



# Brexit

A change is gonna come

How the Netherlands are  
preparing

FENEX/TLN

Customs

- Stefan Verhagen

- Roel van 't Veld



ROTTERDAM

An der vor

Pieter Lalkens

10 sep 18 Tel

HANDEL

# Douane zegt op tijd klaar te zijn voor handelsbrexit

**Nanette van Schelven**

## 'Na de Brexit staat er een slagboom'

Door **LEON BRANDSEMA EN GERT VAN HASKAMP**  
Updated 1 uur geleden 3 uur geleden in **FINANCIEEL**



Door de Brexit komen 35.000 Nederlandse bedrijven voor het eerst in aanraking met de douane omdat ze buiten de EU gaan handelen. Douane-baas Nanette van Schelven is bezorgd om de afwachtende houding van ondernemers.



waarop Britten de  
volgen van deze

[Volgen via m](#)

Brexit

ir brexit van de  
spoedig. We  
etrokken.'

Douane

EU

### 'deal' would mean

panies aren't doing enough to

y more than 900 extra customs  
ks that will be required if the UK  
an agreement on its future  
cet.

fficials on board a ship in the Port





# overview

- > Preparations by government
- > Communication with trade
- > Preparations by trade

## Observations:

- By government
- By trade



# What does Brexit mean?

On 30 March 2019, the United Kingdom (UK) is leaving the EU thus leaving the single market and customs union.

The consequence of this is that the UK becomes a third country for Member States of the EU.

## Consequences for freight traffic



Customs formalities for imports, exports and transits






Possible levying of customs duties and trade policy measures



Non-tariff trade barriers (such as veterinary and phytosanitary requirements, product requirements, and checks on waste streams)



## Effects of scenarios

| Business dimension                   | EU  | FTA  | WTO  |
|--------------------------------------|--|---|---|
| Customs formalities                  | ✓  | ✗   | ✗   |
| Import duties/rates                  | ✓  | ✓   | ✗   |
| Rules of origin                      | ✓  | ✗   | ✗   |
| Single VAT territory                 | ✓  | ✗   | ✗   |
| Same regulations                     | ✓  | ✗   | ✗   |
| - SPS (veterinary and phytosanitary) | ✓  | ✗   | ✗   |
| - International freight transport    | ✓  | ✗ / ✓   | ✗   |



# What do we know for sure?

The moment the UK is no longer part of the European internal market and customs union, the free movement of goods between the UK and countries in the EU ends.

## From that moment:



Customs formalities apply



Customs surveillance on freight traffic between UK and EU



Including levying of customs and excise duties



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Impact on  
businesses is  
significant



35,000 companies will be  
faced with customs  
formalities for the first time



Additional expenditure for  
the business community  
could extend to €600  
million

# Customs is facing a major challenge



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Increased volumes



More customers



New processes at ferries



Recruitment of extra staff



for Brexit according to CETA Agreement



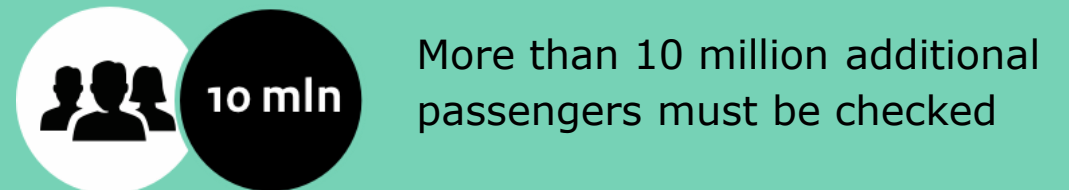
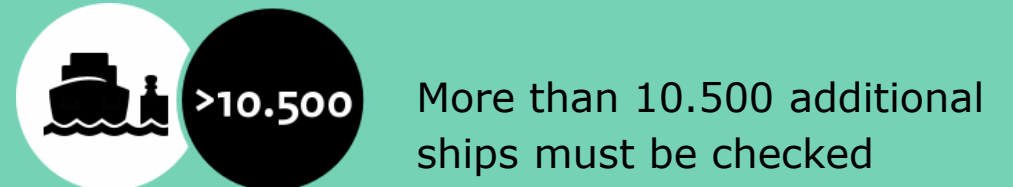
for Brexit without (trade)agreement





