

A collage of images in the background: a stack of shipping containers on a ship, an airplane in flight, and a close-up of a person's hand holding a smartphone. The text is overlaid on the bottom left of the collage.

EINFUHR IM ÜBERBLICK: ZOLLREGELUNGEN,  
ZOLLABWICKLUNG UND TARIFE IN  
SUBSAHARA-AFRIKA  
Dortmund, 27. Februar 2018

# 1

## Bolloré Logistics

Bolloré Logistics im Überblick



## GLOBAL SUPPLY CHAIN LEADER

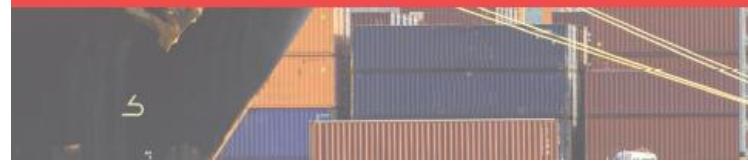
Multimodal Transport

Customs & Regulatory Compliance

Logistics

Global Supply Chain

Industrial Projects



EIN WELTWEITES NETZWERK | 612 STANDORTE | 102 LÄNDER



# Unsere Leistungen

INDIVIDUELLE END TO END–LÖSUNGEN | PERFEKT FÜR IHRE SUPPLY CHAIN



## MULTIMODAL TRANSPORT

- ▶ Transport per Luft und See, Schiene und Straße
- ▶ Door-to-Door
- ▶ Express



## CUSTOMS & COMPLIANCE

- ▶ Verzollungsprozesse
- ▶ Beratung & In-House-Schulungen
- ▶ Sicherheit der weltweiten Lieferkette



## LOGISTICS

- ▶ Lagerverwaltung und Auftragsmanagement
- ▶ Management von Beschaffungs- und Distributionszentren
- ▶ Wertschöpfung aus Mehrwertleistungen
- ▶ Retourenhandling



## GLOBAL SUPPLY CHAIN

- ▶ Bestandsanalyse | Strategische Ausrichtung | Optimierung
- ▶ Lead Logistics/Transport Provider (LLP/LTP)
- ▶ End-to-End Order Management
- ▶ Weltweites Monitoring



## INDUSTRIAL PROJECTS

- ▶ Projektberatung, Projektkonzeption und Umsetzung
- ▶ Sonder- und Schwertransporte
- ▶ Komplexe Turnkey - Projektabwicklungen

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Bolloré Logistics

Ihr Afrika Experte

# Bolloré in Afrika

## UNSER einzigartiges Netzwerk in Africa

No.1

1. voll integrierte Logistiknetzwerk mit  
**23.500** Mitarbeitern in **45** Ländern

50

Jahre in Afrika **in Afrika** tätig



Einzigartige Expertise der unterschiedlichsten  
**Zollprozesse** und Handelsbestimmungen

ISO

**Compliance** mit den höchsten internationalen  
Standards



Door-to-Door Hinterland-Verkehre und Management  
von **40** verschiedenen **Korridoren**



	<b>16</b> Hafen Konzessionen
	<b>6.005.000</b> TEU jährlich
	<b>6.500.000</b> t Bulk cargo handeled
	<b>281</b> Läger und Logistik Center
	<b>6.000</b> LKW und Pick up Trucks incl. LoLo

# Unsere Logistiklösungen in Afrika



## Supply Chain Design

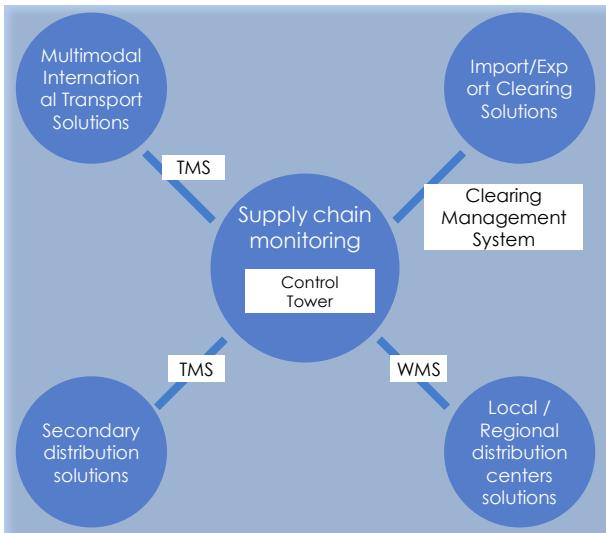
### Valuable Insights

- Individuelles Network Design
- Analyse der lokalen Handelsvorschriften
- Zollprozess-management
- Umfassende Kenntnis der steuerlichen und juristischen Vorgaben
- Operative Einheiten



