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**TAPA** EMEA  
Transported Asset Protection Association  
.....

**HOME:**

**20**

**VISITOR:**

**22**

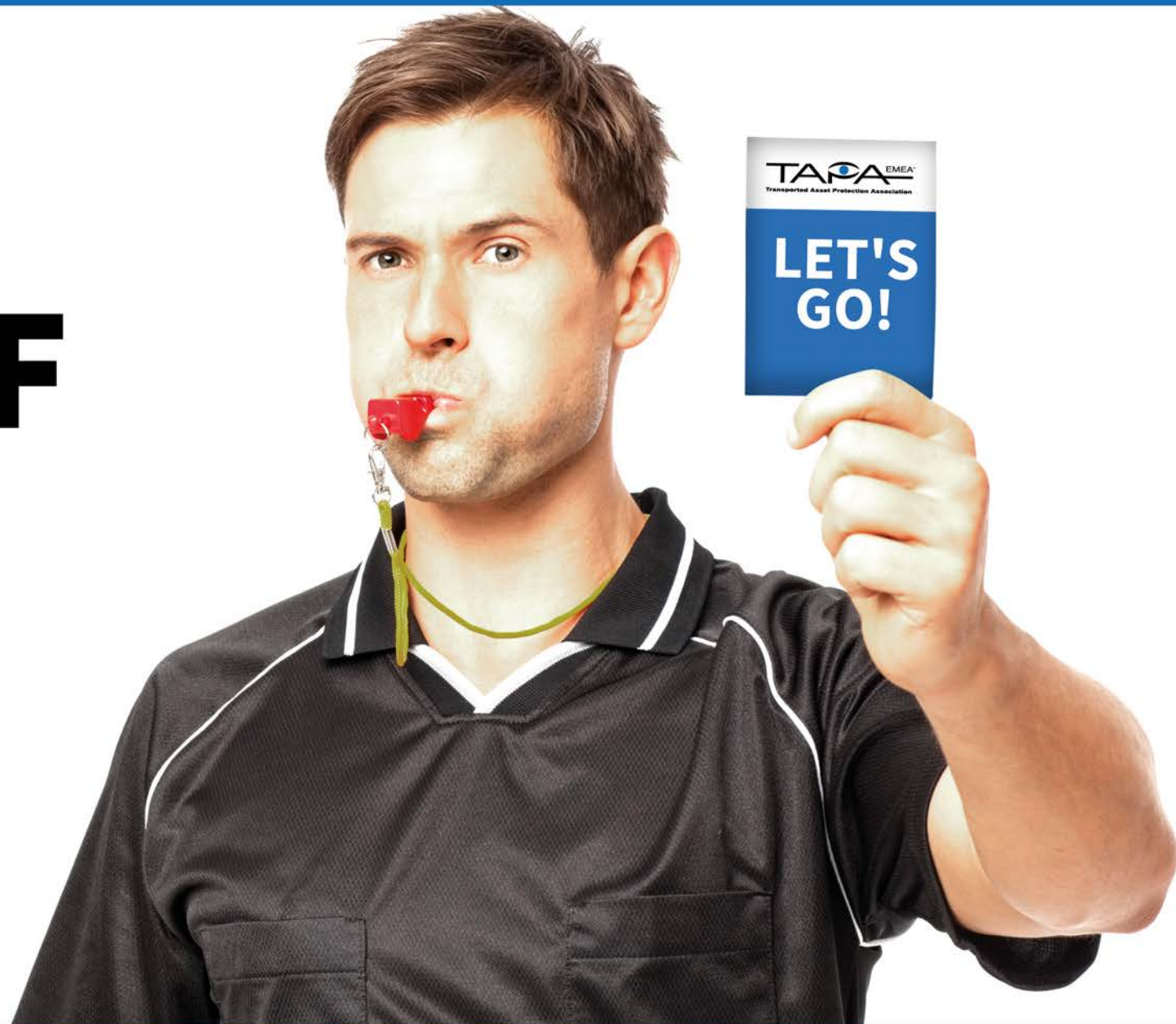
**TAPA EMEA AGM & GENERAL UPDATE:**

**Are we achieving our goals?**



# LET'S KICK-OFF

- **Kick-off**
- **How are we doing?**  
Thorsten Neumann
- **Finance update**  
Ap Boom
- **Security Standards update**  
Markus Prinz
- **AOB**