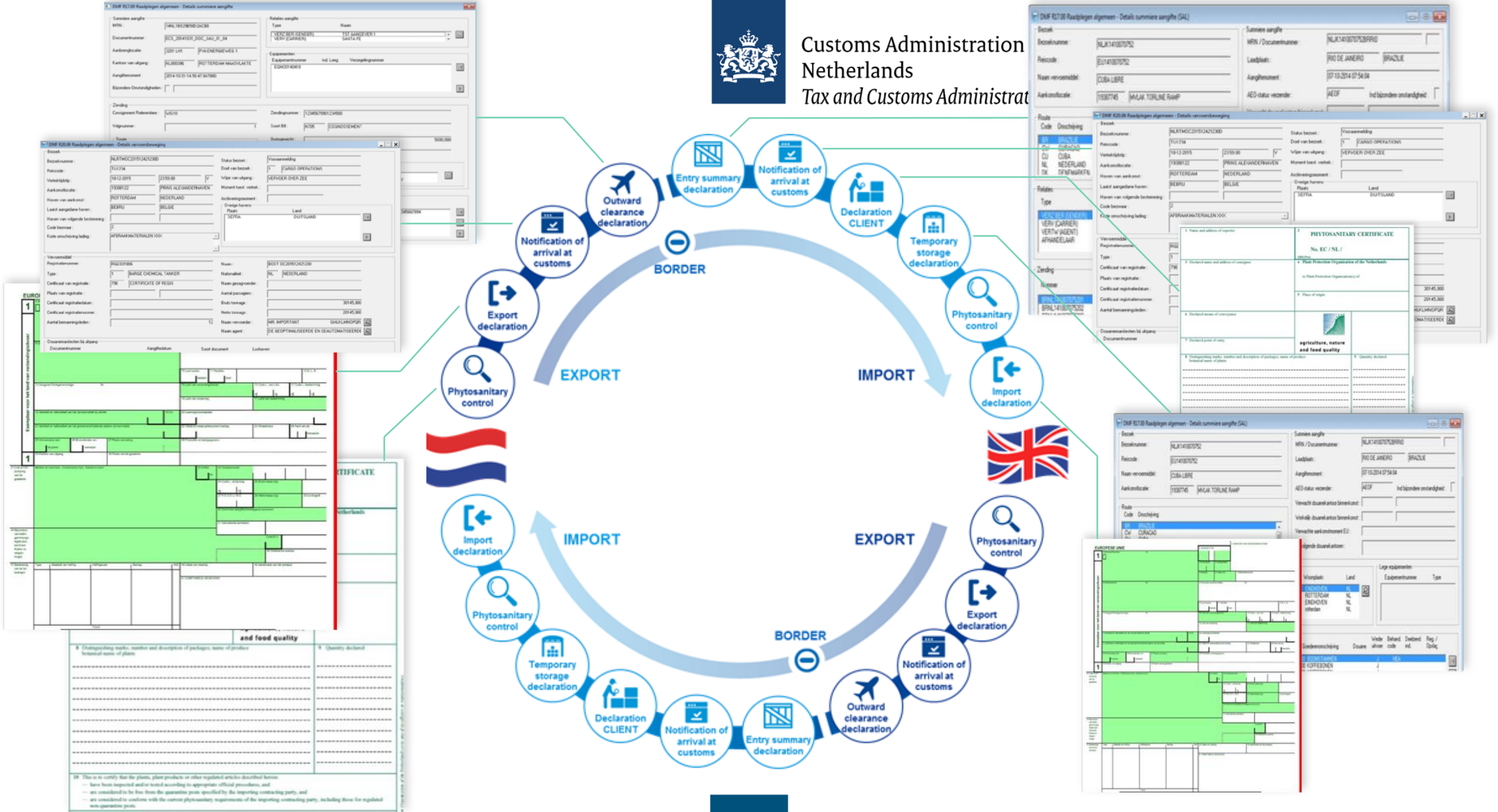
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# Estimated impact





