



ENTERPRISE
CARRIER
MANAGEMENT

EU-phoria!

Breaking EU barriers for
fast & fool-proof online
selling with IOSS



Welcome!



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See Delivery Differently



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Who are we?

Widest choice of multi-carrier parcel services & technology under one roof,...

- **1000+** shipping services
- **220+** destinations Domestic & Global
- **75,000** Click & Collect locations globally
- **320,000** Global Returns drop-off locations
- Established in **2001**
- **35 million** parcels under our care each year
- GFS ECM **multi-carrier shipping platform**



See Delivery Differently

www.gfsdeliver.com



Who are we?



SimplyVAT specializes in international VAT for businesses trading into the EU, Norway, and Canada.

- VAT registrations
- VAT compliance
- Consultancy
- 13th directive reclaims

What we'll cover...

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1. What's changed?

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2. What is IOSS?

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3. What is covered/not covered under IOSS?

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4. What makes IOSS good for your business?

5. VAT compliance under IOSS – what do you need to do?

6. Shipping under IOSS – what do you need for customs clearance?

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7. Putting it all together – step by step

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8. Checklist – what you need and how we can help

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Q&A

1/ What's changed?

- **31 Dec 2021** – free trade with EU ends. Customs duties & taxes applicable on all imports entering EU
- **1 July 2021** – EU VAT reforms introduced. VAT must be collected, declared and paid on all goods sold to customers within EU
- **1 July 2021** - The Import One-Stop Shop (IOSS) goes live designed to simplify VAT compliance for distance sellers of low-value goods
- UK ecommerce businesses have stopped, reduced or avoided selling to EU



2/ What is IOSS?

- “The Import One-Stop Shop (IOSS) is the electronic portal businesses can use since **1 July 2021** to comply with their VAT e-commerce obligations on distance sales of imported goods”
- Optional scheme, designed to **simplify** the Collection, Declaration & Payment of VAT on low value goods not exceeding €150 (excluding VAT)
- Enables SINGLE VAT registration and SINGLE periodic VAT submission to ONE member state to fulfil VAT obligations across all 27 EU Member countries
- No import VAT charged when goods clear through customs (fast release)
- Used by Marketplaces and by retailers with their own website



3/ What is covered/not covered under IOSS?



The IOSS covers the distance sale of goods that are:

1

Dispatched/ transported from outside of the EU at the time they are sold

2

Dispatched/transported in consignments with an *INTRINSIC value **not exceeding EUR 150** (low value goods*) even if the order contains more than one item

3

Not subject to excise duties (typically applied to alcohol or tobacco products)

*The intrinsic value of the goods is the price of the goods themselves, when they are sold to the EU, excluding transport or/and insurance unless this is included in the price (rather than indicated separately on the invoice), and excluding any other charges/taxes.

4/ What makes IOSS good for business?

SAVES TIME



95% reduction in red tape

Register for VAT in one Member country – not all 27

Single consolidated monthly VAT return – not multiple

IOSS Identification number makes Customs clearance faster, smoother - less risk of parcel delays

SAVES MONEY



Cash Flow – VAT payments to EU Tax Authorities are monthly

Avoid paying courier fees for VAT clearance services

Pay just one tax authority in one currency

Lower handling costs by carriers

GOOD CUSTOMER EXPERIENCE



VAT cost transparency at the point of purchase

Confidence they are being charged VAT at the rate applicable for goods delivered to their destination

Ease of payment – VAT payment is made directly at the point of purchase

No nasty surprises – no unexpected VAT payment requested prior to receipt of goods

What makes IOSS good for your customer?



5/ VAT compliance under IOSS *what do you need to do?*



1. Register for IOSS with the tax authorities
 - EU established sellers must register in their member state of establishment
 - Non-EU established sellers can choose any EU member state to register
 - Non-EU established sellers must have an EU established intermediary
2. IOSS VAT ID to be used for IOSS only, not other supplies
3. Calculate, display and collect VAT from customer at the point of online sale – rates vary by EU member state, determined by customer location
4. Refund VAT to customer on returned goods
5. File monthly VAT declaration before the end of month M+1 (include adjustments for returns)
6. Keep records of all eligible IOSS distance sales of imported goods for 10 years

6/ Shipping under IOSS

what do you need for a smooth customs clearance



Outbound

1. Goods must be shipped in consignments not exceeding EUR150
2. *Provide required data to carrier for Customs **Import declaration** and clearance:

IOSS data for VAT clearance:

- IOSS VAT Identification Number (or Marketplace IOSS Number)
- VAT collected per item in EUR

Plus, data required for CUSTOMS clearance:

- EORI number
- Product HS code & Description
- Product Value, Weight, Country of origin

Inbound Returns

1. Provide required data to carrier for Customs **Export declaration** and clearance and tax relief:
 - EORI number, HS Code & Description, Value, Weight, Country of Origin
 - Outbound tracking number, Carrier, Returned Goods Relief (RGR) number and Customs Procedure Code (CPC)

* Physical Commercial Invoice or, transmit data electronically direct to carrier via your shipping platform (Paperless trade – PLT)

