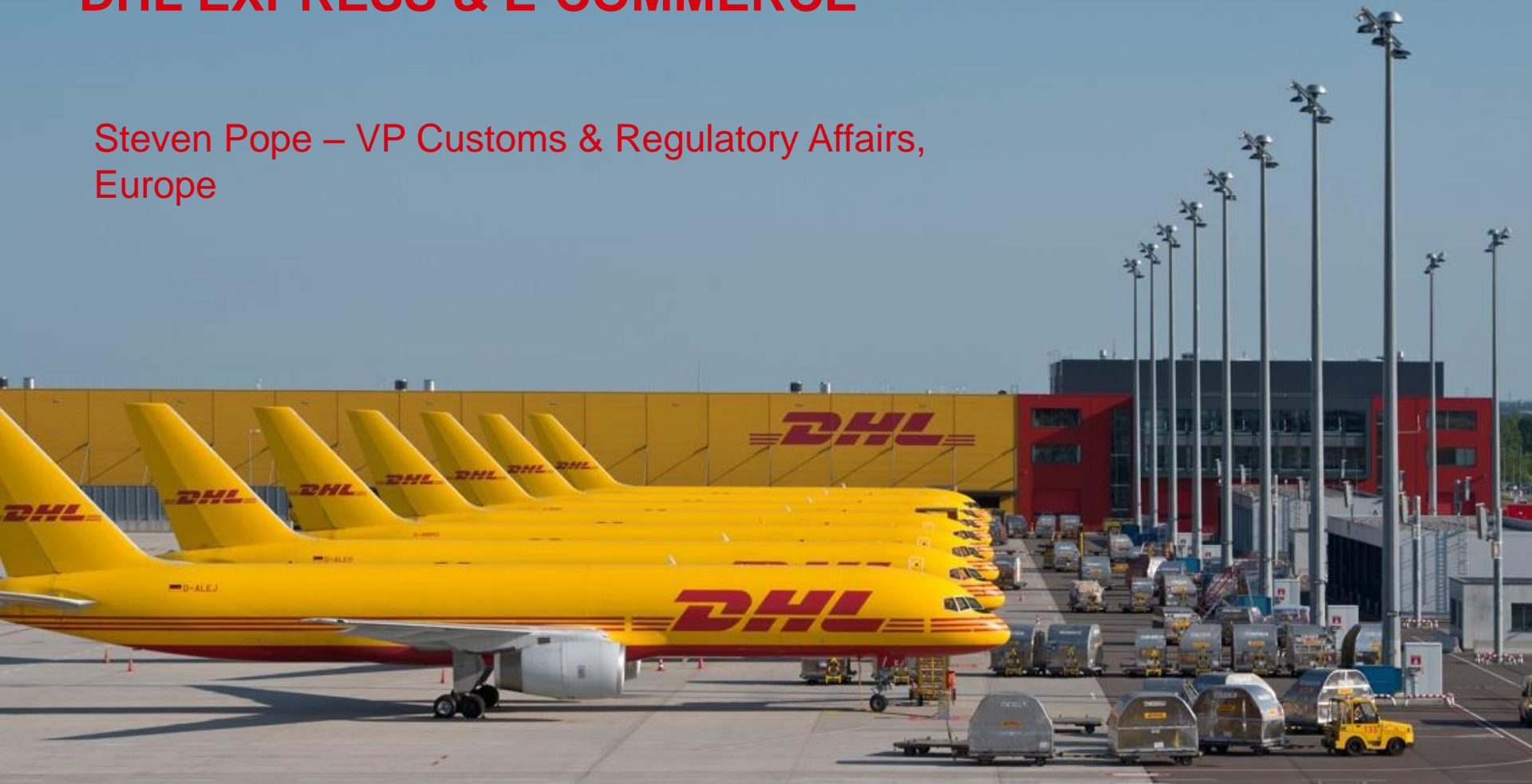


DHL EXPRESS & E-COMMERCE

Steven Pope – VP Customs & Regulatory Affairs,
Europe



DHL EXPRESS – WHO ARE WE?

- World's most international company
- Integrator offering end to end supply chain solutions.
- Part of the DP DHL group – World's largest logistics company
- Focus on SME's
- World's largest international Express Company

WHAT DO WE DO?

