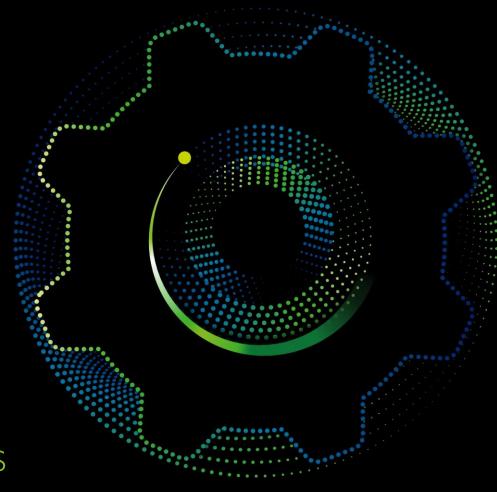
Deloitte.



Trends in Global Trade Management and SAP GTS updates webinar

Trusted. Transformational. Together. 7 April 2022



Speakers



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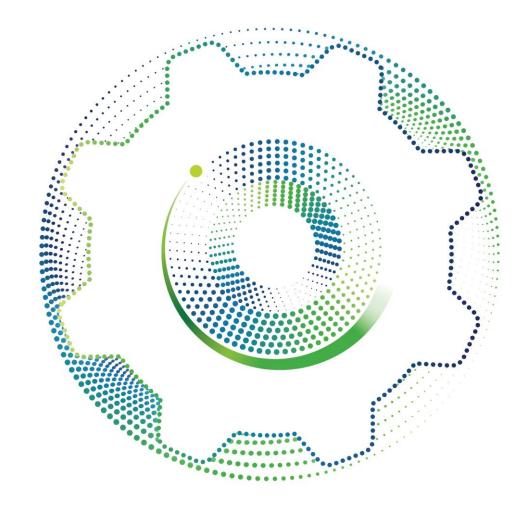


Mohit Daftary
Manager
Deloitte Singapore

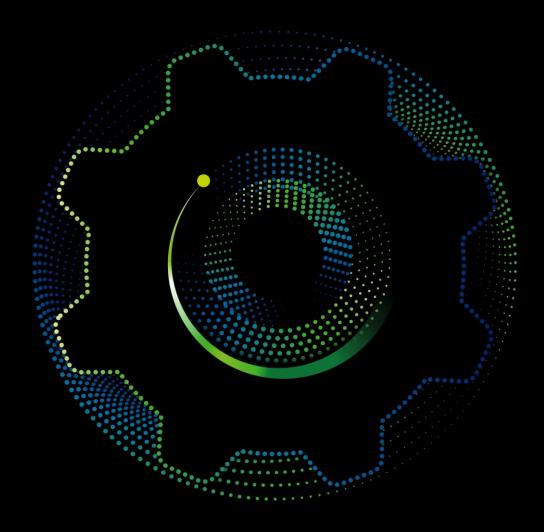
+65 6932 5584 mdaftary@deloitte.com

Agenda

1.	Global Trade Advisory updates	4
2.	Global Trade Services functionalities: Focus on Asia Pacific	10
3.	SAP updates and outlook	17



Global Trade Advisory updates



Government drivers for automation

Governments are grappling with the issues of integration, data sharing, and trust within the trade community.

Leveraging **global initiatives** like the Organisation for Economic Co-operation and Development's (OECD) Global Blockchain Policy Centre and Going Digital programme, the World Trade Organization's (WTO) Global Blockchain Forum and the World Bank's Digital Development Practice to learn about **best practices**.

Collaborating with other like-minded economies to establish digital trade rules, foster interoperability of standards and systems, and support business/digital economy collaborations e.g., Singapore-Australia Digital Economy Agreement (DEA), Digital Economy Partnership Agreement (Singapore, New Zealand, Chile), United Kingdom-Singapore DEA, Korea-Singapore Digital Partnership Agreement.

Trailing "bite-sized" solutions with other governments on specific **trade regulation issues**, such as issuance, exchange and verification of trade documentation digitally across **two (or more) independent systems**, reducing cross-border transaction costs.

Working with **industry** to **identify** critical pain points and **build**, **pilot** and **test** solutions.

Changing environment: Issues impacting global trade departments















Changing environment: Issues impacting global trade departments in Asia Pacific

Customs issues

- Free Trade Zone (FTZ)/customs privileges
- Tariff classification
- Customs valuation/royalties
- Licensing
- Export controls
- Authorised Economic Operator

Association of Southeast Asian Nations (ASEAN) digital integration

- ASEAN Digital Integration Framework and its Action Plan
- ASEAN Agreement on E-Commerce
- ASEAN Single Window
- ASEAN Customs Transit System
- ASEAN-Wide Self-Certification

Sanctions and restrictions on Russia

- Singapore: (a) Export ban on military goods and certain dual-use items; (b) Financial restrictions.
- Japan: (a) Assets freeze; (b) Export restrictions.
- Australia: (a) Financial sanctions; (b) Export/import restrictions



Regional Comprehensive Economic Partnership (RCEP)

- 15 countries
- Largest regional trading bloc
- Share of world Gross Domestic Product: 30%
- Share of world trade: 28%
- Intra-RCEP trade: 50% of total RCEP trade (2019)
- Entry into force: 2022
- 0% preferential duty: about 90% of tariff lines; immediate duty-free or reduced over 10/20 years
- Rules of origin
 - Wholly obtained; or
 - Substantial transformation
 - Product specific; chemical reaction rule
 - Regional value content 40% or change in tariff heading
 - Fungible materials and goods: Inventory management method recognised by exporting Party's generally accepted accounting principles
- Proof of origin
 - Certificate of Origin; back-to-back
 - Origin declaration (Approved Exporter); back-toback

Why trade automation?

Turning challenges into opportunities

Cash savings and liquidity

Make use of tariffs exclusions, tax exemptions, reliefs and refunds, generate trade preference savings, optimise customs clearance.

Global trade continuity

Limit business disruption, communication with third-party suppliers and customs authorities, customs procedures facilitation.

Operational excellence

Agile organisation, procedures, responsibility matrix, knowledge, operating model.

Trade controls requirements and measures

Border controls, licenses, additional measures, changes monitoring, regulatory compliance.

Use and exploration of trade data

Duties spent, third-party supplier costs, fines, data maintenance, data quality.



Reduced timeconsuming activities



Standardized processes



Compliance risks mitigation





Increased overall visibility and gained insights



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8

The age of with—Creating opportunity

A smart mix of humans with machines in the "Age of with"—analytics with data science, automation with intelligence. It's how we help leading businesses—and some that will be—achieve stronger outcomes, faster.







