



Maintaining security while encouraging trade

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Challenges

- » More complex risks
- » Heightened security environment
- » More sophisticated criminal networks
- » Volume growth
- » Customer expectations
- » Better public services – “strong, modern, innovative”
- » Sustainable funding and operating models



Customs 2020

Making compliance easy to do and hard to avoid:

- » Intelligence-led
- » Border modernisation
- » Customer focus
- » People and culture

STREAM 1

BE INTELLIGENCE LED

We will harness better data and deepen the connection to the frontline to better manage border risk, increase our interception and revenue collection rate, while refining our intervention rate.

STREAM 2

MODERNISE THE BORDER

We will work with our partners to draw together regulation, information and processes enabling a clearer whole-of-border view and operation.

STREAM 3

ENHANCE SERVICES WITH A CUSTOMER FOCUS

We will create easier, more cost-effective and efficient experiences for travellers and traders who pose a low risk to NZ's revenue, safety or economy.

STREAM 4

SUPPORT DEVELOPMENT OF OUR PEOPLE AND ENHANCE OUR CULTURE

We will create a workforce environment that encourages diversity, agility and more efficient and effective mobilisation and increases the engagement of our people.

Initiatives

Assurance on the security and legitimacy of exports

- » Align MRAs to Free Trade Agreements (FTAs)
- » Increased auditing and intelligence functions to identify high risk exports
- » Joint Electronic Verification System
- » China Desk
- » Increase the number of local staff in Beijing
- » Customs Trade Specialist to SE Asia to smooth access to markets



Secure Exports Scheme (SES)

Increasing the number of exporters :

- » 3 additional staff
- » Enhance and expand SES
- » Develop more Mutual Recognition Arrangements:
 - » China
 - » Australia



FTA Business Outreach

- » Identifying exporters that do not appear to be benefiting from preferential tariff rates.
- » Visiting exporters around New Zealand to:
 - » help them understand free trade agreements
 - » ensure they are aware of preferences available
 - » help them understand the rules of origin relevant to their exports
 - » encourage good working relationships with their suppliers/importers
- » Next step - expand the scope of engagement from exporters to the broker, freight forwarding and certifying bodies.



R9 Accelerator

Better for Business accelerator process



Find Opportunities

Government agencies identify B2G problems.

Teams form & apply

People learn about the problems, form teams and apply.

Accelerate!

Selected teams take part in the three month Accelerator, then pitch to investors.

Incubate/Growth Programme

Sponsors are exploring potential post-accelerator funding to further develop MVPs created during accelerator.



**Better for
Business**

R9Accelerator

Secure trade scheme

Import and export focussed:

» Trusted trader type scheme





Thank you



PROTECTING NEW ZEALAND'S BORDER