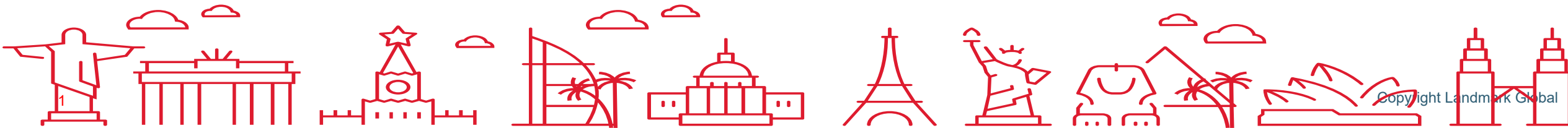


Company visit to bpostgroup

October 4, 2023



AGENDA



14:00-14:15: Introduction by Mr. Bernard Dewit, Chairman of the BCECC and welcome remarks by Ms. Wendy Luo, Head of Asia Business Development of bpostgroup

14:15-14:20: Bpostgroup and Landmark global introduction by Mrs. Elke Segers, SVP Cross Border Europe of bpostgroup

14:20-15:00: Guided Warehouse tour

15:00-15:30: Cross-border e-logistics trends by Mr. Bram Blonde, VP Strategic Development E-Logistics Eurasia of bpostgroup

15:30-16:00: Update on China – EU Customs regulations by Mr. Peter Smet, Senior Director Trade Services Europe of bpostgroup

