



Cotecna Commercial Services

www.cotecna.com

COTECNA

About us

Cotecna is a first-class inspection, testing and certification group, with over 35 years of global experience.

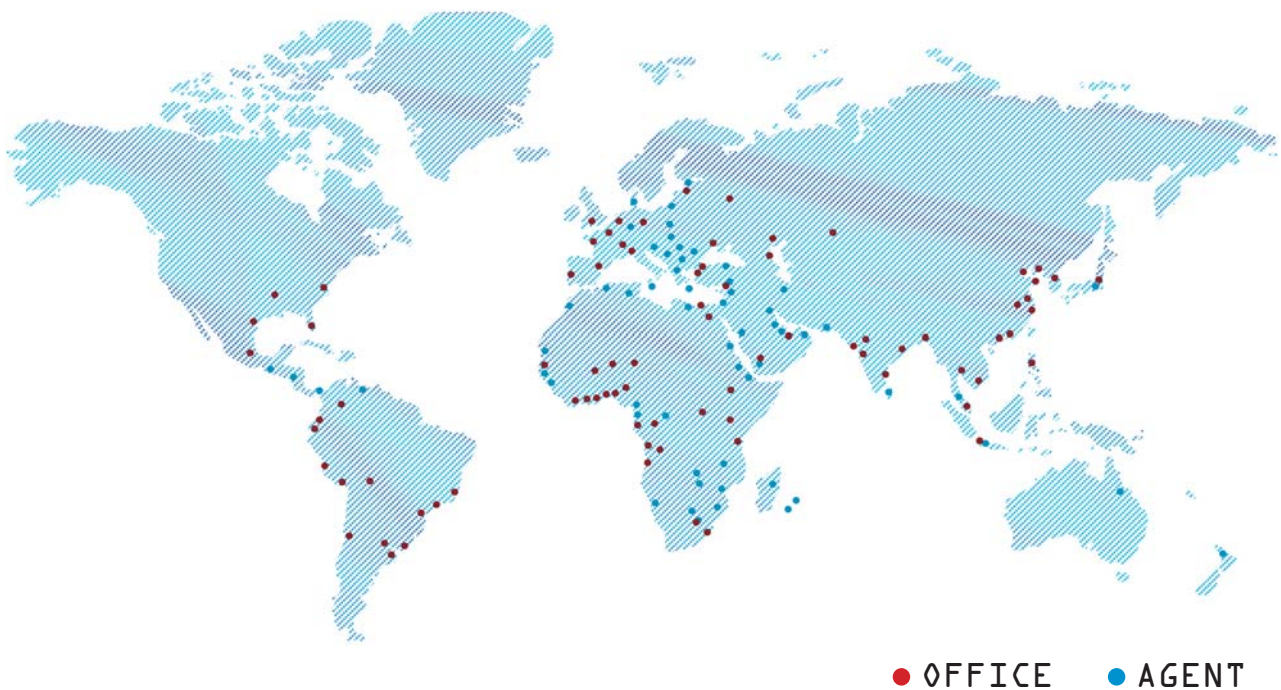
Our mission is to provide specialized international inspection, testing & trade finance-related services, offering innovative tailor-made solutions for the commodities and consumer goods sectors.

Cotecna's areas of expertise are:

- > Agricultural commodities: grains, pulses, oilseeds, vegetable and animal oils & fats, feedstuffs, fibres, sugar, coffee, cocoa, fruits & vegetables, frozen products, etc. and fertilizers (dry bulk & liquid)
- > Metals and minerals (ferrous, non-ferrous, ore, coal, scrap, etc.)
- > Chemical and petroleum products
- > Marine surveys
- > Industrial equipment inspections
- > Vehicle inspections
- > Consumer goods (textile and garment, hardware, DIY, house-wares, electrical appliances, furniture, sporting goods, toys & juvenile, premiums and sundries)
- > Miscellaneous

Global Presence

The Cotecna Group has a strong world-wide network with close to 100 offices and a dedicated workforce of over 4'000 employees and agents.



