

E-COMMERCE AND LOW VALUE CONSIGNMENTS



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**The future of (compliant) cross border
e-commerce in the EU.**

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Current positions:

- Board Advisor and investor at GO EU Commerce
- Independent customs consultant

Experience:

- Managing director of Maco Customs Service (35 years)
- Chairman at the Dutch Customs Brokers Association (2008-2016)
- Board member of the Dutch Customs Brokers Association (2004-2018)

The future of non-European e-commerce

- The basic principles of future non-European e-commerce
- E-commerce is fully data driven in favour of the European end–consumer:
 - E-commerce in a single member state
 - E-commerce within the EU
 - Global e-commerce
- EU now shapes the future through change in customs and VAT-laws.
- Centralised clearance for shipments to European end-consumers in all member states
- DDP-clearance is allowed
- No exemptions and no thresholds for VAT
- Enforced by liability for all actors

Operational data requirements of future European e-commerce

- Clearance of packages in bulk at one entry point for the whole EU
- Data has to be collected at the checkout
- A checkout calculator will be needed
- Full transparency in the logistic process for European end-consumers and customs
- Use of platforms, rather than pipelines

Implementation of future European e-commerce

- All actors in the e-commerce chain are made liable
- On the basis of compliant data from the source (check-out), compliance will be no issue
- Implementation from USA and other compliant countries will be no issue
- Challenge is implementation from China, consolidators and Mail Service Providers
- What works in the USA can also work in other parts of the world
- Checkout integration of EU tax regulations is no rocket science and already available
- No risk anymore for European customs, tax authorities, the selling merchants and other actors.

New business model(s) of future European e-commerce

- The business model for non-European e-commerce will change
- Customs should enforce the new solution at the time of import
- Digital individual declarations per shipment will be the standard
- Entry Into the Declarant Records (EIDR) will be needed
 - On the basis of transparent and compliant data provided by trusted traders
 - To alleviate the capacity burden on government customs declaration systems
 - To support and facilitate compliance
- Existing actors in the e-commerce supply chain, should change their business models to the new requirements