“Information about the package is as important as the package itself” (1978)

- Frederick W. Smith
  Chairman FedEx
Worldwide Consumers

5%  95%
Emerging Markets are a Major Factor in Trade Growth Prospects

Share of Global Exports

<table>
<thead>
<tr>
<th>Year</th>
<th>Emerging Markets</th>
<th>Developed Markets</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>41%</td>
<td>59%</td>
</tr>
<tr>
<td>2020</td>
<td>60%</td>
<td>40%</td>
</tr>
</tbody>
</table>

Annualized Export Volume Growth 1991 to 2010

<table>
<thead>
<tr>
<th>Region</th>
<th>Compound Annual Growth Rate (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asia ex-Japan</td>
<td>11.1</td>
</tr>
<tr>
<td>C&amp;E Europe</td>
<td>9.3</td>
</tr>
<tr>
<td>Emerging Economies</td>
<td>9.1</td>
</tr>
<tr>
<td>Latin America</td>
<td>7.1</td>
</tr>
<tr>
<td>WORLD</td>
<td>6.3</td>
</tr>
<tr>
<td>U.S.</td>
<td>5.6</td>
</tr>
<tr>
<td>Euro Area</td>
<td>4.6</td>
</tr>
<tr>
<td>Advanced Economies</td>
<td>4.4</td>
</tr>
<tr>
<td>Japan</td>
<td>4.2</td>
</tr>
<tr>
<td>MEA</td>
<td>3.5</td>
</tr>
</tbody>
</table>

Source: IHS Global Insight

Source: CPB Netherlands Bureau for Economic Policy Analysis

March 2011
Customs IT Systems: Five major components

1. Risk Assessment
2. Admissibility
3. Entry
4. Financial Record Keeping

IT Systems are the Engines that drive Supply Chains and Security
Standardization is Important to Improve Clearance Processes Around the Globe

- Standard Data Sets
- Paperless
- Standard Message Format
- Single Window to all Government Agencies
- Single response returned from all Government Agencies
  - Provides for different processes:
    - ✓ Export Declarations
    - ✓ Risk Assessment
    - ✓ Admissibility
    - ✓ Entry
    - ✓ Financial
    - ✓ Recording Keeping
The Vision will only be achieved through joint cooperation with Public & Private Sector
Customs IT Systems & Standardization Improves:

- Market Access
- Risk Assessment
- Cargo Security
- Supply Chain
- Economic Growth
IT Systems are necessary to achieve a robust vision.
Thank You