



Trading with the EU: Helping Exporters Find Solutions

**FREE one-hour consultations with EU trade experts
(29 March – 7 May 2021)**

Trading with the EU can be highly profitable, rewarding, exciting and at times challenging.

We provide extensive advice and information, but we appreciate that at times you may need more in-depth expertise from an international trade expert.

To further assist you in your efforts to develop and grow your trade with your EU clients, we are offering an unique opportunity to discuss your particular challenge or opportunity.*

In this first series of ‘one-hour consultations’, the following expertise for consultation will be available:

Topic	Areas Covered
Rules of Origin	<ul style="list-style-type: none"> • A general overview of rules of origin and introduction to preferential and non-preferential rules – purpose, principles, legal sources, latest trends, development and harmonisation. What companies need to know about rules of origins and where to look for them. • Overview of certification and division of responsibilities. Who needs to provide a certificate? Who is responsible for determining the origin? • Introduction to determining origin. • Talking a company through rules of origin for their particular goods and helping them to understand what steps they need to take to determine origin. • Discussing other more specific issues such as sets, goods returned to the EU and imports into NI.
VAT	<ul style="list-style-type: none"> • Advising in relation to structuring supply chains to ensure business continuity, and to minimise overseas VAT compliance costs. • VAT support in relation to managing overseas import VAT obligations and routine VAT compliance. Including, but not limited to: <ul style="list-style-type: none"> - Supporting UK businesses to facilitate EU customers requiring DDP contracts. - Managing supply chains that take place wholly within the EU. - Facilitating retail sales to EU private individuals, particularly through online marketplaces, such as Amazon & eBay.
Customs Procedures	<ul style="list-style-type: none"> • Customs processes & documentation requirements. • Commodity codes & preferential trade. • Inward & outward processing. • Understanding the importance about applying the right Incoterms.
Triangulation	<p>Practical advice on triangulation (selling or buying goods in the UK or EU but delivering goods to the EU or rest of the world). Including but not limited to:</p> <ul style="list-style-type: none"> • Setting up EORI numbers. • Exporter/ importer of record. • Formalities depending on the principle (owner of the goods). • Fiscal representation.
GB/NI Trade	<p>Practical advice on the process of moving goods from Great Britain to Northern Ireland. Including, but no limited to:</p> <ul style="list-style-type: none"> • NI Protocol – an overview. • Goods ‘at risk’. • Trader Support Service. • Documentation required to move goods to GB to NI: <ul style="list-style-type: none"> - ENS (Entry Summary Declaration) - SFD (Simplified Frontier Declaration) - Supplementary Declarations - GVMS • Transport routes through Belfast and Dublin including transit.

For more information or to register your interest visit: events.great.gov.uk/euconsultations

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