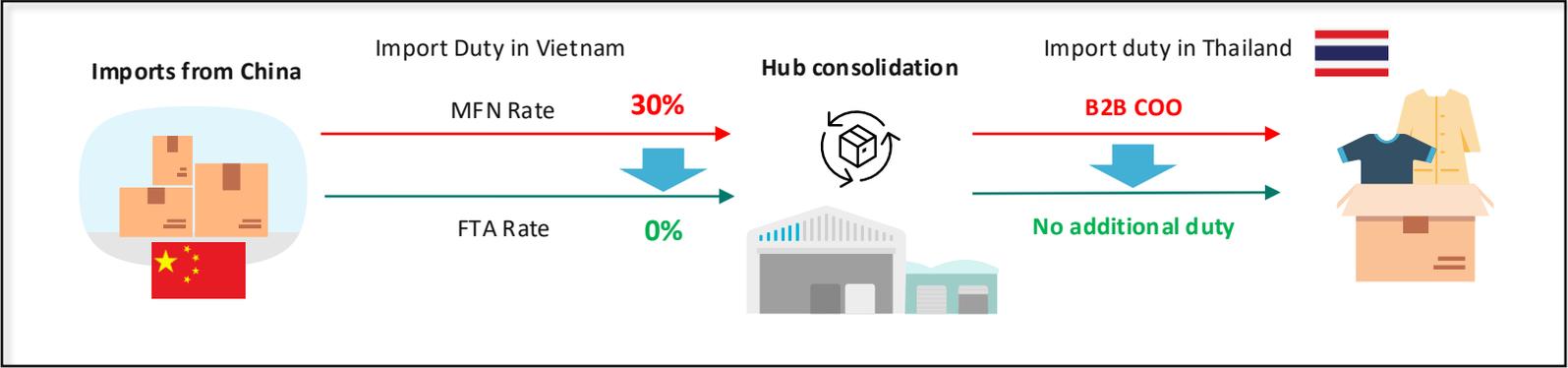


Utilize FTAs

Regions	Major FTAs
Mekong	Regional Comprehensive Economic Partnership (RCEP)
	Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP)
	ASEAN Trade in Goods Agreements (ATIGA)
	ASEAN-China Free Trade Agreement (ACFTA)
	ASEAN-Japan Free Comprehensive Economic Partnership (ACJEP)
	ASEAN-South Korea Free Trade Agreement (AKFTA)
	ASEAN-India Free Trade Agreement (AIFTA)
	ASEAN-Australia-New Zealand Free Trade Agreement (AANZFTA)
	EU-Vietnam Free Trade Agreement (EVFTA)
	Thailand/Vietnam-Chili Free Trade Agreement
Thailand/Vietnam – Peru Free Trade Agreement	

1

Cost saving in MEK Hub consolidation with FTA and B2B COO



2

Key requirements to use FTAs/COOs/B2B COOs



GTCC Case Studies & credentials

MEK – GTCC Recent Credentials



Singaporean furniture retailer

- Provide customs & trade advisory services in Vietnam on shift from China, rules of origin for export to US and compliance requirements for export to EU/US

Japanese lifestyle retailer

- Provide advisory services on FTA management and special customs procedures in Vietnam

Thai FMCG company

- Conducted HS classification review and assisted with advance classification ruling in Thailand

French Technology company

- Conducted HS classification review and risk assessment on use of FTAs and special duty incentive schemes in Thailand

New Zealand FMCG company

- Assisted the company with an appeal defense against Thai Customs on the use of FTA privileges