Cotecna is certified ISO 9001:2008, certificate N° A 928 issued by AB Certification and is a member of :

IFIA – International Federation of Inspection Agencies
 ANAB – ANSI-ASQ National Accreditation Board (accredited)
 GAFTA – Grain and Feed Trade Association (accredited superintendent and analyst)

FOSFA – Federation of Oils, Seeds and Fats Associations (accredited superintendent and analyst)
 SAL – Sugar Association of London
 IFA – International Fertilizer Industry Association





Our Services

Agricultural inspection

With a network of specialists and laboratories situated in key locations around the globe, Cotecna verifies the compliance of contractual terms with regards to the goods traded. Our inspection services help shippers, traders, end-users and government bodies assess the quality, quantity and integrity of their products.

Cotecna offers its services to all agricultural market segments: from grains, pulses, oilseeds and feedstuffs to liquid cargoes, sugar, fibres, fruit, coffee, fertilizers and more.

Our Agricultural inspection services include:

- > Vessel hatch and hold inspection. Water tightness
- > Loading and discharge supervision
- > Supervision of weighing
- > Tally control
- > Draft survey and tank gauging
- > Contractual sampling, samples preparation and sealing
- > Testing and analysis
- > Laboratory management
- > Handling and splitting of documents
- > Origination support/upstream grading
- > Traceability/identity preservation
- > Fumigation
- > Temperature control
- > Damage surveys

Metals & Minerals inspection

Cotecna can help safeguard your interests through on-the-spot independent inspection services for ferrous and non ferrous metals, coal, ores and other minerals, concentrates, scrap metal, etc.

Minerals

- > Pre-shipment quality control at mine heads
- > Blending supervision
- > Vessel hatch and hold inspection. Water tightness
- > Supervision and inspection of vessel at loading and discharge, including transhipments
- > Weight determination (weigh bridges, draft surveys or belt weigh scales) and certification
- > Sampling, sample preparation
- > Testing and analysis (chemical properties, moisture determination, transportable moisture limit, flow moisture point, size distribution, granulometry)

Metals

- > Plant assessment
- > DUPRO inspections
- > Mechanical properties (yield point, tensile strength, elongation)
- > Chemical analysis
- > Dimensions
- > Packing and marking
- > Tally (number of bundles per type and size)
- > Weight
- > Loading inspection
- > Visual control (rust, surface condition)
- > Report on condition
- > Photographic reports





Marine Surveys

The services listed below can also be performed in conjunction with cargo inspections as described in other sections of this document.

Vessels

- > On and off-hire of vessels
- > Inspection of validity of certificates and cargo gear
- > Condition of holds and tanks
- > Determination of bunkers and stores

Containers

- > Inspection of containers prior to stuffing and un-stuffing
- > On and off hire
- > Record, tally and condition of cargoes during stuffing and un-stuffing
- > Inspection of damaged containers and supervision of repairs and post-repairs
- > Supervision during loading and discharge of containers from vessel

Industrial Equipment inspection

At Cotecna we ensure that products or installations supplied to our clients meet all applicable requirements. It is our goal to help to verify the integrity and efficiency of equipment, to ensure a safe working environment for employees and to thus minimize the negative environmental impact of industrial activities.

We offer inspections of electrical equipment, machinery, textile, pressure vessels etc.

- > Supervision of loading and unloading
- > Vendor assessment
- > Site inspection
- > Non-destructive examination
- > Calibration

Chemical and Petroleum Products inspection

Cotecna provides services to the petroleum industry in selected locations, where losses and lack of quality can have a heavy financial impact. Our network of experienced inspectors is on the ground wherever and whenever cargoes are being loaded or discharged to protect the interests of our clients.

Our inspection services cover a wide range of products and include:

- > Loss control services
- > Bulk oil cargo measurement
- > Quantity certification
- > Sampling and testing
- > Ship to ship inspections
- > Tank cleanliness inspections
- > Bunker inspections
- > Chemical product inspection



Textile and Consumer Products

Cotecna offers a complete range of services including product inspection, process assessment and technical assistance.

Our network of experts ensures that the product conforms to clients' specifications and relevant requirements and is safe for use. We specialize in inspections on:

- > Textiles and garments
- > Furniture
- > Household items
- > Kitchenware
- > Hardware
- > DIY tools
- > Electrical appliances
- > Sporting goods
- > Toys & juvenile
- > Premiums and sundries

Our services include:

- > Raw material quality control
- > Online production quality control
- > Packaging assessment
- > Pre-shipment inspections (final random inspection, loading supervision)
- > Factory audit or vendor assessment
- > Manufacturing process audit
- > Social accountability audit
- > Product conformity testing
- > Intellectual property protection
- > Safety marks validation
- > Training and consulting
- > Physical hazard risk assessment



Vehicle inspection

Cotecna's 13 years know-how in the field of Vehicle Inspection started when authorities requested Cotecna to certify the conformity of second hand imported vehicles against national standards.