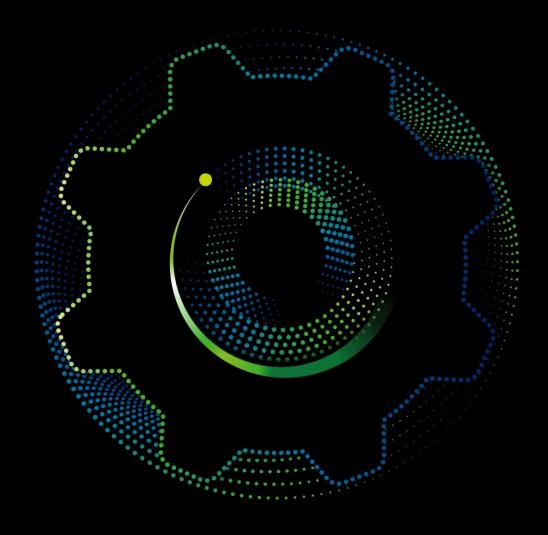


What humans can accomplish with data science and technology



What humans can accomplish with intelligent machines

Global Trade Services functionalities: Focus on Asia Pacific



Solution map

SAP will primarily invest in SAP Global Trade Services (GTS) future functionalities.

SAP GTS remains the primary global trade solution for SAP and has many more trade capabilities than S/4 International Trade including:

- Import and export license control
- Duty calculation for import processes
- Electronic filing with customs authorities, customs brokers and freight forwarders
- Management of special customs procedures (such as FTZ etc.)

SAP GTS

Centrally manage key global trade processes while supporting region or country specific requirements

- Special customs procedures
- Trade preference
- Restricted-party screening
- Export management
- Import management

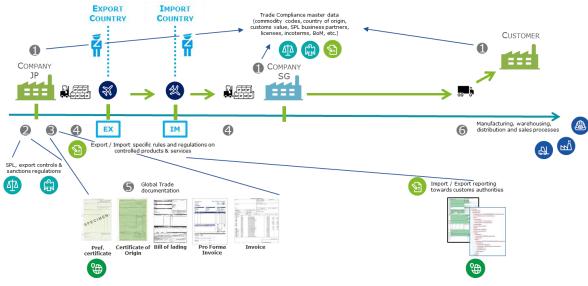


SAP S/4HANA for international trade

Start using foreign trade functionalities in SAP S/4HANA

- Embargo
- Export control
- Intrastat
- Classification
- SAP GTS integration

High-level functionality overview



Compliance management

- Embargo countries
- Sanctioned party lists
- Import control and license management

Customs management

- Product classification tariff number
- Customs import declaration
- Valuation for import (duty framework)
- Customs supporting documents

Trade preference management

- Long term vendor declaration request
- Dunning of long-term vendor declarations
- Long term vendor declaration maintenance and aggregation

Special customs procedures

 Determination of preferential origin on product level/batch level (IBPP) based on Free Trade Agreement (FTA) with country of destination.

- Embargo countries
- Sanctioned party lists
- Export control and license management
- Product classification commodity codes
- Customs export declaration
- Valuation for export (duty framework)
- Customs supporting documents
- Long term vendor declaration issuance

Use cases—compliance management

Managing Sanctioned Party List (SPL)/embargo screening and export controls

Max is using SAP GTS as a system to manage the export control licenses of his company as well as the screening of business partners

SAP GTS allows to maintain the licenses obtained from the authorities as master data within the system:

- It is possible to automate the process of license assignment (depending on the legal requirements of each individual license).
- Shipments will not be blocked and/or delayed due to the lack of the required licenses.
- Reports are available to keep track of used licenses and for which products/transactions that have been used.

SAP GTS also allows to screen business partners against SPL lists and transactions against embargoed countries.

Efficiencies via automated SPL and embargo screening

Compliance through global coverage of screening of sanctioned parties and embargo



Use cases—Customs management

Standardise customs export declaration filing/instructions

Anna is using SAP GTS to instruct customs brokers to declare customs export shipments

- 1. SAP GTS customs export declaration is created based on
 - Information from the packing list and pro-forma invoice.
 - Information from GTS master data such as customs classification codes, customs offices and customs descriptions.
- 2. Instruction sheets are printed and sent to the customs broker.
- 3. The customs broker declares the export on behalf of the company.

SAP GTS allows to generate automatically export declarations in the system

- Reducing the manual input, leveraging information from other systems and enriching them with customs specific data.
- Managing the risk of errors.
- Decreasing the time spent on their creation.

Alternatively, self-filing (without using an intermediate broker) can be implemented.

Efficiencies via the creation of automated customs declarations/broker instructions

Visibility of customs transactional data in one centralized data-base



Use cases—Trade preference management

Determine preferential status of goods to be eligible for duty reduction

Sean would like to identify which goods are eligible for preferential treatment

In SAP GTS it is possible to automate the preference determination of products based on

- Bill of materials and products components
- FTA rules of origin
- Country of Departure
- Country of Destination

It is also possible to request and maintain proofs of origin from your suppliers and issue proofs of origin to your customers.

Proofs of origin traceability (audit trail) and self-certification

Automation of the preference determination—compliance and efficiencies



Experience Asia Pacific

Customs communication

Import control



Import control

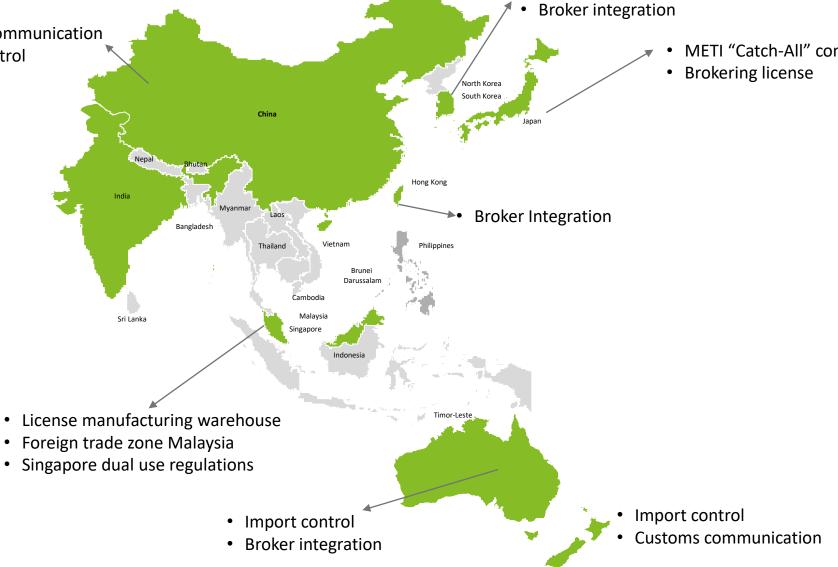
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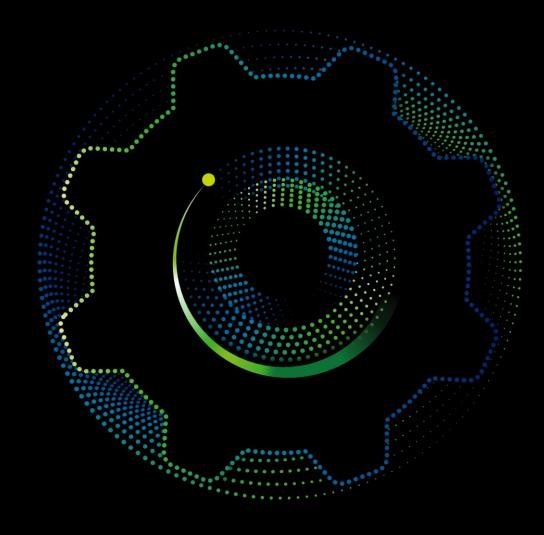








