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Lord Theodore Agnew

Chairman UK Trade Facilitation Commission

Moderator



Lars Karlsson

Global Head of Trade and Customs Consulting Maersk



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Beyond TSS

What is next for GB-Northern Ireland Trade?
Is it time for a NI Digital Trade Corridor?



Webinar: Wednesday 30 September 2026

09:00 – 09:45am UK





**LORD THEODORE
AGNEW**

Chairman
UK Trade Facilitation Commission

MODERATOR OF WEBINAR

INTRODUCTION

Five years on, what does the new trade landscape mean?

01 Five years down the line the world has changed. What does that mean for GB–NI trade?

02 Do we have the optimal systems and solutions in place — or what is next?

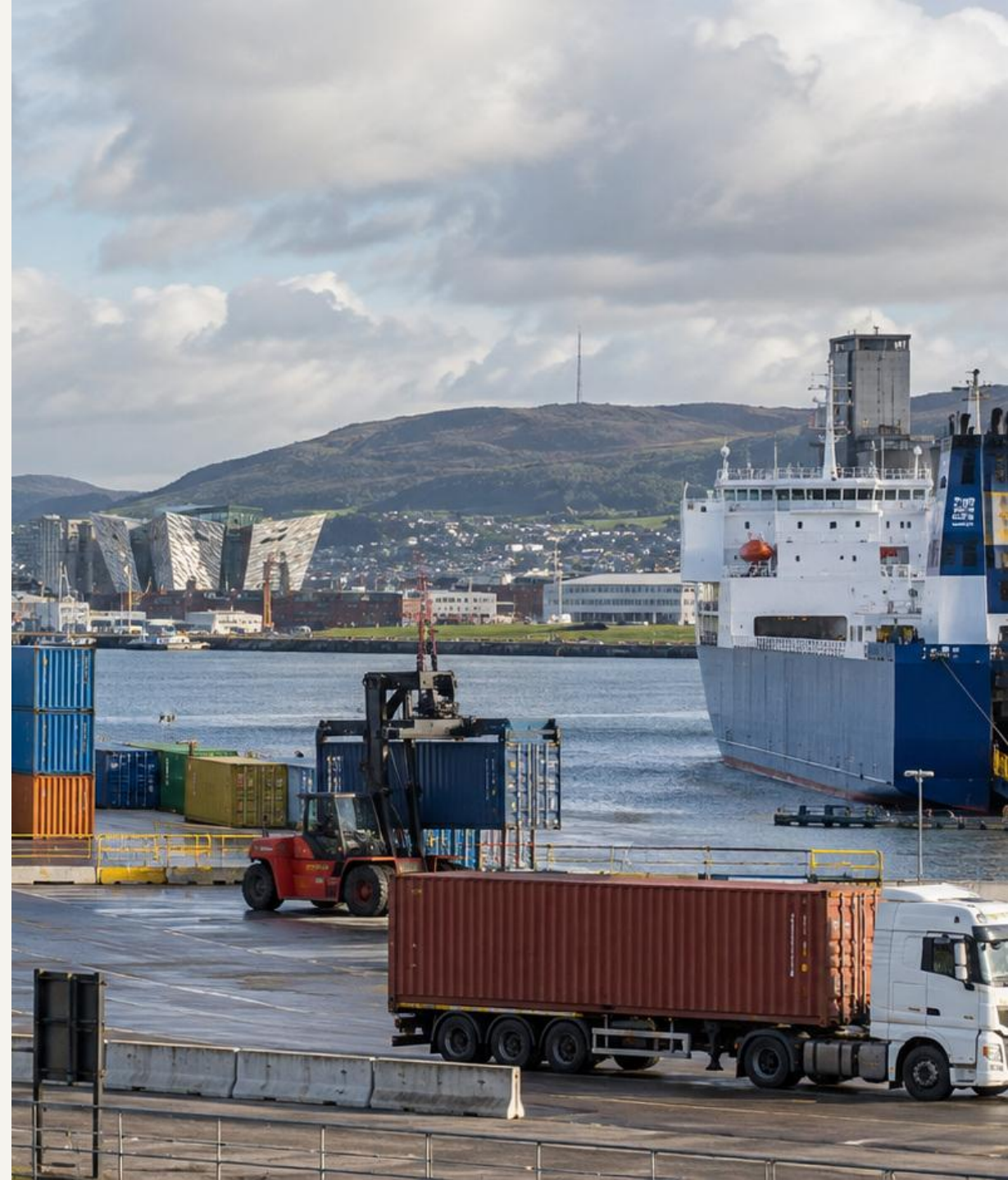
BEYOND TSS