# Customs Administration Netherlands Tax and Customs Administration



**DMF 8230 Raadplegen algemeen - Details summierde aangifte (SA)**

|                               |                              |                               |
|-------------------------------|------------------------------|-------------------------------|
| Bezoek:                       | Bezoeknummer:                | Summeer aangifte:             |
| Bezoek:                       | NLX1410270752                | M/N / Documentnummer:         |
| Bezoekcode:                   | EU1410270752                 | Land:                         |
| Naam vervoersmiddel:          | CUBA LIBRE                   | Aangiftenummer:               |
| Aankomstlocatie:              | TEB0746 / MAJAK TORLINE RAMP | AED-datum verkeer:            |
| Route:                        | Code:                        | Omschrijving:                 |
| Bezoeknummer:                 | NLX1410270752                | Status bezet:                 |
| Bezoekcode:                   | EU1410270752                 | Dat van bezet:                |
| Verkeerslijst:                | 18122015                     | Vrij van uitgang:             |
| Aankomstlocatie:              | TEB0746                      | Moment toet. verkeer:         |
| Naam van aankomst:            | ROTTERDAM                    | Aankomstlocatie:              |
| Naam van volgende bestemming: | BEERU                        | Code bezet:                   |
| Code bezet:                   | 2                            | Code omschrijving lading:     |
| Vervoersmiddel:               | REGISTRATIE:                 | Verzameling:                  |
| Type:                         | 1                            | Planten en dieren:            |
| Certificaat van registratie:  | 7                            | Certificaat van registratie:  |
| Plaats van registratie:       | 7                            | Certificaat van registratie:  |
| Certificaat registratiedatum: | 7                            | Certificaat registratiedatum: |
| Aantal bezettingen:           | 7                            | Aantal bezettingen:           |
| Documenten te zijner tijd:    | Documentnummer:              |                               |

**PHYSITSANITARY CERTIFICATE**

|   |  |
|---|--|
| No. EC / NL /   |  |
| in Plant Protection Organization of   |  |
| 1 Place of origin   |  |
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# How is Customs preparing itself?



Ready by 29 March 2019



Between 750 and 928 FTE extra



Recruitment and training started



Housing and resources



# Brexit happens to all of us

It takes joint responsibility to bring  
Brexit to a succesful end



Business community must also  
prepare itself



Cooperation is vital



Preparation needed both in NL  
and in UK



## Other preparations

- Veterinairy inspection 143 FTE
- Phytosanitary 45 FTe



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## Communication with trade



- > Welkom
- > Thema: Export (verkoop)
- > Thema: Import (inkoop)
- > Thema: Diensten
- > Thema: Transport**
- > Thema: Toelevering
- > Thema: Digitale data en diensten (privacy wetgeving)
- > Thema: Intellectueel Eigendom
- > Thema: Vestiging
- > Thema: Concurrentie en Markt

## Transport

Transporteert u goederen van, via of naar het Verenigd Koninkrijk?

ja  nee

Transporteert u naar Ierland, via het Verenigd Koninkrijk?



ja  nee

Doet u dat zelfstandig (met eigen personeel/wagenpark) of besteedt u het uit?

zelfstandig  
 uitbesteden

*Nog niet alle vragen zijn beantwoord.*

Volgende



## Doing business between EU and UK? Be prepared for Brexit in time



Preparation takes several months

You should do this in any case:



You may need to do this:



### Inspection requirement?

Be aware of other formalities for e.g. veterinary products or waste



### Other authorisations might be useful

Check overview of poss. authorisation

Arrange step 1, 2 or 3 now ?

Contact the Dutch National Helpdesk +31 88 156 6655

More information ?

[www.douane.nl/voorbedrijven](http://www.douane.nl/voorbedrijven)





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## Preparation by trade



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# Preparations Dutch businesses on Brexit

82%

of the companies think Brexit will have major consequences for Dutch companies.