SAP updates and outlook



Guest speaker

Update and Roadmap SAP Global Trade Services

Trond Rovang, SAP S/4HANA International Trade Management/SAP Global Trade Services



Manage International Trade | Roadmap Highlights

Key innovations

RECENT INNOVATIONS

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- On-going customer-driven improvements through Customer Connection
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- Improved preference capabilities, including integration of Identity-Based Preference Processing and enhanced long-term supplier processes
- Additional localization development, including US FTZ capabilities for semi-finished goods
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FUTURE DIRECTION

- Extend global trade capabilities in the cloud through integration with and services developed on SAP Business Technology Platform
- Optimize origin management, such as nonpreferential origin
- Expand localization while maintaining required updates for existing localization
- Provide global trade integration with the intelligence enterprise and business networks

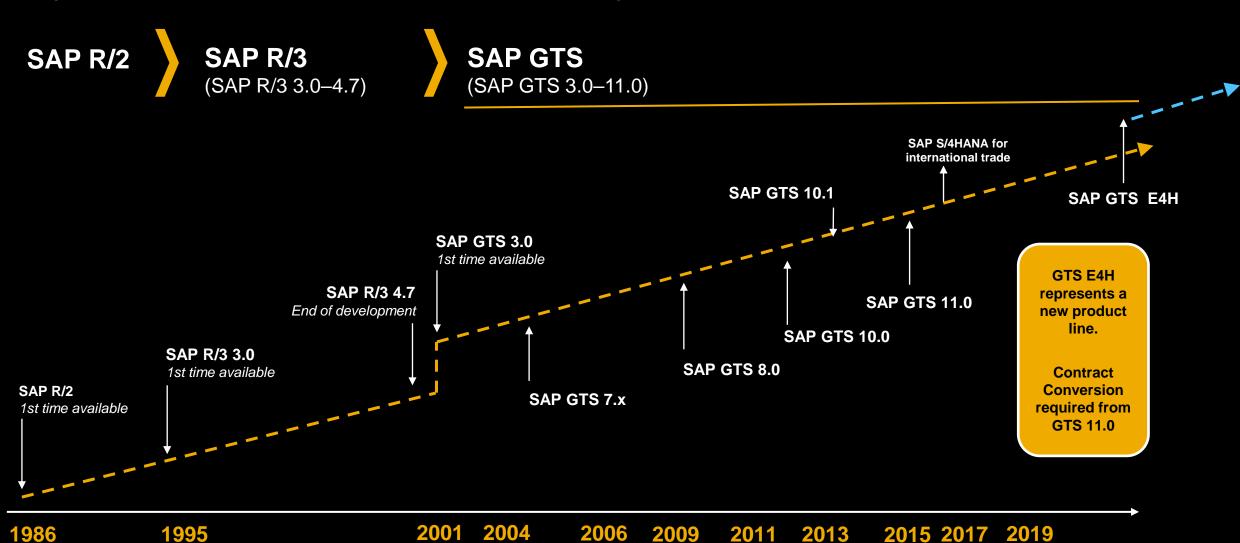
- •Further cloud integration with SAP GTS to enable additional scenarios, such as Trade Preference
- Parity in Intrastat capabilities whether onpremise or cloud

Expansion of compliance checks in purchasing documents

GTS edition for SAP HANA

International trade and SAP solutions

Organic development for over 30 years in the foreign trade business



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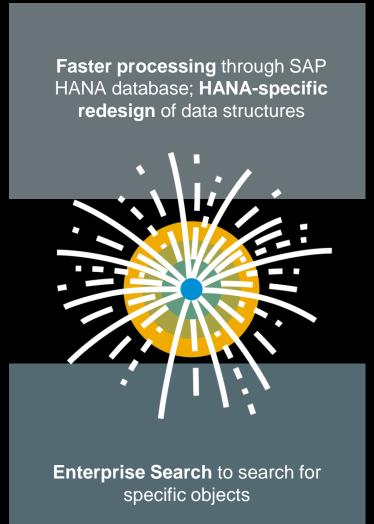
What's New in SAP GTS, Edition for SAP HANA



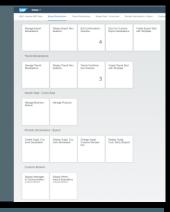
System access through SAP Fiori Launchpad, retrievable via web browser

Redesign of key user roles with the ability for user-specific configuration





Improved usability by grouping apps in a tile optic





Embedded
analytic
functions for
selected
transactions

Feature Highlights in SAP GTS, Edition for SAP HANA

Trade Compliance and Screening



- 3 new designed Fiori apps with enhanced usability to increase efficiency and transparency for the users:
 - Manage Blocked Partners
 - Manage Blocked Documents
 - Display Documents
- New concept of processing status in all trade compliance areas
- Embedded analytic functions for audit or reporting purposes

Customs Management



- 6 new designed Fiori apps with enhanced usability to increase efficiency and transparency for the users:
- Manage and Display Export Declarations, Exit Confirmation Overdue
- Manage and Display Transit Declarations, Transit Confirmation Overdue
- New concept of processing status, progress and proposal
- Embedded analytic functions for audit or reporting purposes
- Enterprise search to search with a reference number in export declarations

Trade Preference Management



- Simplification of the entire longterm supplier declaration (LTSD) process
- 6 new designed Fiori apps:
 - Request LTSD
 - Manage LTSD Inbound
 - Preference Properties for Suppliers
 - Manage LTSD Outbound
 - Manage Re-Issue Reason
 - Preference Properties for Customers
- Introduction of document types (Document of Origin) to manage origin documents through the entire LTSD process

Intrastat

- Reuse of address data and registration numbers of business partners in providers of information
- Transfer of data from feeder systems directly into Intrastat declarations
- Navigation to application documents in the feeder systems SAP S/4HANA and SAP ERP
- Reporting of services in Intrastat declarations for Italy
- Creation of In stat do tions third

WHAT'S NEW!

Master Data and Classification

- New authorization concept for one unique maintenance user interface
- Improved content management by introduction of new numbering scheme content

Simplifications in SAP GTS, Edition for SAP HANA

This is an extract from: Simplification List for SAP Global Trade Services, edition for SAP HANA

Trade Compliance and Screening







Trade Preference Management



Intrastat



- TREX is no longer available.
- The screening of HR business partners and applicants is no longer supported in SAP Global Trade Services, edition for SAP HANA.