7/ Putting it all together – step by step

1. IOSS set-up



Appoint EU intermediary



Register for IOSS
Allow 1-2 weeks processing time



Set up IOSS
Delivery & Returns services



Update website checkout
to calculate, display & charge VAT at local EU rates on EU sales



2. Sell to EU customers



EU customer makes online purchase



Local VAT rate is calculated & displayed in the Checkout



Order is picked & packed (parcel)



Parcel shipment is raised – IOSS VAT number, EORI, transmitted electronically to carrier



Delivery to customer



Parcel arrives at EU border & goes through CUSTOMS & VAT clearance



Carrier collects parcel

3. IOSS Delivery & Returns



Customer makes online return (customs and IOSS data transmitted automatically)



Order is picked & packed (parcel)



Parcel shipment is raised – IOSS VAT number, EORI, transmitted electronically to carrier



Delivery to customer



Parcel arrives at EU border & goes through CUSTOMS & VAT clearance



Carrier collects parcel

4. Monthly VAT return



All sales data submitted to Intermediary



Intermediary completes IOSS return



Retailer receives payment memo to pay all VAT collected to one tax authority


















8/ Checklist

– what you need
and, how we
can help



	SimplyVAT	GFS
EU-based Intermediary for VAT		
IOSS registration	Tribexa 	
IOSS delivery services		 GFS Int'l IOSS services
Calculate & display local VAT at checkout		 GFS Checkout
Raise shipment with carrier & print label		 GFS Selector
Transmit customs data to carrier for Import Declaration & clearance (IOSS ID # /VATA Amount/EORI/HS Code/Description/Value/Country of Origin)		 GFS Selector
Carrier collection		 GFS Ops
Carrier present information to Customs for fast release of goods		 GFS Int'l IOSS services
Deliver parcel to customer		 GFS Int'l IOSS services
Customer raises online return		 GFS Global Returns Portal
Transmit customs data to carrier for Export Declaration/Clearance & duty relief (EORI/HS Code/Description/Value/Weight/Country of Origin/Outbound tracking #/Carrier/RGR #/CPC code)		 GFS Global Returns Portal
Submit Monthly VAT return under IOSS (sales and returns)	Tribexa 	
Calculate VAT to be paid	Tribexa 	

GFS IOSS delivery services

the perfect solution for eCommerce sales up to Euro 150



IOSS-ready services in just 3 simple options

GFS International eCommerce Services

1. IOSS Economy
2. IOSS Plus
3. IOSS Express

Deliver with confidence to all 27 EU nations

FIND OUT ABOUT OUR COMPLETE RANGE OF INTERNATIONAL SERVICES →

Features

- ✓ GFS IOSS services in all 27 EU destinations
- ✓ Absolutely no surcharges
- ✓ Dynamic routing with fastest delivery
- ✓ Paperless Trade for Fast Customs Clearance
- ✓ Tracking throughout Customs Process
- ✓ Choice of Fully Tracked or Untracked
- ✓ 0 to 30kg
- ✓ GFS IOSS services recognised by Amazon and all major Market Places
- ✓ Simple integration
- ✓ Single itemised invoice

*Except for GFS International Express IOSS services

<https://gfsdeliver.com/ioss-shipping-solutions/>



Friction-free shipping with IOSS services & technology from GFS



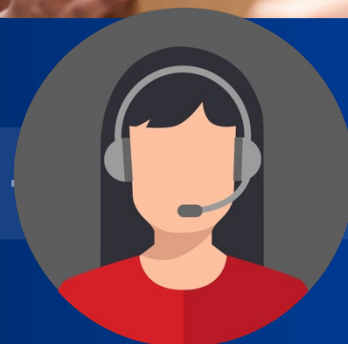
GFS Checkout

- Calculate/Display local VAT
- IOSS delivery options



GFS Selector

- Multi-carrier Labelling
- Paperless Trade (data transmitted to carrier for Customs/IOSS VAT clearance)



GFS Seeker

Track and trace parcels across all carriers



GFS Global Returns Pro

- Online returns
- PLT (data to carrier for Export Declaration/Duty Relief & VAT reclaim)

tribexa



Tribexa features:

- Real-time status of your VAT returns
- Visibility of included and excluded transactions
- Connected store and API management
- Downloadable submission confirmations
- Access to your returns as soon as data is available
- Extensive Knowledge Base & FAQs
- Live Chat Support
- Payment statuses and easy-to-make secure card payments via Wise

<https://simplyvat.com/tribexa/>



Benefits to IOSS

Registrations typically take a long time to process with the tax authorities

..... Registration process takes only 30 minutes

Dealing with multiple returns from customers due to not wanting to pay import VAT

..... Customers have a seamless experience – no additional unexpected charges

Clearing Goods through customs

..... Allows for fast release from Customs

Cashflow impact of reclaiming import VAT

..... Only Sales VAT is charged – no reclaiming import VAT

.....

Questions?



Contact us today



www.gfsdeliver.com/contactus/

Download more IOSS resources



<https://simplyvat.com/>

