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**CUSTOMS  
COMPLIANCE**

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**TRADE  
COMPLIANCE**

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**ARTIFICIAL  
INTELLIGENCE**



**ALWAYS  
THE RIGHT  
DECISION**

# LEADING WORLDWIDE

# CUSTOMS AND TRADE COMPLIANCE

# SOFTWARE SOLUTIONS

Multinational companies are facing greater compliance challenges when addressing the continuously evolving international legal requirements. Customs and trade compliance management has a significant impact on production locations, purchasing decisions, delivery times, cost savings and competitive advantages. Thus, it is crucial to establish processes that are accurately, effectively, and efficiently managed utilizing proven global IT solutions.

MIC is the leading worldwide provider of global customs and trade compliance software solutions. Founded in 1988, MIC is the only privately owned and financially independent global software vendor in the international customs and trade compliance arena.

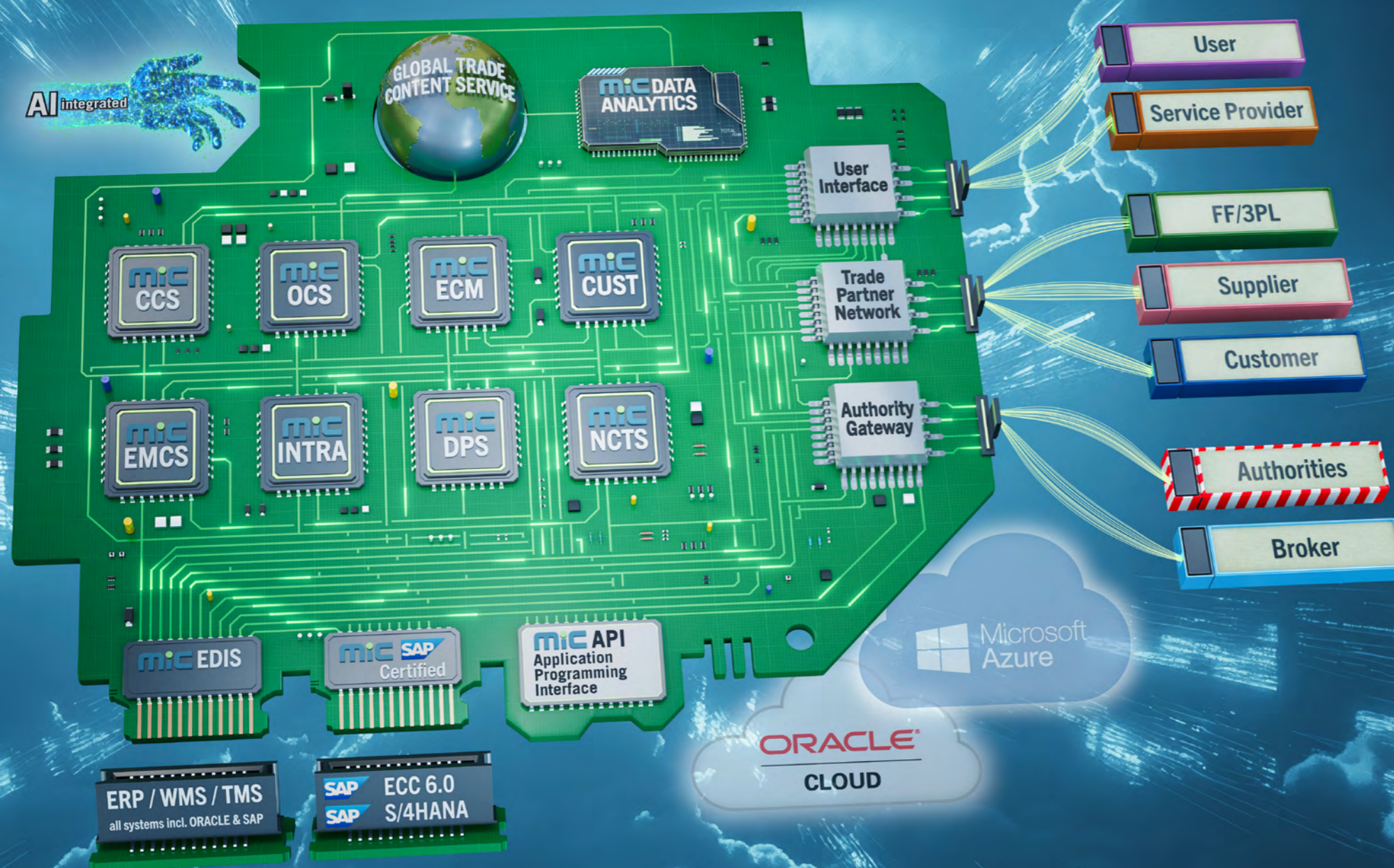
This enables us to stay agile and responsive, giving us a significant competitive edge in today's rapidly evolving, fast-paced environment. With a dedicated team of over 600 employees across the globe and an annual growth rate of 15%, we have established ourselves as a trusted partner in the industry.

