

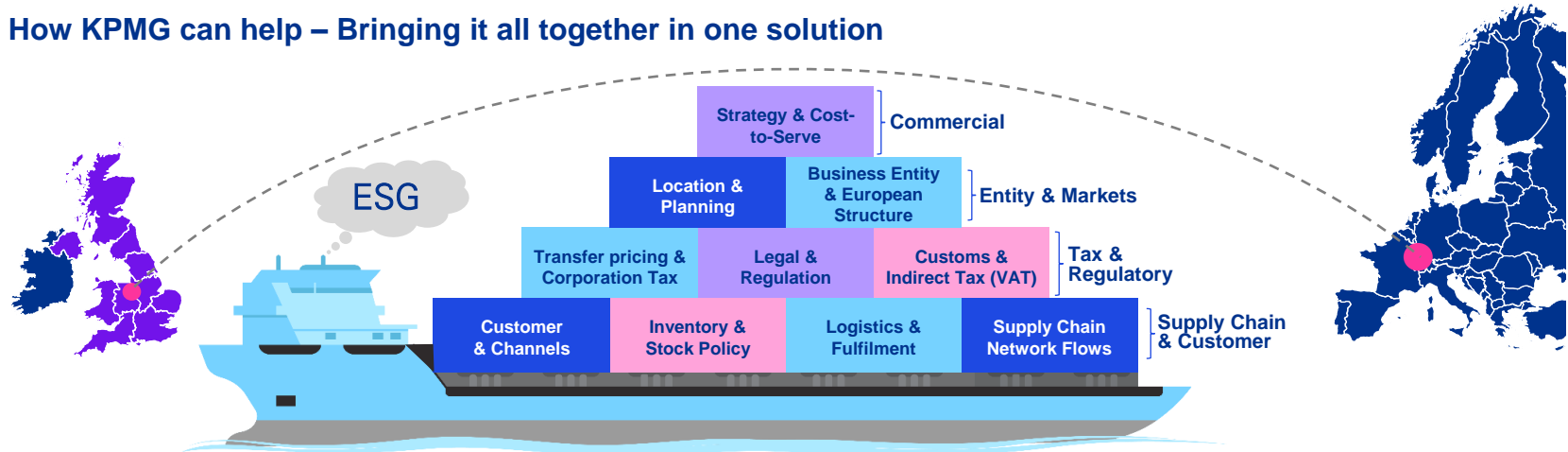
# How do you trade profitably with Europe?



## Market Challenges – Trending client issues

What <b>local laws</b> do I need to <b>comply with</b> ? For example, laws associated with waste and product regulations	Do I need to make changes to my contracts? Partners include suppliers, customers, intragroup	What do I need to do to make sure my new partners comply with data privacy? Including suppliers, systems, channel partners
How do I avoid the issue of <b>'double duty'</b> between our distribution hub and customer	What are the <b>wider business</b> considerations? Including entity, corporation tax, IT architecture, VAT registrations	How can we take into account the fully landed cost? Including customs duties, taxes & transportation costs
Where do I locate an EU <b>sourcing/distributing</b> hub? Choosing a location impacts costs, efficiencies and ease of business	How can we <b>ensure</b> our master data is <b>accurate</b> ? Delivering in Europe adds additional MDM complexities	How does business in <b>Europe</b> impact my ESG agenda? Including additional carbon reporting regulation

## How KPMG can help – Bringing it all together in one solution



## Our approach – Typical project structure tailored to your business specifics



## Benefits – KPMG can provide a 'one stop shop' for establishing a profitable and enduring European business

We have specialists across various capabilities including Supply Chain, Customs, Indirect & Corporation Tax, Customer and Legal. We have successfully joined up to deliver European expansion projects in a number of sectors, utilising our specially developed digital tools.



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