16:00-16:30: Q&A session

16:30-17:00: Networking drinks

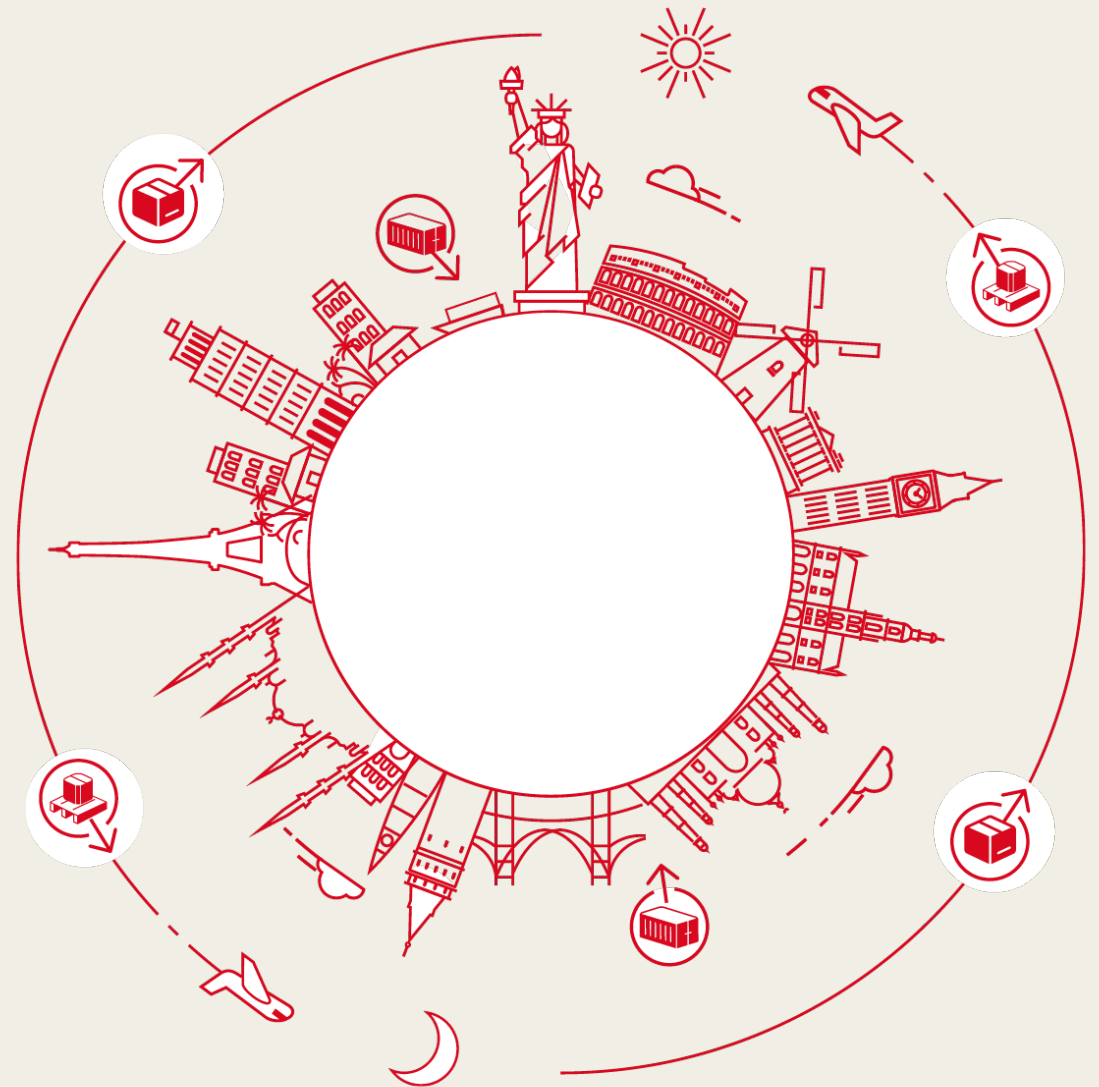


landmark global

powering bpostgroup

Open Your World with our ecommerce solutions

Meeting BCECC and Landmark Global



4th Oct 2023

Intro team



bpostgroup

Transforming into an International specialist in e-commerce logistics



Completion of our Benelux services



Expansion of our International delivery network



Building our International fulfilment presence



2012

2016

2017

2018

2020

2022

E-logistics Eurasia

Fulfilment



Cross Border



We are the logistical backbone for e-commerce, active in 3 complimentary businesses



Personalised logistics



Ecommerce trends



Trends in e-commerce

Logistical trends

Consumer behaviour

E-tailer (sellers) evolution



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High-Level overview of European VAT on e-commerce