#### **MIC Group Management**

from left: Ursula Schöneborn-Siligan (CFO), Stefan Derntl (COO), Rainer Roll (CCO), Alfred Hiebl (CEO)



# SETTING STANDARDS IN GLOBAL TRADE MANAGEMENT



Whether it is for a multinational corporation with hundreds of daily foreign trade transactions, a mid-sized enterprise with a high import/export load, or a logistics provider, MIC offers a single Global Trade Management (GTM) software solution to meet the needs of companies of any size in any industry that require international customs and trade compliance management.

MIC has become a global benchmark for quality in its area of expertise. We provide our customers with a high-quality, user-friendly web-based Software-as-a-Service (SaaS) suite on a single technological platform: one GTM system, one user interface, and one consistent maintenance and support service – globally. Our maintenance services comply with the latest regulatory standards, and our support services offer guaranteed response and resolution times, ensuring smooth and efficient operations.



MIC is ISO/IEC 27001:2013 certified

# 1000+ CUSTOMERS IN 55+ COUNTRIES ON 6 CONTINENTS

Our success is defined by the satisfaction of our customers, which is largely driven by our long-standing commitment, service, and partnerships with them. The following internationally operating companies have been clients of MIC, many for over two decades:

Agilent Technologies • Aptiv • Aston Martin • Audi • Auto Alliance Thailand • Atmus • Bentley • BioNTech • Blum • BMW Group • Böhlinger Ingelheim • Brose • BSH Hausgeräte • Buckland Customs Brokers • CATL • CATTs • Chemours • CNH Industrial • Coty • Crane Worldwide Logistics • Daimler Truck AG • DHL • Doka • Dolby • Electrolux • Emerson • ExxonMobil • EY • Fiat Chrysler Automobiles • Fiege • Fiskars • Flender • Ford • Gebrüder Weiss • General Motors • Glock • Hager Group • Hawle • Hellmann • Hewlett Packard • Hilti • IKEA •

Imperial Brands • Infineon • IVECO • Ivoclar • Japan Tobacco International • Kawasaki • Keysight • Klöckner Pentaplast • Lagermax • Lear Corporation • Lidl • Liechtensteiner Post • Liebherr • Lippert • Livingston • Logwin • L'Oréal • Magna Steyr • MAN • Mayr Melnhof • Melexis • Mercedes Benz AG • Metro • Mettler Toledo • Migros • MetsäBoard • Mondelez International • Mubea • Nissan • Nokia • Novartis • Österreichische Post • Panasonic • Parker Hannifin • Polestar • Procter & Gamble • Primark • PSA Peugeot Citroën •

Ravago • Red Bull • RHI AG • Robert Bosch AG • Rosenberger Group • RUAG • SAPPI • Sandoz • Scania • Schweizer Post International • Siemens AG • Sigma Aldrich • Signata • Stellantis • Stora Enso Timber • Swarovski • Swissport • Sylvamo • Syngenta • Trench • Tyco Electronics • UBS • Valeo • Vitesco • Volkswagen Group • Volvo Cars Corporation • Volvo AB • Wacker Neuson • Wego • Wolford • Woodgrain • Zalando • ZF Friedrichshafen and many more

# USER FRIENDLY CUSTOMS TARIFF AND EXPORT CONTROL CLASSIFICATION



The most fundamental task in international trade is determining the correct customs tariff and export control classifications for a product. In a multinational environment, with multiple national tariffs, commodity lists, languages, complex interpretive notes and preferential duty rates, classification is quite difficult to manage. This leads to inconsistencies which are “red flags” to authorities, resulting in costly fines and penalties. To avoid this, a central and standardized product classification process is essential.

