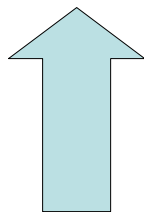


# Export Control in Mitsui ( Japan and Asia )

2007.7.28  
Mitsui & CO., Ltd  
International Security Trade Control Dept  
J.Takano

## Export Control in Mitsui Japan Security Trade Control ( STC )

- 14 Business Units
- Variety of Items
- Variety of Business Model
- 90,000 shipments per year
- STC decision shall be done before the contract conclusion.
- The COO of Business Unit has huge power.



Control by each business unit  
Control by Corporate STC (ISTC Dept ) } Combination

# STC Process in Mitsui Japan

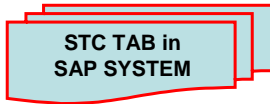


To determine whether the transaction is quite safe, if not they need to apply STC approval by STC work flow.



STC controller ( and ISTD div ) check the content of transaction and issue **STC no.** all process is done by Web base DB system.

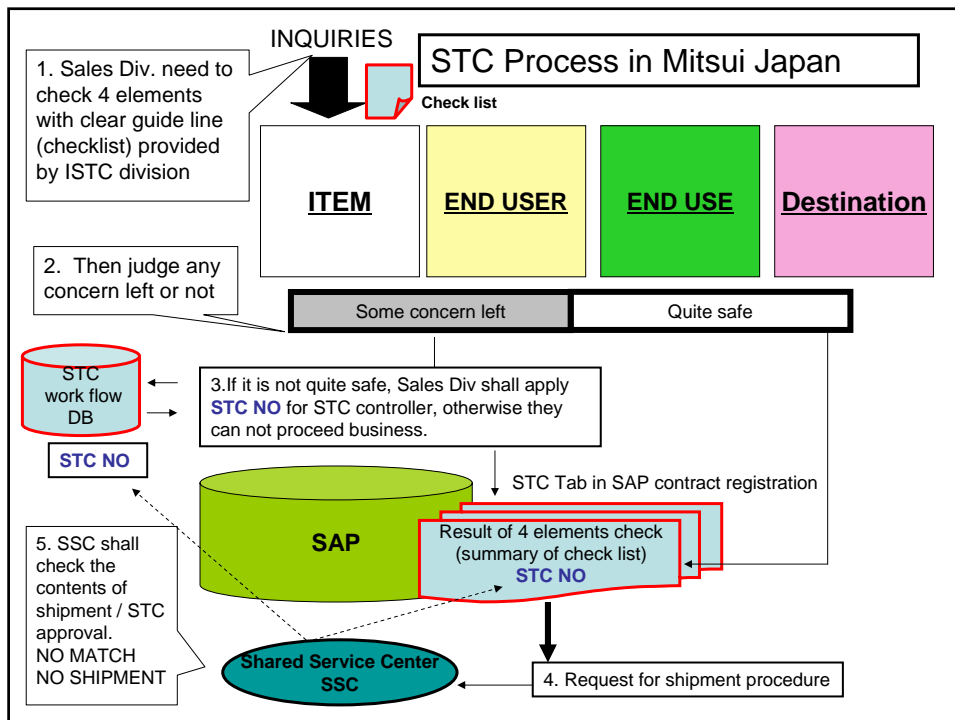
**Before contract**

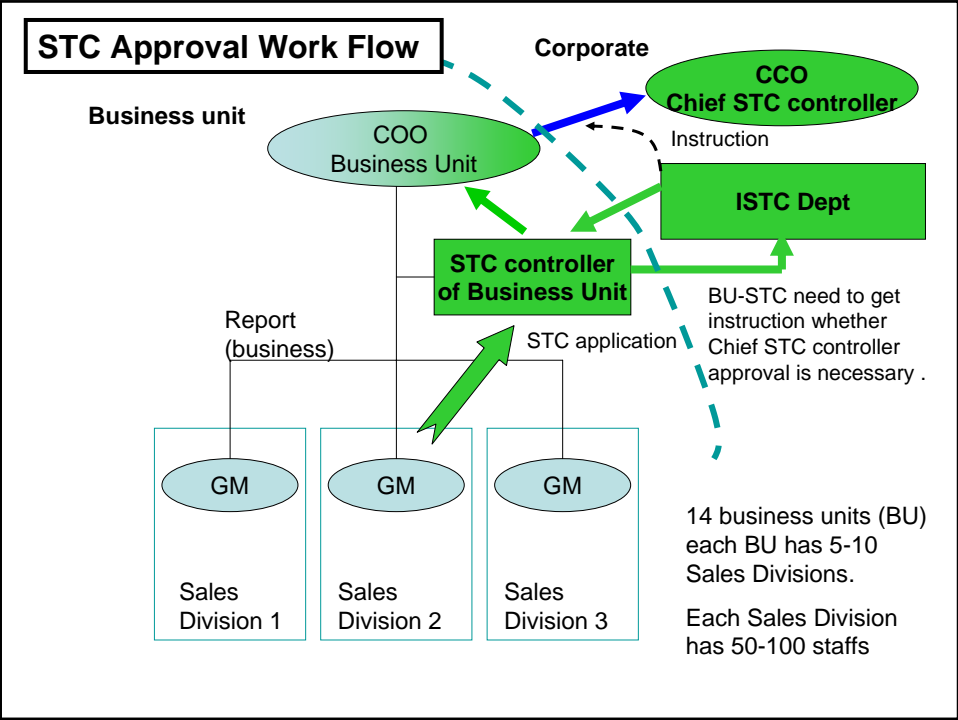


In contract registration process in SAP, one page is prepared for STC.

The summary of check list shall be input  
If STC workflow is done, **STC no.** shall be input

**After contract is done**





# Export Control in Mitsui Asia

## Mitsui Asia Pacific

- HQ of Mitsui Asia Offices : Started from **April 1, 2007**