## Supply Chain Execution

### End-2-End



## Mastering Overall Performance

### Continuous improvement

- Kostenoptimierung
  - KPI / Dashboards
  - Pan-Afrikanisches Berichtswesen
- Compliance
  - ISO 9001 zertifiziert
  - QHSE Management
  - Ethical Compliance (FCPA, UKBA...)
- Risk Management
  - Geschulte Mitarbeiter mit langjähriger Erfahrung
  - Notfallpläne
  - Sicherheitsmaßnahmen



## Logistics Scalability

### Innovative Proposition

- Geschäftsausbau
  - Weiterentwicklung und Supply Chain re-design
  - Pan-Afrikanische Ausrichtigung
  - Innovative Abfertigungs-konzepte
- Long Term Invest
  - Beratung und Konzeptionierung von Co-investment set-ups und Joint ventures

# Pan-African Transport

## HINTERLAND - KORRIDORE

- 40 Korridore in ganz Afrika
- Sichere Transportlösungen in die / aus den "landlocked countries"



### Bolloré Logistics – Hinterland Korridore

- FCL, Exceptional Transport, Heavy Lift
- Detaillierte Sendungsverfolgung
- Zollabfertigung und To-door-Lieferung bis zum Endempfänger
- Zusammenarbeit mit ausgewählten und geprüften Partnerunternehmen
- Sicherheit geht vor: Standardisierte Prozessabwicklung, festgelegte Perimeter zur lückenlosen Sendungsüberwachung



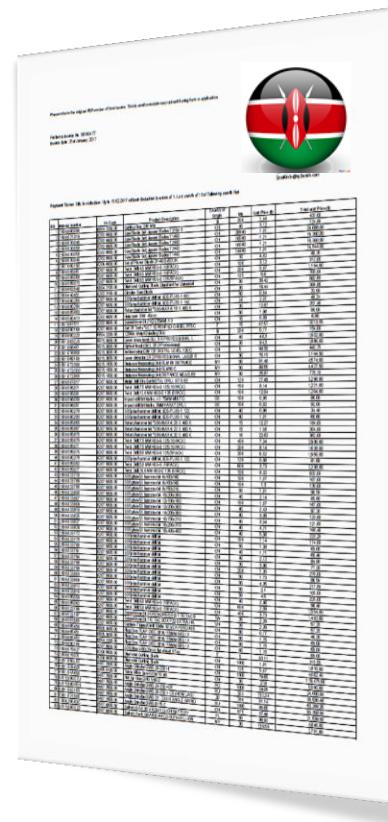
# 4

## Insider Wissen Afrika

Zollprozesse am Beispiel Kenia

# Proforma Rechnung für IDF Anmeldung

- Versender: Name
  - Exporter: Name
  - Consignee's Name
  - Country of supply
  - Country of origin
  - Airport / Port of Discharge
  - Mode of Transport
  - Incoterm
  - Unit Price
  - Total Price
  - HS Codes
  - Proper and full description of goods
  - Number of unit
  - FOB Value / Freight Charges & Insurance (Amount to be stated separately)



# ZERTIFIZIERUNGSPROZESS AM BEISPIEL KENIA



- ✓ Proforma Rechnung, Handelsrechnung o. ä.
- ✓ Import Declaration Form (IDF), wird vom Importeur in Kenia beantragt
- ✓ Request for Certification und Declaration of Conformity
- ✓ Analysenzertifikate/Testreports, eines nach ISO 17025 akkreditierten Labors
- ✓ QM Zertifikat (ISO 9001) des Herstellers mit Testberichten des Herstellers
- ✓ Inspektion der unverpackten Ware
- ✓ Ausstellen des COC Certificate of Conformity
- ✓ Versand der Ware

Bei fehlendem COC Strafzahlung von 15% des CIF Wertes



# COC Certificate of Conformity



KURDISTAN STANDARDIZATION AND QUALITY CONTROL ADMINISTRATION  
الإدارة الكردية للكيفيّة والجودة في كردستان

