

COMMERCIAL SERVICES



COTECNA

A COMPREHENSIVE RANGE OF SERVICES

Cotecna provides its customers with full testing, inspection and certification (TIC) services. We verify contractual compliance for a wide range of commodities, including agricultural products, metals and minerals, chemicals and petrochemicals, as well as consumer goods and general cargoes. The Group conducts testing of commodities through a network of dedicated, accredited laboratories.

COTECNA'S INNOVATIVE SOLUTIONS USING STATE OF THE ART INFORMATION TECHNOLOGY:

E-dox® allows clients to receive, transmit and authenticate documents electronically using the most advanced encryption technology.

Vestalis®, a unique on-line Trade Finance Support administration and reporting tool giving clients real-time access to cargo position.

Cotecna Consumer Goods web site offers manufacturers, traders and retailers unique guidelines and an on-line order tool for testing and certification.





COTECNA MEMBERSHIPS AND ACCREDITATIONS

ISO 9001

ISO 17020 for Verification of Conformity

ISO 17025 for Commodities

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

OUR CORE SERVICES

"Cotecna provides highly professional and efficient inspection services that meet our requirements"

Mary Qi, Operations, Yew Hing Group, China



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 to assess the quality, quantity and integrity of their products.

The biggest world buyers of grain such as Egypt's GASC and Jordan's Ministry of Supply entrust Cotecna for the inspection and verification of commodities purchased.

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

METALS AND 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.

Our offices and laboratories are located in most important centres of mineral and metal trading and are staffed by highly qualified and experienced specialists. Cotecna's laboratories help meet increasing world demand and environmental safety standards for minerals and energy commodities.

Ensuring that safety standards in mining and transportation industries are met, Cotecna metals and minerals services make all trading transactions safer and more predictable for all participating parties.

CONSUMER PRODUCTS

Cotecna accompanies its customers from the design and manufacturing process, throughout the whole supply chain, with product testing, process assessment, technical assistance, and product inspection during production and before shipment.

Cotecna is a partner with major manufacturers, importers, and retailers, helping them find their way through today's maze of regulatory requirements.

Our network of experts ensures that end products conform to buyers' specifications, comply with relevant safety or national standards, and are produced in optimum conditions, minimizing lead times and the rate of defective items. This creates a real and measurable value for our customers.



TRADE FINANCE SERVICES

In the current credit market environment, control and risk management are, more than ever, an essential element of trade finance, and so the monitoring of transactions is a vital tool.

Cotecna provides lenders with the means to verify that disbursements are applied in conformity with the purpose of the credit. Enhancing lenders' control over their transactions, results in more favourable loan classifications, hence in easier and/or cheaper financing.



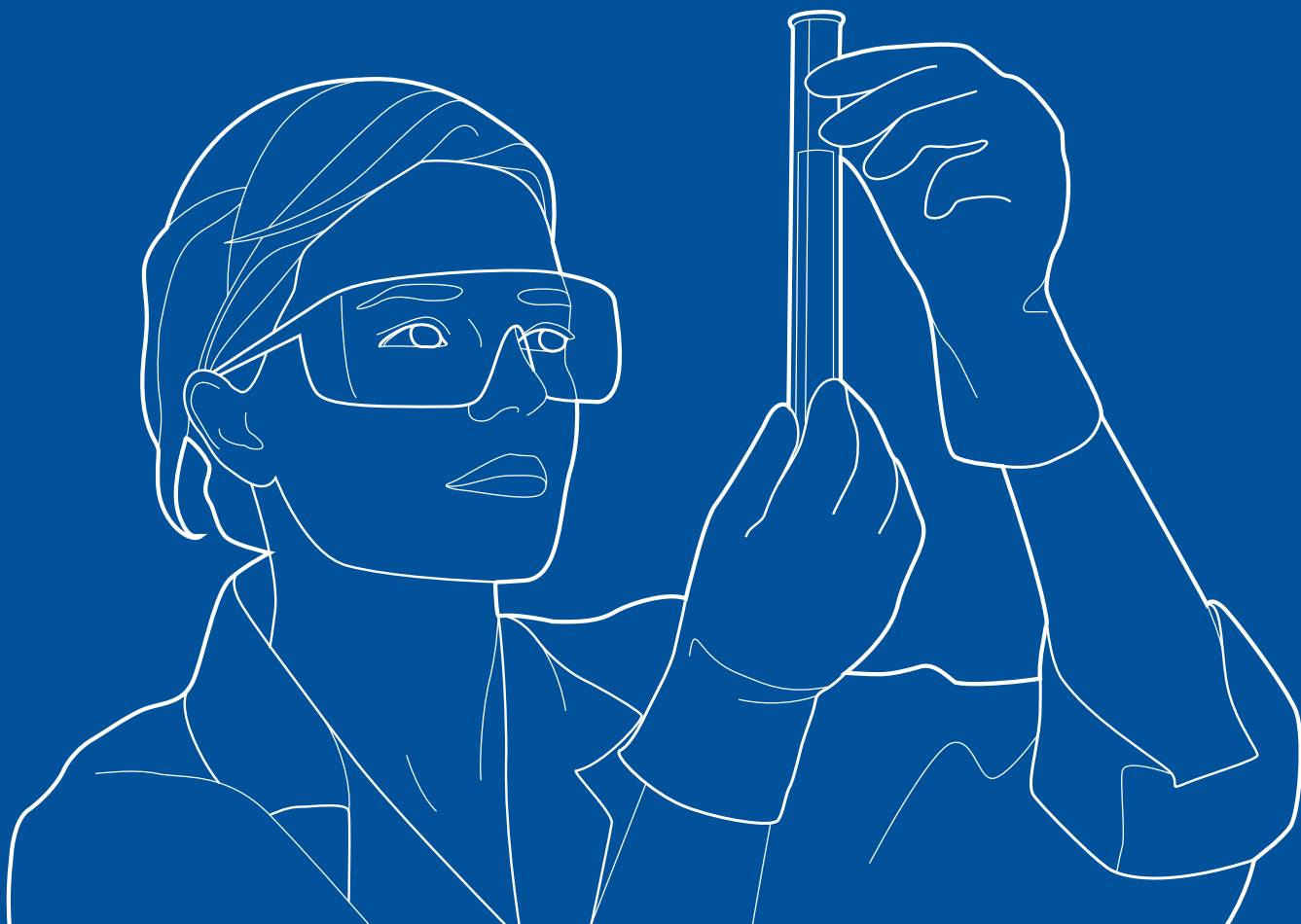
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BEST COLLATERAL MANAGER