81%

of the companies expect that these consequences will be negative

18%

of the companies have said they're seriously preparing for Brexit. Reason for not doing so is 'uncertainty'

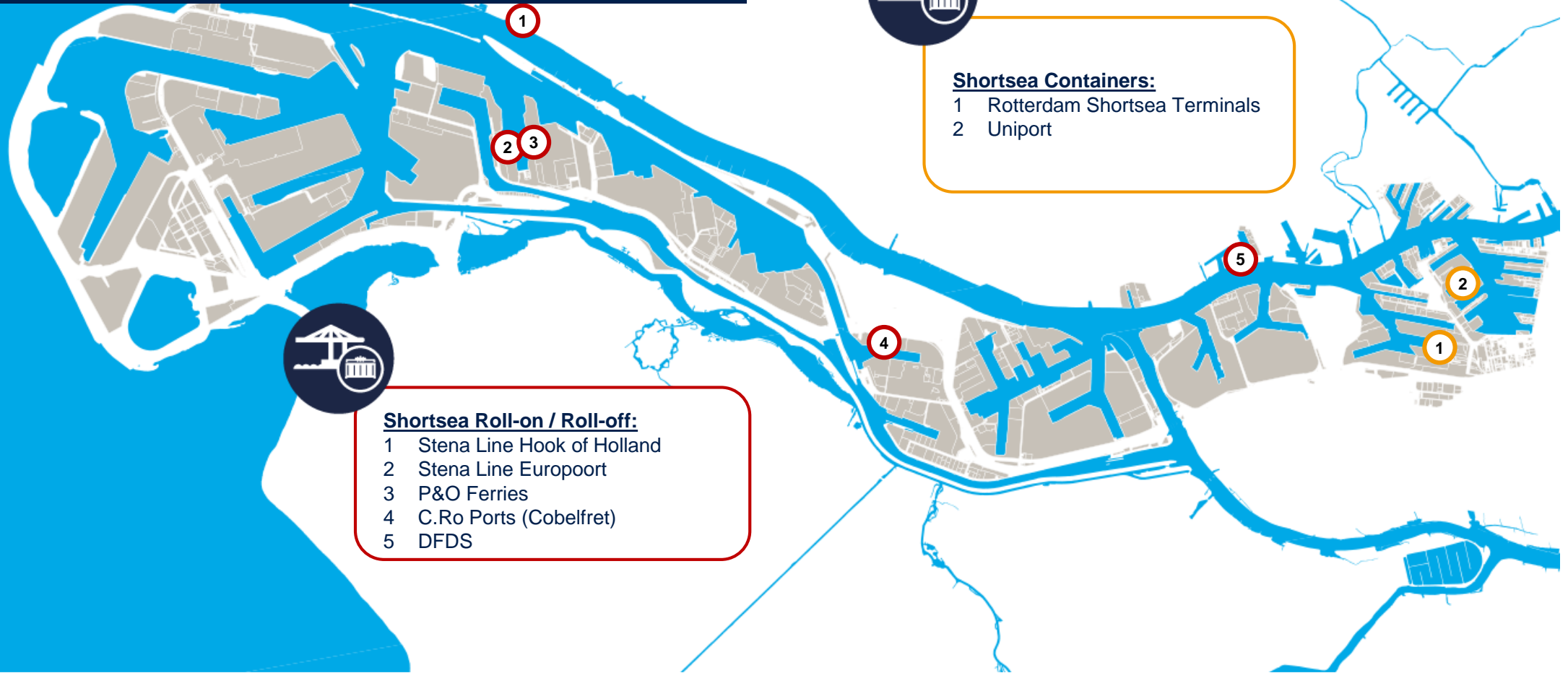
**Source:** Kantar Public, September 2018