Pre-Import Inspection, Testing & Certification Program of Goods into the Republic of Iraq / Kurdistan (ICQI)  
برنامج الكيفيّة والتقييم والاعتماد المسبق للمنتجات الواردة إلى العراق / إقليم كوردستان

CERTIFICATE OF CONFORMITY  
شهادة الامتثال

FOR CUSTOMS CLEARANCE PURPOSES ONLY  
لغايات التفريغ الجمركي فقط

Page 1 / 2

CoC No. رقم التذكرة	121112012	Issue Date تاريخ الإصدار	12.11.2012	Reference No. رقم المرجع	N/A	Registration No. رقم التسجيل	N/A
Importer المشتري	KURDISTAN REGION INDUSTRIAL			Exporter المصدر	Germany		
Address العنوان				Address العنوان			
City - Country البلدة - البلد	Erl - Iraq			City - Country البلدة - البلد	Germany		
Invoice Amount / Currency رقم الفاتورة / العملة	EUR			Invoice No. رقم الفاتورة			
INFORMATION FOR BORDER VERIFICATION PURPOSE معلومات لغرض التحقق في الحدود							
Method of Shipment: LAND طريق الشحن		Transport details تفاصيل النقل		Document Number: 00009 رقم الوثيقة		Document Date: تاريخ الوثيقة	
Country of Shipment: Germany بلاد الشحن		Declared Point of Entry: Ibrahim Khalil, Turkey - Kurdistan Border نقطة الدخول المقررة					
Packing details تفاصيل التعبئة		Containers details تفاصيل العلب		Commodity numbers رموز البضائع والسلع		Commodity and Serial numbers رموز البضائع والسلع و الأختام	
No. and type of packages عدد و نوعية العلب				N/A			
Item العنوان	Declared Quantity / Unit كمية المتصدر	Origin as marked on goods البيان المزetter على البضائع	Goods Description (designation / brand / model) وصف البضائع (اسم المعاشرة، الماركة، المدلل)	International / IQ Standard No. or Test Report No. رقم المعاشرة أو رقم تقرير المختبر			
1	50 - Pieces	Germany					
2	30 - Pieces	Germany					
3	30 - Pieces	Germany					
4	11 - Pieces	Germany					
5	15 - Pieces	Germany					
6	20 - Pieces	Germany					
7	40 - Pieces	Germany					

This document is issued, as the official document, by the Company under its General Conditions of Service, printed below.  
The Company's address is shown in the heading, information and particular terms defined therein.  
03073308511

