TECEX
OVERVIEW x

TEC EX

CLIENT CHALLENGES x

Global deployments of IT hardware can become a very complex task. Transporting the goods to their final destination is not particularly difficult – however, dealing with customs when the goods arrive in country is where the risks lie.

Most countries around the world require a local entity to act as the registered importer (known as the Importer of Record or "IOR"). The IOR needs to be locally established so that it falls within that country's jurisdiction. The IOR is an entity that is approved by that country's regulations to import IT hardware (often a highly regulated commodity) and has all the required import permits, licenses and applications on hand in time for clearance. These import requirements are deliberately onerous, are ever-changing, and depend on the specific commodities being imported (may differ by brand and function of hardware).

Having a trusted partner that manages these requirements into over 200 countries daily to take this responsibility on is crucial when high-value and mission critical shipments are at risk of being seized, confiscated, fined or returned to origin.

WHO IS TECEX? x

TecEx is a division of the world's largest tax recovery business, VAT IT. We maintain our own global trade desks of in-house professionals in finance, logistics and trade compliance that focus exclusively on providing global IOR and import compliance, allowing for so-called 'DDP' shipping terms. Our DNA is compliance-driven and specific to technology hardware, bundled in a service offering that champions our customer's rigorous expectations around communication and reliability.

In short, we make sure your shipment is never in the dark and will clear customs without delay, and with no involvement of the end user or you, the client.

WHAT IS THE DIFFERENCE BETWEEN TECEX AND A FORWARDER/CARRIER? x

The difference is significant. A carrier or forwarder simply handles the physical movement (transportation) of the goods from origin to destination – they will not act as local consignee/IOR and will therefore assume no compliance risk and responsibility. Freight forwarders and carriers are not IT hardware compliance experts and cannot provide import compliance expertise specific to the country you are importing into. If your goods get stuck in customs, the forwarder/carrier cannot assist you, leaving you at the mercy of customs authorities.

TecEx can manage transportation for you as part of an end-to-end service but can also partner with any carriers/forwarders to provide a complete service – that is a door-to-door solution.

TRANSACTIONS TECEX SPECIALISES IN:

✓ Shipping to a country where your entity is not set up to be a compliant importer of IT hardware.

✓ Shipping to a country where you do not have a local entity/registration at all.

✓ Shipping to a country where you are unfamiliar with the import compliance requirements specific to IT hardware.

✓ Shipping to a foreign data centre or point of presence (data centres will not act as an Importer of Record as they do not own the hardware).

✓ Selling equipment to a local entity where they require delivery to foreign destinations on DDP terms.

✓ Shipping equipment to a foreign customer under a service or leasing agreement whereby the equipment is provided at no value.

✓ Proof of concept or temporary imports.

| Seller Location | Arrangement of End-to-End Replacement Value Insurance | Completion of Destination Import Compliance Requirements | Export Formalities and Fees | Pre-Carriage Not Unloaded | Delivery At Named Place Port/Terminal | Loading Alongside Vessel | Onboard Ship/Vessel | Main Carriage | Onboard Ship/Vessel | Discharge at Port of Destination | Delivery At Named Place Port/Terminal | Onward Carriage Not Unloaded | Nomination of IOR and presentation of all pre-prepared Import Compliance Requirements | Import Formalities and Duties | Buyer Location Unloaded | IOR continues to be Responsible for Import Compliance Risk (e.g. customs audits) indefinitely |

TecEx scope of cost and responsibility is end-to-end

Freight-Forwarder/Carrier provides transportation - cannot be IOR