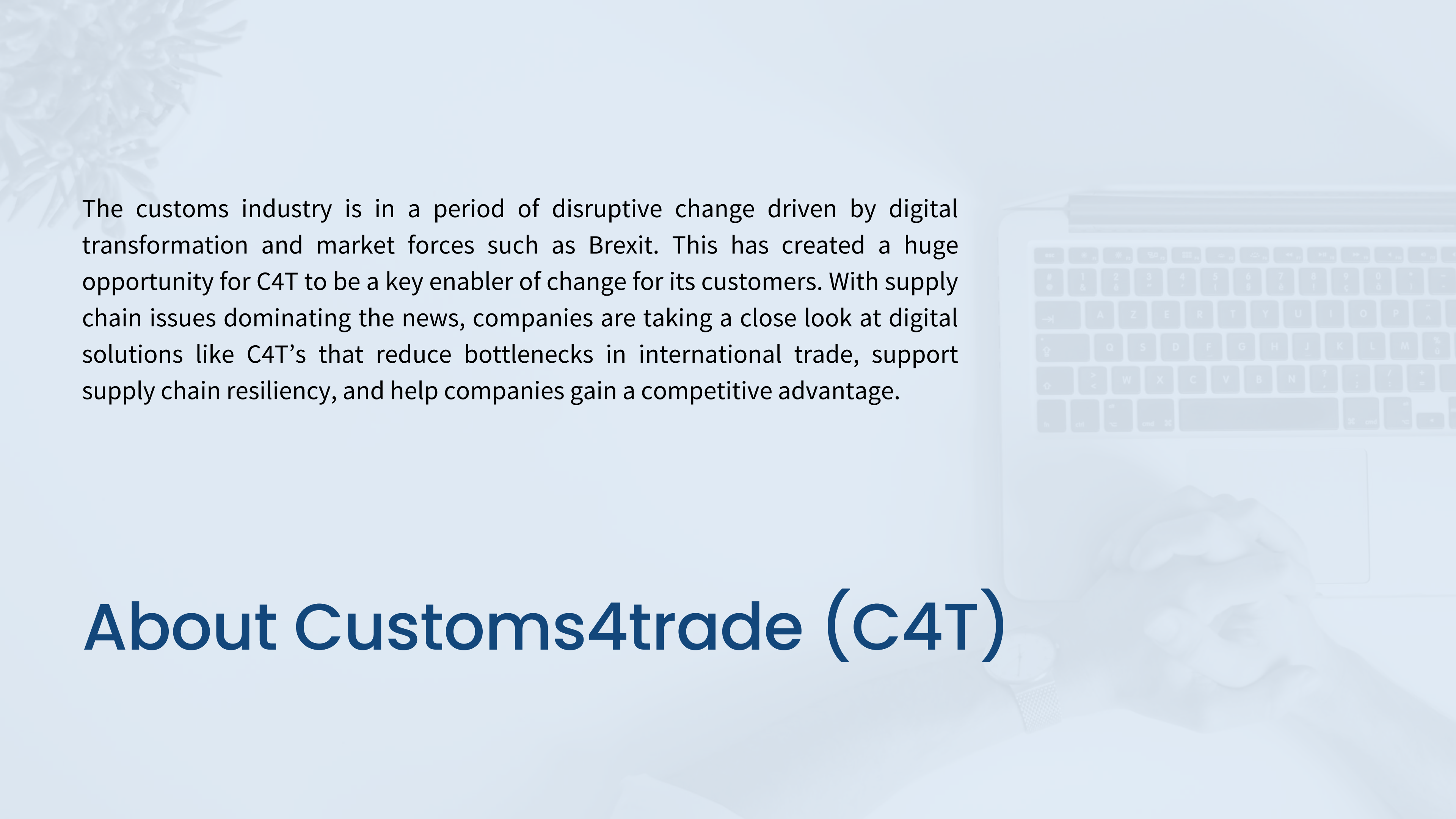




# C4T

**CUSTOMS4TRADE**

On a mission to become the #1 global customs solution.



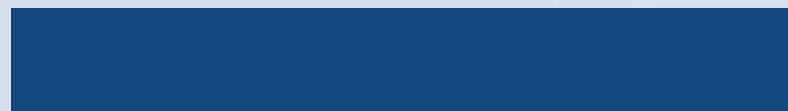
The customs industry is in a period of disruptive change driven by digital transformation and market forces such as Brexit. This has created a huge opportunity for C4T to be a key enabler of change for its customers. With supply chain issues dominating the news, companies are taking a close look at digital solutions like C4T's that reduce bottlenecks in international trade, support supply chain resiliency, and help companies gain a competitive advantage.