- Deliver time sensitive shipments via an integrated global network.
- Business is driven by demands of our customers for a fast, transparent & secure network.
- Express model has changed business processes
- Remove the necessity for manufacturers to hold large levels of stock on site
- Support global research and demand supporting laboratories located across the globe.
- Customers demand the highest levels of traceability and compliance.

WHAT IS E-COMMERCE

- Paradigm shift in commerce.
- A convenient way for customers to source goods directly from anywhere in the world.
- For entrepreneurs – Shop front to the world.
- An opportunity to support the goals of the TFA.

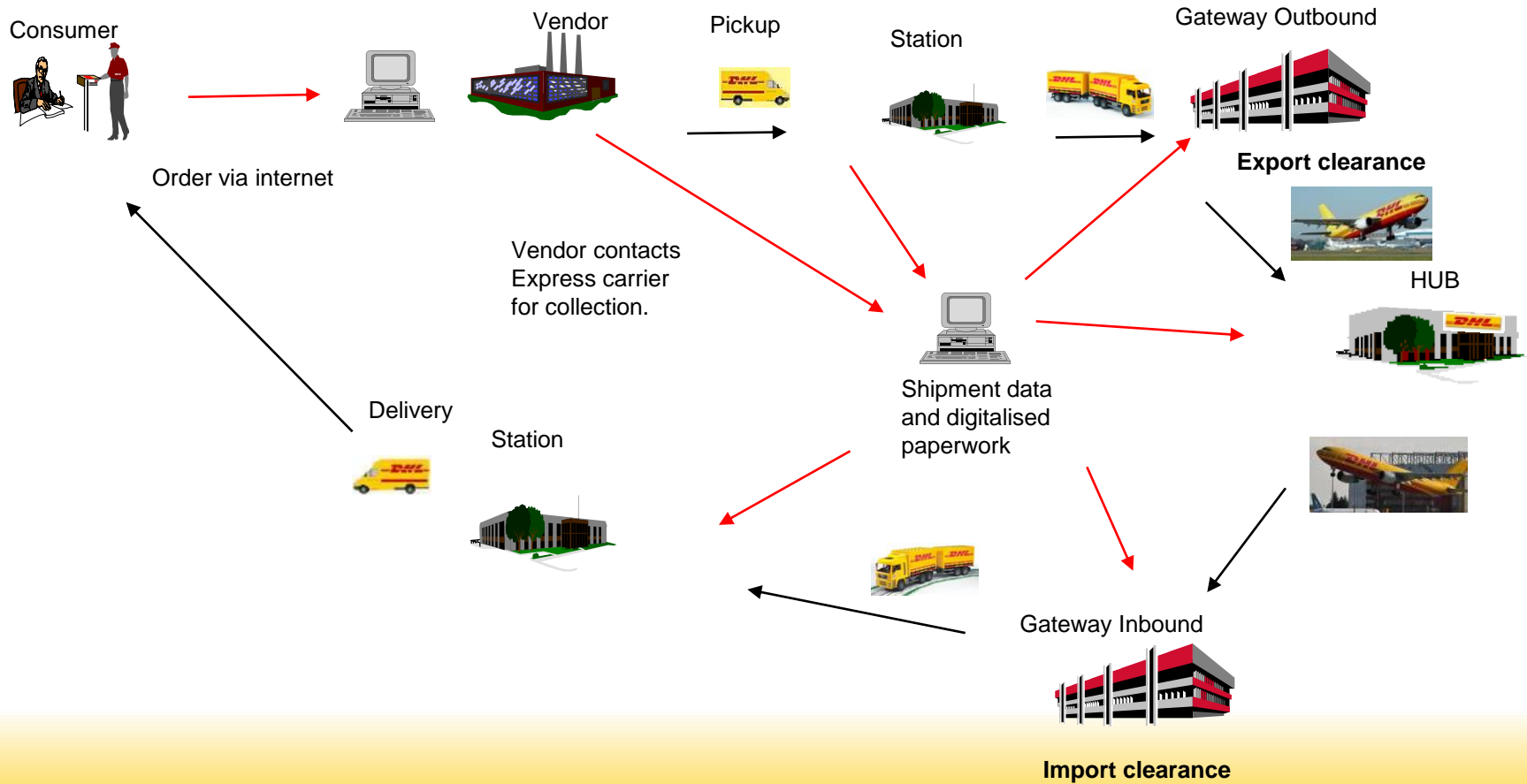
THE CHALLENGE OF E-COMMERCE

- Transactional controls and volumes.
- Revenue collection.
- Compliance.
- Maintaining a focus on trade facilitation for legitimate trade.
- Getting the policy balance right.