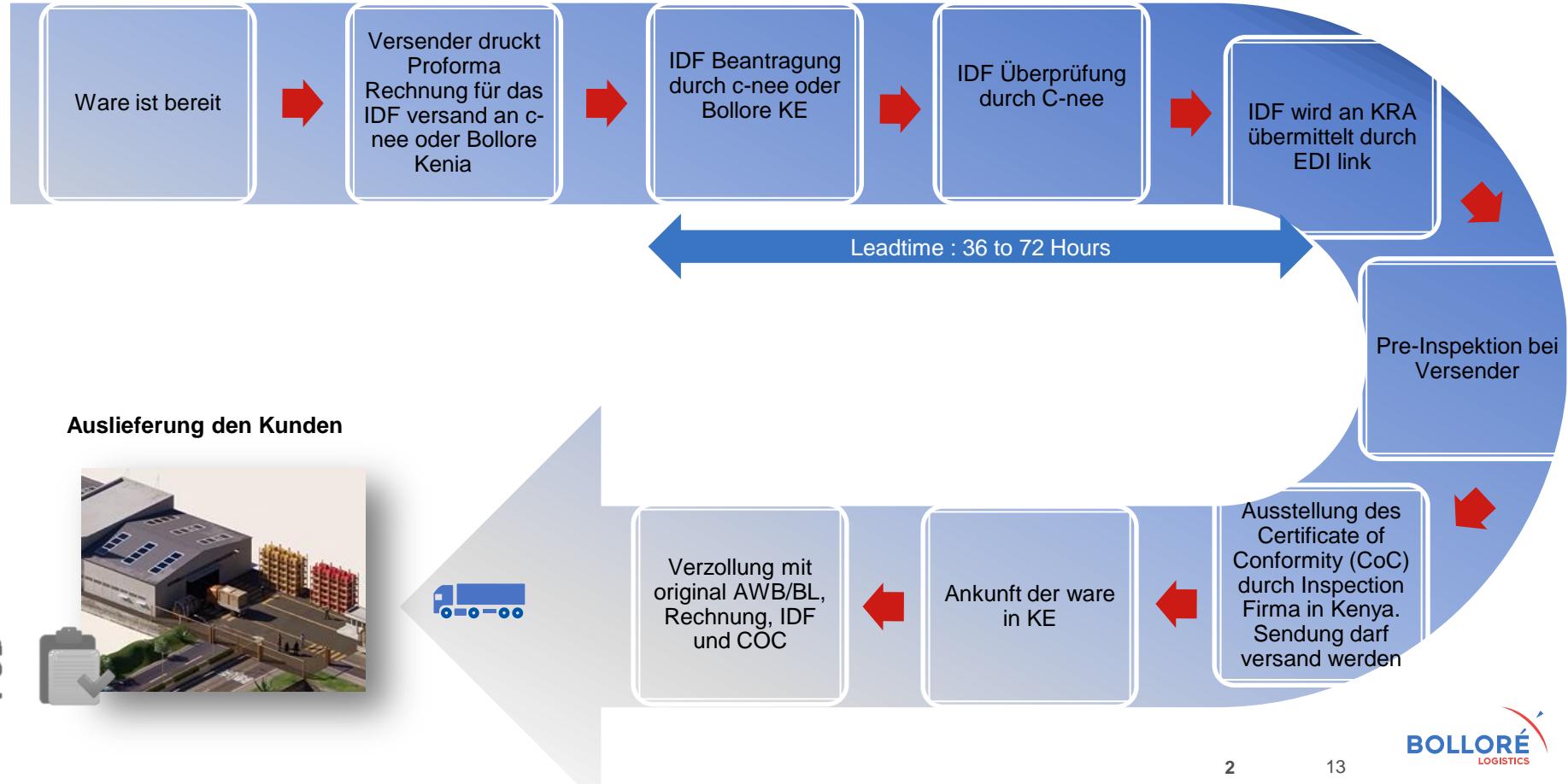
Any reference of a business is subject that information contained herein reflects the Company's business at the time of its issuance date and while the Business is officially authorized, it does not constitute an offer to sell or buy and its acceptance does not constitute a guarantee for a transaction being exercised, all rights and obligations under the transaction documents.

SGS PAPER  
13186



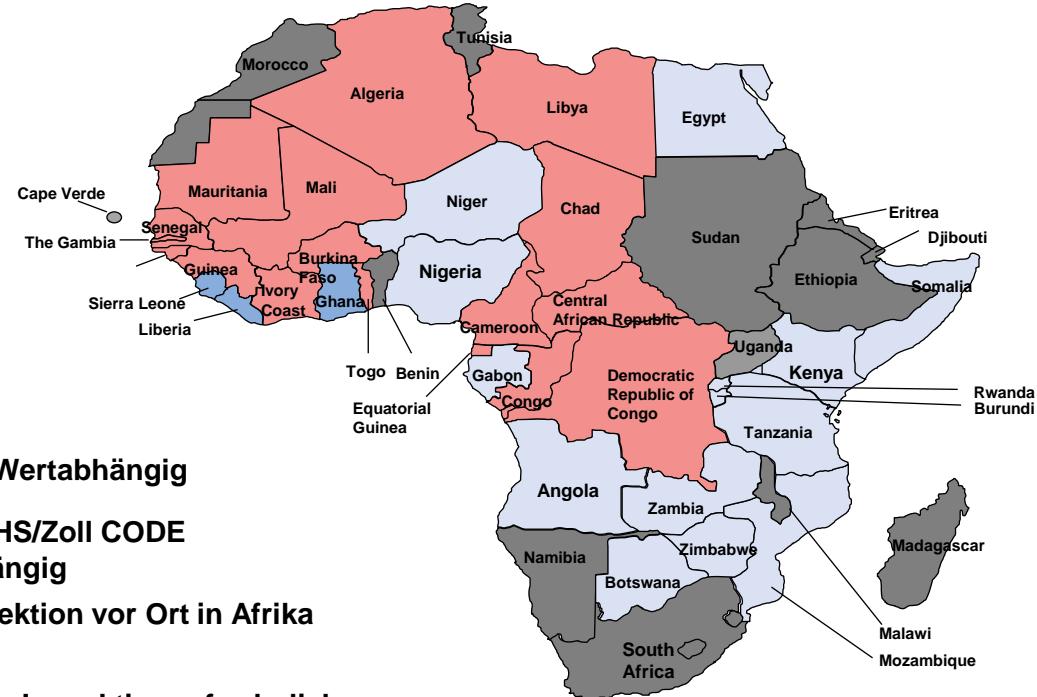
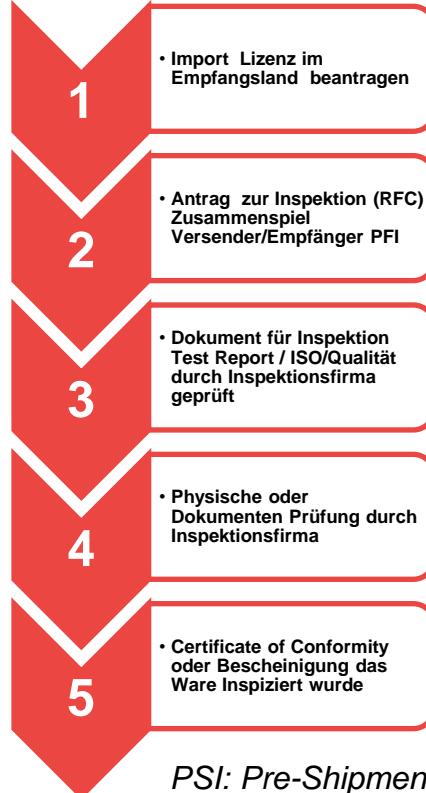
- In Englisch
- Importeurs / Exporteurs Adresse
- Versendungsdaten
- Warenbeschreibung und –menge
- Bestätigung des Standards
- Rechnungsdaten
- Erstellung auf Security Papier