DTC NI

Regulatory look-ahead and the Total Cost of Movement

Shanker A. Singham



EU Regulatory Volume

Year	Regulatory Volume Index	Key Legislative Drivers / Catalysts
2010	45	Baseline
2011	48	Baseline
2012	52	Baseline
2013	55	Baseline
2014	60	Baseline
2015	62	Baseline
2016	115	Spike: Animal Health Law, Novel Foods Reg, Official Controls Drafts
2017	85	Post-consolidation adjustment
2018	90	Steady accumulation
2019	94	Steady accumulation
2020	98	Steady accumulation
2021	105	Steady accumulation
2022	110	Steady accumulation
2023	115	Pre-implementation build-up
2024	185	Spike: EU Deforestation Reg (EUDR), Feed Additives, CSDDD

Veterinary, Agrifood and biosecurity

Veterinary medicines

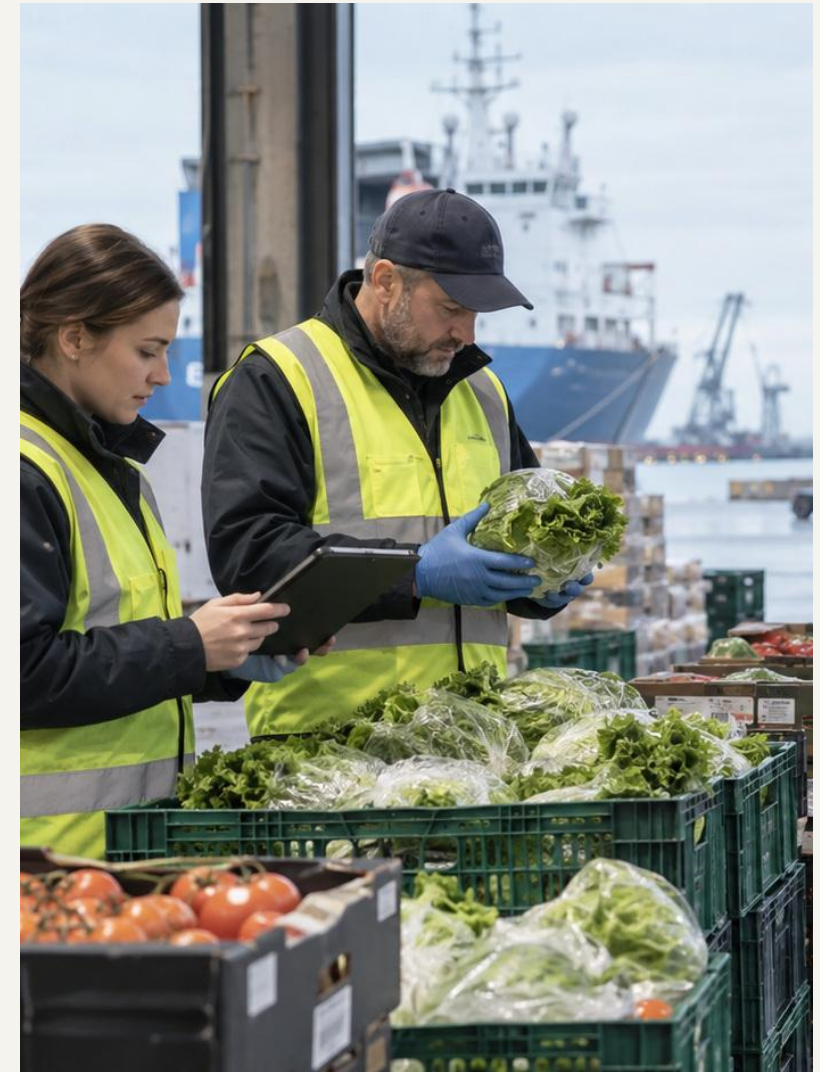
Check authorisation, supply routes and product records.