Our services consist in the monitoring of physical collateral security at any stage of the transaction (production, storage, processing, transit, etc.). For financiers, we can also keep and handle title documentation related to the goods at a local level, or provide other tailor-made services. Cotecna is renowned for its innovative flexibility in attending to trade financiers' monitoring needs.

Our Trade Finance Support services assist borrowers and lenders in setting-up cost-effective, solid Basel II and III-compliant, financing structures. All commodities, as well as general cargo and consumer goods, are covered.

OTHER SERVICES



LABORATORIES

Cotecna runs a network of laboratories in North and South America, Europe, the Middle-East and Asia.

These laboratories, accredited to international, national 17025, or industry standards, offer services for commodities ranging from agricultural goods to energy commodities such as coal and ethanol.

We also provide quality certificates on the basis of results provided by contracted independent and accredited laboratories.



INFORMATION TECHNOLOGIES

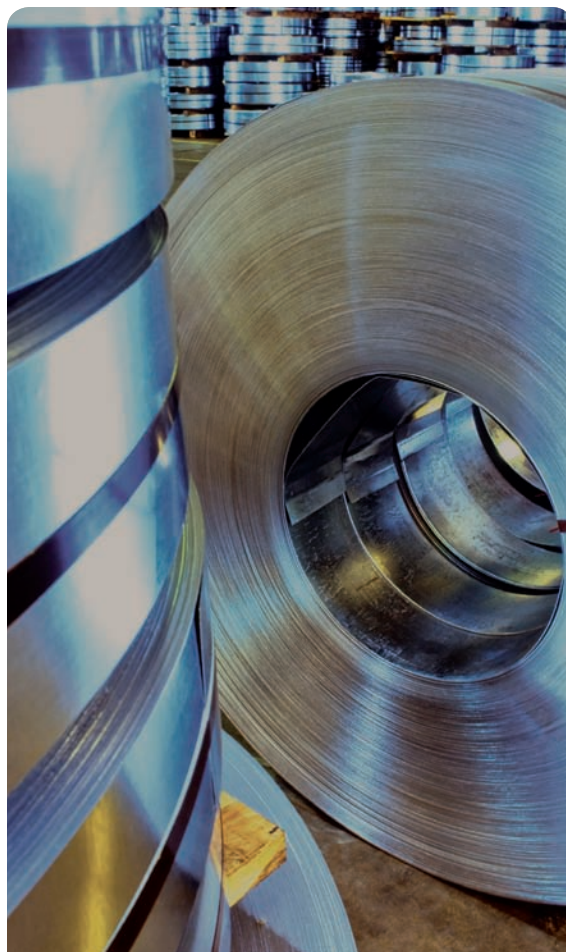
All Cotecna services are supported by the most advanced communication technologies accessible via www.cotecna.com.

E-DOX®

A pioneering solution developed by Cotecna that issues secured e-documents 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.

E-certificates can be authenticated by each addressee at any time.



VESTALIS®

Vestalis® is an in-house web based application developed by Cotecna to serve the clients in the Trade Finance Services sector allowing borrowers and banks access to their contracts in real time.

The access is secured by a personal password and login and communications are encrypted.

