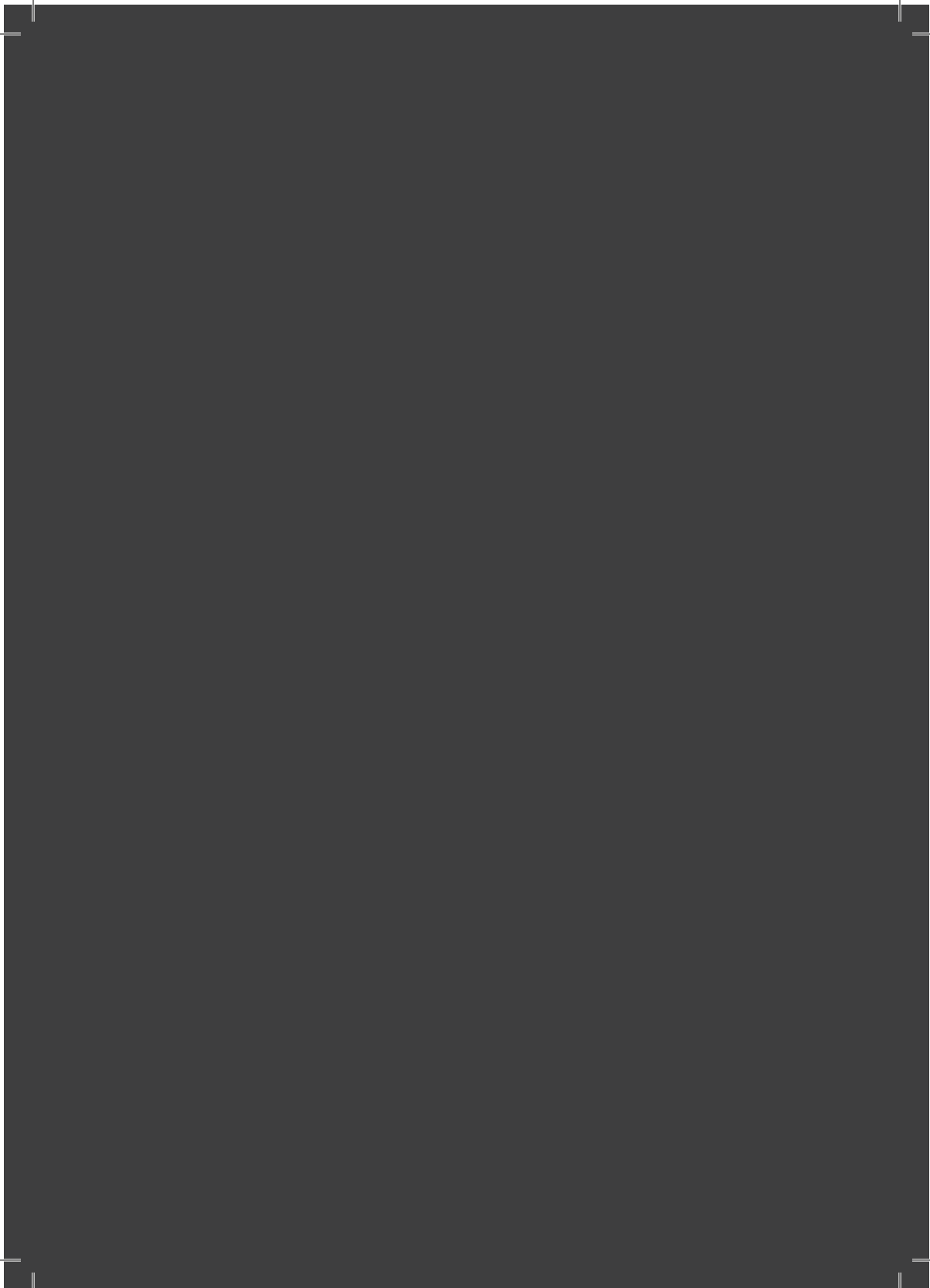
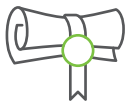




navis
INTERNATIONAL TRADE AND CONSULTING LTD

Your Gateway
to Compliance





About us

“Navis” is the Latin for “Ship”. As our name suggests, we help our clients “navigate” through the highly regulated environment of HFC related products (Bulk Gases and equipment pre-charged with HFCs) and HFC pre-charged equipment. We cover also the EU CBAM Regulation.

Navis International Trade & Consulting Ltd was founded in May 2018 from an intuition: filling the need of the many companies entering the F-Gas arena struggling to find strategic support and easy access to the complex regulations, by redeploying our hands-on experts in the field at their service. Even more so now that after Brexit there are two separate regions: GB (England, Scotland and Wales) and the EU (EU27+NI). A more stringent Regulation has been implemented in the EU and the divergence between the F-GAS Regulations in these two Regions requires a lot of attention.

