



THE HISTORY OF AEO

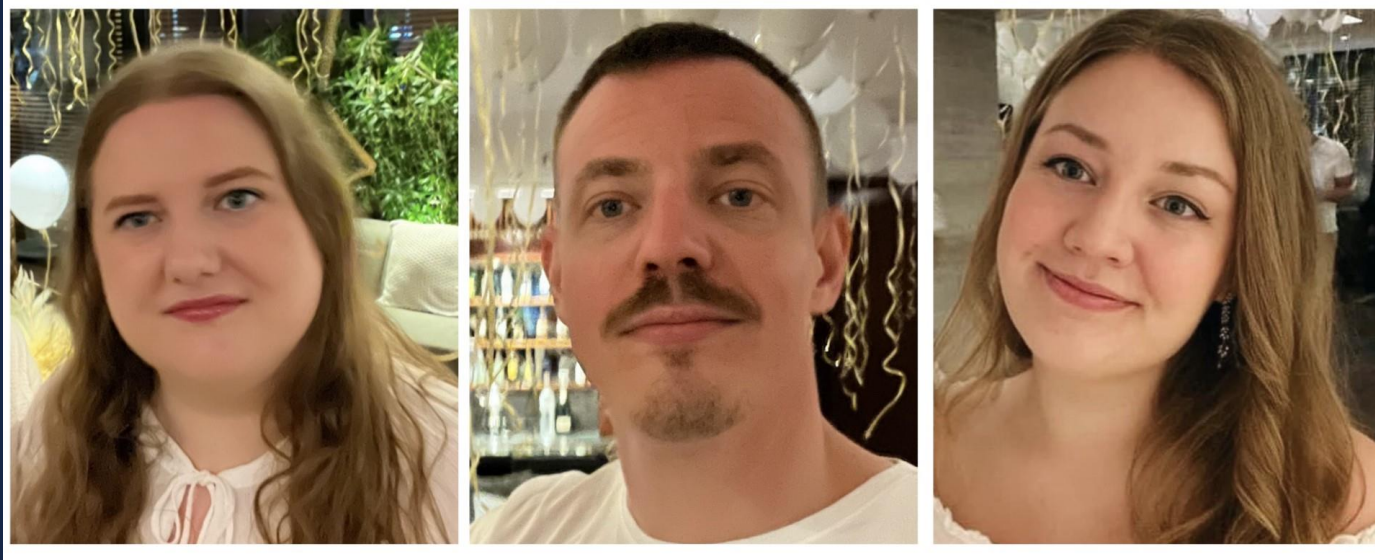
AN EPIC STORY ABOUT
PARTNERSHIP AND TRUST

THE AEO PROGRAMME THROUGH HISTORY



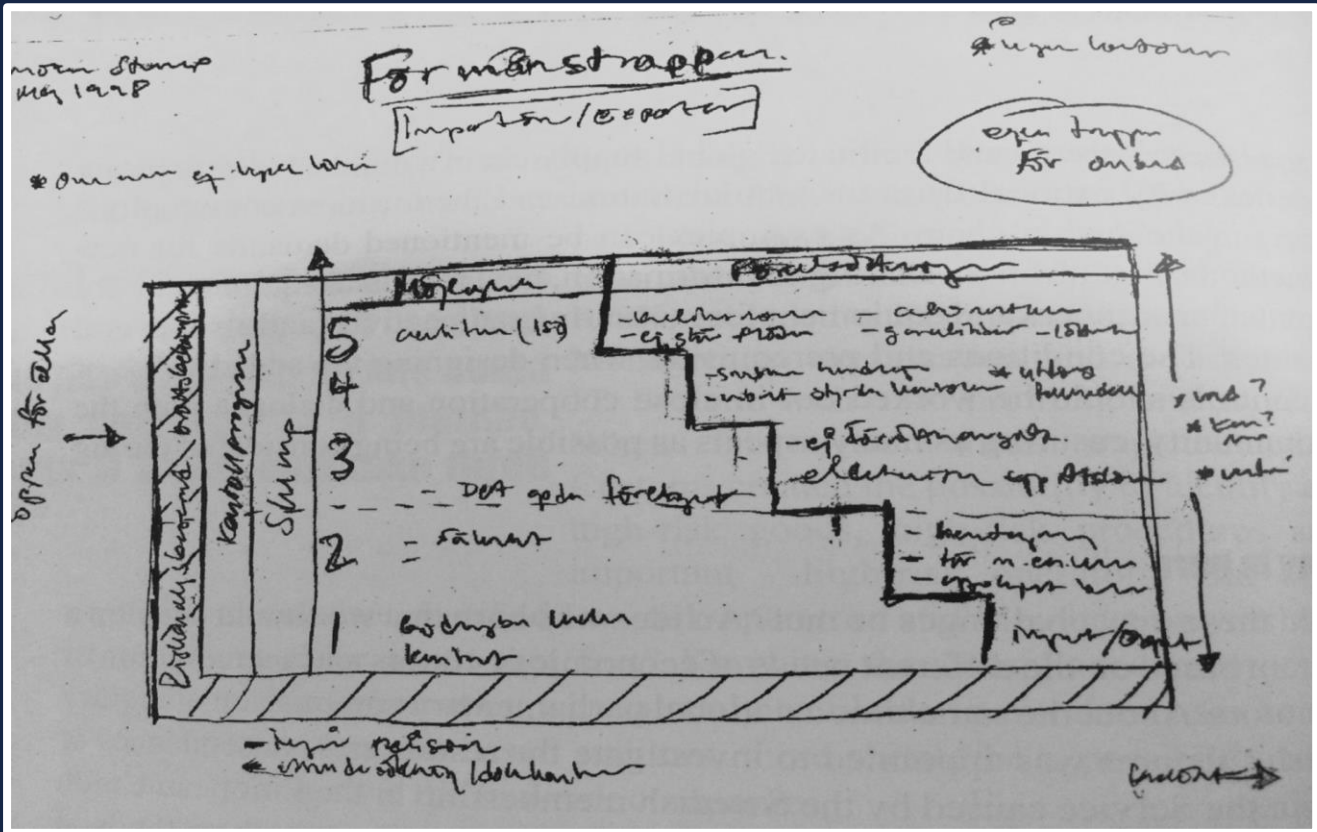
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THE STORY BEGINS