Monitor precision breeding rules (SPS Agreement)

Pesticides

Check evidence against the applicable residue limits.

DTC NI: organise product and movement evidence.



Environmental and supply-chain requirements

DTC NI can help prepare the evidence relevant to each movement.

Deforestation

Supplier origin and plot-level evidence

Prepare due-diligence records for covered goods.

Carbon reporting

Emissions records for covered goods

Connect emissions and customs records.

New Packaging Rules

Packaging types, Composition, labelling and recycled content

Reuse packaging information where the rules permit.

Customs, Fiscal Issues, and Product passports

Customs and carrier data

- Validate records early to reduce later reconciliation

- Use interconnected facilitations

Tariffs and classification

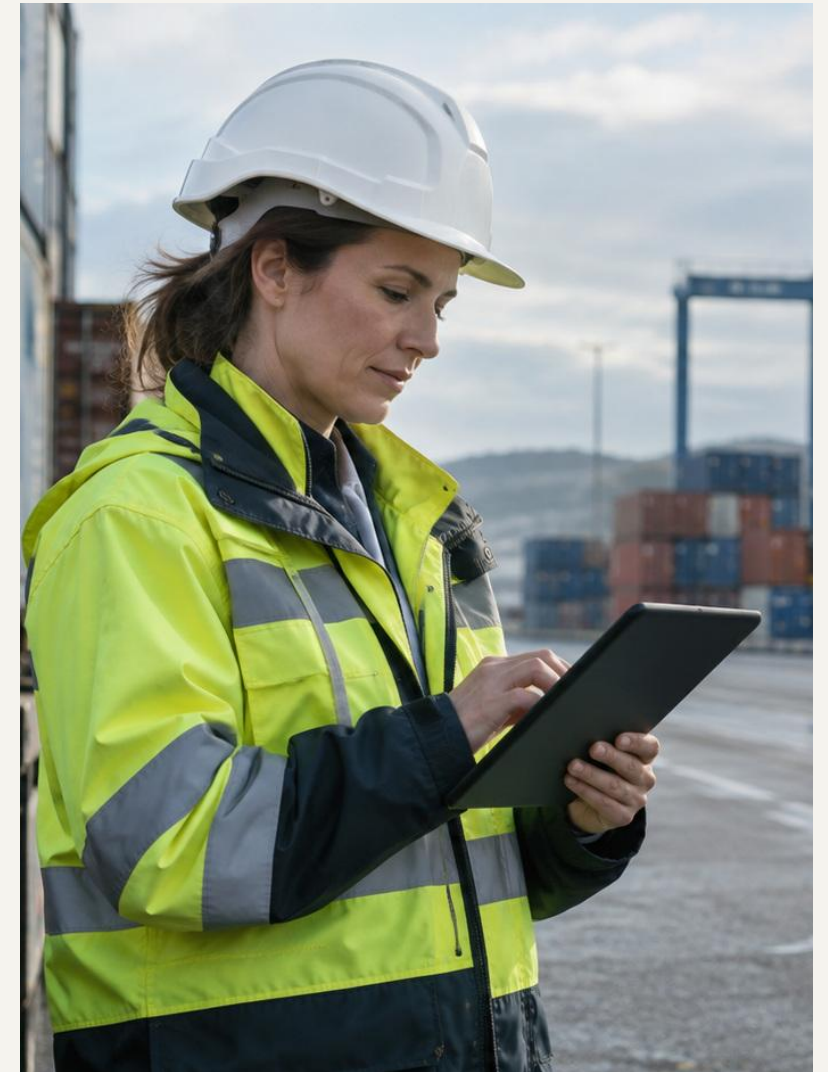
- Keep commodity codes, rules of origin (as distinct from free circulation in GB) and duty treatment under review.