«The Fine Print»

- The dashboards for customs management that served as an entry page in NetWeaver Business Client (NWBC) are no longer delivered. The technology they were based on was deprecated. No substitution of the dashboards is provided. Within this context, the functionality of pinning export declarations to the pinboards also no longer exists. This functionality was triggered by clicking on
- The Tax Transaction Engine for the calculation of the import turnover tax is no longer available.

declaration.

the pin icon to the left-hand side of the

country flag when changing an export

- The management of long-term supplier's declarations has been completely reworked. The old data model is deprecated, and the corresponding reports and transactions were deleted and replaced by new reports and Fiori applications.
- The exchange of LTSDs via the SAP middleware SAP XI is no longer supported, as this was based on the old LTSD data model.
- The Pan-Euro-Med Cumulation Zone is no longer considered when issuing customer-based long-term supplier's declarations.

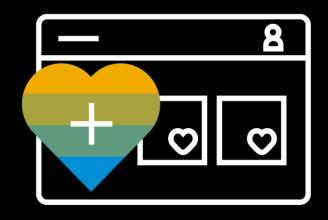
- The functionality for excluding regions from Intrastat is available in SAP GTS, but not in SAP GTS, edition for SAP HANA.
- The functionality for default values for import worklist is available in SAP GTS, but not in SAP GTS, edition for SAP HANA.
- Worklists for Intrastat declarations are available in SAP GTS, but not in SAP GTS edition for SAP HANA.

General Information

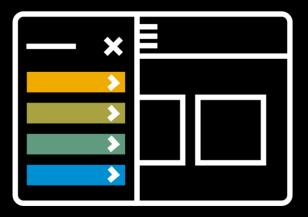
- The SAP Easy Access Menu is no longer supported for SAP GTS, edition for SAP HANA and is no longer available, and was replaced by SAP Fiori Launchpad.
- The Web Dynpro application is no longer available in SAP GTS, edition for HANA. Classification Help is no longer supported. Therefore the following transactions are no longer available

- Electronic Data Exchange XI of Long-Term Vendor Declarations Processing is no longer possible in SAP GTS, edition for HANA.
- The Application Area Risk Management was closed, and the functions below it were reorganized. Compliance Management and Preference Management became an independent application area.
- Case management is no longer supported in SAP Global Trade Services, edition for SAP HANA.

SAP Global Trade Services, edition for SAP HANA Why Move to Edition for SAP HANA?



User Experience



Functional Improvements

Why Move to Edition for SAP HANA?