## About Customs4trade (C4T)



# CAS

C4T has developed CAS, a one-of-a-kind software solution that simplifies and automates the customs declaration management process, generating significant savings for our customers on administrative and duty costs and brokerage fees.





# Our story

**2004**

Founded as a consultancy firm specialising in customs & trade

**2016**

Integrated CAS with UK, NL, and BE

**CAS**

**2019**

- Expanded to FR and CH  
- Launched Insights module

**CAS**

**2021**

- Expanded to IE and DE  
- €17M investment

**CAS**

**2015**

Developed a customs enterprise solution in Microsoft Azure

- One source code
- Multi tenant
- Multi country

**2018**

Launched Special Procedures Module

**2020**

- Developed Brexit customs gateway  
- Launched Managed Customs Services  
- Implemented in-house Legal Content team

**2022**

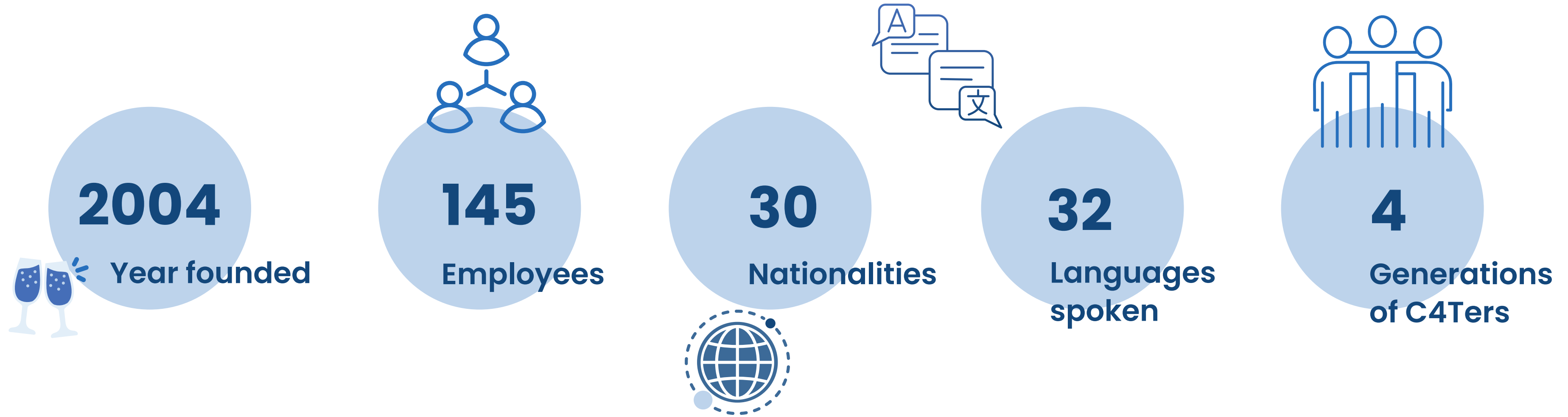
Extended CAS solution to serve e-commerce and logistics providers

# Work locations

We have employees located throughout the UK and EU and are continuing to expand to new markets. Vacant positions can be filled from any of these locations.

