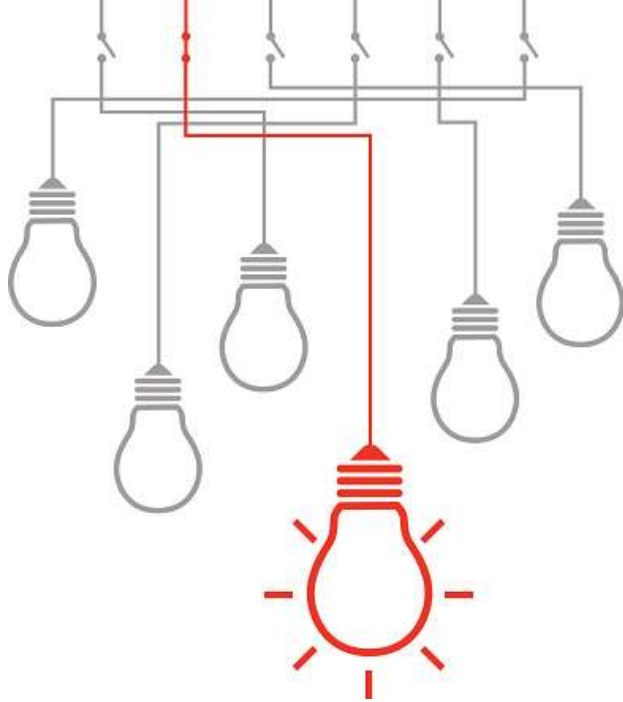




Global Reverse Supply Chain, Optimized

## **Apresentação FIEE: Desafios Fiscais e Logística Reversa no Brasil**

**Marcelo Cairolli**  
**VP & Executive Director – Latin America**



Present by:  
**Li Tong Group**



## **Table of Content**

- ..... Company Overview
- ..... Our RSCM Solution
- ..... One-stop Solution & Capability
- ..... Reporting & Data Mining
- ..... Qualification & Assurance



## Company Overview

## Our Vision:

Lead the Future of Clean Hi-Tech Value Chain

Regulatory  
Compliance

Intellectual Property  
Protection

Aftermarket  
Services

Re-use &  
Re-application

Maximized  
Asset Value



## Who we are ?

One of the **largest** Technology, Electronic & Telecom **RSCM\* Services Provider**

**Trusted global partner** of World's Top companies in TET sector

**Total aftermarket solutions provider** for Worldwide network operators' value chain

**Market Leader** in Hi-Tech portfolio coverage: mobile, telecom, cloud, enterprise networks & asset, smart devices

\* RSCM stands for Reverse Supply Chain Management



## Scale & MARKET LEADERSHIP

17<sup>+</sup>  
years



Since 2000

23 facilities

4 continents  
20+ countries

Workforce  
1,000+

100 million+  
devices per year

Global  
standardized  
service platform

# Global Presence



## Committed to Global Standards

All LTG's wholly owned facilities are strictly adhere to the same global standards.



After China Branding  
Kong (HQ) · China



Overseas Regional Branding  
United States (HQ) · Brazil · Dubai · Europe · India · Japan · Korea · Malaysia · Taiwan

# Global Presence



## Facility Standards

To fulfill our world leading clients standard, all LTG's wholly owned facilities are strictly adhere to the standards and guidelines of TAPA



24/7 video surveillance and monitoring



Secure production and storage areas



Electronic access control (RFID)



Metal detectors



**Inter China Branding**  
Hong Kong (HQ) • China



**Interseas Regional Branding**  
United States (HQ) • Brazil • Dubai • Europe • India • Japan • Korea • Malaysia • Taiwan



# Global Presence

## Product Coverage

All LTG's wholly owned facilities are capable to process a wide range of electronic product:



Mobile Devices



PC Products



Network Equipment



Consumer Electronics



Telecom Equipment



Smart Devices



Display Systems



Imaging Products



Industrial Products



**Greater China Branding**  
Hong Kong (HQ) · China



**Overseas Regional Branding**  
United States (HQ) · Brazil · Dubai · Europe · India · Japan · Korea · Malaysia · Taiwan