SAP Fiori Launchpad



Redesign – Key User Roles



Context-Sensitive User Assistance



15 New Native Fiori Apps



Responsive



Enterprise Search

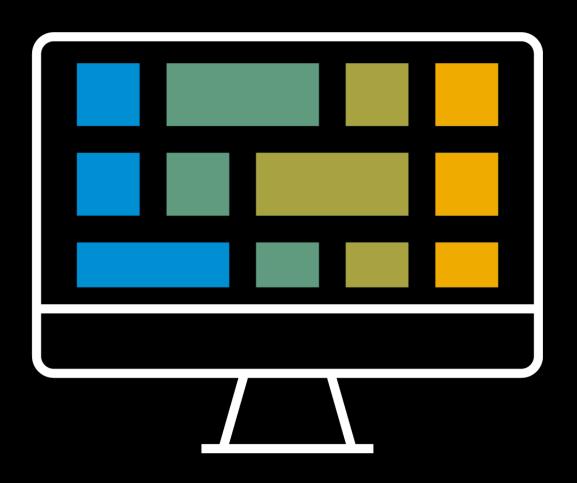


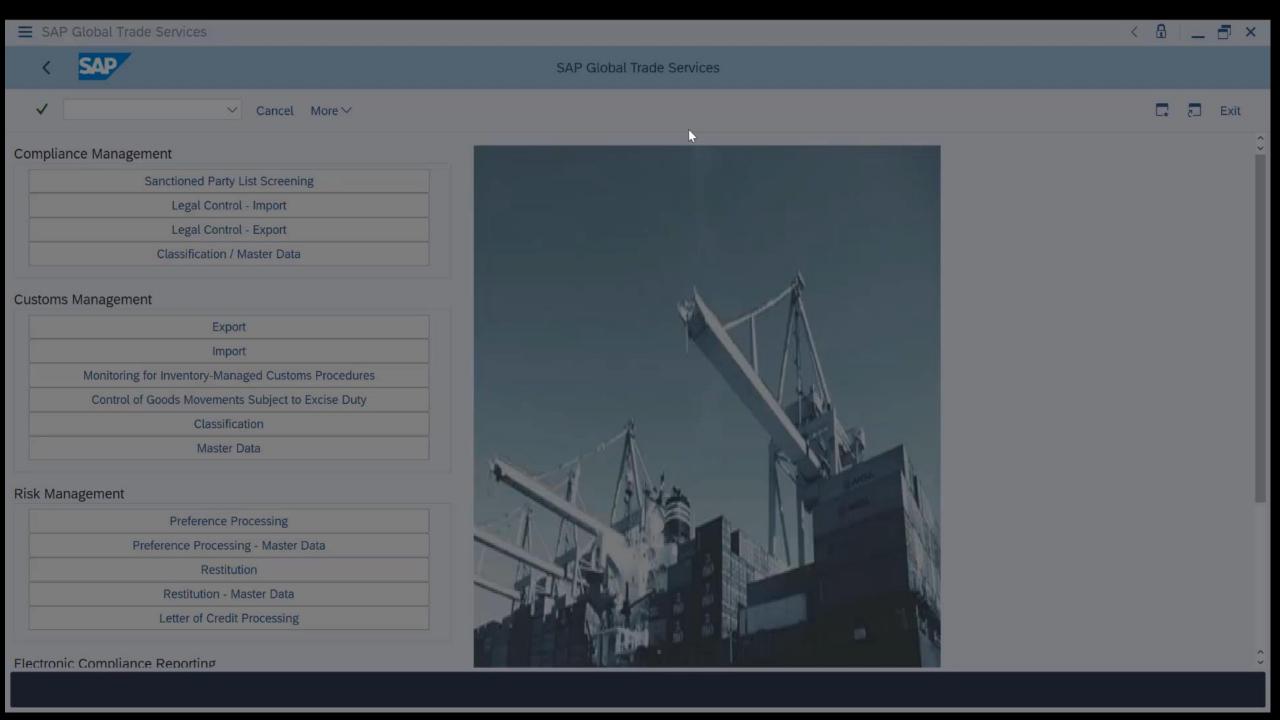
Embedded Analytics



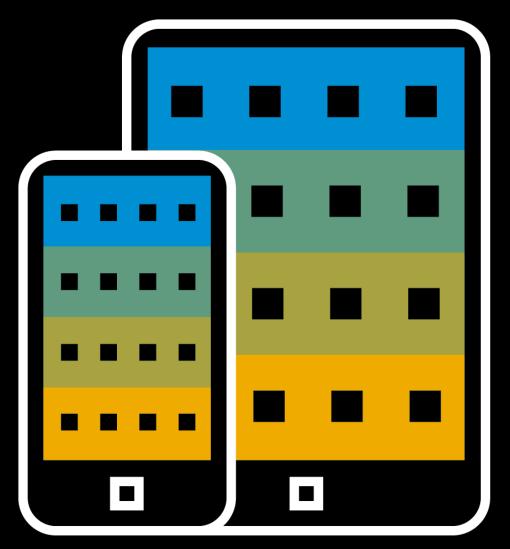
New ways of Collaboration

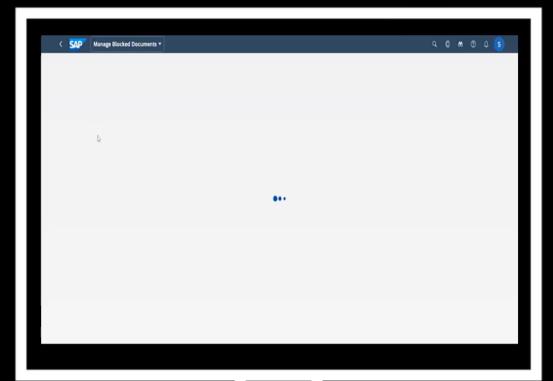
SAP Fiori Launchpad—The New Coherent SAP User Experience

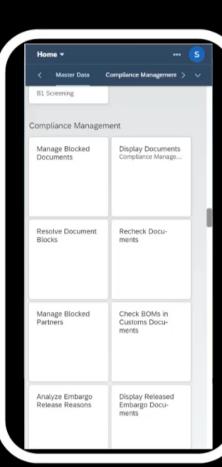




Responsive HTML5 – Any Device







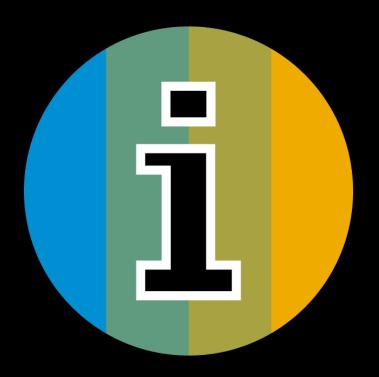
ΔP Home ▼		٩	6 w 0 T
ment Master Data	Compliance Management	Export Management	Import Management
Manage Blocked Documents	Display Documents Compliance Manage	Resolve Document Blocks	Recheck Documents
Manage Blocked Partners	Check BOMs in Customs Docu- ments	Analyze Embargo Release Reasons	Display Released Embargo Docu- ments
Check General Addresses	Check External Addresses Offline	Display Audit Trail Partners	Display Audit Trail Documents
Display Audit Trail External Addresses	Display Audit Trail General Addresses		
xport Management Manage Export Declarations	Display Export Dec- larations	Exit Confirmations Overdue	Docs for Customs Export Declarations
		28	
Create Suppl. Cus- toms Declaration	Create Suppl. Cus- toms Declaration	Display Suppl. Cus- toms Declaration	Display Suppl. Cus- toms Declaration

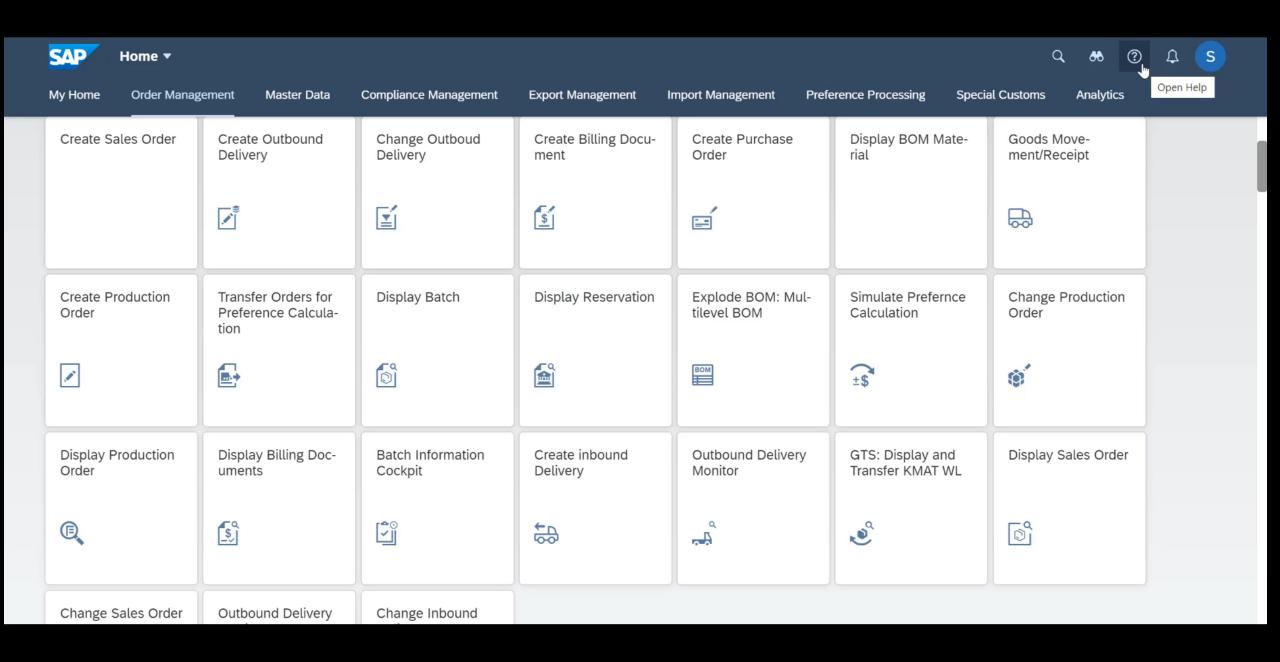
Redesign – Key User Roles



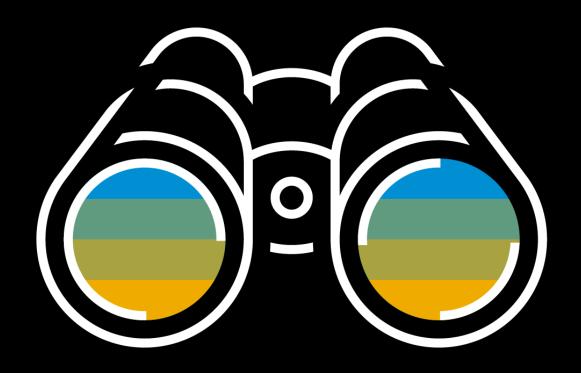
SAP Home ▼				Information to be provided to the Works Council in the consultation process - Lexolog www.lexology.com/library/detail.aspx?g=b8624f1f-95c9-4d85-b0c5-66d0654d2c22								
My Home Order Manag	gement Master Data	Compliance Management	Export Management In	nport Management Prefe	rence Processing Specia	l Customs Analytics						
		Inbound										
Master Data												
Display Products	Manage Products	Display Products Re-Export	Display Bills of Material	Classify Products	Reclassify Products Manually	Manage Business Partner						
Display Existing Licenses	Manage Licenses	Display Sanctioned Parties	Manage Sanctioned Party List Master	Display Preference Data Products	Display Procure- ment Indicators Products	Manage Simplified Procedures Autho- rizations						
Manage Transit Authorizations	Manage Transit Securities	Manage Import Securities	Display Imports for Securities	Manage Storage Authorizations	Manage Customs Warehouse Auths	Manage OP Autho- rizations						