# Process für Sendungen nach Kenia (Pre-Inspektion)



# Inspektion's Arten pro Land

## Genereller Prüfprozess



PSI: Pre-Shipment Inspection

Inspektionsfirmen für Afrika :SGS, Cotecna , Intertek, Bureau Veritas

# INSPEKTION'S FIRMEN FÜR AFRIKA

Countries	Named Companies
Angola	BIVAC, Cotecna, SGS
Algerien	BIVAC, Cotecna FR, CERTCO
Ägypten	SGS, BIVAC, Cotecna FR (Clothes)
Benin	BIVAC
Botswana	SGS, BIVAC
Burkina Faso	Cotecna
Burundi	SGS
Elfenbeinküste	BIVAC, Cotecna
Ghana	BIVAC, Cotecna
Kamerun	SGS
Kenia	SGS, BIVAC
Demokratische Republik Kongo	BIVAC
Republik Kongo	Cotecna
Liberia	BIVAC
Madagaskar	SGS
Malawi	Intertek GB
Mali	BIVAC
Mauretanien	SGS
Mosambik	Intertek GB
Niger	Cotecna
Nigeria	Intertek, SGS, Cotecna FR
Ruanda	Intertek GB
Sambia	BIVAC
Senegal	Cotecna
Sierra Leone	Intertek GB
Sudan	Control, Cotecna FR
Tansania	SGS, BIVAC
Togo	Cotecna
Tschad	BIVAC
Uganda	BIVAC
Zentralafrikanische Republik	BIVAC

# Zertifikate und Formulare am Beispiel Nigeria

**STANDARDS ORGANISATION OF NIGERIA SONCAP**

**Product Certificate**

**STANDARDS ORGANISATION OF NIGERIA CONFORMITY ASSESSMENT PROGRAMME**

Product Certificate No.: COFRP030465  
Issued to: KROHNE AG

Issue Date: 23 AUGUST 2011 Last Revised Date: 29 AUGUST 2012

Signature: *[Signature]*

SONCO.FRP - INTERTEST TESTING SERVICES INTERNATIONAL LTD. (ITSI)

SONCO manager (Intertek) *[Signature]*

Barcode: 4453818

Text at bottom left: "This Product Certificate is for the exclusive use of Intertek's Client and is provided pursuant to the agreement between Intertek and its Client, Intertek's responsibility and liability are limited to the terms and conditions of the agreement. Intertek assumes no liability to any party, other than to the Client, in accordance with the agreement, for any loss, damage or damage suffered by any party resulting from the use of this Product Certificate. Intertek is not responsible for any claim, demand or action arising from the use of this Product Certificate and shall only be liable to the Client for the cost of administration of the test, inspection, product or service more than the amount specified in the bill of lading."