# WHAT'S THE SCORE?

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Thorsten  
Neumann

**WE'RE  
BUILDING  
A TEAM TO  
WIN FOR YOU...**



# TAPA EMEA TEAM

## Advisory Board



**Marcel Saarloos**  
HP Inc.

**Björn Hartong**  
Zurich Insurance

**Paul Linders**  
Philips International

## Supervisory Board



**Frank Ewald**  
Deutsche Post DHL Group

**Gilad Solnik**  
Amazon

**Norman Heit**  
Vodafone

## Officers

Chair / Vice Chair / Treasurer /  
Officer at Large



**Thorsten Neumann**  
President & CEO

- Marcel Saarloos  
Chair
- Paul Linders  
Vice Chair
- Björn Hartong  
Treasurer



**Markus Prinz**  
Senior Manager  
Tranings and Standards



**Ap Boom**  
Chief Financial  
& Compliance Officer



**Jamie Roche**  
PR & Marketing  
Support



**Satya Roy**  
TAPA Certification Tool  
and Data Analyst



**Tamara Bially**  
Standards & Training  
Services



**George Wiessing**  
Finance Manager



**Mattis Hansen**  
Video Creator



**Kartik Vig**  
Netrika Key Account  
Manager



**Shaphali Tyagi**  
TIS Data Analyst



**Gwyn de Graaf**  
Admin Member Services



**Nitu Dash**  
Standards Analyst



**Björn Nickel**  
Standards Support & Virtual  
Conference Systems Coordinator



**Peter Olijslager**  
Webmaster



**Aashima Sunami**  
Training Tool &  
Systems Lead



**Anne-Lotte Wijne**  
Operations Support



# TAPA EMEA REGIONAL LEADS



**Thorsten Neumann**  
President & CEO



**Ap Boom**  
Chief Financial  
& Compliance Officer



**Markus Prinz**  
Senior Manager  
Tranings and Standards



**FRANCE**  
Céline Lubrano (DHL)



**ITALY**  
Dario Novella (DHL)



**CIS**  
Ilya Smolentsev (Impact)



**SOUTH AFRICA**  
André du Venage  
(Secure Logistics)

# TAPA EMEA STANDARDS SUB-TEAM LEADS



**Thorsten Neumann**  
President & CEO



**Markus Prinz**  
Senior Manager  
Tranings and Standards



**FACILITY SECURITY  
REQUIREMENTS (FSR)**  
Ron van Nimwegen (DHL)



**PARKING SECURITY  
REQUIREMENTS (PSR)**  