# Facilities in North America, South America & Mexico

## Dallas (2 facilities)



Facility 1: 40,000 ft<sup>2</sup>  
With expandable capacity



Facility 2 : 120,000 ft<sup>2</sup>  
Full Operation in 2017Q3

## SF



55,000 ft<sup>2</sup>  
For both Production & Storage  
Full Operation in 2017Q3

## Mexico



**Establishment in Progress**



Dallas



SF

### Service Capability:

- ✓ Reverse logistics
- ✓ Electronics Recycling, Reclamation & Recovery
- ✓ Certified Destruction and Scrapping
- ✓ Parts Harvesting & Redeploy
- ✓ Re-Kitting & Redistribution
- ✓ Liquidation and Remarketing
- ✓ Post-Consumer Take Back/Trade-in programs
- ✓ Enterprise IT Asset Management & Data Security
- ✓ Telecom Equipment Recovery
- ✓ EPA Compliance Services

### Certificates & Licenses (Dallas) :

- ✓ R2
- ✓ ISO9001, ISO14001, OHSAS18001
- ✓ NAID (AAA)
- ✓ EPA Registered
- ✓ Fully compliant to local law and regulations

**SF & Mexico : Full Certifications application in progress.**

## Facilities in Brazil

### Sao Paulo



38,000 ft<sup>2</sup>

With expandable capacity



### Service Capability:

- ✓ Reverse logistics
- ✓ Electronics Recycling, Reclamation & Recovery
- ✓ Certified Destruction and Scrapping
- ✓ Parts Harvesting & Redeploy
- ✓ Re-Kitting & Redistribution
- ✓ Liquidation and Remarketing
- ✓ Post-Consumer Take Back/Trade-in programs
- ✓ Enterprise IT Asset Management & Data Security
- ✓ Telecom Equipment Recovery

### Certificates & Licenses :

- ✓ ISO9001, ISO14001, OHSAS18001
- ✓ Fully compliant to local law and regulations

# Our Customers

**OEM/ODM/EMS**

**Public Sector**

Hospitals, Schools,  
Government

**IT Solutions Provider**

Network and Cloud Service  
Providers , Network System  
Integrators/Managed Service  
Providers



**3PL Supply Chain Logistics  
Firms**

**Enterprise**

Banks, Datacenters, Telecom  
Operators, Internet Service  
Providers

**Retail & Consumer**

local retailers and  
community collection



## Desafios Logísticos / Fiscais no Brasil

## Compreender dados sobre o material a ser movido para fazer o serviço adequado e com compliance

- Material é originário de retorno de vendas, doação do público (não emite Nota Fiscal) ou empresas publicas (muitas delas não emitem nota fiscal, apenas declaração de doação) / privadas (podem emitir Nota Fiscal) ou é material interno a companhia?
- Material é Scrap (estoque em KG) ou é material em excesso / obsoleto (estoque em unidades)?
- Localização deste material (Estado de SP / outros Estados ou os dois).
- Material que esta em estoque possui regime especial sob o qual ele foi internalizado no país?
- Serviço pretendido pelo cliente é compatível com a situação fiscal em que seu material se encontra?



- Reverse logistics
- Electronics Recycling, Reclamation & Recovery
- Certified Destruction and Scrapping
- Parts Harvesting & Redeploy
- RMA & Refurbishing
- Re-Kitting & Redistribution
- Liquidation and Remarketing

- Post-Consumer Take Back/Trade-in programs
- Enterprise IT Asset Management & Data Security
- Telecom Equipment Recovery
- Compliance Advisory

## Barreiras para Implementação de Programas de Logística Reversa

### **Falta Infra-Estrutura adequada para cumprimento das normas vigentes no Brasil**

- Recursos para Pesquisar Material na Origem;
- Rastreabilidade no retorno de peças e produtos do Mercado.
- Materiais acondicionados como scrap quando muitas vezes é possível seu reaproveitamento.
- Treinamento a quem manuseia sucatas de eletrônicos / precariedade em cooperativas.



### **Modificação da Estrutura Fiscal do País para adequação as necessidades de Logística Reversa**

- Falta de Código Fiscal Específico (NCM) para definição de sucatas de eletrônicos.
- Inadequação da legislação fiscal para coleta e retorno de materiais pertencentes ao consumidor final. (RICMS prevê que empresa possa emitir Notas Fiscais de entrada para materiais vindos de pessoas físicas, mas a empresa deve fazê-lo pessoa a pessoa).