Text at bottom right: "The Product Certificate cannot be used for Customs clearance purposes at Nigerian Ports. For this, another certificate called the SONCAP Certificate has to be obtained from the SONCAP Country Offices for every shipment of regulated products exported to Nigeria."

**NIGERIA CERTIFICATE OF VALUE** Form C 16

Stefanie Zolner  
of Krone AG, Böhmerwaldstr. 5, 93073 Neutraubling

"Manufacturer/Supplier/Exporter of the goods enumerated in this invoice amounting to 64.661,37 €

I hereby declare that I have the authority to make and sign this certificate on behalf of the aforesaid "Manufacturer/Supplier/Exporter and that I have the means of knowing and I do hereby certify as follows:

- That this invoice is in all respects correct and contains a true and full statement of the price actually paid or to be paid for the said goods, and the actual quantity thereof.
- That the goods mentioned in the goods mentioned in the said invoice has been or will be furnished to anyone.
- That no arrangement or understanding affecting the purchase price of the said goods has been or will be made or entered into between the said exporter and purchaser or by anyone on behalf of either of them either by way of discount, rebate, compensation or in any manner whatever other than as fully shown on this invoice.

DATED at Neutraubling this 10th day of June 2013

*A. Böhmert* *L.A. Zolner*  
(Signature) (Signature)

**CERTIFICATE OF ORIGIN**

Stefanie Zolner  
of Krone AG, Böhmerwaldstr. 5, 93073 Neutraubling

"Manufacturer/Supplier/Exporter of the goods enumerated in this invoice hereby declare that I have the authority to make and sign this certificate on behalf of the aforesaid "Manufacturer/Supplier/Exporter and that I have the means of knowing and I do hereby certify as follows:

- That all the goods mentioned in this invoice have been wholly produced or manufactured in as mentioned on invoice 31178603 attached
- That all the goods mentioned in this invoice have been either wholly or partially produced or manufactured in
- That as regards those goods only partially produced or manufactured,
  - the final process or processes of manufacture have been performed in
  - the expenditure in material produced and/or labour performed in calculated above the cost of materials in the case of all such goods is not less than 25 per cent of the factory or works costs of all such goods in their finished condition.
- That in the calculation of such proportion of material produced and/or labour performed none of the following items has been included or considered—
  - Manufacturer's profit, or remuneration of any trader, agent, broker or other person dealing in the goods in their finished condition; royalties; cost of outside packages, or any cost of packing the goods thereto; any cost of conveying, insuring, or shipping the goods subsequent to their manufacture.

DATED at Neutraubling this 10th day of June 2013

*A. Böhmert* *L.A. Zolner*  
(Signature) (Signature)

Note:  
 (1) The person making the declaration should be a principal or a manager, chief exec., secretary, or responsible employee.  
 (2) The place or country of origin of imports is that in which the goods were produced or manufactured and, in the case of partly manufactured goods, the place where the last operation, referred to any appreciable extent the character, composition and value of goods imported into that country.  
 (3) In the case of goods which have at some stage entered into the commerce of, or undergone a process of manufacture in a foreign country, the place of manufacture or the place where the goods were packed or added to the goods after their return to the exporting territory, shall be regarded as the produce or manufacture of the territory in calculating the proportion of labour and material in the factory or works costs of the goods.

(4) Date the inapplicable.

Enumerate the following charges and state whether each amount has been included in or excluded from the selling price to purchaser:

(1) Cost of packing .....	Amount in currency of exporting country .....	State if included in selling price to purchaser .....
(2) Freight .....	428,91 €	Included
(3) Insurance .....	8.790,00 €	Included
(4) Commissions (including head office); confirming house and buying commission .....		
(5) Other charges .....		