- Before Mitsui Asia Pacific ICP (for export control) started at Mitsui Korea/Mitsui Singapore/Mitsui Taiwan /Mitsui India separately.
- New program is being installed for Mitsui Hong Kong/China/Thailand/Malaysia/ Philippines/Indonesia/Oceania

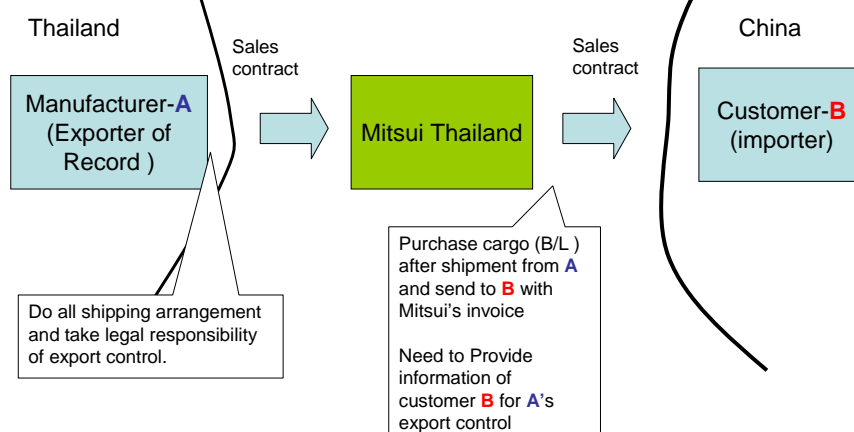
## Problems

- Export regulations are different by country
- Classification Problem ( by which list ? by whom ? )
- Each office is still small. Difficult to have STC specialist at every office.
- How to treat special type transaction ( example: export but not a exporter of record )

## Characteristic of New program

- Classification is done by Mitsui Japan and issue verification number ( **CVN** )
- STC div of Mitsui Asia Pacific does transaction screening and issue trade compliance approval number ( **TCAN** )  
( TCAN = STC No in Mitsui Japan )
- Introduction of **transaction level**
- Application sheet ( = checksheet ) by Excel file Cheap !
- Use message board of general file sharing system for STC work flow

## Special type transaction Export but not a exporter of record



Looks like Off-shore, but this is also export business for Mitsui Thailand.

