# **Fuel Integrity Programmes**

## **About Our Programmes**

- > Our fuel integrity programmes are the most efficient solution to fight against fuel smuggling and adulteration or distribution of substandard refined products.
- > Thanks to an advanced technology, all fuel supply is marked with an undetectable and non-abrasive marker that quickly reveals dilution or any alteration. Hence, helping Governments protect their tax revenues.

## **Key Benefits**



Bring immediate and measurable effect on tax collection and sales volume;



Weaken fraudulent behaviours and curb criminal activities;



Provide effective solution to fight against subsidy abuse;



Strengthen consumers' trust in government and oil companies;



Protect consumers from early obsolescence of vehicles due to poor fuel quality;



Contribute to environment protection by reducing oil spills and unregulated polluting elements.

# Need to protect your fuel supply chain?

An estimated \$USD133 billion of fuel are stolen, adulterated, or defrauded from petroleum companies every year, causing severe revenue loss to governments and leaving consumers with poor quality fuel which often damages engines.

In an effort to curb these rampant issues, Cotecna has introduced an innovative solution which provides a secure and tamperproof method of authentication which guarantees the integrity of fuel supply.

By ensuring that subsidies are not diverted from their original purpose or that taxed fuels are not diluted with products which have lower or no taxes, Cotecna helps governments recover lost revenue and combat fraud.

## **Our Process**

When the fuel supply arrives at the terminal our high-performance system automatically calculates the exact amount of marker necessary to the volume of fuel and the type of consignment



Our team adds the marker in the truck tank before it leaves the fuel terminal.



3. The field test is performed at retail stations, where we collect two fuel samples from the tank.



The results are available within two minutes. In case of test fail the second sample is sealed and sent for in-depth analysis in a certified lab.



# A cutting-edge solution to efficiently combat fuel fraud

Our fuel integrity programmes enable to "chemically stamp" the fuel at a nationwide level. To achieve this, first we rely on our high-quality markers which are unique in order to be able to easily adapt to different types of consignments (domestic consumption, export, transit, etc.).

Our markers are also environmentally friendly and offer a complete tracing of quantities distributed throughout the supply and distribution chain, resulting in a considerable improvement of the quality of petroleum products overtime.

Then, we organize quality controls which are performed by our team at petroleum stations. Thanks to our technology it only takes a few minutes to test the fuel and obtain the results. Our inspection are conducted on a regular and random principle to significantly reducing the risk of collusion.

Through the implementation of a fuel integrity programme for petroleum products, Cotecna helps its clients to prevent the distribution of substandard refined products. Not only our programmes finance themselves in less than two years, they also allow to increase revenues for governments and oil companies of 30% on average.

Cotecna supplies the markers and provides dedicated teams to operate and maintain the solution throughout the duration of the contract. We work closely with our clients to ensure the highest quality of service, to do so we rely on our 4-pillar value proposition.

# Our Value Proposition

#### Security

We apply a robust process control to maintain a high level of security and safety from markers storage to market surveillance for all staff and equipment.



## Compliance

We guarantee the highest standards by regularly and randomly performing audits that reinforce our quality approach and our commitment for transparency.

### **Traceability**

We monitor the usage of markers as well as all our processes and results using our platform, with the objective of predicting the risk of fraud or collusion.

#### **Efficiency**

We put in place a set of standard operating procedures including automated actions to increase overall productivity and ensure the success for all stakeholders.

#### About Cotecna

Cotecna, a swiss based service provider, is recognized as a world leader in the development of tailored solutions and know-how to facilitate trade and help governments boost their revenues.

Our technical expertise combined with the superior quality of our services and our ability to anticipate our clients' needs is what sets us apart.