Ionel Popa (Amazon)



**STANDARDS QUALITY**  
Iris Reichenbach  
(Spedition Wirtz)



**TRUCKING SECURITY  
REQUIREMENTS (TSR)**  
Stefano Grotta (Gucci)

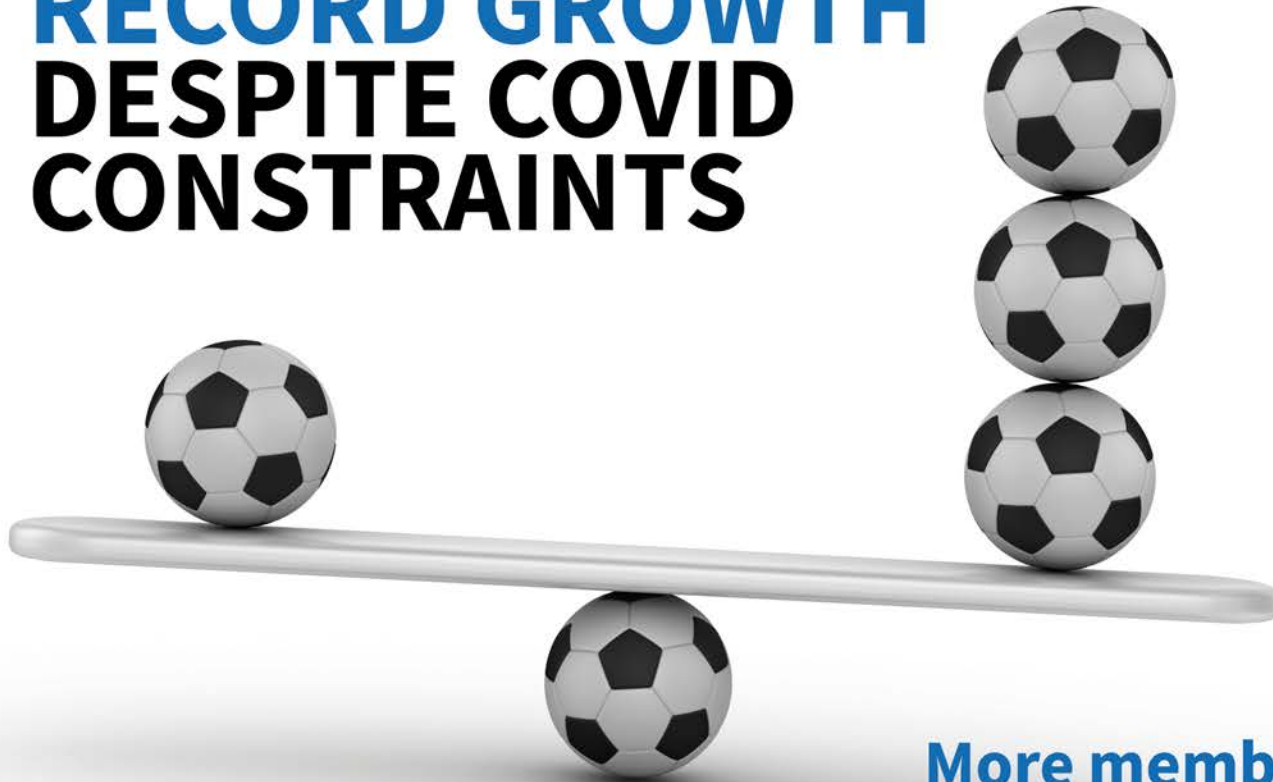


**STANDARDS TRAINING**  
Christian Beuter (Samsung)



**STANDARDS QUALITY**  
Torsten Kassebaum  
(Gebr. Heinemann)

# ANOTHER YEAR OF RECORD GROWTH DESPITE COVID CONSTRAINTS



Despite the continuing Covid restrictions on businesses and the resulting operating challenges in 2021, TAPA EMEA achieved strong growth, both in membership and the support provided to members:

- Highest membership in EMEA in our 24-year history
- Highest-ever level of Security Standards' certifications
- Record number of trainings delivered
- YoY growth in incident intelligence based on '*Cargo Theft Annual Report*' data
- New training solutions now available
- Progress continuing on new digital solutions
- Continued engagement with stakeholders & partners

**More member benefits ... and more to come**

# MORE NEW MEMBERS = MORE INFLUENCE & NETWORKING POTENTIAL

Our growth in EMEA is bringing more knowledge, expertise, networking opportunities & revenue into the EMEA region

- **159** new members joined TAPA EMEA in 2021
- 2021 new members by category: **120** Manufacturers/Shippers and Logistics Service Providers, **25** Security Service Providers, **12** Consultants, **2** Parking Place Operators, and **2** TAPA Associate Partners
- YoY growth in fee paying members = **+30%**
- Countries in EMEA with TAPA members = **37**

.... and growing month-on-month







# WE'VE GOT THE BEST PLAYERS...





# ... AND CHAMPIONS ACROSS OUR TEAM



# OUR BIGGEST-EVER TAPA EMEA FAMILY

**23**

TAPA Associate Partners (TAPs)

**56**

Honorary Members

**549**

Manufacturer/Shipper, Logistics Service Provider & Insurer Member Companies

**15**

Consultants (No product)

**88**

Security Service Providers (SSPs)

**90**

Law Enforcement Agencies (LEAs)

**9**

Parking Place Operators (PPOs)