ONCE UPON A TIME



DESIGN AND DEVELOPMENT 1997-1998
 1st AEO PILOT COMPANIES 1999
 OPERATIONAL 2000
 1st MUTUAL RECOGNITION AGREEMENT 2000
 FIRST AEO COMPANIES: IKEA & AKSO NOBEL



2003



2002



2000



AEO today

WCO SAFE FRAMEWORK OF STANDARDS 2005



WORLD CUSTOMS ORGANIZATION



120 Programs

<100 MRAs

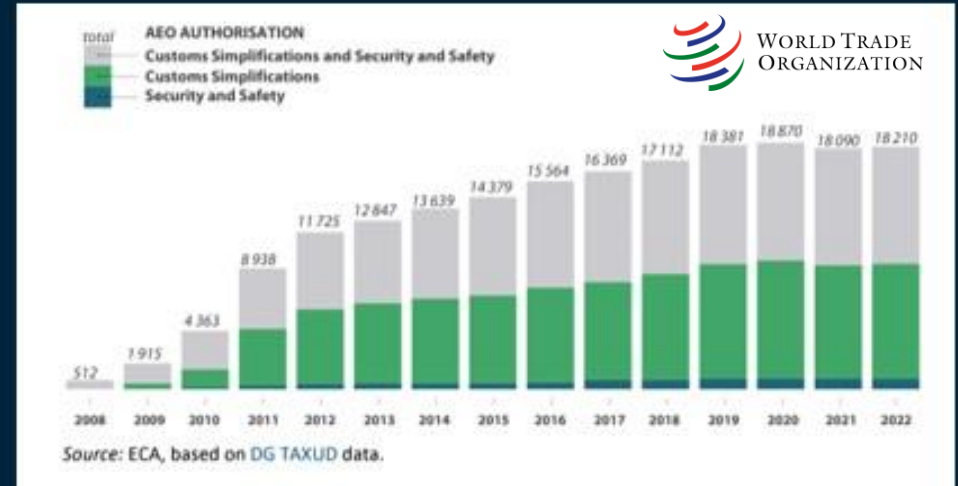
>100,000 Trusted Traders

90% Inclusion of World trade



EU AEO

- 74% of total EU imports
- 83% of total EU exports



THE BASIC PRINCIPLES

THE TEN PRINCIPLES OF AEO

AEO TEN BASIC PRINCIPLES

- Voluntary
- Partnership
- Trust
- Risk Management
- Trade Compliance
- System based controls
- One Stop Shop (CBM)
- Tiered benefits
- Accreditation
- Monitoring and Evaluation