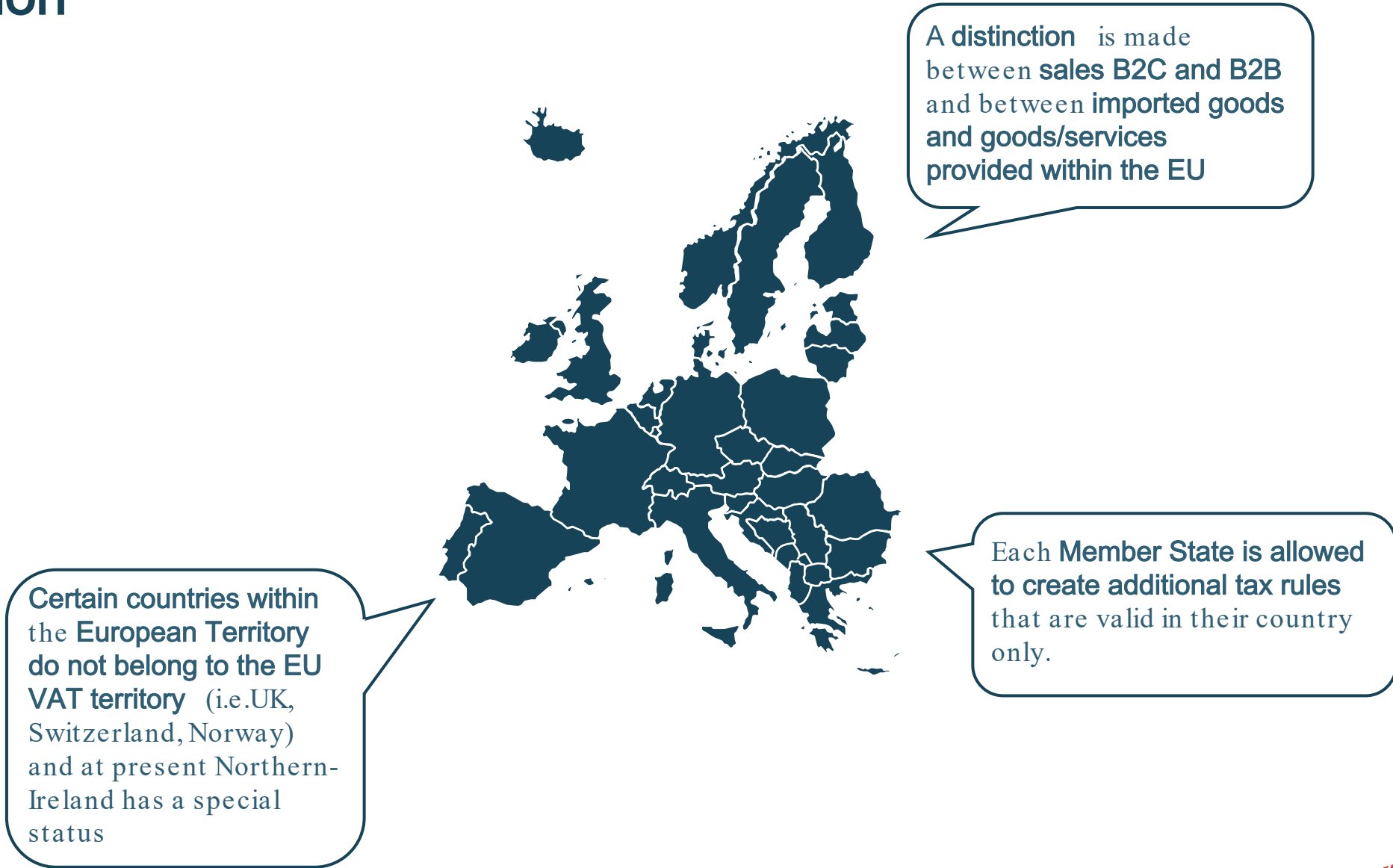
Landmark Trade Services

Date: October 4, 2023

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Introduction



What has changed?

As of 1 July 2021 new rules entered into force in the EU for VAT on e-commerce .

Most important changes are:

Removal of VAT exemption for low-value imports (up to EUR22) into the EU. VAT is now due as of the first EUR

Seller charges the VAT rate of the customer's Member State for B2C sales of goods and services as of the first EUR(no more distance selling thresholds per country) .

Exception If seller has an annual EU-wide turnover below EUR 10.000,- he can apply the VAT rate of the Member State where he resides/ chose residency.

One Stop Shop schemes have been introduced to simplify VAT registrations, ongoing compliance and invoicing obligations, while imposing significant record keeping requirements.

Import One Stop Shop (IOSS)

The Import One-Stop Shop (IOSS)* is created to facilitate and simplify the declaration and payment of VAT for distance sales of imported goods with a value not exceeding EUR 150,-.

AT A GLANCE:

- Applicable for **B2C sales originating from outside of the EU** (third countries/overseas territories)
- Dispatched or transported in consignments with a **value not exceeding EUR 150,-**
- Goods are not **subject to excise duties** (typically applied to alcohol or tobacco products)
- **Sellers registered for IOSS need to apply VAT** when selling goods destined for a buyer in an EU Member State, at the **VAT rate of the country where buyer resides**

Exception:

- distance sales of goods facilitated by an electronic interface, as the electronic interface is then responsible

REGISTRATION & FILING

- You can register your business on the **IOSS portal of any EU Member State**
- **Non-EU established businesses** will normally need to **appoint an EU intermediary**
- IOSS registration is **valid for all distance sales of imported goods** made to buyers in the EU
- Submit an **electronic monthly VAT return via the IOSS portal** of the Member State where you are registered for IOSS
- Make a **monthly payment of the VAT declared** to the Member State where you are registered for IOSS
- **keep records** of all eligible IOSS sales for **10 years**

If IOSS isn't used/ cannot be used, then goods need to be customs cleared in the country of destination.

One Stop Shop (OSS)

The OSS is an electronic system which simplifies the VAT obligations for sellers of goods and services to consumers (B2C) throughout the EU.