**CENTRAL BANK OF NIGERIA FORM SUBMISSION** ORIGINAL Page 1 of 1

FOREIGN EXCHANGE (MONITORING AND MISCELLANEOUS PROVISIONS) DECREE 1995

Form M (Application to Import)  
VALID FOR FOREX PREFIX BANK YEAR NUMBER APPLICATION NUMBER  
YES BA DST 2013 0013642 MF20130074309  
END OF VALIDITY 27/06/2014

1. Name and Address of Applicant's Banker (Authorised Dealer)  
Zenith Bank Nigeria Branch Details 000017 Headquarter

2. Applicant's Name and Address  
KRONES LCS CENTER WEST AFRICA LTD, PLOT 7A, ACME ESTATE, OGBA IND. SCHEME, IGLA, LAGOS, NIGERIA, LAGOS, NIGERIA

3. Beneficiary's Name and Address  
KRONES AG BÖHMERWALD STR. 5-93073 NEUTRAUBLING - GERMANY

10. Applicant's State Code and Name 11. Beneficiary's Phone 12. Beneficiary's Fax  
15 LAGOON 495401704476 49540170914475

13. Beneficiary's Email import@krones.com

14. By Order of

15. General Description of Goods SPARE PARTS USED IN THE BREWERY INDUSTRY  
16. Net Weight 17. Gross Weight 18. Total Number of Items  
0.000 0.000 1

19. Air Ticket Number 20. Airline 21. Route

22. ITEMS

No.	HS code	Description of Goods	St. of Goods	Sectoral Purpose	Packages	Gross Qty	Type	Net Wt.	Unit of Meas. Qty	U. Price	FOB Value	Freight, Chrg. (A.U.)
1	6422900000	DISTRIBUTOR COUPLED, NV/100 2 LEVELS	N	AD103	1	PE	1	1.000	U	25.205,00	25.205,00	2,560,00
22	Total FOB Value	24. Total Freight Charge	25. Total Ancillary Charge	26. Insurance Value	27. Currency Code	28. Exchange Rate	29. Total FOB Value in Figures	30. Source of Funds	31. Proforma Inv. No.	32. Proforma Inv. Date	33. Payment Date	34. Payment Mode
	25.303,05	2,560,00	50,00	6,269,754,70	12/06/2013	204,5175	27,865,05	C.B.N FUNDS	31178636	12/06/2013		35. Transfer Mode
											36. TOD CPR	37. Settlement Date
34	Payment Mode	35. Transfer Mode	36. TOD CPR	37. Settlement Date								
35	Bank for Collection	36. Transfer Mode	37. Settlement Date									
36	Mode of Transport	38. Country of Origin	39. Country of Supply	40. Port of Discharge	41. Port of Loading	42. Port of Loading	43. Customs Office					
37	Air transport	DE, Germany	DE, Germany	WOLDO	WOLDO		D1841 MUHAMMED MURTAZA					
38	Despatched Bank							44. Inspection Agent				
39	Zenith Bank						DIT710	Global Scan				

46. Applicant's Endorsement  
Full Name: KRONES LCS CENTER WEST AFRICA LTD. Stamp, Signature & Date 12/06/2013

47. Authorised Dealer's Endorsement  
Full Name: CHINWENDU ERINNE Zenith Bank Stamp, Signature & Date 12/06/2013

# Waiver Forschriften pro Land für Seefracht

Country	Port of Destination	Company
Angola	Luanda / Lobito	ASA, Hamburg
Benin	Cotonou *	Phoenix, France
Burkina Faso	Ouagadougou	CBC
Cameroun	Douala	Phoenix, France
Chad	Ndjamena	Antaser Afrique
Congo, Dem. Rep.	Kinshasa / Matadi / Boma	ASA, Hamburg
Congo, Rep.	Pointe Noire	CCC
Elfenbeinküste	Abidjan	OIC
Ghana	Tema	Antaser BVBA
Gabun	Libreville / Port Gentil	CGC + M&S
Guinea	Conakry	Antaser BVBA
Guinea-Bissau	Bissau	Antaser BVBA
Madagascar	Toamasina	SGS
Mali	Bamako	Antaser BVBA
Mozambique *	Maputo	Phoenix, France
Niger	Niamey	ASA, Hamburg
Nigeria	Lagos / Apapa-TinCan Island	-
Tanzania *	Dar Es Salaam	Antaser Afrique
Togo	Lome	Phoenix, France
Senegal	Dakar	Oscar Ott
Zentral Afrikanische Rep.	Bangui	Antaser BVBA

\* momentan ausgesetzt ! Bitte anfragen !

A brand of



**Wolfgang Busch**

Africa Business Development Director

*Bolloré Logistics Germany GmbH*

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