


**Cross-border e-commerce challenges and regulations**




**Players & influencers in the logistic chain**



- *Public Postal Operators*
- *Integrators*
- *Governments*

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**Players in the logistic chain**



**Public Postal Operator I**

- *Development of traditional mail -1% / -5% / -10%*
- *Development of small packages & parcels from e-commerce*
- *New challenges*
  - *Higher volumetric*
  - *Multiple delivery attempts or delivery to post office*
- *Reliable or just trusted last mile provider?*



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**Players in the logistic chain**




**Public Postal Operator II**

- *Postal customs clearance*
- *Under-declaration*
- *Relation to national customs authorities*
- *Balancing act between need of the e-commerce business and being part of the game*
- *Being an import hub for EU or let other PPOs do the import / transit*

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**Players in the logistic chain** 

**Integrators**



- **Commercial customs clearance**
  - More controlled by customs
  - Goods need declaration of more realistic values
- DDP vs DDU

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**Players in the logistic chain** 

**Governments**


- **Protection of local retail**
  - Import volume and impacts in the past underestimated
  - Under-declaration
- **Pressure on "fair Terminal Dues" (Trump, US)**
- **Reduction of thresholds (Sweden)**

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**Upcoming challenges.....** 

- **# of distribution organisations – restrictions in inner-cities**
- **# of drivers required**
- **Termination of LVCR from 2021 / 2022**
  - Consequences for PPOs & customs authorities
  - Opportunities for private consolidators?


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**Make your calculation.....** 

country	costs for cashing in customs clearance fee by the national post
Austria	10,00 €
Germany	6,00 €
Switzerland	11,- CHF (approx. 10,- €) from DE, FR, IT, AT; from other countries 16,- CHF (approx. 14,- €)
France	12,- € for mail items, 15,- € for parcels
Netherlands	13,00 €


Source paketds.de, 01.03.2018

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**However.....** 

- As long as financial issues like duties & taxes are decided on national level in the EU - there will competition among EU-countries
- As long as we have ONE customs code but 28/27 different interpretations and views - economy will always search for and find the "easiest way"
- Arbitrage on VAT-rates in EU
  - Germany 19% vs Hungary 27%

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**What to expect.....** 

- More realistic values on imported B2C goods from Asia
- More EU-fulfillment
  - FBA
  - Private fulfillment providers
  - Combination of both
  - Returns handling solutions

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**Who we are**

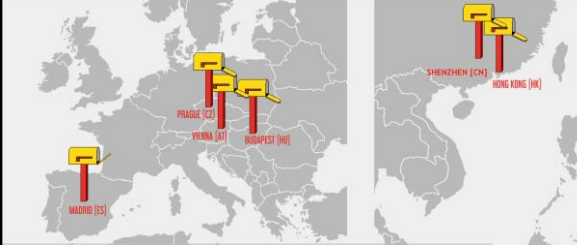
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**Founded in 2013 we now operate in** 




Georg Weidinger, CEO sms mail solutions 12


**Our injection points:** 



POSTAL, COURIER, SERVICE

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**Logistic value chain** 



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**Easy Commerce**  
How does it work in the real world

[www.easycommerce.plus](http://www.easycommerce.plus)

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**Wings for your business.** 

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