- Manage Fiscal issues through DRS/CDWS

Ecodesign and product passports

- Prepare lifecycle records for relevant product rules.

DTC NI: connect product records with movement data.



Prepare evidence and systems early

Regulatory triage	Prepare evidence on high-risk changes for officials. Consider Stormont Brake triage where relevant; engage early with the EU and HMG.
Joint Committee and data equivalency	Prepare technical evidence in support of regulatory solutions.
Data and systems updates	Identify data gaps, test exchanges and plan updates with traders, logistics partners and software providers.

Plan data and systems work 12 to 18 months ahead where the timetable permits.

Reducing the Total Cost of Movement

How DTC NI can reduce the work and disruption associated with a movement.

Simpler data request

Use supplier, product and shipment records already available.

Less duplicate administration

Validate earlier

Check trader, carrier and intermediary data before submission.

Less correction and reconciliation

Prepare in advance with Systems Thinking

Determine best combination of facilitations available for example (NIRMS/grouping rules/DRS+CDWS).

Fewer avoidable disruptions

Start with your priority trade lanes

Identify the trade journey and issues early.

Work with our experts to determine the best route to market for your goods and lower your Total Cost of Movement.

More planning means less cost!

Shanker A. Singham

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Webinar

Beyond TSS

Inter-connected Digital Trade Corridors in a Sea of Data

Artificial intelligence applied
to logistics and customs

Lars Karlsson, Global Head of Trade
and Customs Consulting Maersk



ALL THE WAY

Data is the new currency of trade
Trade Compliance is becoming a differentiator

The WORLD

A New Normal is here



BUSINESS INSIDER

We are in the midst of seeing more change in the next five years than we've seen in the last 50 years."

There are

7,000+



new trade barriers globally

There are

10+



new global trade regulations

Poor customs planning cause about

20%



of all shipment delays

Companies regularly overpay

5-6%



on duties

- Tariffs are here to stay – from 2.5 to 15.6%
- 40+ new ESG regulations, 10-12 operational or in final stages
- More sanctions



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THE DIPLOMAT

Beyond the Tariffs: Liberation Day's Impact on South Asia

Priyanka Ghose, Uzair Younus, Umesh Moramudali and Jyoti Bahman discuss how tariffs will impact India, Pakistan, Sri Lanka, and Bangladesh.

THE CONVERSATION

The global costs of the US-China tariff war are mounting. And the worst may be yet to come.

The United States and China remain in a standoff in their trade war. Neither side appears willing to budge.