Key Values to our customers:



**Maximize**  
Financial Return



**Reduce**  
Management cost  
on RSCM



**100% Data Security &  
IP Protection**




**Fully Compliance &  
Fulfil CSR**





Soluções

**\*PIR**  
**(Re-Uso)**




We are capable to capture/recover the highest value of OEMs/manufacturer Post-Industrial assets via our end-to-end RSCM solution



- Estudo do regime de importação dos materiais;
- Tratamento fiscal conforme legislação antes de mover materiais;
- Implementar processo de devolução de produtos em garantia do mercado de modo a se garantir rastreabilidade por aparelho.
- Planejamento logístico ligado ao planejamento fiscal para mover material ao ponto de processamento.

**\*PCR**  
**(Reciclagem)**



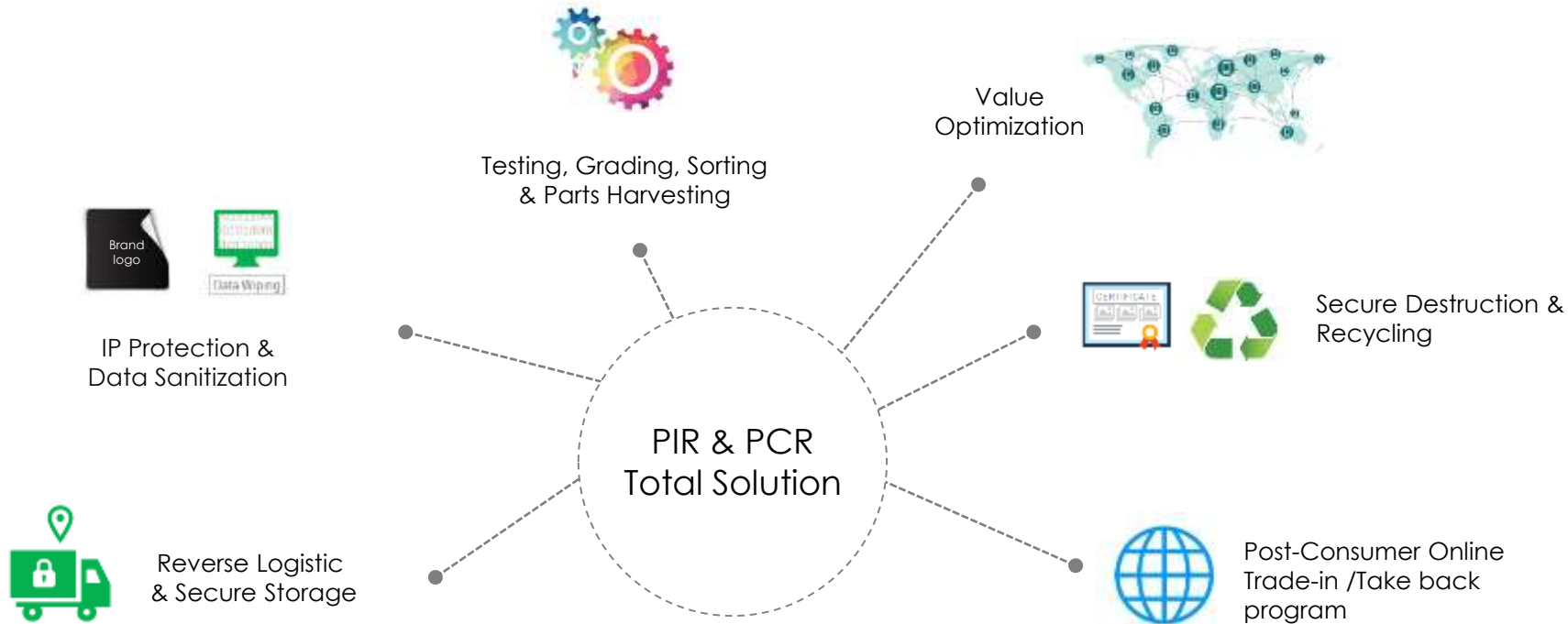
LTG's well established online take back/trade-in program enable OEMs to roll out post-consumer recycling program effortlessly & fulfil CSR.



- Regime especial para otimizar coleta de scraps no Mercado para internalização e processamento;
- Planejamento logístico ligado ao planejamento fiscal para mover material ao ponto de processamento.
- Utilização de embalagens apropriadas para transporte de itens perigosos

\*PIR & PCR stand for **P**ost-Industrial **R**ecovery & **P**ost-Consumer **R**ecycling

# End-to-end Services Highlight



## IP Protection & Data Sanitization

Before further processing, all brand identifier will be removed to protect Intellectual property, and ensure complete erasure on all electronic storage devices.