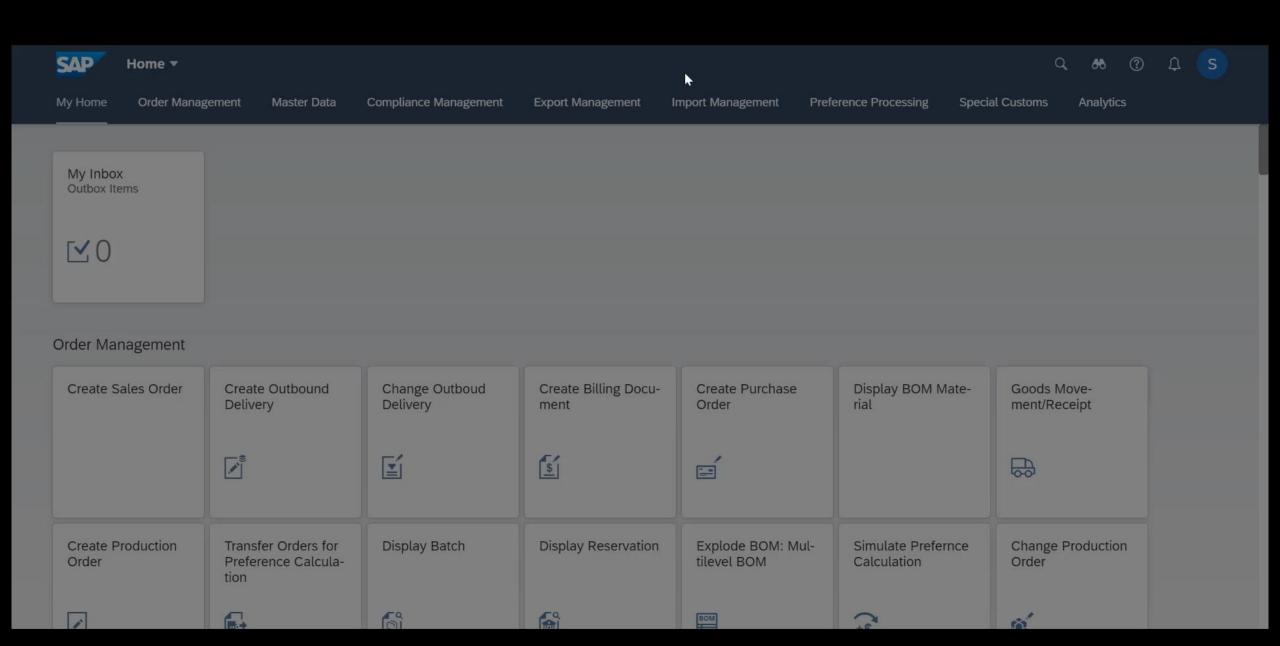
Context-Sensitive User Assistance



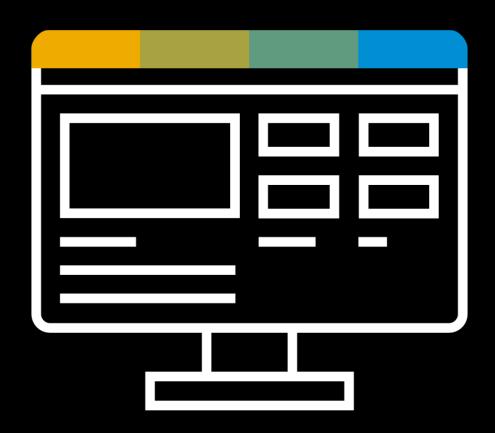


Enterprise Search





SAP Global Trade Services, edition for SAP HANA Native Fiori Apps



Trade Compliance & Screening

Display Documents Compliance Manage...

Manage Blocked Documents Manage Blocked Partners

Customs Management

Manage Export Declarations

Display Export Declarations

Exit Confirmations Overdue

4

Manage Transit Declarations Display Transit Declarations

Transit Confirmation Overdue

Trade Preference Management

Manage Requests Long-Term Supplier'...

41

Ready To Send

Manage Long-Term Supplier's Declarations Inbound Manage Preference Properties Suppliers Manage Long-Term Supplier's Declarations Outbound Manage Reissue Reasons Long-Term Supplier's... Manage Preference Properties Customers

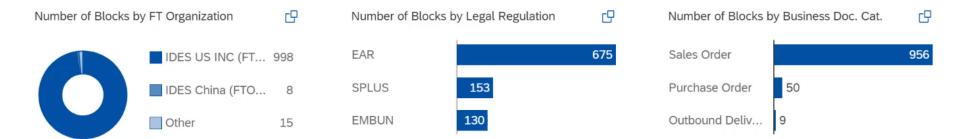
Embedded Analytics



Recheck Document

SAP



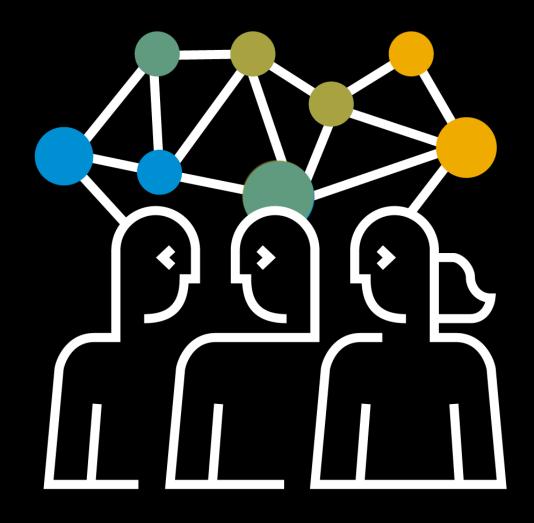


Go Adapt Filters (2)

Items (1.021)