MIC’s Central Classification System (MIC CCS) offers a cost-effective solution for the determination, assignment and validation of customs tariffs and export control classifications according to national customs tariffs and export control commodity lists. MIC CCS provides a well-structured and user-friendly solution for managing the entire product classification process on a global scale.

**MIC CCS for determination, assignment and validation of customs tariffs and export control classifications**

## BOOSTING ACCURACY AND EFFICIENCY WITH MIC’S AI CLASSIFIER

As the software sector increasingly embraces AI technologies, MIC has unveiled a cutting-edge AI-powered solution for customs tariff classification.

The AI Classifier incorporates various features to reduce manual effort while enhancing the speed, efficiency, and accuracy of goods classification. Foundation models that are in addition specifically fine-tuned on the company’s historical classification data, country specific customs tariff content as well as binding tariff information, are leveraging this knowledge to recommend the most accurate tariff number each time. Region mapping, also known as cross classification functionality, enables users to assign tariff numbers across multiple classification regions based on existing data. Chatbots, that leverage advanced natural language processing and computer vision capabilities, are a key feature of MIC’s AI-driven classification tool, enabling users to interact intuitively with customs tariff content and significantly improve productivity.



# FTA

## ORIGIN CALCULATION TO IMPROVE COMPETITIVENESS

### USING FREE TRADE AGREEMENTS AS A STRATEGIC MANAGEMENT TOOL

A **Free Trade Agreement (FTA)** is a treaty between two or more countries to facilitate trade and remove trade barriers. It aims to eliminate customs tariffs and to create an open and competitive international marketplace.



# € 15,000,000,000

EU exporters could save an estimated 15 billion Euros annually if they made full use of the preferences offered by all EU FTAs.

### FOR BUSINESSES COMPETING GLOBALLY, THE UTILIZATION OF FTAS NEEDS TO BE A STRATEGIC MANAGEMENT TOOL.

Yet approx. **75 % OF THE COMPANIES** are not aware of the large number of FTAs available and are therefore not able to benefit from them.

## TAXES AND DUTIES

**Taxes and duties are critical inputs in supply chain network design as they impact:**

- ▶ overall costs
- ▶ sourcing decisions
- ▶ production strategies
- ▶ and ultimately competitiveness

## AN EXAMPLE FROM THE AUTOMOTIVE INDUSTRY

By expanding vehicle production for the EU market to South Africa, it is possible to achieve tariff savings under the EU-South Africa agreement so large that they cover a substantial part of the related investment costs in the first year alone.



### AS A RESULT,

vehicles can be offered more competitively on the EU market, which likely increases the demand for these vehicles. This also leads to a higher demand for engines or transmissions from EU suppliers which deliver to the production plant in South Africa, and thus also secures or even increases jobs in the EU.

Nowadays there are more than **400 FTAs** in use around the world, which are often complex and hard to handle without knowledge, resources, and automated processes.

### This is where Global Trade Management software solutions play a vital role.

By automating these FTA processes the compliance is further ensured in day to day operations, thereby ...

- ▶ reducing risks
- ▶ saving time
- ▶ optimizing resources
- ▶ and giving sufficient space to work on strategy



Even in the supply chain planning phase FTAs need to be considered in the **simulation of sourcing and production scenarios** to illustrate potential for cost optimization and increased competitiveness. This can only be achieved with digitization strategies that allow such analytical approaches and that ensure compliance in execution.

**MIC'S ORIGIN CALCULATION SYSTEM**  
OCS PROVIDES THE NECESSARY TOOLS TO MANAGE THE ENTIRE PROCESS FOR FTAS AROUND THE WORLD.



# MINIMIZING RISKS WITH EXPORT CONTROL MANAGEMENT

Export control compliance is a challenging task for exporting companies. Global supply chains are constantly at risk because companies must adhere to numerous regulations which are quite complex and change frequently. This includes export control classification, checking sanctions lists and embargos, determining licensing requirements (including license management), as well as checks of end use, dual-use and/or end users. Therefore, commitment to export control compliance and effective risk management requires the use of appropriate software tools.

MIC's Export Control Management (MIC ECM) allows central management of all company transactions under export control law and detailed checks of business transactions with respect to the relevant regulations. Clear status information and comprehensive check reports for each transaction ensure a complete and consistent audit trail. This includes screening persons and organizations involved against different sanctions lists, identifying embargo restriction and licensing requirements for the goods in consideration of dispatch and destination country, and documenting end use and end users. Our solution for Ultimate Beneficial Owner (UBO) screening seamlessly integrates with Dow Jones' SCO content, Moody's or D&B contents.