**TOTAL MEMBERSHIP: 779 ... AND GROWING**

# TAPA EMEA MEMBERSHIP CATEGORIES - A CLEAR PROPOSITION & VALUABLE BENEFITS

	Manufacturers/ Shippers	Logistics Service Providers	Security Service Providers	Insurance Providers	Consultants (No product)	Parking Place Operators	Law Enforcement Agencies	Associate Partners	Non-Member Costs
<b>Annual Fee (+ VAT if applicable)</b>	<b>€ 2,000</b>	<b>€ 2,000</b>	<b>€ 4,000</b>	<b>€ 2,000</b>	<b>€ 2,000</b>	<b>€ 750</b>	<b>Free of charge</b>	<b>Free of charge or voluntary contribution</b>	
<b>Note:</b>			TAPA EMEA accepts a limited number of Security Service Provider (SSP) companies which specialise in supply chain security and make this speciality their core business objective. TAPA aims to achieve as wide a range as possible of knowledge and experience from SSP members to benefit its Manufacturer/Shipper and Logistics Service Provider members. SSPs are not permitted to sell their products or services in TAPA EMEA meetings or events unless directly approached by TAPA members.	Applicants must have Insurance or Legal specialists in supply chain, logistics, transportation or marine law.	TAPA EMEA accepts a limited number of companies conducting Consultant services specialising in supply chain security, and which make this speciality their core business objective. TAPA EMEA accepts a limited number of companies conducting Consultant services specialising in supply chain security, and which make this speciality their core business objective.			Only relevant supply chain resilience stakeholder Associations will be considered. No membership is issued - but TAPA Associate Partner (TAP) status will be confirmed.	
<b>Membership Benefits</b>									
<b>Delegate fee for main TAPA EMEA Annual Conference</b>	x3 representatives	x3 representatives	x2 representatives	x3 representatives	x2 representative	x2 representative	x2 representative	x2 representatives	<b>€ 999.00 per delegate</b>
<b>Delegate fee for TAPA EMEA Regional Conferences</b>	x3 representatives	x3 representatives	x2 representatives	x3 representatives	x2 representative	x2 representative	x2 representative	x2 representatives	<b>€350.00 per delegate per event</b>
<b>24/7/365 Access to TAPA's Incident Information Service (IIS)</b>	✓	✓	✓	✓	✓	✓	✓	✓	<b>Not available to non-members</b>
<b>TAPA EMEA IIS Incident Alerts</b>	✓	✓	✓	✓	✓	✓	✓	✓	<b>Not available to non-members</b>
<b>TAPA EMEA IIS Annual Report</b>	✓	✓	✓	✓	✓	✓	✓	✓	<b>€ 999.00</b>
<b>24/7/365 Access to TAPA EMEA's Secure Truck Parking Database</b>	✓	✓	✓	✓	✓	✓	✓	✓	<b>Not available to non-members</b>
<b>Access to TAPA's Supply Chain Security Standards for Facilities, Trucking &amp; Secure Parking</b>	✓	✓	✓	✓	✓	✓			<b>Free to relevant companies</b>
<b>TAPA Security Standards Training</b>	x3 representatives*	x3 representatives	x2 representatives	x3 representatives	x2 representative	x1 PSR training			<b>€1,499.00 per person per course</b>
<b>TAPA Security Standards Certification Fee Included</b>	✓	✓	n/a	n/a	n/a	✓			<b>€499.00 per IAB certificate or €250.00 per self-certification certificate</b>
<b>TAPA Supply Chain Resilience Webinars</b>	✓	✓	✓	✓	✓	✓	✓	✓	<b>Not available to non-members</b>
<b>TAPA's monthly e-magazine, Vigilant</b>	✓	✓	✓	✓	✓	✓	✓	✓	<b>€120.00 per year</b>
<b>Voting Rights</b>	✓	✓		✓					

# MORE INTELLIGENCE TO 'SEND OFF' CARGO CRIMINALS...

We recorded more incidents in 2021 - but the majority of cargo crimes are still not reported to TAPA EMEA... we need a team effort to gain more intelligence.