# Port & Industrial Area

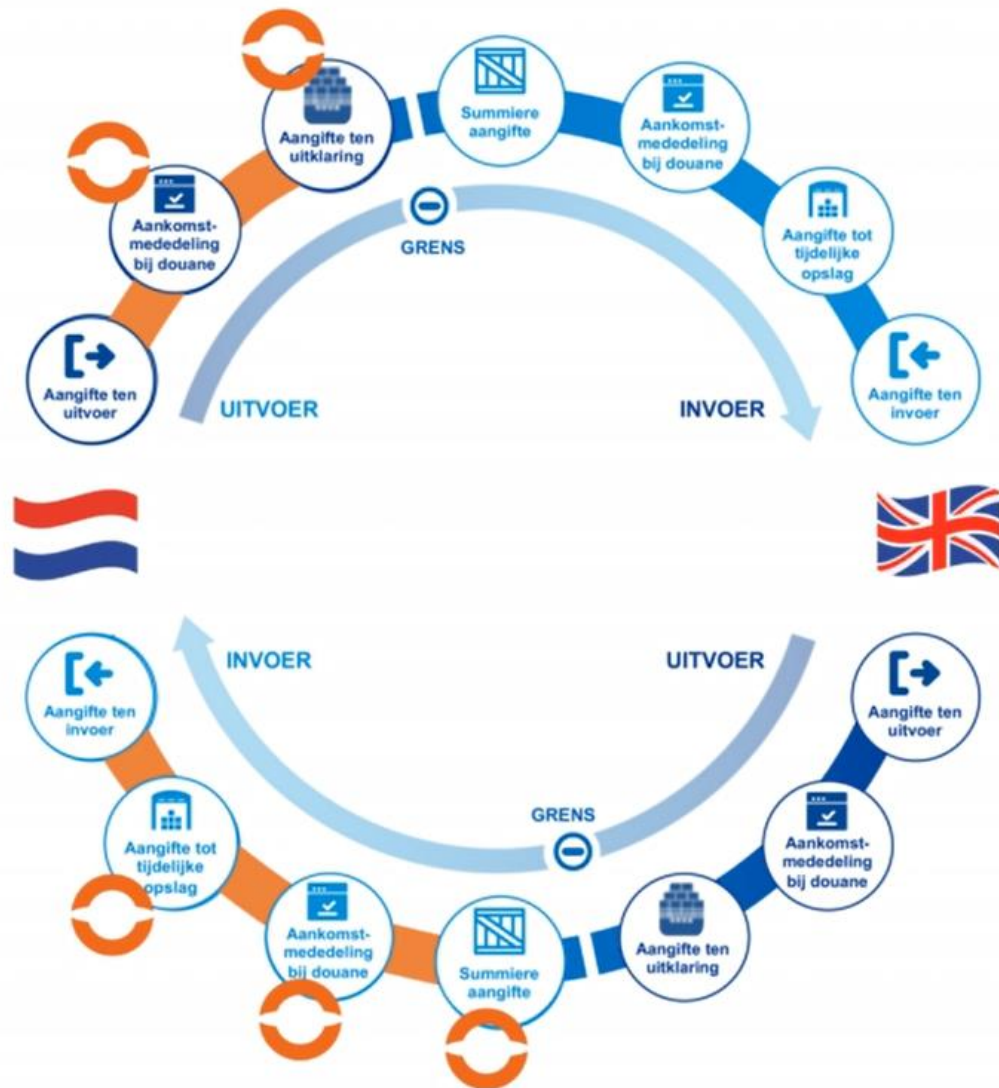


# Extensive Terminal Network

## DEDICATED TERMINALS & CLUSTERS



# Chainwide solution



## “The Dutch approach”

- Maximum flow in Dutch ports
- One central entrance at / for all terminals (via **portbase**)
- All required information must be shared before the goods are shipped and/or before arriving at the border
- 100% digital and automated process
- Reuse data for various reports and declarations
- Smart supervision Customs with minimal infringement in the logistics process

# Brexit preparations veterinary inspection points



- The Netherlands has 2 inspection points for livestock: Schiphol and Maastricht Airport
- South bank of port of Rotterdam is a BIP with 7 locations but not for livestock
- British import via Hook of Holland requires extra inspection point on the north bank, possibly temporary corridor
- Inspection points are private investments. However no business case feasible: public intervention needed.