**MIC ECM allows central management of all company transactions under export control law**



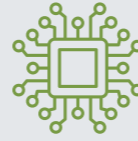
# CUSTOMS FILING: OPTIMIZED GLOBAL CUSTOMS MANAGEMENT

Every country has different customs and trade regulations. From the European Union Customs Code (UCC) to Canadian CSA processes to the US ACE or Thailand FZ requirements, our solutions help clients leverage the similarities within global customs law and standardize global business processes on a single technology platform designed for global cross border trade. By understanding the intricacies of regional regulations, MIC is poised to assist clients in automating global requirements.

Unique in the world: MIC-CUST® offers a consistent international customs and trade compliance software solution for customs filing – for more than 55 countries. This gives companies the power of automatic electronic import and export clearance processes, including special customs regimes and inventory management. It also provides the ability to generate the import customs declaration in one country from export data of another country – a special advantage for intercompany shipments!

MIC-CUST® allows for easy electronic transfer of data to third parties (e.g. brokers, forwarders). Configurable return interfaces to MIC-CUST® are provided for the customs declarations made by third parties to ensure transparency, control and proactive broker management. This not only reduces errors and increases compliance through higher data quality but will also reduce the effort and costs needed from these third parties. A preferred option is simply to give these third parties direct access to the MIC system and eliminate the need for integration altogether.

# UNIQUE IN THE WORLD: MIC-CUST®



## MIC-CUST® MODULES

MIC-CUST® offers the largest coverage in the GTM market regarding direct electronic connectivity with national customs authority systems in countries where this is available. This results in elevated efficiency, transparency, legal certainty and eliminates the need to invest in country-specific IT solutions – saving our customers time and money.



### ERP

- ▶ Order data
- ▶ Advanced Shipment Notification (ASN)
- ▶ Receipt of goods
- ▶ Invoices
- ▶ Address data etc.

#### MIC-CUST® IMPORT

- ▶ Manages Customs Import Declaration clearance processes
- ▶ Calculation of customs value
- ▶ Automatic calculation of taxes and duties (landed cost calculation)
- ▶ Electronic Transit Procedure MIC NCTS
- ▶ Check of quotas

#### MIC-CUST® ADDITIONAL SOFTWARE FEATURES

- ▶ Global Trade Data Chain
- ▶ Guarantee Management
- ▶ Temporary Storage
- ▶ Recalculation
- ▶ Port Communication System Integration



### AUTHORITIES

Automated import and export customs declarations for numerous countries:

#### North America

Canada · Mexico · United States

#### South America

Argentina · Brazil · Colombia

#### Europe

Austria · Belgium · Bulgaria · Croatia · Cyprus · Czech Republic · Denmark · Estonia · Finland · France · Germany · Greece · Hungary · Ireland · Italy · Latvia · Lithuania · Luxembourg · Malta · Netherlands · Norway · Poland · Portugal · Romania · Serbia · Slovakia · Slovenia · Spain · Sweden · Switzerland · Türkiye · United Kingdom

#### Africa

Egypt · Mozambique · South Africa

#### Asia

China · Dubai · India · Indonesia · Japan · Malaysia · Pakistan · Qatar · Russia · Saudi Arabia · Singapore · South Korea · Taiwan · Thailand · Vietnam

#### Australia

Communication with authority system (EDI, XML, paper, broker)

Communication with freight forwarders and customs brokers

#### MIC-CUST® SPECIAL CUSTOMS PROCEDURES

- ▶ Support of numerous special customs regimes all over the world (e.g. **Bonded Warehouse, Inward Processing Relief, Free Zones, Foreign Trade Zones, Duty Drawback, IMMEX-Maquiladora, Automotive Fiscal Deposit, Processing Trade**, and many more)
- ▶ Complete audit trail
- ▶ Inventory management

- ▶ Bill of Materials
- ▶ Stocks Movement (e.g. free circulation, re-export, scrap, waste)
- ▶ Inventory Reconciliation etc.

#### MIC-CUST® EXPORT

- ▶ Manages Customs Export Declaration clearance processes
- ▶ Fully integrated export control management
- ▶ Electronic Transit Procedure MIC NCTS
- ▶ Check of licenses

- ▶ Advanced Shipment Notification (ASN)
- ▶ Invoices
- ▶ Address data
- ▶ Delivery note etc.