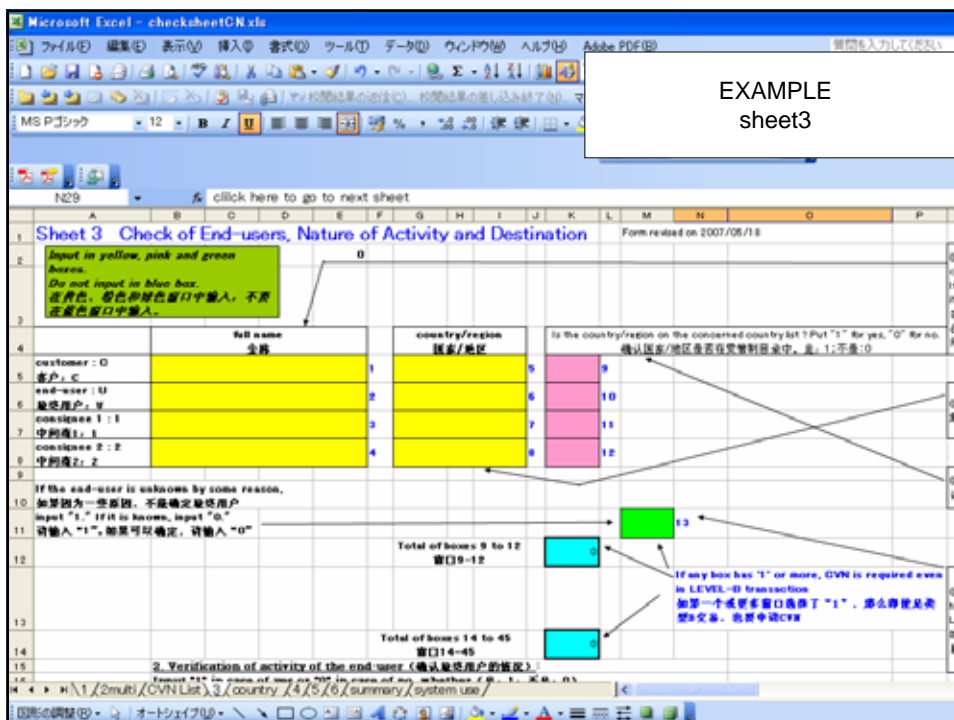
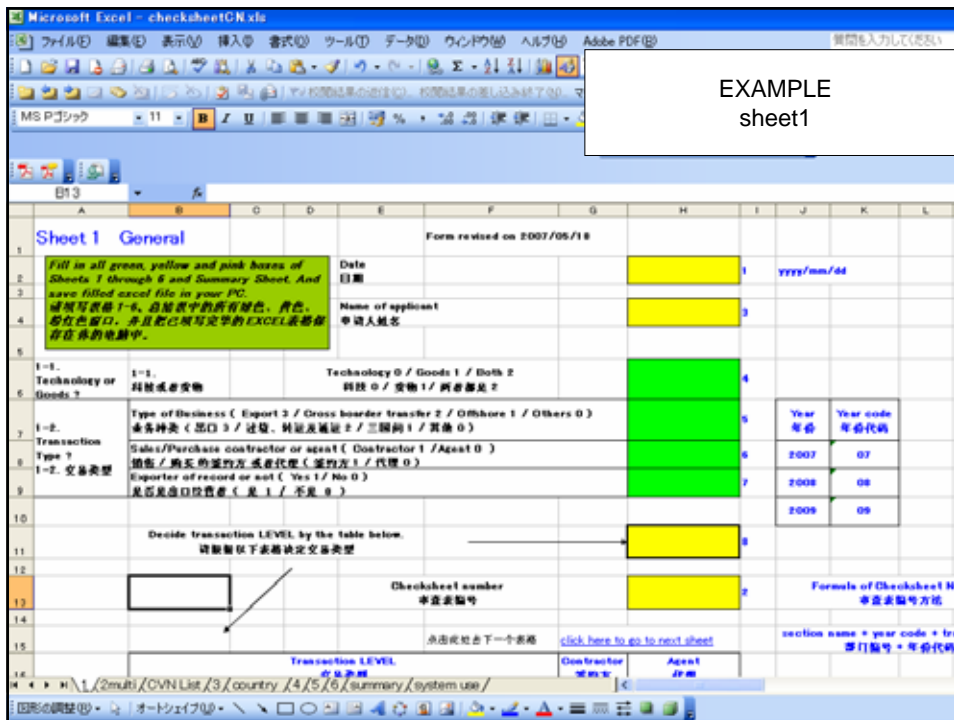
## Concept of Transaction Level

