

GIS DIGITALISATION FOR GROWING E-GOVERNMENT LANDSCAPE

Roger Kamgaing – Executive Vice President – Governments and
Institutions

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WHEN YOU NEED TO BE SURE





- To become a key service provider to Governments willing to succeed in implementing their digital transformation towards e-administration
- 2 pillars strategy:
 - Acting on Trade and Tax related services as a continuation of our current portfolio
 - Moving towards broader e-government services by modules (Land administration, Health, Natural resources, NGO Benchmarking...)
- Move from certification and data capture to data interpretation and data integrity assurance
- Today's presentation will focus on
 - GIS development in Trade: Building a data pipeline concept mainly through high synergistic acquisitions (e.g. MACO)
 - An example of a modular digital transformation: Forestry



GIS SERVICES AT POINT OF ORIGIN

PCA	Remote Inspection/ AI/ Process Automation
TransitNet	Data pipeline/ Process Automation

NEW 2017

E-Waste	Remote Inspection
Trade content / Customs compliance (denied party, Classification, valuation, etc)	Process Automation Platform Artificial Intelligence
Export documentation process and connectivity to customs e-compliance (MACO)	Process Automation Data pipeline
E-Commerce	E-certification (PCA, Origin..) & Tax

2018 - 2019

Cyber security	Certification/Data Integrity
Brand/Consumer protection	Track & Trace- EU 2020
Brexit preparation	Export and Transit in EU

EFFICIENCY

GIS SERVICES AT DESTINATION

SeW (import process facilitation)	Process Automation
E-Valuator (Valuation/Classification)	Artificial Intelligence
OMNIS (tracking)	Data capture/Shared Service Center
D-Tect	AI. SaaS
ACI (import process)	SaaS and Process Automation
Scanner	Consulting and Training
Cyber security	Awareness (Consult/Training)

NEW 2017

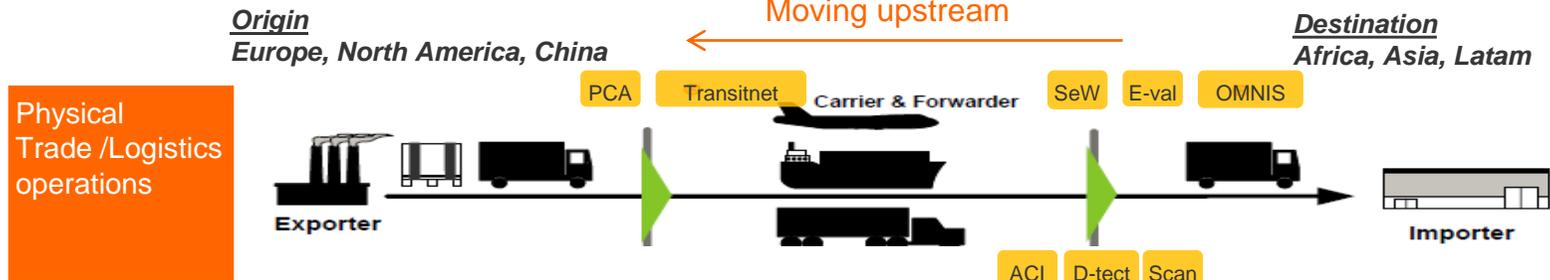
Import documentation process (clearance, VAT, etc)	SaaS and data Pipeline
E-Commerce	Tax (VAT, Customs...)
OMNIS (tracking)	Data Interpretation

2018 - 2019

Cyber security	Certification/Data Integrity
Consumer/Brand protection	Track & Trace- EU 2020
Brexit preparation	TransitNet in UK

GROWTH

- Provide international trade clients with **integrated Trade compliance (e-Compliance)** services;
- Move **upstream** from services in destination countries to trade facilitation in countries of origin:
 - Re-use of same dataset for multiple customs forms (e.g. certificate of origin, certificate of conformity, transit/export filing, security filing) and linking export procedures with requirements in importing countries to build a “Data pipeline”: Efficiency, Simplification
 - Leverage on heritage solutions (PSI, Single Window, ACI, E-Valuator, classification) to build new services
- Focus on **key countries** with significant interaction with private sector and with GIS presence through PCA and TransitNet activities: Europe and North America as a start
 - In **short term**, Customs processes: Trend of **customs dematerialisation and cross border complexity** is favoring a mix of customs knowledge and software capabilities as well as direct connectivity to local controlling agencies **to serve Trade** willing to reduce risk through greater compliance in key countries
 - In the **medium to long-term** data captured through platform to offer **enhanced value proposition for governments services** (Tax efficiency)