LTG is the first in Asia awarded the NAID (AAA), and strictly adhere to the ISO27001 standards.



Degauss



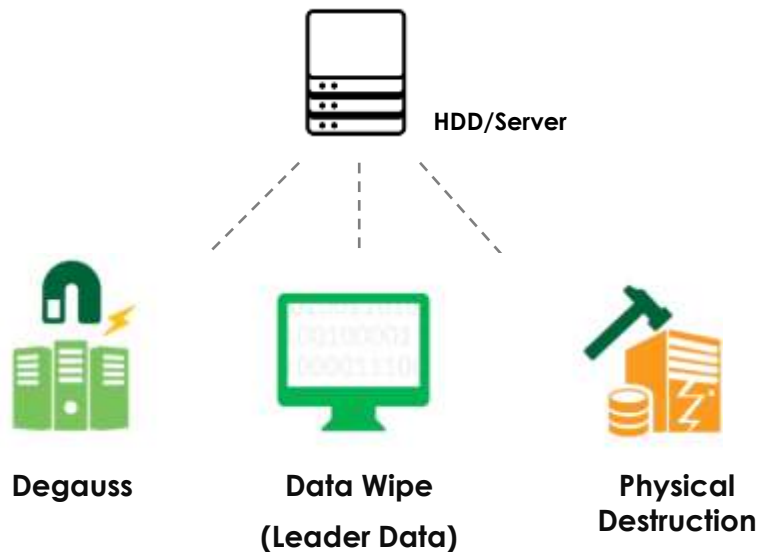
Data Wipe



Physical  
Destruction



## Secure Data Sanitization for HDD/Servers



LTG's proprietary data erasure software – **Leader Data** rest Assured with below global standards:

- NAID AAA Official Certification
- National Association of Information
- USA National Institute of Standards and Technology (NIST) data destruction methods and Department of Defense (DoD) 5220-22-M three-pass overwrite standards
- ISO 27001:2005 on Information Security Management Systems

## Secure Data Sanitization for SSD



While most data sanitization software in the market can only erase data for HDDs and servers...

Leader Data is capable to provide data erasure for SSD which can work with **ALL SSD storage** via SAS, SATA, M2, MSATA interface.

LTG's workstation for SSD Data Sanitization

## Value Optimization

LTG has established global sales network & developed long term relationship with more than 200 business customers worldwide for B2B direct sales such as Manufacturer, Repair Center, System Integrator, Trader or Broker.

The residual value of EOL assets will be optimized via our global remarketing network. **Earnings obtained from remarketing will be shared with our customers.**



## Certified Destruction & Recycling

Customers' asset will be sorted and destructed securely and responsibly in a eco-friendly manner in LTG's facilities. COD (Certificate of Destruction) will be issued to verify the processing. We use multiple module and material specific instruments to retain the highest value of different electronic parts after processing.





## Post- Consumer Take back/Trade-In Program

Post-consumer take-back/recycling is a growing responsibility for OEM. LTG provides customized solution on PCR programs to cater such demand. Via authorized management, we will take care all the back-end operations & logistics under our customer's brand.



### Reference:

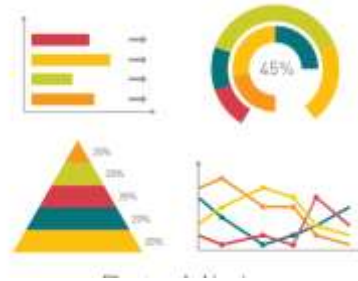
- <http://www.apple.com/hk/en/recycling/>
- <https://www.amazon.com/gp/help/customer/display.html?nodeId=200197550>
- [https://www.microsoftstore.com.hk/?locale=en\\_US](https://www.microsoftstore.com.hk/?locale=en_US)
- <https://www.microsoftstore.com.cn/>
- <https://www.vmall.my/>

## Post- Consumer Take back/Trade-In Program

Our customized solution covers complex coordination efforts, including the retail and distribution network, reverse logistics, data-security, recycling, online/offline channels, marketing and compliance, etc., giving our OEM customers peace of mind.