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200000742	2022	80287933	Outbound Delivery	SPLUS	IDES US INC (FTO_US_001)	(>
500000010	2021	4500418903	Purchase Order	ITAR	IDES AG - Deutschland (FTO_DE_001)	(>
1100000030	2021	180000664	Inbound Delivery	ITAR	IDES US INC (FTO_US_001)	(>
1100000030	2021	180000664	Inbound Delivery	USHTS	IDES US INC (FTO_US_001)	(>
1100000030	2021	180000664	Inbound Delivery	USPAL	IDES US INC (FTO_US_001)	ι >
1	2020	195202	Sales Order	EAR	IDES US INC (FTO_US_001)	(>
1	2020	195202	Sales Order	SPLUS	IDES US INC (FTO_US_001)	(>
11	2020	19472	Sales Order	EAR	IDES US INC (FTO_US_001)	(>

New Ways of Collaboration





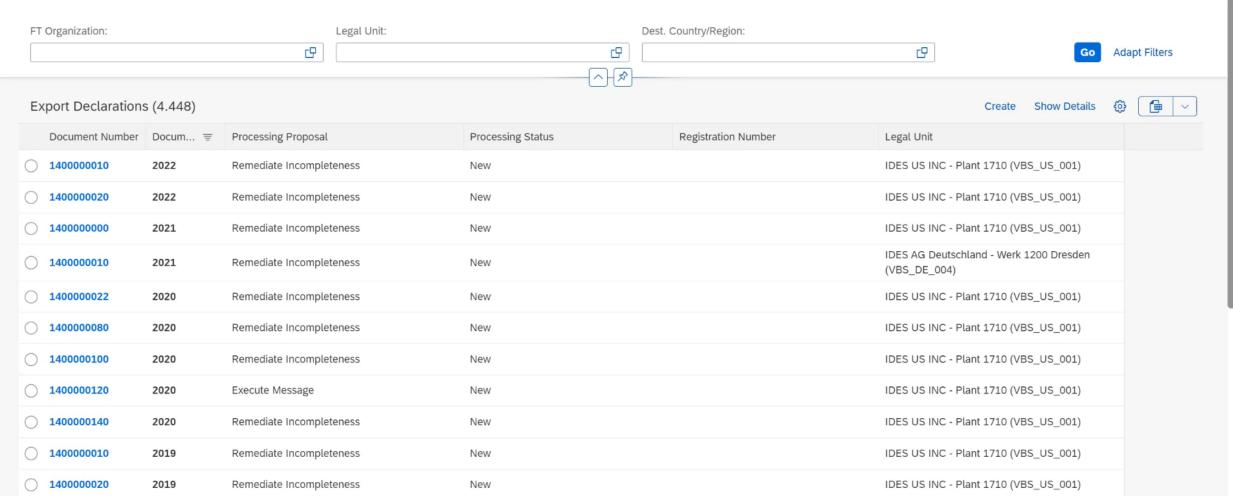


Standard* ✓

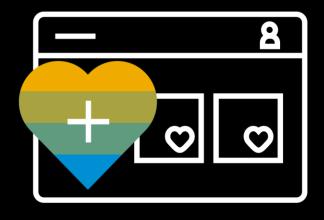
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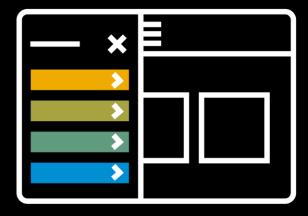
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SAP Global Trade Services, edition for SAP HANA Why Move to Edition for SAP HANA?



User Experience



Functional Improvements

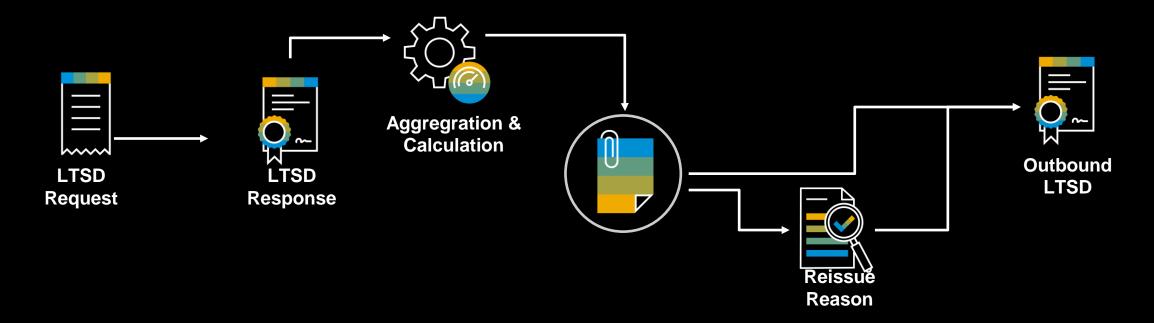
Process Improvements

Improved Integration with Core Logistics in SAP

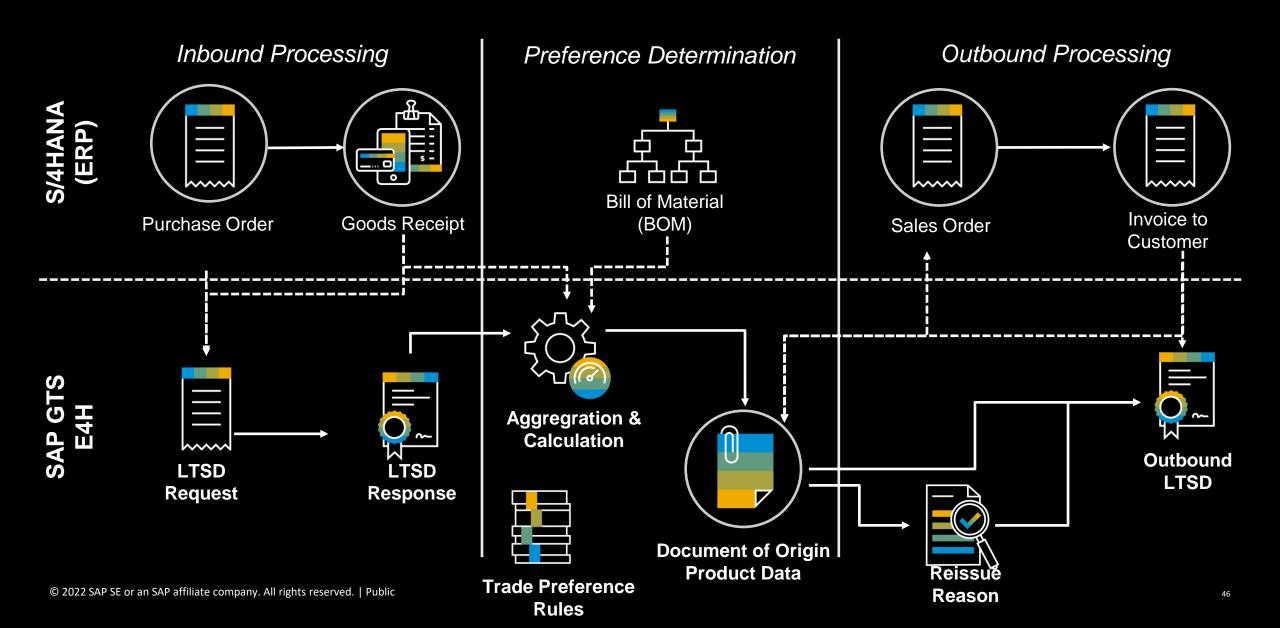


Process Improvements

Simplification of the entire long-term supplier declaration (LTSD) process



Trade Preference Management – Process Integration



edition for SAP HANA

S/4H for international trade

Manage International Trade | Roadmap Highlights

Key innovations

RECENT INNOVATIONS

Delivery of SAP Global Trade Services, edition for HANA with a focus on enhanced usability thru a Fiori enabled UI and embedded analytics