E-COMMERCE & VAT

- Understanding the true fiscal impact.
- VAT or GST ?
- Protectionism.
- NTB's - Import collection v Domestic collection.
- Who has primacy, Customs or Tax Authority.

Lifecycle of an E-commerce shipment

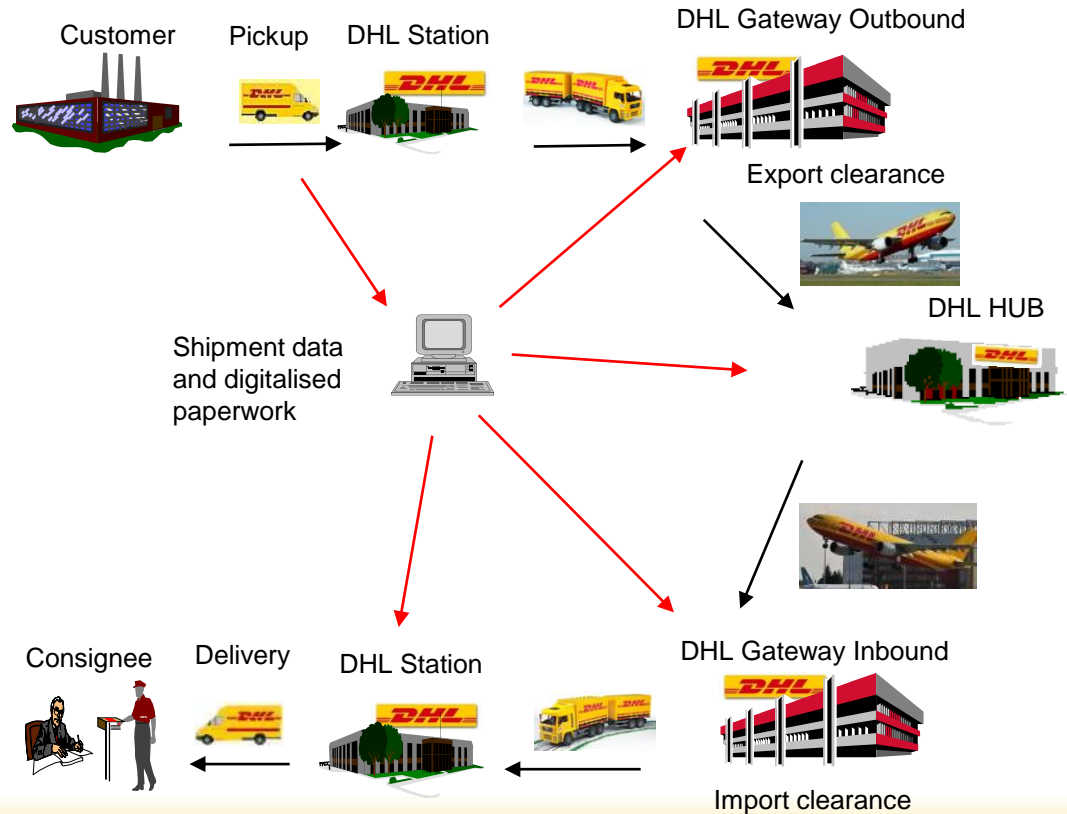


Customs Clearance – movement of goods

Export



Import



EXPRESS – SUPPORTING THE TFA THROUGH E-COMMERCE

- Supporting risk compliance via our data capacity and supply chain transparency.
- Championing reforms as an industry.
- Educating SME's on global trade.
- Piloting reforms.
- Proven commitment to investment in supply chain integrity.
- Need for speed means a strong emphasis on compliance.

COLLABORATION WORKS

- Tell us what you want to achieve.
- Co-creation.
- Pilot new ideas.
- Joint working saves Customs & Express Customers both time and money.
- More effective targeting on non-compliant shippers.
- Express carriers leading the way on supporting trade facilitation.



THANK YOU

DHL