With a team of experts boasting years of consolidated experience in the HVAC-R and Chemical sector businesses (listed as F-GAS Incumbent Company both in the EU and in GB), Navis has earned a reputation as “Gateway to Compliance”. We offer a comprehensive suite of services designed to provide 360 degrees support to our clients, ensuring their compliance and success in highly regulated environments





Our Global presence

- **UK:** Established May 4, 2018
- **Estonia:** Established October 15, 2018, in preparation for Brexit
- **Turkey:** Established March 9, 2022, to address the Turkish Quota System
- **U.S.:** Established November 29, 2022, to manage the U.S. Allowances System
- **UAE:** Established November 14, 2023, to cover the Middle East region
- **China:** Established August 15, 2024, to support Chinese manufacturers.



Our Services

Regulatory Advisory:

Expertise in EU/GB F-Gas and CBAM Regulations, including reporting, quota/carbon credits strategy, and more.

Customs Procedures:

Assistance with customs procedures related to F-Gas and CBAM regulations, including bonded warehouses and customs instructions.

ERP Development:

Integration of F-Gas and CBAM controls into ERP systems.

Logistics Services

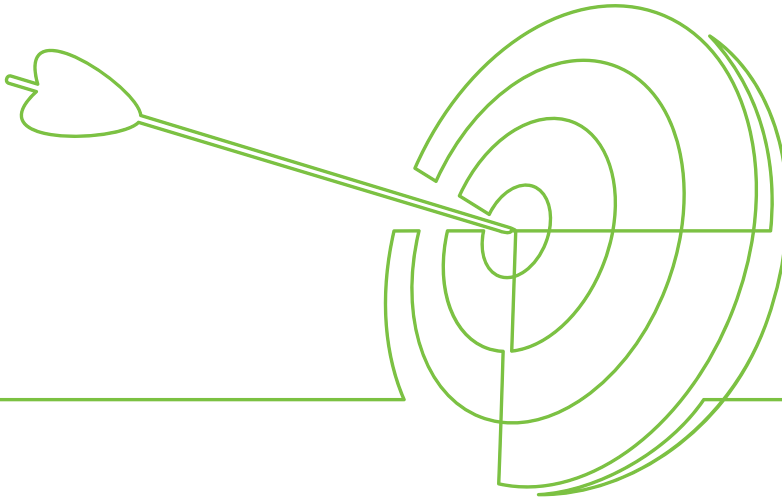




Our Mission

Our mission is to simplify access to complex regulatory environments, including F-Gas (EU/GB/Turkey/U.S./Mexico) and CBAM (EU) regulations.

We place a strong emphasis on customs procedures, recognizing their critical importance for stakeholders operating across different regions.





Navigating the EU/GB F-Gas Landscape

The EU/GB F-Gas landscape presents a challenging regulatory environment, characterized by both clear guidelines and hidden complexities. Organizations must understand, familiarize themselves with, and comply with these regulations to operate successfully. One key challenge is navigating the different F-Gas thresholds in these regions:

- EU: 10 tCO₂eq effective from March the 11th 2024
- GB: 100 tCO₂eq

Many companies entering this industry express frustration with the lack of clarity and explicit guidance, coupled with the need for accessible strategic planning support. Navis bridges this gap by providing professional assistance and practical solutions to all visible and hidden aspects of EU and GB F-Gas regulations.





Our consultants - industry leaders

Navis consultants bring unparalleled practical experience, having been directly involved in all aspects of F-Gas and CBAM legislation, including:

- Import duties and Customs declarations compliance
- Product and equipment labelling and information requirements
- Registration, Reporting and Auditing obligations for F-gases production, import, export, feedstock use and destruction
- Registration, reporting and auditing obligations for CBAM Regulation
- Processes for the transfer of Quotas and authorisation to use Quotas for the placing on the market of hydrofluorocarbons in imported equipment
- Benchmarking, procurement or turn key solution of Refrigerant for manufacturing or wholesale.

Our consultants work with some of the world's largest organizations and have a proven track record of delivering successful solutions for complex environments, regardless of company size. They are actively engaged with government bodies and key stakeholders to ensure the proper implementation of F-Gas legislation and customs controls.





F-Gas Compliance Services

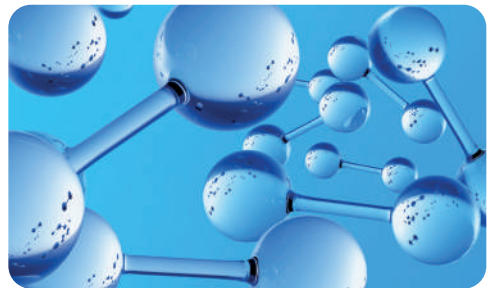
Navis offers comprehensive support for organizations navigating the EU+NI and GB F-Gas System platforms. Our services include step-by-step guidance on quota application, transfer, authorization, delegation, reporting, and auditing obligations.