- On-going customer-driven improvements through Customer Connection
- Continued improvements and legal changes in support of localization
- Broader integration with SAP Transportation
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- Integration with S/4 HANA Public Cloud for special customs procedures

PLANNED INNOVATIONS

- Improved preference capabilities, including integration of Identity-Based Preference Processing and enhanced long-term supplier processes
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FUTURE DIRECTION

- Extend global trade capabilities in the cloud through integration with and services developed on SAP Business Technology Platform
- Optimize origin management, such as nonpreferential origin
- Expand localization while maintaining required updates for existing localization
- Provide global trade integration with the intelligence enterprise and business networks

•Further cloud integration with SAP GTS to enable additional scenarios, such as Trade Preference

 Parity in Intrastat capabilities whether onpremise or cloud Expansion of compliance checks in purchasing documents

Additional Localization and On-going Updates

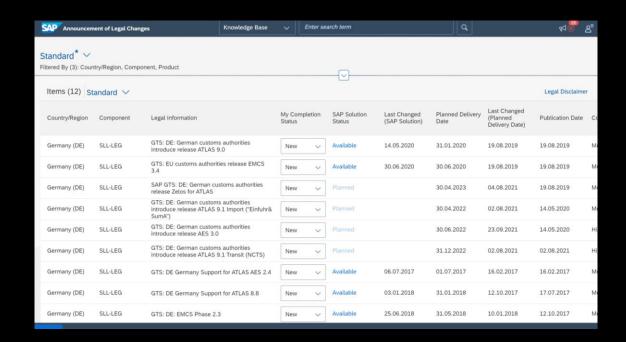
Planned Innovation Details

Functional Details

- Additional US Foreign Trade Zone capabilities, such as support for semi-finished goods
- Brazil localization, with initial focus on export
- Union Custom Code changes for European Union
- On-going updates as localized country regulations change

Value Proposition

- Global trade organization can leverage a single global platform to support specific country or region requirements
- On-going updates made available via standard SAP processes
- Visibility to legal changes on a country-by-country basis allowing



Analyze Customs Declarations with SAP BW/4HANA

Planned Innovation Details

Functional Details

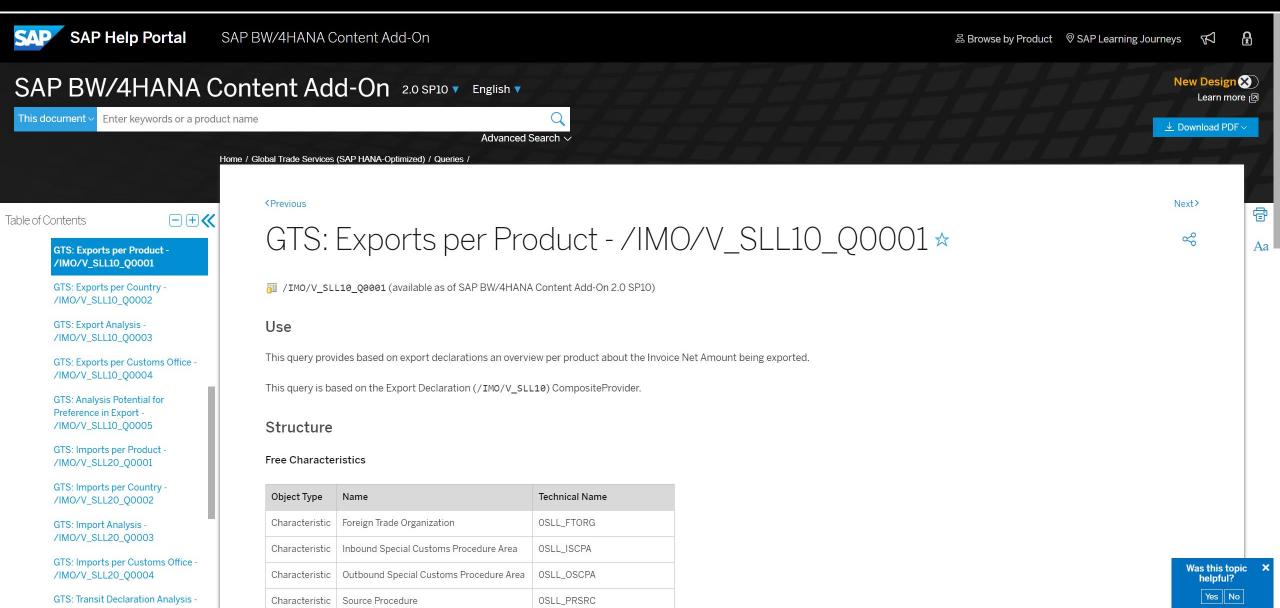
- Extract Customs Declarations and Transit Declarations to SAP BW/4HANA for analysis
- Transform and construct data for analysis in BW data model
- Provide overview of customs transactions in various perspectives with BW queries

Value Proposition

- Managers can have comprehensive and clear insight into import/export business
- Easy to visualize data with various BI client tools
- Leverage analytics power of SAP BW/4HANA to extend business insights



https://help.sap.com/viewer/06e872f914a44d77b6c692b0273ca400/2.0.10/en-US/a8708d0d87e340c0a59499babb79aab0.html



3TS edition for SAP HANA

/4H for international trade

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Extend Global Trade Capabilities in the Cloud

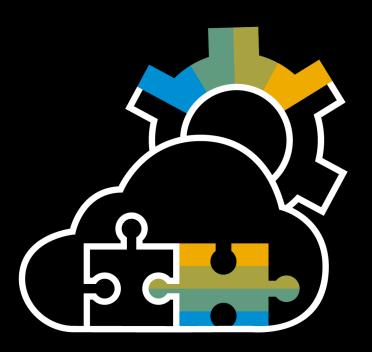
Future Innovation Details

Functional Details

- Enhance GTS integration across SAP's cloud solutions, including SAP Logistics Business Network
- Develop native cloud services on SAP Business Technology Platform (BTP) supporting key global trade processes
- Extend SAP Global Trade Services through BTP cloud services, including those developed by partners

Value Proposition

- Global trade organizations select only the cloud services needed for their specific business
- Add cloud services as business requirements expand or change
- Leverage network of companies to connect and exchange global trade data more quickly and efficiently
- Enhancements and updates available more quickly



Thank you.

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