**Para que as companhias estejam em conformidade fiscal durante todo o processo é necessário o planejamento do processo fiscal para que o produto se mova entre os diferentes processos.  
Necessário envolvimento das entidades de classe para trabalhar junto ao Governo em soluções que simplifiquem a logística reversa e a viabilizem no Brasil.**



## Reporting & Data Mining

LTG provides consolidated statistic & intelligence reporting and tracking system for management traceability and analysis with end-to-end- transparency



Logistic tracking



Receiving report



Testing report  
Sorting report



Certificate of  
Destruction



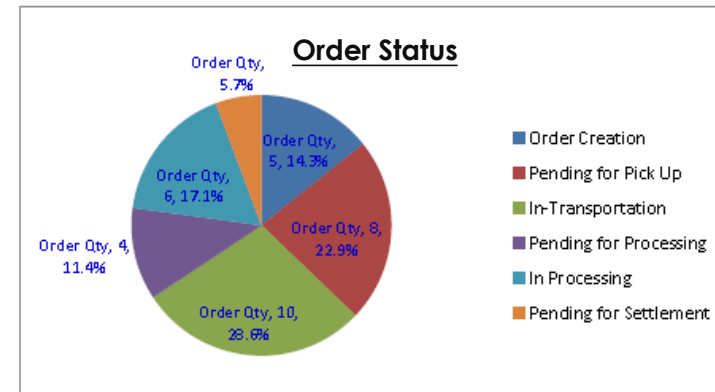
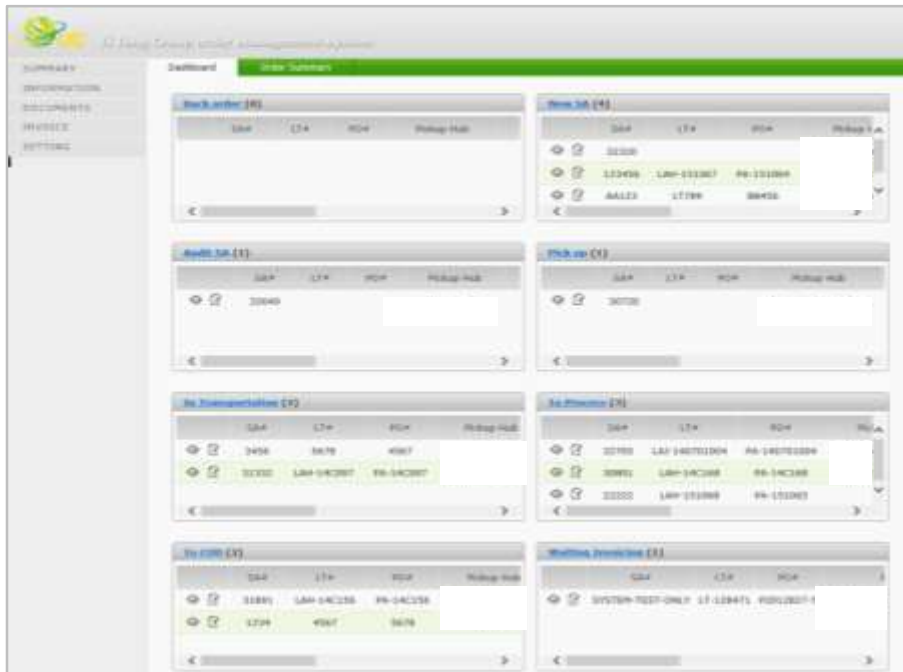
Downstream Management  
and Compliance reports



Data Analysis

# Order Management System

Real time Status Summary at a glance



## Committed to Global Standards

- We adhere to the Hong Kong Environmental Protection Department (EPD), Sixth Schedule of the Waste Disposal Ordinance (WDO) – Import of non-hazardous waste.
- We adhere to Basel Convention on the Transboundary Movement of Hazardous Wastes, European WEEE Directive and China WEEE Regulation.
- We adhere to Electronic Industry Code of Conduct (EICC), Global e-Sustainability Initiative (GeSI) Programs.
- We adhere to the Responsible Recycler (R2), The Recycling Industry Operating Standard (RIOS) and e-Stewards™ Guidelines.
- We adhere to SA 8000 - Global Social Accountability Guidelines.
- We adhere to ISO 26000:2010 - Social Responsibility Guidelines.



Thank you.

@2017 Li Tong Group. All Rights Reserved.