For organizations based outside the EU and GB, Navis can serve as an Only Representative, assuming the responsibilities of EU and GB importers to ensure compliance with relevant F-Gas laws. This role simplifies market access and ensures adherence to the quota systems' rules. Additionally, we offer extensive customs clearance support.



CBAM (Carbon Border Adjustment Mechanism)

CBAM (acronym for Carbon Border Adjustment Mechanism) is a (new) Environmental Regulation impacting importers of certain categories of products in the EU:



- Cement
- Iron and Steel
- Aluminium
- Fertilisers
- Electricity
- Hydrogen

There are two phases:

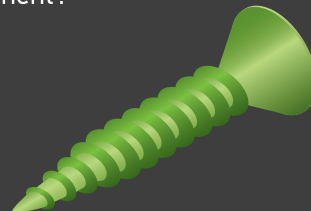
- Transition Phase [Oct 2023 – Dec 2025]. During this phase Companies are requested to submit quarterly reports of their PoM [Placement on the EU Market] and make sure that the correct information is available (Customs, Vendors). Voluntary Audit for each Quarterly Report.
- Full force [Jan 2026 onward]. From Jan the 1st 2026 all affected Undertakings must have at least 80% of the Carbon Credits required by their business on their accounts. This is measured based on the previous years' reporting. Mandatory Audit for each Quarterly Report.

CBAM Pitfalls

- Incorrect Customs Classification (generic Tariffs instead of specific ones)
- Incorrect date used for the reporting (GR instead of PoM)
- Incorrect Country of Origin ("Shipper from" instead of "Made in")
- Incorrect Manufacturer Information
- Incorrect Consignment Value

What is it?

- Part of Air Conditioning Equipment?
- Part of Furniture?
- Item in scope of C.B.A.M.?





CBAM (Carbon Border Adjustment Mechanism)

- Revision of Customs procedures (Product/Item Custom Classification)
- Engagement with Vendors
- Quarterly Reporting
- Audit support
- Cost Benchmarking
- Credits procurement



Enterprise Resource Planning (ERP)

At Navis, we deliver tailored ERP solutions that prioritize simplicity and minimize bureaucracy. Our consultants leverage industry best practices and collaborate closely with clients to understand their business environment and challenges. This transparent and efficient approach ensures the development of ERP solutions that meet specific client needs, resulting in smoother project execution and quicker resolution of challenges for total client satisfaction.

ERP Services

- Streamline Existing ERP Systems:
Enhance reporting and compliance.
- New Project Assessment: Includes ERP solution design, development, and implementation, as well as client training, project integration, governance, and maintenance.

Key pillars to a successful implementation of an ERP solution:

- Deep business understanding
- Comprehensive communications
- Realistic planning
- Risk assessment and management

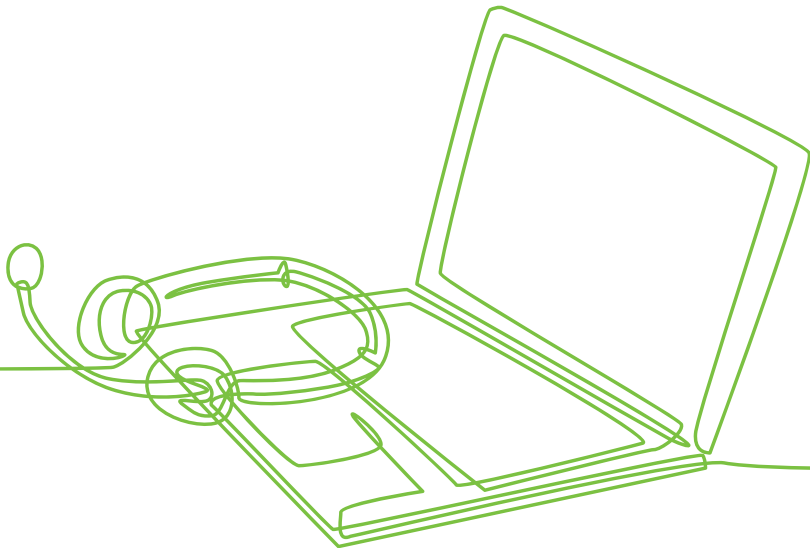
At Navis International Trade & Consulting Ltd, we are committed to helping our clients navigate the complexities of global trade regulations, ensuring compliance, and driving business success.