- LEVEL A transaction:  
Exporter of record or any case that Mitsui is legally responsible for export control  
**Full set of checking process.**
- LEVEL B transaction:  
Export but not a exporter of record ( not legally responsible for export control) or off shore,,  
**Classification can be skipped**
- The relationship between transaction level and type of business is set up based on the regulation of the country

Type of business	Hong Kong	China	Thailand
Export / EOR	A	A	A
Export / not EOR	B	B	B
Off shore ( responsible in transshipment )	A	B	B
Off shore ( other than above )	B	B	B

## What is 'checksheet' ?

- The guidance tool for risk assessment of security trade control ( STC )
- The evidence that the sales department did it properly
- The application form to get the STC approval (with TCAN ).
- It is an Excel file and customized for each country.



Microsoft Excel - checksheetCN.xls

EXAMPLE sheet4

click here to go to next sheet

Sheet 4 End-user and MK List Check Form released on 2007/06/18

customer ID: 1  
end-user: 1  
consignee 1: 1  
consignee 2: 2

Is it listed on MK list? Put "0" for no, "1" for yes. 是否有MK清单中。是：1；不是：0

Total of boxes 1 to 4 窗口1-4

If this box has "1" or more, CWN is necessary even for LEVEL B transaction. 如果一项或多项窗口中选择了"1"，那么即使为类型B交易，也必须申请CWN。

Attach MK screen image as evidence: 请粘贴MK查询页面截图作为证据

- Choose the one word from the same of the customer which seems suitable for MK search. 在客户名称中选择一个最符合MK查询的词语。
- If you see the result in screen by MK search, please copy the screen by pushing alt+prtsc keys. 如果你在MK查询窗口中看到显示结果的画面，请按alt+prtsc键复制此画面。
- Paste the screen in the space below by pushing control+v键. 在下面空白区域粘贴刚才复制的画面。

Paste screen below. 请在以下空白区域粘贴查询画面

click here to go to next sheet

H:\1\2multi\CWN List\3\country\4\5\6\summary\system use/

Microsoft Excel - checksheetCN.xls

EXAMPLE sheet5

click here to go to next sheet

Sheet 5 End-use Check Form released on 2007/06/18

Description of end-use 最终用途的描述

Total of boxes 2 to 15

If this box has "1" or more, CWN is necessary even LEVEL B transaction. 如果窗口中有选择"1"的，那么即使为类型B交易也必须申请CWN。