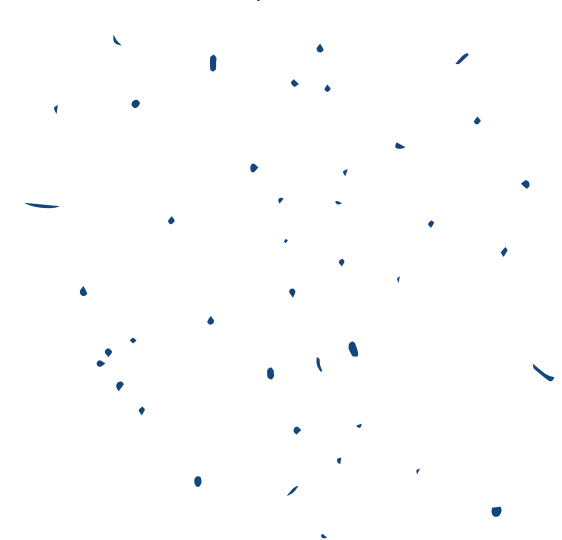


# C4T by the numbers



Updated March 2022

# The opportunity



**Market potential of  
€8b**



**30 Enterprise  
clients won in  
competitive  
tenders**



**8 Countries and  
expanding**



**100% YoY growth**

# Market outlook

The customs industry is in a period of disruptive change driven by digital transformation and market forces such as Brexit. This has created a huge opportunity for C4T to be a key enabler of change for its customers. The growth and success of C4T has been followed prominently by venture capital firms, resulting in three funding rounds as well as articles from other VC firms recognising C4T as a leader in customs and trade compliance software. With supply chain issues dominating the news, investors are taking a close look at digital solutions like C4T's that reduce bottlenecks in international trade, support supply chain resiliency, and help companies gain a competitive advantage.

[\*\*Soonicorn Club 2022: Top Tech Startups In Belgium\*\*](#), April 28, 2022

[\*\*Supply Chain on the Brink\*\*](#), Menlo Ventures, December 21, 2021

[\*\*Road Map: Supply Chain Software\*\*](#), Bessemer Venture Partners, December 1, 2021

[\*\*C4T: Setting the Standard for the Next Generation of Customs Management\*\*](#), November 24, 2020

[\*\*These Benelux fintech startups have raised \\$10 or more this year\*\*](#), Silicon Canals, September 29, 2021

[\*\*C4T Secures €17M to Set the Global Standard for Customs\*\*](#), PR Newswire, June 16, 2021

[\*\*C4T Takes Off in 2020 with Powerful Investor Backing\*\*](#), February 18, 2020

[\*\*VCs Back Customs4trade with 2,145 Million Euro Investment\*\*](#), January 11, 2019



## **SaaS Platform**

CAS is delivered as Software as a Service (SaaS), meaning that customers automatically receive feature enhancements and updates with minimal system downtime and IT departments are not burdened with yet another system to maintain.

## **Built-in Legal Content**

CAS is one of the only customs management platforms with legal compliance built in. Our in-house attorneys and customs experts work side-by-side with our software developers to make sure CAS is up to date with changes to customs regulations and data requirements for all of the countries we are connected to.

## **Fast Onboarding**

Our streamlined onboarding process accelerates time to value, getting customers configured, trained, and up and running with little-to-no intervention needed from their own IT department.

# **What Differentiates Us?**



## **Multi-Country, Centralised Platform**

CAS connects corporations, logistics service providers, customs brokers, and customs authorities to manage worldwide customs operations via one single platform. Based on the scalable, standardised data models of the Union Customs Code (UCC) and World Customs Organisation (WCO), CAS overcomes the challenging variations between countries and disconnected local solutions.

## **Faster Filing for Imports, Exports, and Transit**

Possibly our most unique selling point is our single message, double filing functionality. With one single message, CAS simultaneously files an export declaration from the country of departure and an import declaration in the country of destination, combined with transit to ensure frictionless border crossing.



# The 6 CAS modules

C4T has taken a modular approach with CAS, allowing customers of various sizes to choose the functionality that will provide immediate value and scale as they grow.

## Declarations

Automates declaration filing to reduce shipment lead time and save on administrative and duty costs.

## Special Procedures

Provides inventory tracking and reporting that allows customers to take advantage of cost-saving customs regimes.

## Master Data

Houses organisational data that can be re-used to increase declaration accuracy and efficiency.



## Insights

Informs strategic decision making with dashboard visibility into global customs operations.

## AEO

Guides customers through the labour-intensive process of becoming an Authorised Economic Operator.

## Dual Use

Gives step-by-step guidance on how to properly classify goods subject to export controls.



The background features a light blue world map with white location pins and connecting lines. In the foreground, there are stacks of grey shipping containers and a white cargo plane flying in the sky.

**1**

Reduce the **time & effort** spent on customs

**2**

Bring **customs operations** in-house

**3**

Consolidate global customs operations onto a **centralised platform**

**4**

Gain **insights** into customs data

**5**

Save up to **90% on administrative and duty costs**

# Why Automate Customs?



“CAS integrates with SAP to automate our customs processes and keep us fully compliant with customs legal requirements. We have now built up our customs knowledge internally and handle all customs declarations and obligations in-house. This gives us full control over the process and visibility into our imports and exports. We are also realizing considerable administrative cost savings.”