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## Communication by trade



### What does Brexit mean for you as

I am a... (select one)

- Customs agent
- Freight forwarder
- Exporter
- Importer
- Transport company

### Your preparation time until Brexit



## Swiftly through the Dutch ports

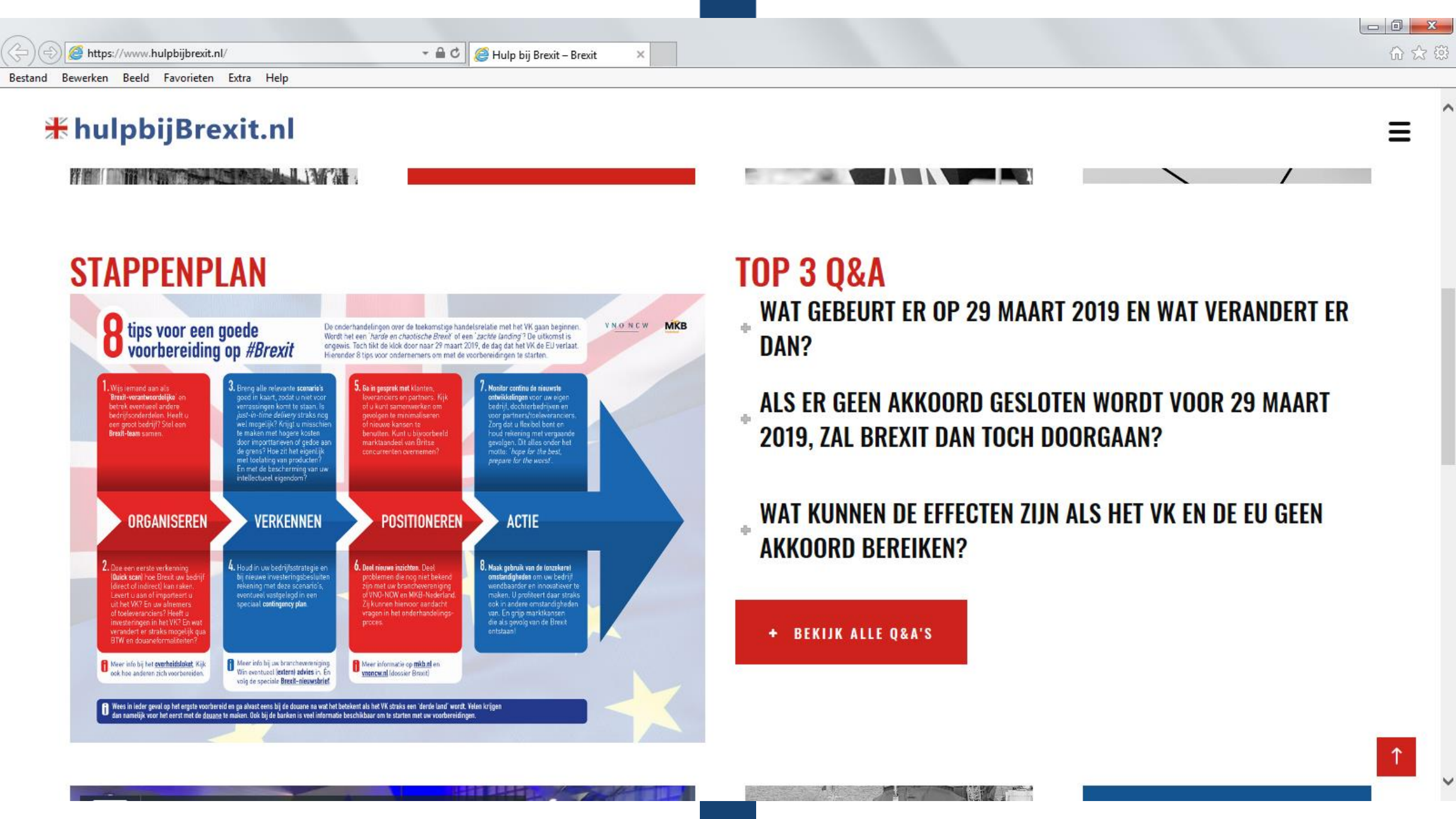
Take action now to ensure the continued smooth transport of cargo to and from the United Kingdom after Brexit. Our chain-wide solution conveniently enables you to comply with the new customs formalities that will soon be applicable to both shortsea and ferry traffic. For this to work, every link must participate. Will you make sure that you ready in time? The 29th of March 2019 is quickly approaching. Together, we can prevent delays!