Check and input either "1" for yes or "0" for no, whether 确认并输入。是：1；不是：0

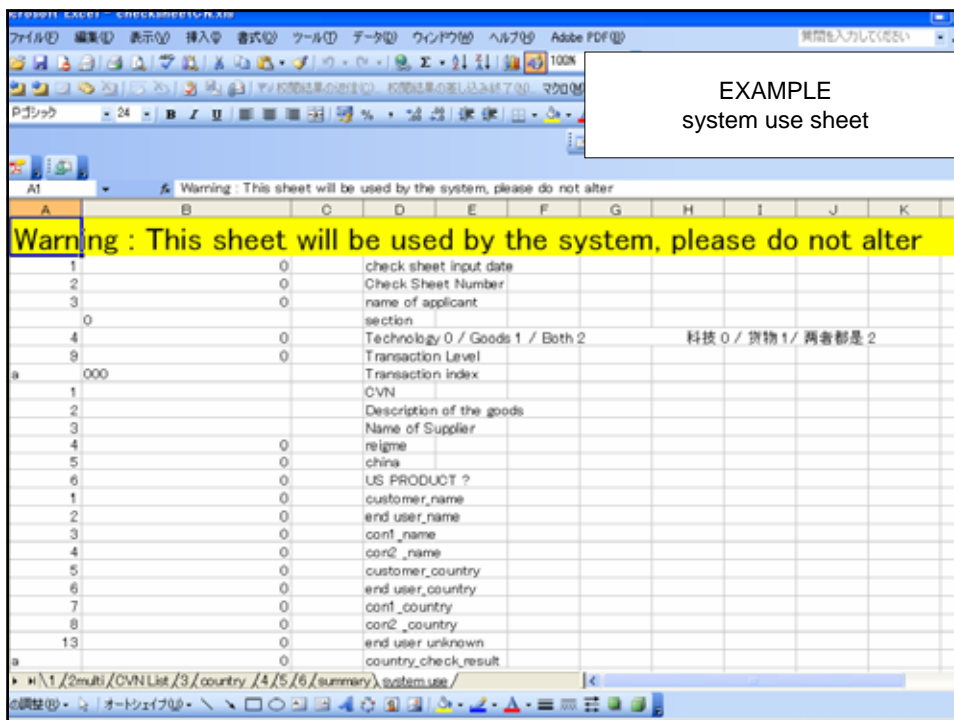
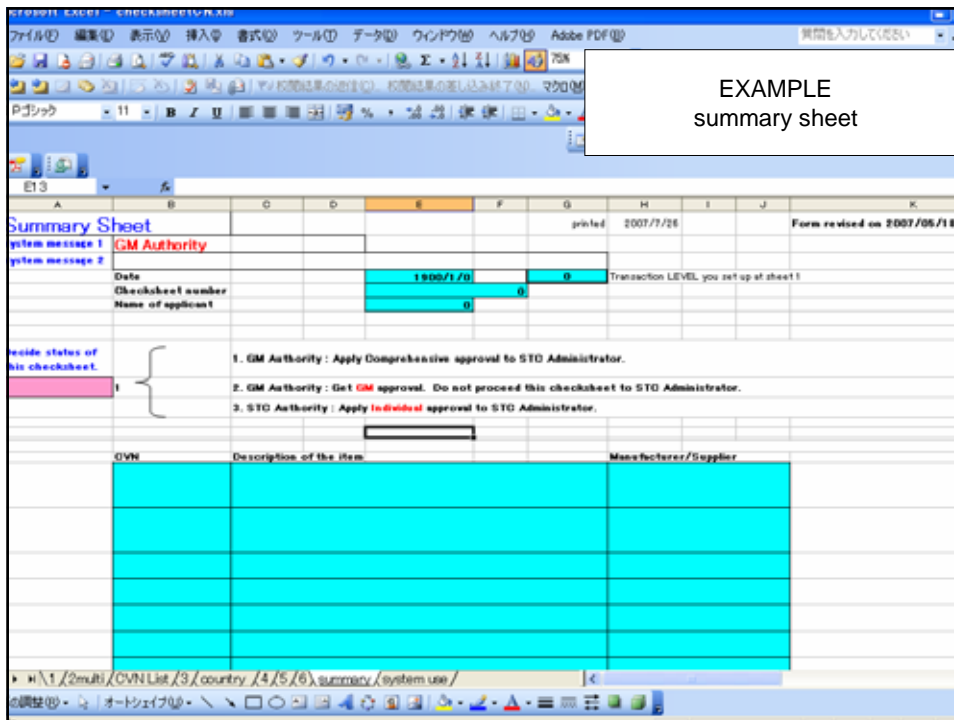
- you are aware of the Goods or Technology will be used for the following applications:
- information of end-use related to the following application is recorded or appeared in the contract sheet, or any other documents or recording media acquired; and
- you have been notified by the contractual party or any other party that the end-use of the Goods or Technology is one of the following:

- Development, production, handling, operation, maintenance, storage, detection, identification and dissemination of nuclear weapons
- Development, production, handling, operation, maintenance, storage, detection, identification and dissemination of chemical weapons and chemical agents for chemical weapons
- Development, production, handling, operation, maintenance, storage, detection, identification and dissemination of biological weapons, and biological agents and toxins for biological weapons
- Development, production, handling, operation, maintenance and storage of equipment for

Boxes 2 to 15) Simply in "0". However this is an immediate. 根据问卷内容，输入"1"于工业和农业生产中的文控责任人报告。

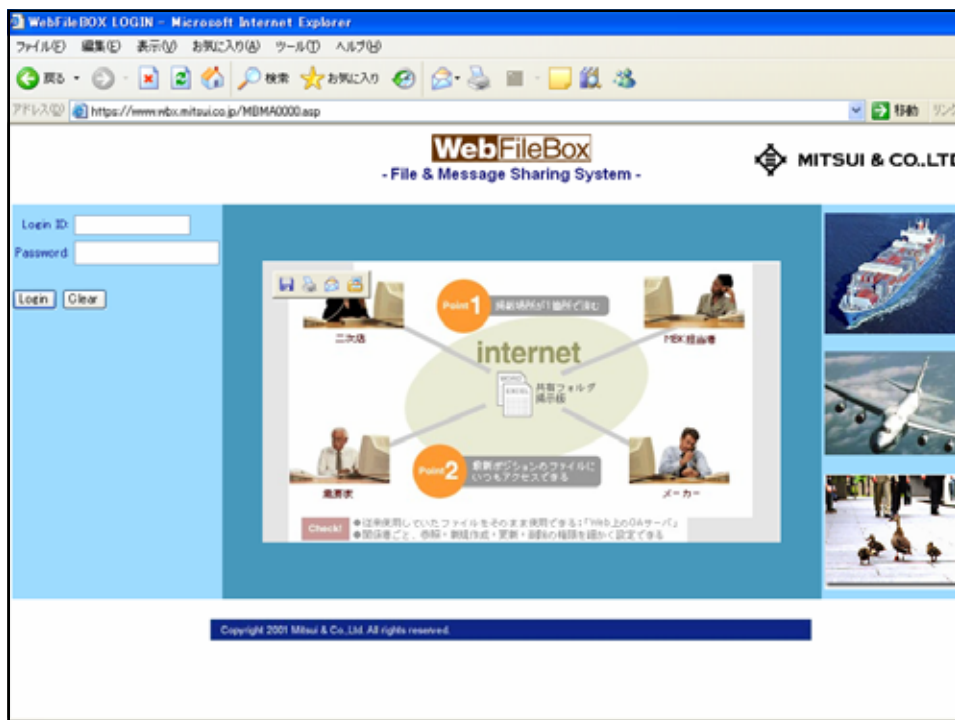
H:\1\2multi\CWN List\3\country\4\5\6\summary\system use/





# Message Board

- General secured file sharing system with message board.( Main use was to share data with the out side partners )
- Thru internet Mitsui Japan/Mitsui Singapore can help Mitsui Hong Kong ( example )
- Record keeping system with time stamp
- Application a posted message  
Approval/verification reply for the message