- 7,883 cargo theft incidents in 2021, +9% vs. the total in the 2020 *Cargo Theft Annual Report*
- Losses recorded in 56 countries across the region
- Less than 13% of reports gave a loss value
- Total loss for incidents with a value: > **€ 100,000,000**
- Average loss for major crimes: > **€890,000**
- Average daily loss in 2021: > **€275,000**
- Incident date sources: Members (53.5%), LEAs (39.8%), Media (6.7%)





# SETTING NEW STANDARDS...

Even despite the certification disruption caused by Covid, each Security Standard has seen growth in companies adopting FSR, TSR and PSR in the last year... **and certifications will continue to grow**



**FSR 920** Certifications **+18% YoY**



FSR – in **59 countries in EMEA**



**TSR 235** Certifications **+23% YoY**



TSR – in **28 countries in EMEA**



**PSR 79** parking sites **+10% YoY**



PSR – **>8,000 secure truck parking spaces in 14 countries in EMEA**

# WE'RE TRAINING MORE MEMBERS OF OUR TEAM...

The development of online training courses for FSR & TSR, plus the addition of other value-added training courses, is enabling us to support more members than ever before...

- Over **2,200** training course participants.... in 12 months
- Video training now available + German subtitled version now available + more local language versions to come
- New TAPA Driver Training launched & first course delivered + future online options in discussion
- Remote Virtual Auditing training course launched - 1st course May 2021/2nd course August 2021/3rd course December 2021/4th course March 2022. Next course: 28 Aug & 2 Sept 2022
- Monthly FSR & TSR training webinars launched for all current learners within the Talent LMS tool + case study for review & examination support
- New TAPA EMEA van to support Standards & Training awareness & delivery + events
- Ongoing consultation with members to identify other training requirements TAPA EMEA can support

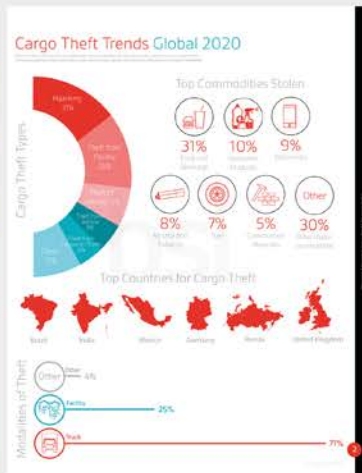
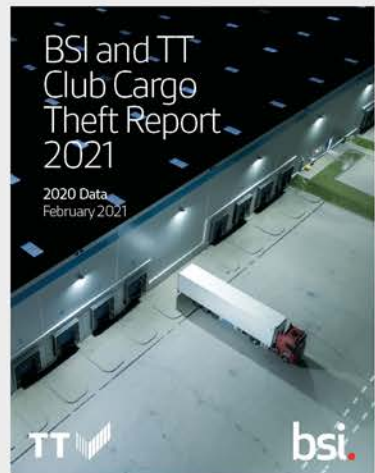




# ... AND JOINING WITH OTHER TEAMS...

In 2022, TAPA EMEA is collaborating with partners to bring our members more supply chain security safety support including:

TAPA EMEA partnered with TT Club and BSI to bring our members additional, combined intelligence reports – and to raise awareness of TAPA EMEA to our partners' respective audiences



We are also sponsoring translations of the Driver CART Security Guide produced in cooperation with RHA, DHL, RSA, Motorway Buddy, NaVCIS and MAPLE. With our support, TAPA EMEA members and others will now have access to this guide in 8 languages:

- Germany
- French
- English
- Spanish
- Romanian
- Italian
- Russian
- Polish







# WE'RE PERFORMING ON MORE LOCAL PITCHES...

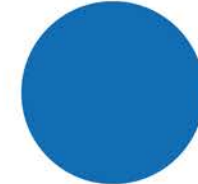
TAPA EMEA is re-energising its regional representation with defined goals for our existing local teams in...



**France**



**Italy**



**CIS**



**South Africa**

A request for local members to represent and support TAPA EMEA in the Iberian Peninsula has also achieved a positive response. This area will be part of our 2022 growth focus.



**2022 webinars... Italy, Russia, France ... and more to come...**

# 2022 VIRTUAL CONFERENCE

**TAPA EMEA will host its second annual Virtual Conference from our studio in Germany on 8-10 November 2022**

Professionally moderated, the event will consist of 3-hour virtual conference sessions per day, alongside a virtual exhibition.

As in 2021, all 2022 Virtual Conference presentations will be accessible on the improved TAPA EMEA YouTube channel.