### SUPPLIERS

- ▶ Article data
- ▶ Address data
- ▶ Order data
- ▶ Bill of Materials etc.

#### MIC OCS ORIGIN CALCULATION

FTAs: USMCA, EU, ASEAN etc. Management of supplier declarations & certificates of origin for goods

#### MIC CCS PRODUCT CLASSIFICATION

Part master data administration, automated global customs tariff and export control classification

#### MIC ECM EXPORT CONTROL MANAGEMENT

Denied Party Screening, screening against goods and country lists, determination of licensing requirements



### FREIGHT FORWARDERS

### CUSTOMS BROKERS

# SOFTWARE SOLUTIONS FOR INTRASTAT AND EXCISE TAX IN THE EU



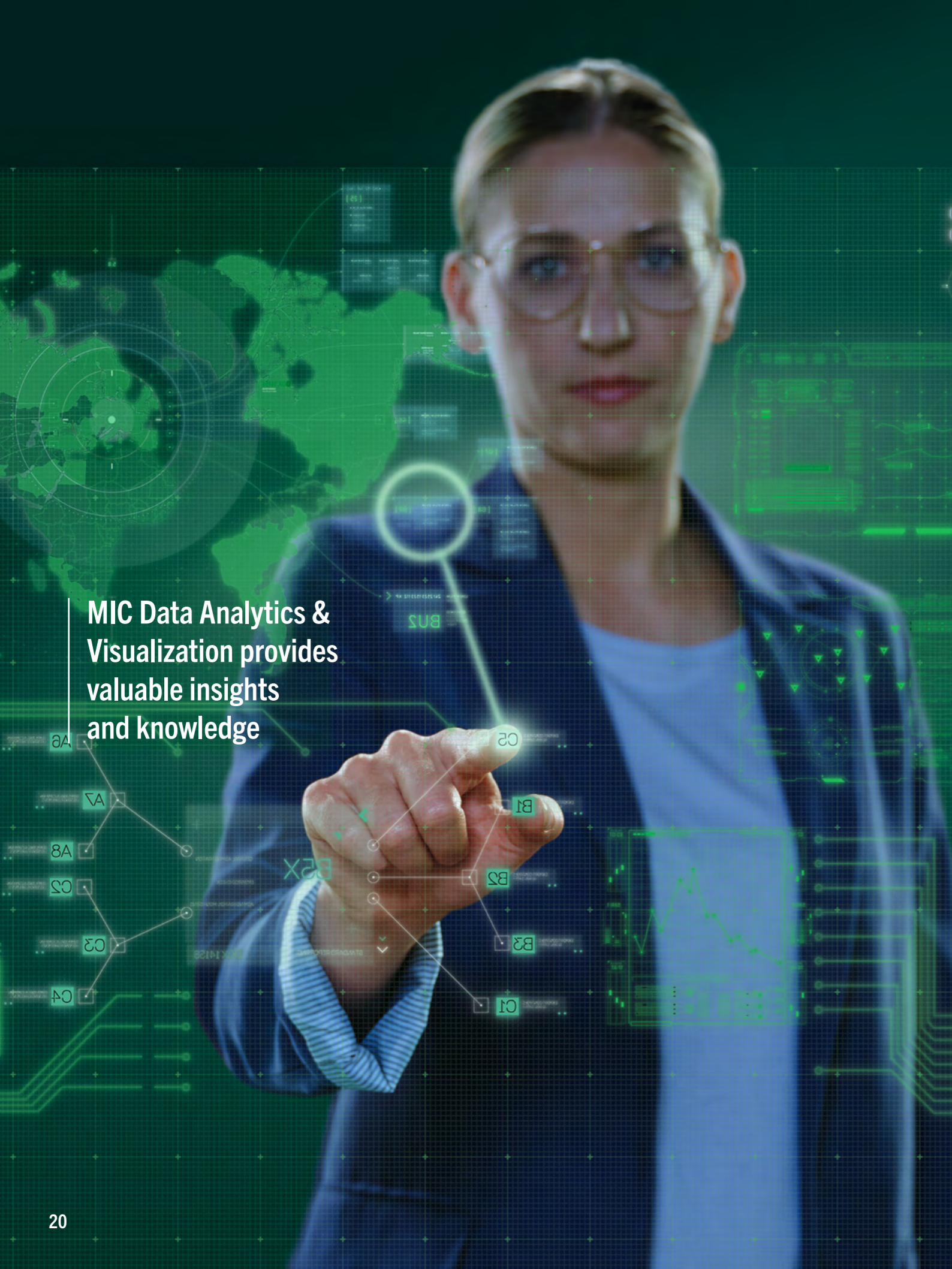
The European Union has brought many benefits with respect to customs clearance, such as the cancellation of customs formalities at the borders between EU member states. Despite the consistent EU-wide regulation for Intrastat (system for collecting information and producing statistics related to the trade in goods between the countries of the EU) companies need to report to different national authority systems in all EU member states. This is a tremendous challenge, especially for multinational companies.