China retaliated with its own

imposed massive 143% tariffs

U.S. China retaliated with its own

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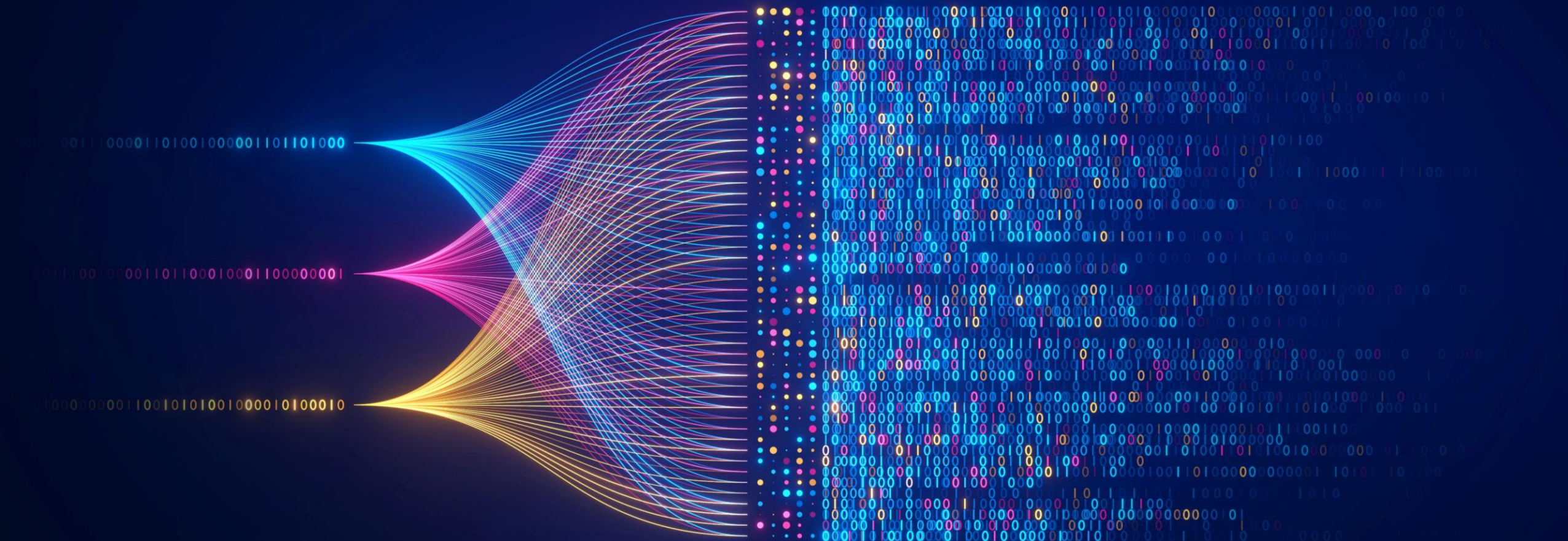
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IT IS ALL ABOUT DATA



THE NEW LANGUAGE OF TRADE AND CUSTOMS

The Vision of the Digital Product Passport for Goods

An Ecosystem of inter-operable inter-connected trade hubs

Powered by Altana

Intelligent
**DIGITAL TRADE
CORRIDOR**
CUSTOMS DIRECT





DIGITAL TRADE CORRIDORS

Fast Track Borders

EU Trust & Check

Pre-release of goods

Streamlined reporting

Centralized Clearance



40% less cost
60% faster borders
60% more resilience
Reducing carbon emission with 50%



ALL THE WAY

A SMARTER, SAFER, AND MORE EFFICIENT CUSTOMS UNION



DATA-DRIVEN
REAL-TIME
INFORMATION



RISK MANAGEMENT
AND SECURITY
ENHANCED



SIMPLIFIED
PROCESSES
FOR TRADE



STRONGER
COLLABORATION
ACROSS THE EU



EU Customs Reform

The EU Customs Data Hub

EU CUSTOMS REFORM

Building a future-ready
Customs Union

CUSTOMS DATA HUB

 CARGO INFORMATION

 RISK ANALYSIS

 STATUS UPDATE

 TRADE FACILITATION



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Working in Silos

When trade functions, partners and regions operate separately, it creates gaps, delays and higher costs.



- Duplicated
- Poor
- Slower
- Higher
- Missed



A Connected Approach

Breaking down silos and collaborating across the trade ecosystem creates a more efficient, resilient and inclusive global trading system.



- Greater
- Real-time
- Faster,
- Lower
- More inclusive

Turning a challenge
into an opportunity



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ALL THE WAY

GB-NI

THE NEXT GENERATION

Trader support from the team that helped design the Trader Support Service.