Based on this experience we have developed a full set of modular inspection services which include all or some of the following operations depending on clients' requirements:

- > Full setup of inspection line (fixed or mobile)
- > Conformity to factory's specifications
- > Gas emission measurement (CO2, NOX, smoke, particles...)
- > Brake testing
- > Suspension efficiency
- > Axle alignment
- > Steering checks
- > Lighting conformity
- > Tyre condition and compliance to vehicle model
- > Electronic testing
- > Quality of body/chassis repairs
- > General aspect



Laboratories

Recognizing the need to ensure that contractual specifications on quality and quantity are met, Cotecna has a distinct group of laboratories and specialists around the globe, specifically in North and South America, Europe and Asia.

Our own laboratories, certified to international and national standards, offer services for products ranging from grains, feeding stuff and oil seeds to vegetable oils and fats.

We provide quality certificates on the basis of results provided by independent and accredited laboratories (i.e. GAFTA and FOSFA for agricultural products).

As part of our Laboratory Testing Services, we are able to:

- > Provide an independent report on the composition of goods
- > Validate samples to any international, American, European or Asian standard
- > Test foodstuffs to check for any illegal or undesirable additives
- > Perform physical and chemical analysis

E-Dox™

Cotecna has developed a state of the art solution to issue secured e-documents that are fully compliant with eUCP600 requirements. The E-dox™ solution enables the transmission of e-certificates by e-mail instead of paper certificates that are usually sent physically by special couriers, thus speeding up the reception of such documents.

The E-dox™ system was developed to transform a certificate or any other document into a secure e-document. It was created following requests from clients for electronic certificates, but can secure any other type of document that is issued, signed and transmitted to clients by Cotecna. These e-documents are sent to clients by email as a standard attachment. The e-documents are electronically signed by the authorized signatories of each Cotecna office. The electronic signatures are similarly binding. The addressee can at any time check their genuineness via a dedicated website: <http://edox.cotecna.com/> E-Dox™ is:

- > Electronically signed
- > Based on the most advanced encryption technology
- > Fully compliant with eUCP600
- > Easy to handle and circulate
- > Simple to authenticate: from anywhere at anytime

Trade Finance Services

The services listed below can also be performed in conjunction with cargo inspections as described in other sections of this document.

Cotecna's mission here is to assist Borrowers and Lenders in setting-up cost-effective, yet solid and Basel II-compliant financing structures. We achieve this by providing Lenders with tools to verify that disbursements are applied in conformity with the purpose of the credit. By enhancing Lenders' control over their transactions, the service results in more favourable loan classifications, hence in easier and/or cheaper financing.

Our services consist of: monitoring physical collateral security at any stage of trade finance transactions (production, storage, processing, transit, etc.), local custody and handling of title or other documentation related to the goods, and other tailor-made interventions.

Cotecna will thus be providing, in Basel II terms, the "knowledge of the trade process" through its on-site verifications. Cotecna's Trade Finance package also addresses other Basel II requirements:

- > Realization of the collateral's value in a "reasonable time frame" (§ 509), facilitated by the timely knowledge of any covenant breach with regards to the security provided by Cotecna;
- > "Physical inspection" requirements (§ 522);
- > Insurance (§ 510): a key complement to the security package. If it is absent or unsatisfactory, Cotecna can provide an extremely comprehensive cover, including theft and misappropriation, issued by top-rated underwriters.

Key benefits

- > Simplicity of the contractual documentation, allowing a quick implementation and low legal costs.
- > Flat fees that make it a more economical solution than ad-valorem priced solutions, especially for large transactions.
- > Unrivalled information technology, through proprietary systems such as Vestalis®, Ceres or E-Dox™.

Full Outturn Guarantee (FOG)

With this service, and in partnership with top tier underwriters, Cotecna provides clients with a guarantee against the possible shortage of goods which may occur between their loading at origin and their unloading at destination. The client is compensated if a difference should occur.







Headquarters
Cotecna Trade Services SA
2, Clos Belmont
P.O. Box 6155
1211 Geneva 6
Switzerland
Tel. +41 22 849 69 00
Fax +41 22 849 69 49
commercialdivision@cotecna.ch
www.cotecna.com