

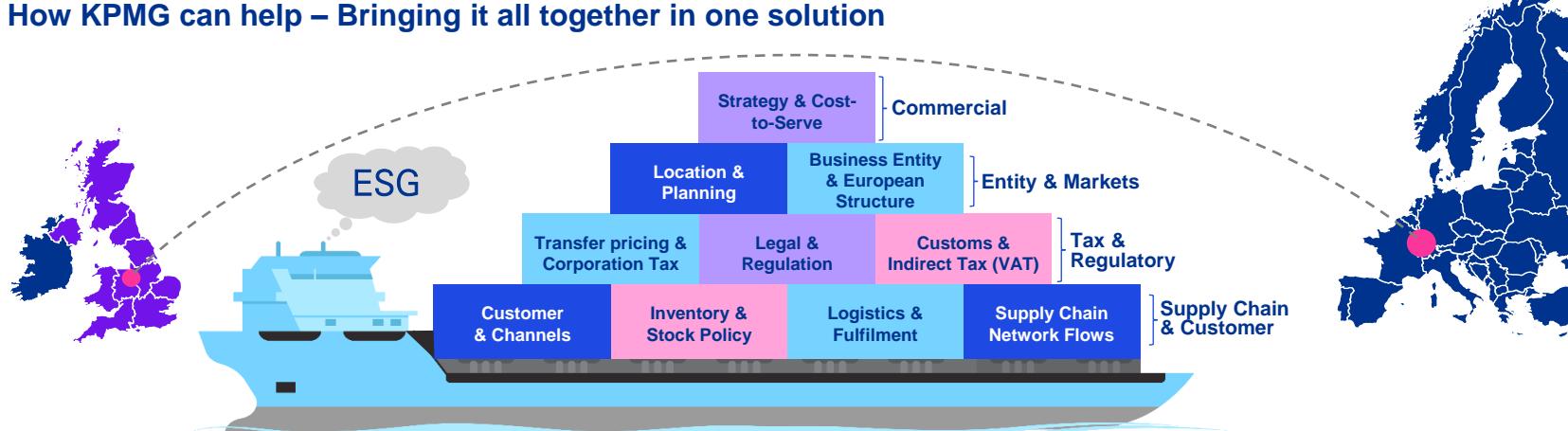
How do you trade profitably with Europe?



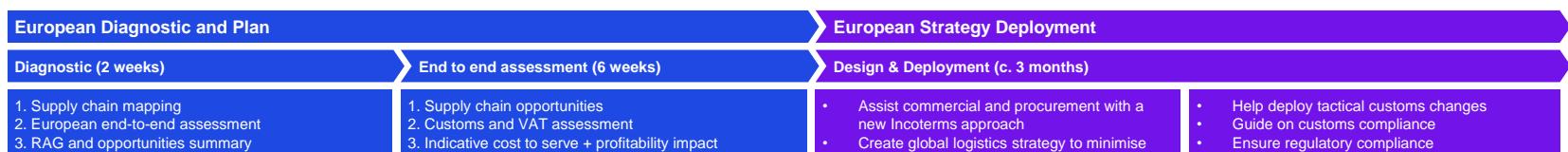
Market Challenges – Trending client issues

What local laws do I need to comply with? 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 'double duty' between our distribution hub and customer	What are the wider business 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 sourcing/distributing hub? Choosing a location impacts costs, efficiencies and ease of business	How can we ensure our master data is accurate? Delivering in Europe adds additional MDM complexities	How does business in Europe 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.



Iain Prince
Partner – UK Supply Chain Lead
iain.prince@kpmg.co.uk



Don Williams
Partner – Retail
don.williams@kpmg.co.uk



Lorenzo Rossetti
Director of Trade and Customs
lorenzo.rossetti@kpmg.co.uk