## 2021 EVENT REVIEW

**Delegate registrations:** 1,100 members & non-members

**Conference presentations:** 17

### Presenters from:

Amazon, BSI, Bervoets Research Agency, Europol, Everstream Analytics, Fake Carrier Intelligence Group, G4S, Healthcare Distribution Alliance, IATA, IRU, IUMI, Lemonshark, McKinsey & Company, Pinkerton, Port of Rotterdam, Risk Intelligence, Sea-Intelligence + TAPA EMEA leadership team

**Exhibitors:** 15



# MORE SUPPORTERS ON THE ROAD...

One of our initiatives in 2022 is a new 5-year partnership with LSP members to operate a TAPA EMEA branded trailer in their fleets... and we're already on the road...

**ALREADY  
ONBOARD...  
... MORE IN  
PROGRESS**



# SAFER STOPS WHILE TRAVELLING AWAY...

TAPA EMEA's Parking Security Requirements (PSR) is the world's fastest-growing industry standard for secure truck parking ... but we have a long way to go...

- Over **8,000** secure truck parking places in our database
- PPOs in **14** countries supporting TAPA PSR
- **79** classified sites in TAPA's secure parking database
- **+1,000** parking sites in our database to be contacted by our PSR Ambassadors
- New PSR brochure with testimonials, Teaser Video, and PSR one-pager available now
- Alignment with EU SSTPA still an objective
- PSR 2022 revision process has started





# 2022 GOALS

- Deliver new and improved benefits to our members
- Increase our cargo theft intelligence sources
- Grow membership in EMEA
- Increase FSR & TSR certifications
- Grow the PSR network of secure truck parks
- Continue our digital journey ... TIS launch, website development, training solutions, intelligence sharing events
- Increase our training provision & new training solutions
- Deliver a valuable networking and intelligence-gathering conference in Amsterdam
- Deliver insightful webinars & our second Virtual Conference & Exhibition
- Build our local presence in countries with high cargo crime incident rates
- Support the revisions of the FSR and TSR Standards, and review/update PSR
- Establish more partnerships with other key supply chain resilience stakeholders



# TREASURY UPDATE

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Ap Boom



# REVENUE GENERATORS

**TAPA EMEA has four existing and potential sources of income:**

- Membership fees
- Event sponsorships & exhibition stand spaces
- Premier Partner program
- Training solutions

**Going forward, we have considered that these are unlikely to change, so we are focusing on:**

- Attracting more members
- Leveraging our partnerships with existing & new event sponsors & exhibitors
- Developing value-added services & solutions

# TAPA EMEA

# 2021 RESULT



2021 Performance	
Membership fees & other income	€ 1.815.476
Expenditure	€ 1.659.739
Surplus	€ 155.737
Reserve account balance DEC 2020	€ 559.435

Impact statement 2021

\* Restructuring of Association financial organisation - restructured and compliant to commerce- and tax legislation

\* The surplus will be added to the Association's reserves



# TAPA EMEA

# 2022 BUDGET

# FORECAST



2022 Forecast	
Membership fees & other income	€ 1.984.500
Expenditure	€ 1.984.500
Surplus - Deficit	N/A
Reserve account balance JAN 2022	€ 715.172

Impact statement 2021

\* Again: No rise in membership fees (except for the consultancy membership fee)

\* F2F Conferences start again

# COMMERCE & TAX COMPLIANCE



RSM GmbH • Eichendorffstraße 49 • 47800 Krefeld

Transported Asset  
Protection Services GmbH  
Herr Neumann  
Emmericher Str. 10  
47546 Kalkar

**RSM GmbH**  
Wirtschaftsprüfungsgesellschaft  
Steuerberatungsgesellschaft  
Eichendorffstraße 49  
47800 Krefeld  
T +49 2151 509-0  
F +49 2151 509-200  
krefeld@ram.de  
www.rsm.de

Zuständig/E-Mail Pascal.Schouren@ram.de	Telefondurchwahl +49 2151 509-256	Unser Zeichen 6.3021 #757901# Srv/Li	Datum 02.06.2022
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## Auditor's certificate

To the Transported Asset Protection Services GmbH:

We hereby certify and confirm that the bookkeeping, based on the books that are kept by us, and the documents and the proof of inventory additionally presented to us, which were not audited as per order but evaluated of plausibility though; and the information given to us, the bookkeeping, the inventory sheet and the annual financial statement are in accordance with the commandments regarding the German Commercial Code.