Experience

- Founded in 1953
- Independent, specialized, and full service customs facilitator

Client base

- Import and export companies as well as logistic service providers

Expertise & Recognition

- Customs brokerage : Provide transaction-based brokerage including import, export, transit declarations, certificates of origin, excise, fiscal representations on behalf of the importers/exporters (direct clients) or other third party logistics (indirect clients)
- Customs software : Cloud based software providing automated brokerage to advanced customers, mostly exporters. Modules allow for direct electronic filing
- Customs consultancy : Licenses (bonded warehouses, AEO), Complex customs situations, VAT/Excise/origin and duty recovery

Geography and Complementarities

- Accreditation as a broker in Belgium and Netherlands offers upside potential for GIS activities in Benelux and beyond
- Already connected to Customs in Germany
- Transitnet expansion in Benelux to be accelerated through Maco and with cost savings

Technology

- Software connected to Dutch customs and Portbase (Dutch port community system) a key value for scalability

E-commerce

- Facilitate tax compliance and tax collection on ecommerce transactions into EU
- Combine logistics and brokerage and target US to EU e-commerce flows as a start
- Develop VAT Monitoring solutions

- We want to offer
 - Data pipeline to facilitate e-customs services
 - Reliable solution for transit to/from the UK as once out of EU (separate or swiss like status), goods to and from UK depending on their origin, will be treated differently
- TransitNet expansion will be the first pillar of our strategy to address the big potential of the Brexit:
 - TransitNet is a global Transit **service** to approved operators, whereby **SGS**, acting as **Principal** towards Customs:
 - Takes full responsibility for proper termination of any Transit operations
 - On behalf of our clients submits and monitors **advanced electronic Transit declarations** to any Customs platform (compliant to ICS –ECS requirement)
 - Arranges comprehensive **bank guarantees** in favour of **Customs**
 - TransitNet is well suited as it
 - Remains the only pan European e –customs transit provider (500’000 ops in 2017)
 - Operates in any environment both “NCTS” (like Turkey or Bulgaria) and “non-NCTS” environments (**cloning**) like currently Serbia and Ukraine
 - Handles **Multimodal** operations (road, barge, RoRo, container and rail)
 - Is interfaced with port and shipping agents systems

Market potential (UK&EU)

- 30 Millions Transits operations
- 96 Millions Export transactions (equivalent Import transactions)
- More than 200'000 new traders with new status in EU
- Representing a total business potential of 1.5 billion Euros (at current SGS Service rate)

SGS Strengths:

- Proven capability
- Geographical Coverage (East-West corridor stable)
- Proven technology (fully owned)
- Technical expertise
- Financial capabilities

Risks:

- Competition (fragmented market)
- Regulation
- Time to market

Gap:

- Build "Channel" corridor
- Expand South-North Corridor
- Reinforce capacities

NATURAL RESOURCES MONITORING

WHEN YOU NEED TO BE SURE



- Certification required to sell wood
- Countries required to put in place legality verification scheme
- Scheme requires combination of technology for document processing and field inspection
- Field inspection difficult, costly and not always reliable; subject sometimes to very difficult conditions
- In complement to a well recognized Legality verification IT system (Congo, Liberia, Cameroon...) we are developing a satellite monitoring solution to :
 - Enhance data capture
 - Develop advanced data interpretation

SATELLITE BASED MONITORING OF LOGGING ACTIVITIES

- Monitoring industrial logging activities/land clearings at country level
- Detection of scattered illegal logging in protected areas (e.g. national parks)
 - High accuracy : detection at tree level
 - Quick revisit rate: weekly frequency
 - Large coverage: at country level
 - Low cost – high return:
 - High quality data available
 - Machine learning supplementing human interventions and analysis

FIELD MONITORING	SATELLITE MONITORING
<ul style="list-style-type: none"> • Must be targeted to be effective • Difficult access to sites • Face-to-face/Scheduled exchange 	<ul style="list-style-type: none"> • Can be global • All types of areas • Allow unannounced controls

Video shows 3 cases

1. Monitoring industrial logging & land clearings activities: check if trees have been logged in the authorised area
2. Detection of scattered illegal logging : alerts can be sent as soon as something unusual happens in a protected area
3. Detection of smuggled timber from a protected area