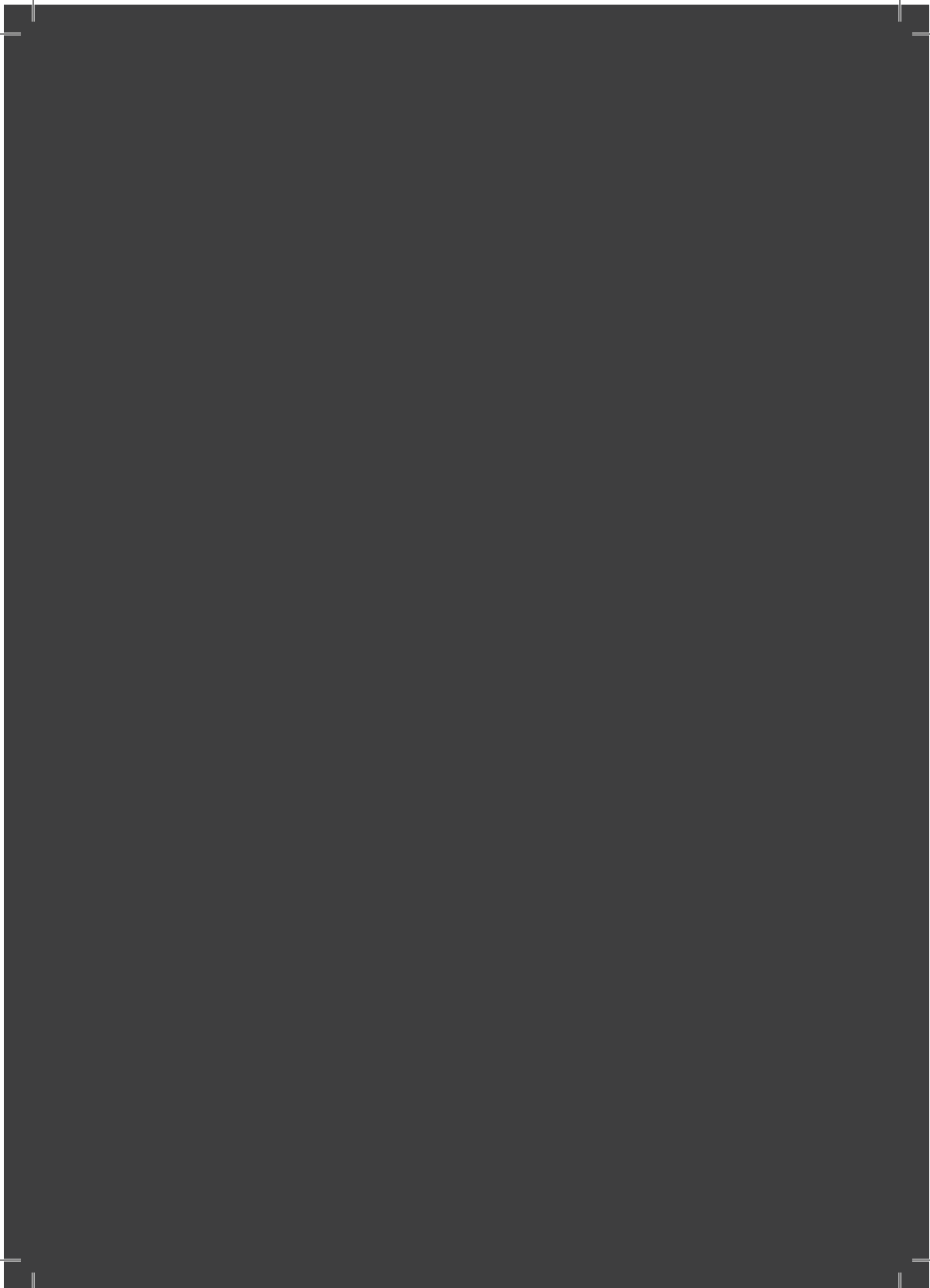


Additional Services

As part of our commitment to supporting our clients' growth in the EU/GB region, Navis offers:

- Human Resources Management Consultancy: Including talent acquisition, coaching, HR auditing, change management, and more.
- Marketing and Advertising Solutions: Tailored for the European and UK markets, with top advertising talent, agility, and efficiency.
- IT Services: Custom solutions to monitor quota consumption and prepare yearly reports.
- Insurance Brokerage: Assistance in securing the best insurance coverage for business activities.





Importing HFCs to



navis

INTERNATIONAL TRADE AND CONSULTING LTD

**Your Gateway to EU+NI and GB F-Gas
Legislation Compliance**



4+

F-Gas Quota

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Navis International Trade & Consulting Ltd

📍 85 Great Portland St, First Floor, London, W1W 7LT, UK

✉ enquiries@navistrade.co.uk 🌐 fgasquota.com