OUR LEGACY

THE CHALLENGE OF EARLY ADOPTERS

SPEED
PREDICTABILITY
COST
SERVICE

NEW BENEFITS



FROM AEO TO 2.0 TO 3.0

DIGITAL AEO AND TRUSTED TRADER CONCEPTS FOR ALL

AEO → AEO 2.0 → AEO 3.0

THE EVOLUTION OF AEO

GLOBAL SISTER CONCEPTS
MUTUAL RECOGNITION (MRA)
NEW TYPES OF BENEFITS
COMPLIANCE MANAGEMENT
VALIDATION TO MONITORING

1

DIGITAL AEO
ONE STOP SHOP (CBM)
REGIONAL PROGRAMMES
SUPPLY CHAIN STAKEHOLDERS
MULTIAGENCY PROGRAMMES

2

NOW

AEO++
TRADE SUPERHIGHWAYS
TRUSTED TRADE LANES
DIGITAL TRADE CORRIDORS
SMART BORDERS
SMARTER RISKING

TOMORROW

DIGITAL AEO

OPTIMIZING AEO
DATA IS THE GAME CHANGER

PAPERLESS AEO MANAGEMENT (SaaS) Ex. AEO CAM by MAERSK

Prepare Compliance

The interface displays a tree view of 'Compliance Criteria' with sub-items like '1.1 General company information' and '3.8 Documentation security'. A 'Description' table shows 'SOP-loading of goods.docx'. A 'Supply chain flow' map shows a path from 'USA' to 'Exporters: Miami' to 'Main transport mode: G2' to 'Bourbon whistley'. A 'Supply chain partners' list includes 'Name: AA Global Trade Ltd.', 'Name: Herakly Exports Inc.', 'Name: Atlantic Shipping Ltd.', and 'Name: KIP Customs Service AB'.

DEFINE

DEVELOP

LINK

Risk Management

The interface shows 'Identify Risks' with criteria for safety and security. 'Analyze Risk' details include 'Probability: Medium', 'Consequences: Minor', 'Quantified value: 10000', and 'Threats strategy: Theft'. A 'Risk Heat Map' shows a grid of risk levels from 'Very High' to 'Very Low' across 'Probability' and 'Consequence' axes.

IDENTIFY

ANALYSE

TREAT

MONITOR

Manage Compliance

The dashboard shows 'Organizational Constraints' with indicators for 'COMPANY INFORMATION', 'COMPLIANCE RECORD', 'ACCOUNTING AND LOGISTICS SYSTEMS', 'FINANCIAL VIABILITY', 'PRACTICAL STANDARDS OF COMPETENCE OR PROFESSIONAL QUALIFICATIONS', and 'SAFETY AND SECURITY'. A 'Compliance Plan' table lists tasks like 'Business partner review', 'Review Classification process', 'AEO Validation - Customer risk', 'IT system audit', 'Security breach at ABC', and 'Review audit final procedures'.

IDENTIFY

ACT

FOLLOW-UP

Business Partner Management

The dashboard shows 'Business Partners' with a search bar and filters. A 'Security Status' section displays a flow from 'Declaration Sent' to '2nd Reminder' to 'Approved'. A 'MONTHLY THROUGHPUT' chart shows data from 2019-12 to 2020-03.

REVIEW

SEND

RECEIVE & APPROVE

MONITOR

Benchmarking

The interface displays a 'Risk Status' bar chart with 'Identified', 'Analyzed', and 'Planned' categories. An 'Incidents' line chart shows trends from 2019-12 to 2020-03. A 'Procedures' radar chart compares 'Safety and security', 'Practical standards', 'Accounting and logistics system', and 'Financial viability' against benchmarks.

MAINTAIN

BENCHMARK

Demonstrate your compliance

The interface shows 'Company Submissions' with a search bar and a table of submissions. A 'RISK REGISTER' table lists risks such as 'Supply Chain risk', 'Access cards', 'Routine for checking incoming goods', 'Finance risk', 'Start risk', 'Routine for checking incoming goods', 'Warehouse security risks AEO status', 'Security status of Business Partners below AEO standard', and 'Example Finance risk'.

TRACEABILITY

EFFICIENCY

TRANSPARENCY

AEO++

NEXT STEP

EU CUSTOMS REFORM



TIMELINE



EU Trust and Check

- EU Customs Code reform, part of the EU Customs Reform
- Extending the AEO program with a Trust and Check category for the most trusted traders
- Trust and Check Trader status is granted by the **EU Customs Authority** – following consultation with other authorities, and after **assessing the audit of the competent national authority**
- Trust and Check traders shall provide real-time access to appropriate and relevant data on movement of goods and compliance records
- Approved traders will enjoy centralized clearance
- EU Customs Data Hub – linked with the EU Customs Single Window – will in the long-term replace national Customs IT-infrastructure and is expected to be available from 1 January 2029 (fully operational by 31 December 2032).