掲示板一覧 - Microsoft Internet Explorer

アドレス: https://www.nbx.mitsui.co.jp/MBBA1000.ASP?GUPID=TCAS

### 掲示板一覧

表示する掲示板を下から選択してください

Trade compliance control program	メッセージ数
<input checked="" type="checkbox"/> Trade Compliance Control Program	0
<input checked="" type="checkbox"/> 01 Singapore	0
<input checked="" type="checkbox"/> SPRBB	0
<input checked="" type="checkbox"/> SPRCA	0
<input checked="" type="checkbox"/> SPRCI	0
<input checked="" type="checkbox"/> SPRCP	0
<input checked="" type="checkbox"/> SPRCS	0
<input checked="" type="checkbox"/> SPRHH	0
<input checked="" type="checkbox"/> SPRMA	0
<input checked="" type="checkbox"/> SPRMB	0
<input checked="" type="checkbox"/> SPRNP	0
<input checked="" type="checkbox"/> SPRPP	0
<input checked="" type="checkbox"/> 02 Hong Kong	0
<input checked="" type="checkbox"/> HKGCB	0
<input checked="" type="checkbox"/> HKGCC	384
<input checked="" type="checkbox"/> <b>HKGCR</b>	738
<input checked="" type="checkbox"/> HKGIC	181
<input checked="" type="checkbox"/> HKGII	271

One message board for each dept.  
Sales department could see only their own board.  
STC staff could see all boards

メッセージ一覧 - Microsoft Internet Explorer

アドレス: https://www.nbx.mitsui.co.jp/MBBA1000.ASP?TYPE=1&GUPID=TCAS&FOLD1=01&FOLD2=03&FOLD3=05&FOLD4=03&FOLD5=00

### メッセージ一覧

Trade compliance control program/Trade Compliance Control Program/02 Hong Kong/HKGCR

メッセージ移動 戻る

タイトル	発信者	受信日時(GST)	添付ファイル
<a href="#">HKGCR0891</a>	HKGCR.Staff	2007/07/23 12:09:26	
<a href="#">HKGCR0841</a>	HKGCR.Staff	2007/07/20 16:46:18	
<a href="#">HKGCR0841STC</a>	HKGCR.GM	2007/07/20 19:17:04	
<a href="#">Re:HKGCR0841W251</a>	HKSTC.DGM	2007/07/25 12:50:28	
<a href="#">Re:HKGCR0841Bconfirmed</a>	STC.China.GM	2007/07/23 20:03:00	
<a href="#">HKGCR0851</a>	HKGCR.Staff	2007/07/20 16:43:31	
<a href="#">HKGCR0851STC</a>	HKGCR.GM	2007/07/20 19:17:24	
<a href="#">HKGCR0861</a>	HKGCR.Staff	2007/07/20 16:42:12	
<a href="#">HKGCR0861STC</a>	HKGCR.GM	2007/07/20 19:17:44	
<a href="#">HKGCR0871</a>	HKGCR.Staff	2007/07/20 16:39:53	
<a href="#">HKGCR0871STC</a>	HKGCR.GM	2007/07/20 19:18:16	
<a href="#">HKGCR0881</a>	HKGCR.Staff	2007/07/20 16:38:52	
<a href="#">HKGCR0881STC</a>	HKGCR.GM	2007/07/20 19:18:36	
<a href="#">HKGCR0901</a>	HKGCR.Staff	2007/07/20 16:37:38	
<a href="#">HKGCR0901STC</a>	HKGCR.GM	2007/07/20 19:18:55	
<a href="#">HKGCR091</a>	HKGCR.Staff	2007/07/20 16:36:39	
<a href="#">HKGCR091STC</a>	HKGCR.GM	2007/07/20 19:19:15	
<a href="#">Re:HKGCR091W571</a>	HKSTC.DGM	2007/07/25 12:44:27	
<a href="#">Re:HKGCR091Bconfirmed</a>	STC.China.GM	2007/07/23 20:17:44	
<a href="#">HKGCR09589</a>	HKGCR.Staff	2007/07/20 16:18:43	
<a href="#">HKGCR09589STC</a>	HKGCR.GM	2007/07/20 19:19:47	