Dirk De Maeyer, Manager Logistics, Isuzu Motors Europe NV

## Customer stories



# Our leadership team



**Pieter Haesaert**

CEO, Founder



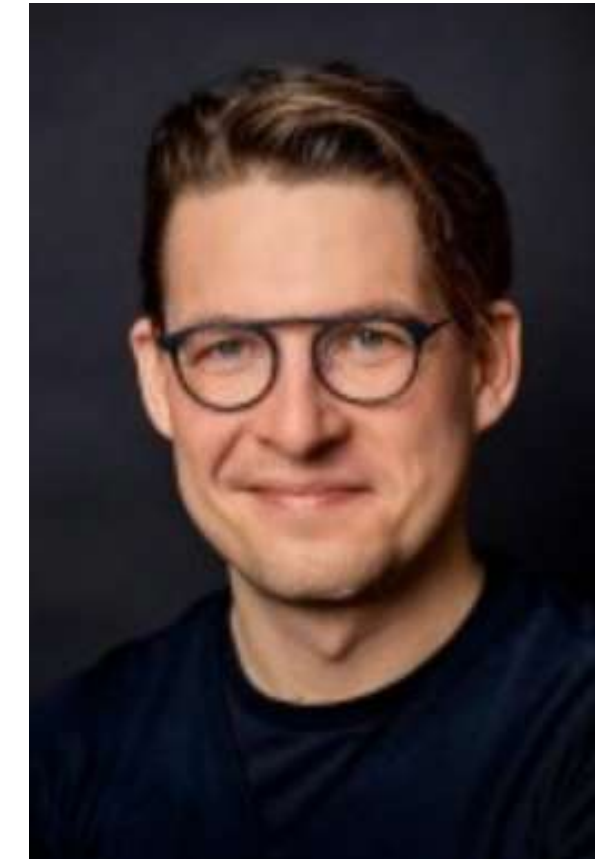
**Ilse Vermeersch**

Chief People Officer, Co-founder



**Oliver Conze**

Chief Product Officer



**Frédérique Joos**

General Counsel & Company Secretary



# Our leadership team



**Christian Schmidt**

Vice President Customs Excellence



**Liam Miner**

Vice President Customer Success



**Gerd Teniers**

Vice President Technology







# Culture & Perks

Engaged and happy employees are at the core of our beliefs. Monthly pulsings help us keep tabs on our growing team and, based on the feedback we receive, we develop policies and perks\* that support our tribe. This is how we have consistently kept motivation high and turnover low.

\*Perks may vary based on position, city, and country.





## Flexibility

We appreciate that your personal connections to family and friends take top priority. That's why we have instituted policies like teleworking for up to three days per week, remote working abroad for up to 15 working days per calendar year, and an extra paid day off on your birthday.



## Inclusion & diversity

We have an open-door communication policy with access to every level of the organisation and we welcome and respect the different points of view each individual brings. We are proud to have more than 30 nationalities in our small yet growing team, a level of diversity that ignites innovation.







## Inspiring workplace

C4T's offices are located on castle grounds and designed so each employee enjoys natural sunlight and inspiring surroundings. Get to know your colleagues better around the group dining table in our kitchen or enjoy the fresh air and countryside by taking a lunchtime walk around the nearby lake.



## Wellbeing programs

You can always find fresh fruit in the kitchen and homemade soup is delivered to our BelleVue headquarters weekly. To promote physical activity, we have established a running club with a professional coach and offer C4Ters access to more than 4000 health and wellness videos via Grokker.



Walking lunch day







## Strong values

All C4Ters share a commitment to our values of Passion, Innovation, Vision, Initiative, Quality, and Customer Success. In the spirit of building a team that embodies these values, we have a generous employee referral program that helps us attract talented individuals that would be a valuable addition to the C4T tribe.



## Lean green machine

We are committed to sustainability and underscore that commitment with a paperless office, ban on single-use water bottles, second-hand furnishings, and a mobility policy that compensates C4Ters for choosing hybrid or electric fleet cars or for going car-free altogether.







## Career paths

To encourage life-long growth, C4T invests in employee learning and development, plus offers colleagues a unique opportunity—the possibility to make lateral moves within the company to try something new for a change. We prefer to promote from within and keep tabs on talent with regular reviews and goal setting.

Learn more about our DNA on our [About Us page](#).

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# C4T

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»»» On a mission to become  
the #1 global customs solution

## Contact Us

Explore opportunities for growth on our [Career page](#)

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