AEO++



THE FUTURE

GLOBAL CONNECT



PASSPORT FOR GOODS



Maersk Customs Services
Global Fast Pass



**Authorised Economic Operator (AEO)
Is the new passport for goods:**

- Trusted Trader Programmes
- Trusted Trade Lanes
- Digital Trade Corridors
- Prosperity Zones
- Global Fast Pass
- Trade SuperHighways
- New ESG Supply Chain Regulations

AEO is the only holistic global certification status for trusted traders



“I DONT NEED TO DREAM, I AM THE DREAM”

SEAMLESS GLOBAL TRADE FOR TRUSTED TRADERS

IT IS ALL ABOUT MUTUAL BENEFITS



HAPPY BIRTHDAY

A CAKE FOR BRAZIL



“Ideia do OEA é sair do controle individual da transação”

A importância do Operador Econômico Autorizado (OEA) tem sido discutida com maior ênfase nos últimos meses, sobretudo em razão do controle mais moderno do governo, e nos próximos meses tende a ganhar maior destaque, uma vez que o governo se empenha para implementar o modelo brasileiro em curto prazo. Sobre a importância do OEA para o Brasil, o **Sem Fronteiras** trouxe informações com o primeiro representante do programa, Luis Karlsson, que assume diversas funções na Administração Aduaneira da Suécia, sua país natal, e na Organização Mundial do Comércio (OMC), como diretor de “Capacity Building”, por cinco anos, idealizador do conceito “Stalwart”, na Suécia, Karlsson criou o primeiro modelo de programa de Operador Econômico Autorizado.

Sem Fronteiras – Dece e lançamento de proposta do OEA, como percebe a evolução pelo mundo?

Luis Karlsson – O conceito se desenvolveu pelo mundo de diversas formas, mas a grande mudança é que muitos países estão tomando muito mais atitudes entre governo e setor privado ao mesmo tempo, e quando isso acontece, basicamente como se observamos na Suécia, os benefícios aumentam tanto para o governo como para o setor privado, porque você pode conectar diferentes sistemas uma ao outro.

Que vantagens poderia destacar para o Brasil em ter o seu modelo de OEA?

É muito importante para o Brasil e que cubra todos os processos, não só



14/08 - 10/09/2014

WCO news

From red tape to red carpet: how the Brazilian AEO Programme has brought Customs procedures to an entire new level

By Patricia Coelho, Customs Translations Coordinator, Brazilian Customs Headquarters

The Brazilian Customs Executive (SECEX) Programme was the first of its kind introduced and accepted in the world. Indeed, since its debut, the programme has received many positive assessments. Among other things, an increasingly important element, there has been the single, technical and financial support provided by private sector entities working jointly, and it was backed by high-level officials from the Customs management team and the national government.

In Brazil, the AEO Programme has brought institutional order and its implementation is followed closely by the President's Cabinet. The Programme will improve the legal framework that is in place. With the WCO leading the charge, Brazil's leaders for trade trade, have "red carpet" for the year ahead. Brazilian Customs Director Rodolfo de Souza is proud to have the first sign on the Brazilian AEO Programme's success story.

Benefits and recognition

The Brazilian AEO Programme is based on the provisions of the WCO SAFE Framework of Standards to Secure and Facilitate Global Trade, which offers a set of standards for the security of the supply chain. It offers the highest level of recognition and is highly valued by AEO Companies. These contributions are recognized globally.

AEO Status certification means that importers, exporters, freight forwarders, cargo agents, bonded warehouse operators, importers and Customs warehouses have engaged work processes which clearly demonstrate that they conform with the global security change throughout the supply chain that has been introduced.



ADVISE GOING FORWARD

WHAT TO THINK ABOUT?

GOVERNMENT

- UPDATE AEO EVERY 5 YEARS
- INCREASE THE BENEFITS
- MEASURE MORE
- DO TRUSTED TRADE LANES

TRADE

- MAKE YOUR AEO DIGITAL
- DRIVE TRADE COMPLIANCE
- UTILIZE AEO BENEFITS
- HIDDEN BENEFITS
- CONNECT AEO



THE FINAL QUESTION

AT THE END OF THE DAY



DO YOU TRUST ME?

Trust is the glue of life.
Trust. But verify.

Ronald Reagan

ALL PHOTOS USED WITH PERMISSION

Thank you for your attention

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IMPROVING LIFE FOR ALL BY INTEGRATING THE WORLD