MIC INTRA is the only available software package which offers an efficient and economical solution for Intrastat declarations in all EU member states. MIC INTRA supports the automatic conversion of Intrastat dispatches of the country of dispatch into country-specific declaration formats for Intrastat arrivals of the recipient country, resulting in a reduction of system interfaces and minimization of manual intervention.

The transport of goods subject to excise tax (alcohol, tobacco and energy products) under tax suspension involves strict obligations in the EU. All businesses dealing with such goods are required to handle these obligations electronically, which is often a great challenge.

To support this process, MIC EMCS (Excise Movement and Control System) offers the optimal software solution – EU-wide and via one single platform. MIC EMCS allows for electronic data transfer with systems of the individual EU member states, as well as monitoring the transport of goods subject to excise tax within the Community. An electronic notification will immediately be sent as soon as the goods have arrived at their destination. MIC EMCS avoids a number of error sources and reduces manual effort.

**MIC INTRA is the only available software which offers an efficient solution for Intrastat declarations in all EU member states**



MIC Data Analytics & Visualization provides valuable insights and knowledge

Data Analytics and Visualization is a core requirement for internationally operating companies to leverage their typically large amounts of data to identify patterns, trends, new opportunities, and problem areas across global compliance processes. The MIC Data Analytics & Visualization solution integrates the best of data management and analytics capabilities to support businesses in making intelligent and comprehensible data-driven decisions.

# VALUABLE KNOWLEDGE FROM GLOBAL TRADE DATA

The MIC Data Analytics & Visualization solution provides valuable insights and knowledge to an organization that are essential for it to successfully discover, monitor, and analyze precious information about the business and its operations. By providing such insights, the MIC Data Analytics & Visualization solution aims to enable businesses to interpret data smarter, make better decisions and optimize their worldwide customs processes. It really is a must-have capability in any modern customs software package, because it enables businesses to leverage customs-related data to detect data inconsistencies and mitigate compliance risks. It also helps businesses to identify new optimization potentials. The ultimate goal is to provide businesses with the ability to easily analyze and visualize meaningful data.

**The MIC Data Analytics & Visualization module** can be run integrated with the various MIC modules, but also stand-alone. It's therefore a perfect starting point for gaining visibility into an organization's global customs processes. The system gives you the ability to interact with this data and create visualizations that far exceed the capabilities of standard reporting.



There is currently no single data source from which up-to-date trade content can be obtained at an appropriate level of quality on a global scale (e.g. export control commodity lists, exchange rates, code lists/customs offices, customs tariffs, etc.). It is common to manually check many different data sources in order to collect all the necessary information for an individual transaction. Obviously, this costs time and money.

Even with high-quality data sources, there is no guarantee that these sources are regularly updated as expected. In many cases, there are frequent changes, that are hard to manage. This may result in violations of the law and consequences for your company. To overcome such difficulties, MIC includes an extensive Global Trade Content Service (GTCS), suitable for use by companies in any industry. GTCS contains a collection of global trade content from well-known and trusted suppliers of trade content (both national authorities and content providers) with whom MIC maintains partnerships. MIC has a dedicated team that continuously monitors and updates the GTCS database, eliminating the need to maintain trade content with constantly changing customs and trade regulations. MIC GTCS covers 150+ countries, ensuring automatic regular updates of customs and trade content for all MIC modules.

PST AG

**PST.AG**  
PST.AG supplies content for all areas of foreign trade to a large number of companies worldwide.

Mendel

**Mendel Verlag**  
Mendel Verlag is a specialized content provider for tariff and non-tariff regulations of third countries as well as international customs and export control law. Mendel Verlag is also a long-term content provider for interactive databases for the European Commission, such as the EU Access2Markets Database.

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