In case of any questions, we remain available.

With kind regards

  
Fabian Kinalzik  
Wirtschaftsprüfer/Steuerberater

  
ppa. Pascal Schouren  
Steuerberater

Seite 1 von 1

**Geschäftsführer Krefeld:** WP/StB Paul Berger, WP/StB Rainer Bongardt, WP/StB Annette Dieckmann, WP/StB Fabian Kinalzik, WP/StB RA Manfred Steinborn, WP/StB Karin Steinhilber, WP/StB Oliver Stöfers, WP/StB Zuzanna Tschirgaber, WP/StB Peter Weling, WP/StB Sebastian Wiling  
(weitere Geschäftsführer siehe [www.rsm.de/impresse](http://www.rsm.de/impresse))

**Bankverbindung:** Deutsche Bank AG Krefeld, IBAN: DE32 207 2024 0211 7289 00, BIC: DEUTDE33HAN

**Niederlassungen:** Spinkasse Krefeld, IBAN: DE28 2505 0002 0002 8552 00, BIC: SPINDE33HAN  
Bamberg, Berlin, Bremen, Chemnitz, Dresden, Düsseldorf, Frankfurt a. M., Halle (Saale), Hannover, Koblenz, Köln, Krefeld, Landshut, Mannheim, München, Nürnberg, Stuttgart, Ziel (Mosel)

**Sitz und Handelsregister:** Düsseldorf HRB 72132, USt-IdNr: DE293122422

Die RSM GmbH Wirtschaftsprüfungsgesellschaft Steuerberatungsgesellschaft ist ein Mitglied des RSM Netzwerks. Jedes Mitglied des RSM Netzwerks ist eine unabhängige Wirtschaftsprüfungsgesellschaft und/oder Steuerberatungsgesellschaft, die als eigenständige unternehmerische Einheit operiert. Das RSM Netzwerk stellt selbst keine eigene juristische Person dar.



Transported Asset Protection Services B.V.  
To the attention of A.E. Boom  
Pastoor Ohlaan 39  
3451 CB Vleuten

Leiderdorp, 31 May 2022

We hereby report on our activities executed in the fiscal year 2021 of your organization.

## Assignment

We have composed the financial statements 2021 of Transported Asset Protection Services B.V.. These financial statements are composed based on the data as provided by you.

## Activities

The activities as conducted as part of the composition contract consisted mainly of the collection, processing, classifying and summarizing of financial data. Additionally, we have evaluated the admissibility of the policies as applied in the composition of the financial statements, based on the data as provided by the company.

## Confirmation

Based on the provided data, we have composed the financial statements according to generally accepted policies for financial reporting in the Netherlands. In doing so, we trust to have complied with your assignment.

We are gladly willing to provide further elaboration if so desired.

Sincerely,

  
OAMKB Leiderdorp

Ramon van Winkel



# **ACTION REQUIRED**

**The AGM must discharge (exempt) the Board for the consistency in financial compliance and the 2021 result.**



# RAISING OUR TEAM STANDARDS

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Markus Prinz



# SECURITY STANDARDS – KEY FOCUS AREAS

1.) Support and guidance to promote Standards' growth, local activities and initiatives in local language	a. Italy b. France c. Spain d. CIS e. South Africa
2.) FSR 2023 development	Support development of roadmap and tasks to complete FSR 2023
3.) TSR 2023 development	Support development of roadmap and tasks to complete TSR 2023
4.) PSR 2022 revision/organisation	Review and update the Standard
5.) PSR promotion & marketing via all available channels	New and updated video, brochure and mailshot marketing materials available now. More PSR awareness in <i>Vigilant</i> magazine and on social media channels.
6.) Kick-off revision of training materials	Complete revision with new film clips and improved PSR training materials



# ANY QUESTIONS?





**TAPA** EMEA  
Transported Asset Protection Association

# THANK YOU

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With your support,  
TAPA EMEA is  
accelerating to the  
next level.