CONSUMER GOODS WEBSITE

Cotecna has developed a sophisticated and user friendly website guiding potential clients through all steps of certification and other requirements for consumer goods certification. Clients can order inspections on-line.





GOVERNMENTAL AND VOC PROGRAMMES

Governmental programmes and VoC (Verification of Conformity) schemes are offered by Cotecna in various countries around the world:

- Sudan
- Saudi Arabia
- Philippines (bulk and break-bulk)
- Columbia
- Ecuador
- Russia (GOST R certification)
- Indonesia (verification of hazardous waste)

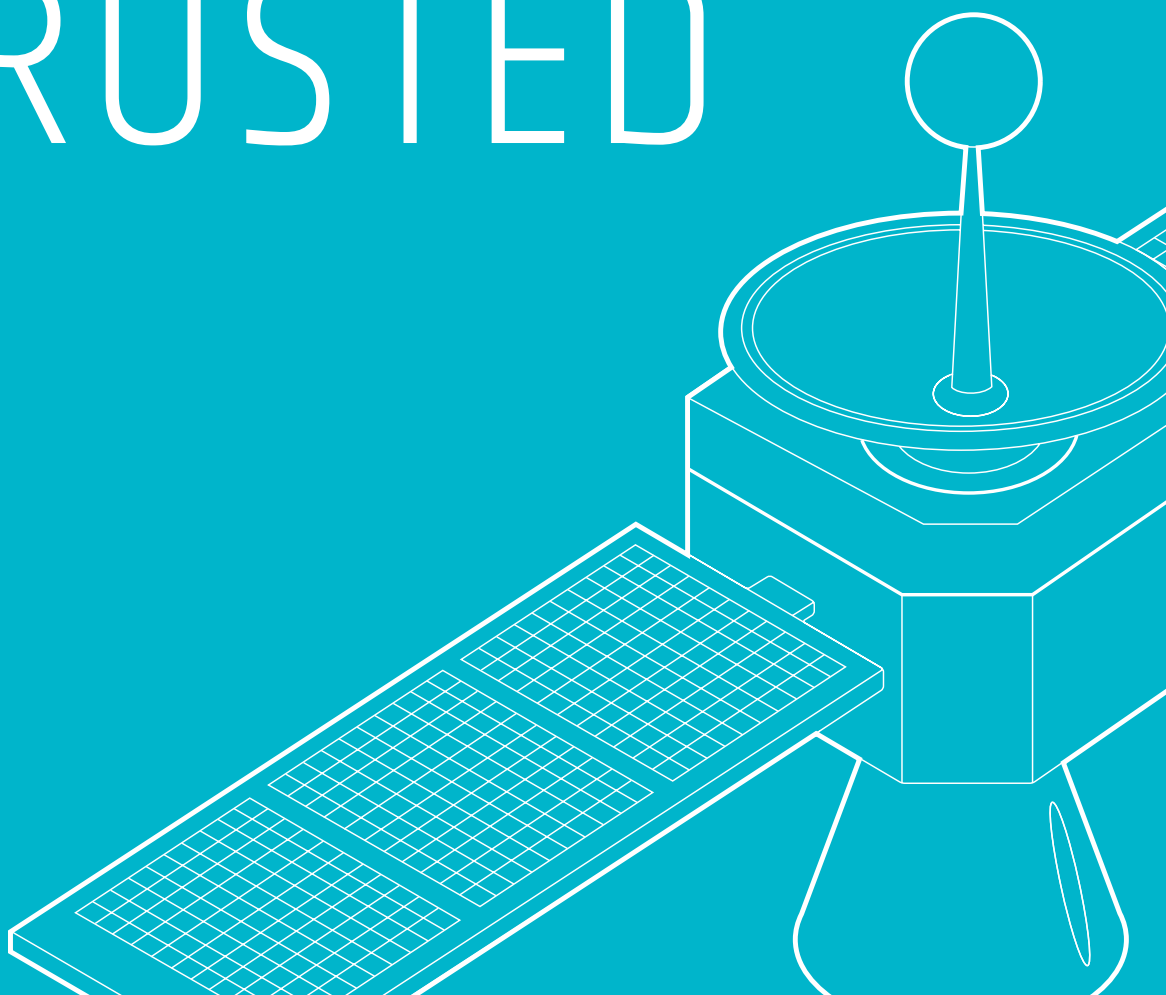
All above programmes are designed for customer protection and facilitation of trade of consumer goods, benefiting end users, governments and all trading community segments.



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 point of origin and their unloading at destination. The client is compensated if a difference should occur.

TRIED AND
TRUSTED



Cotecna is one of the world's leading trade inspection, testing and certification companies.

38 YEARS OF EXPERIENCE

100 OFFICES WORLDWIDE

4 000 EMPLOYEES AND AGENTS

Cotecna combines state of the art technology with innovative, tailor-made services to help make global trade secure.

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