AT A GLANCE:

- **Optional scheme** applicable for **B2C sales of goods and all services within the EU**
- Sellers always apply the **VAT rate of the country where buyer resides**
- **Not a standalone registration** and always requires a standard VAT registration in an EU Member State
- OSS registration **cannot be used for reporting import/export, local sales, B2B sales and input tax**

Exceptions:

- If seller has an **annual EU-wide turnover below EUR 10.000**, - he can apply the VAT rate of the Member State where he resides/ chose residency
- distance sales of goods facilitated by an electronic interface, as the electronic interface is then responsible

REGISTRATION & FILING

- You can register your business on the **OSS portal of EU Member State of residence**
- **Non-EU established businesses** will normally need to **appoint an EU intermediary**
- OSS registration is **valid for all distance sales made to consumers in the EU**
- Submit an **electronic quarterly VAT return via the OSS portal** of the Member State where you are registered for OSS
- Make a **quarterly payment of the VAT declared** to the Member State where you are registered for OSS
- **Keep records** of all eligible OSS sales for **10 years**
- If seller has **products on the ground in multiple EU Member States**, then seller needs a **local VAT registration in each of those Member States**

If OSS isn't used, then seller needs to register for VAT in every EU Member State where he performs sales/ has product on the ground.

Intra-Community (B2B Goods)

The terms "intra-Community supply" and "intra-Community acquisition" relate to goods supplied by a business in one EU Member State to a VAT registered business in another EU Member State where the goods have been dispatched or transported from the territory of one Member State to another as the result of such supply.

This includes transfer of own goods between different EU Member States!

These B2B sales do not go in the OSS filing, but go in the local VAT return for the country of dispatch (so if shipped from NL, they need to be sold on the NL VAT number and included in the NL VAT return)

Intra -Community supply

- Transfer of goods (not being excisable goods) from an EU Member State to entrepreneurs in other EU countries.
- These supplies are taxed at 0% VAT.
- Verification of customer VAT number is required to be able to use zero VAT rate.
- Evidence of dispatch and transport to another EU Member State should be kept.

Intra -Community acquisition

- Transfer of goods (not being excisable goods) from another EU Member State to your company.
- Taxed at country-specific VAT rate in EU Member State where goods are sent.
- VAT paid can in principle be deducted as Input tax.

Tips & Tricks

- 1 WANT TO HAVE CERTAINTY OF THE APPLICABLE DUTIES AND TAXES ?**
 - A BTI will help you determine the right tariff code, which is valid in the EU for 3 years.
- 2 OSS ENABLES YOU TO REGISTER FOR VAT IN ONLY ONE EU COUNTRY**
 - When shipping to an EU country, make sure you are registered for VAT in that country
 - With an OSS registration you will only need to register for VAT in one country.
- 3 AN EORI NUMBER IS VALID THROUGHOUT THE EU**
 - When shipping goods to EU (E.g. China to Belgium or China to the Netherlands), you will only need one number.
- 4 THE OMP (= ONLINE MARKET PLACE) WILL BECOME THE “DEEMED SELLER”**
 - When selling through an OMP, the OMP will become the “DEEMED SELLER”, meaning they are responsible for remitting the VAT.
- 5 IMPORT LICENSE WILL RELIEF YOU FROM PREFINANCING IMPORT VAT**
 - When importing in the EU, an import license (such as ET 14000 APPLICATION) will allow you to defer the import VAT.

Also good to know

UPCOMING CHANGES IN CUSTOMS

1 REMOVAL OF 150€ THRESHOLD

As of March 1, 2028 the 150€,- threshold will be no longer valid, which means that customs duties are due as of the first EURO.

2 THE OMP (= ONLINE MARKET PLACE) WILL BECOME THE “DEEMED IMPORTER”

Also starting from March 1, 2028, the marketplace will become responsible for customs and duties. Instead of paying the duties at the border, the marketplace can opt to incur a customs debt, which can be settled via the IOSS return.

3 CENTRALIZED CUSTOMS SYSTEM

The EU will introduce a new “EU CUSTOMS DATA HUB” which will facilitate communication between customs and business. This will be optional from January 1st 2032 and will become mandatory as from January 1st 2038.