[👍 Ready for Brexit in 5 steps](#)

### Handbook 'Brexit in the Dutch ports'

Want to know how your cargo can continue to travel swiftly from and to the United Kingdom through the Dutch ports after Brexit? Our





## STAPPENPLAN

### 8 tips voor een goede voorbereiding op #Brexit

De onderhandelingen over de toekomstige handelsrelatie met het VK gaan beginnen. Wordt het een 'harde en chaotische Brexit' of een 'zachte landing'? De uitkomst is ongewis. Toch tikt de klok door naar 29 maart 2019, de dag dat het VK de EU verlaat. Hieronder 8 tips voor ondernemers om met de voorbereidingen te starten.

VNO-NCW MKB

1. Wijs iemand aan als **Brexit-verantwoordelijke** en betrek eventueel andere bedrijfsleden. Heeft u een groot bedrijf? Stel een **Brexit-team** samen.

3. Breng alle relevante scenario's goed in kaart, zodat u niet voor verrassingen komt te staan. Is *just-in-time delivery* straks nog wel mogelijk? Krijgt u misschien te maken met hogere kosten door importtarieven of gedoe aan de grens? Hoe zit het eigenlijk met toelating van producten? En met de bescherming van uw intellectueel eigendom?

5. **Go in gesprek met klanten, leveranciers en partners.** Kijk of u kunt samenwerken om gevolgen te minimaliseren of nieuwe kansen te benutten. Kunt u bijvoorbeeld marktaandeel van Britse concurrenten overnemen?

7. **Monitor continue de nieuwste ontwikkelingen** voor uw eigen bedrijf, dochterbedrijven en voor partners/toeleveranciers. Zorg dat u flexibel bent en houdt rekening met vergaande gevolgen. Dit alles onder het motto: *'hope for the best, prepare for the worst.'*

#### ORGANISEREN

#### VERKENNEN

#### POSITIONEREN

#### ACTIE

2. Doe een eerste verkenning (**Quick scan**) hoe Brexit uw bedrijf (direct of indirect) kan raken. Levert u aan of importeert u uit het VK? En uw afnemers of toeleveranciers? Heeft u investeringen in het VK? En wat verandert er straks mogelijk qua BTW en douaneformaliteiten?

4. Houd in uw bedrijfsstrategie en bij nieuwe investeringsbesluiten rekening met deze scenario's, eventueel vastgelegd in een speciaal **contingency plan**.

6. **Deel nieuwe inzichten.** Deel problemen die nog niet bekend zijn met uw branchevereniging of VNO-NCW en MKB-Nederland. Zij kunnen hiervoor aandacht vragen in het onderhandelingsproces.

8. **Maak gebruik van de (onzeker!) omstandigheden** om uw bedrijf wendbaarder en innovatiever te maken. U profiteert daar straks ook in andere omstandigheden van. En grijp marktkansen die als gevolg van de Brexit ontstaan!

Meer info bij het **overheidsbelet**. Kijk ook hoe anderen zich voorbereiden.

Meer info bij uw branchevereniging. Win eventueel **leider(s) advies** in. En volg de speciale **Brexit-nieuwsbrief**.

Meer informatie op **mkb.nl** en **vnocnw.nl** (dossier Brexit)

Wees in ieder geval op het ergste voorbereid en ga alvast eens bij de douane na wat het betekent als het VK straks een 'derde land' wordt. Yelen krijgen dan namelijk voor het eerst met de douane te maken. Ook bij de banken is veel informatie beschikbaar om te starten met uw voorbereidingen.

## TOP 3 Q&A

+ **WAT GEBEURT ER OP 29 MAART 2019 EN WAT VERANDERT ER DAN?**

+ **ALS ER GEEN AKKOORD GESLOTEN WORDT VOOR 29 MAART 2019, ZAL BREXIT DAN TOCH DOORGAAN?**

+ **WAT KUNNEN DE EFFECTEN ZIJN ALS HET VK EN DE EU GEEN AKKOORD BEREIKEN?**

+ **BEKIJK ALLE Q&A'S**





## Closing remarks from trade perspective

- › Customs brokerage industry will play a key role
- › Customs specialists are rare, training is essential
- › Every party in the supply chain needs to prepare!





# Closing remarks from customs

- › Hope for the best, prepare for the worst
- › Preparation is joint responsibility
- › **not only in NL**