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TSS SEQUENCING (CURRENT)



1

Shipper
gives basic
information
to carrier

A

Carrier
creates TSS
record and
ICS2 dec

RISK STATUS
not required

B

Carrier
creates GMR
and goods
move to
delivery

2

Nominated
trader is
required to
complete
SUPPDEC

3

Trader
(importer)
identifies the
movement
and locates
commercial
invoice

4

Trader
completes
appropriate
SUPPDEC

RISK STATUS
is required



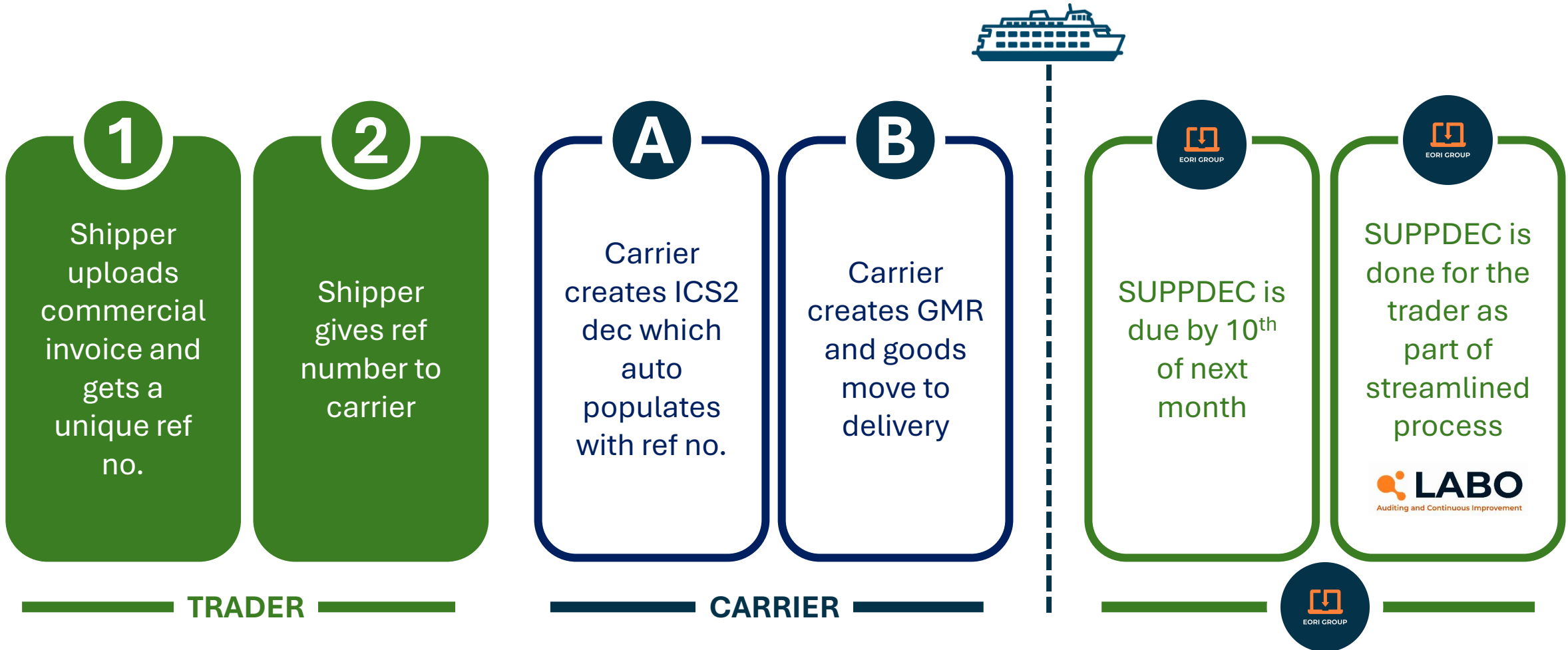
COMMON ISSUES

#	Category	Issue
1	Importer	Carrier shows incorrect importer (incoterms / consignee)
2	ICS2 data	Carrier struggles to get full ICS2 level data (currently light touch)
3	Input process	To create ICS2 and EIDR = 46 screens! (think GB exports on gov.uk)
4	Importer	Wrong importer is contacted for suppdec (see item 1)
5	Identification	Importer struggles to identify movement and relevant invoice
6	Importer	Limited customs knowledge for accurate suppdec optimisation



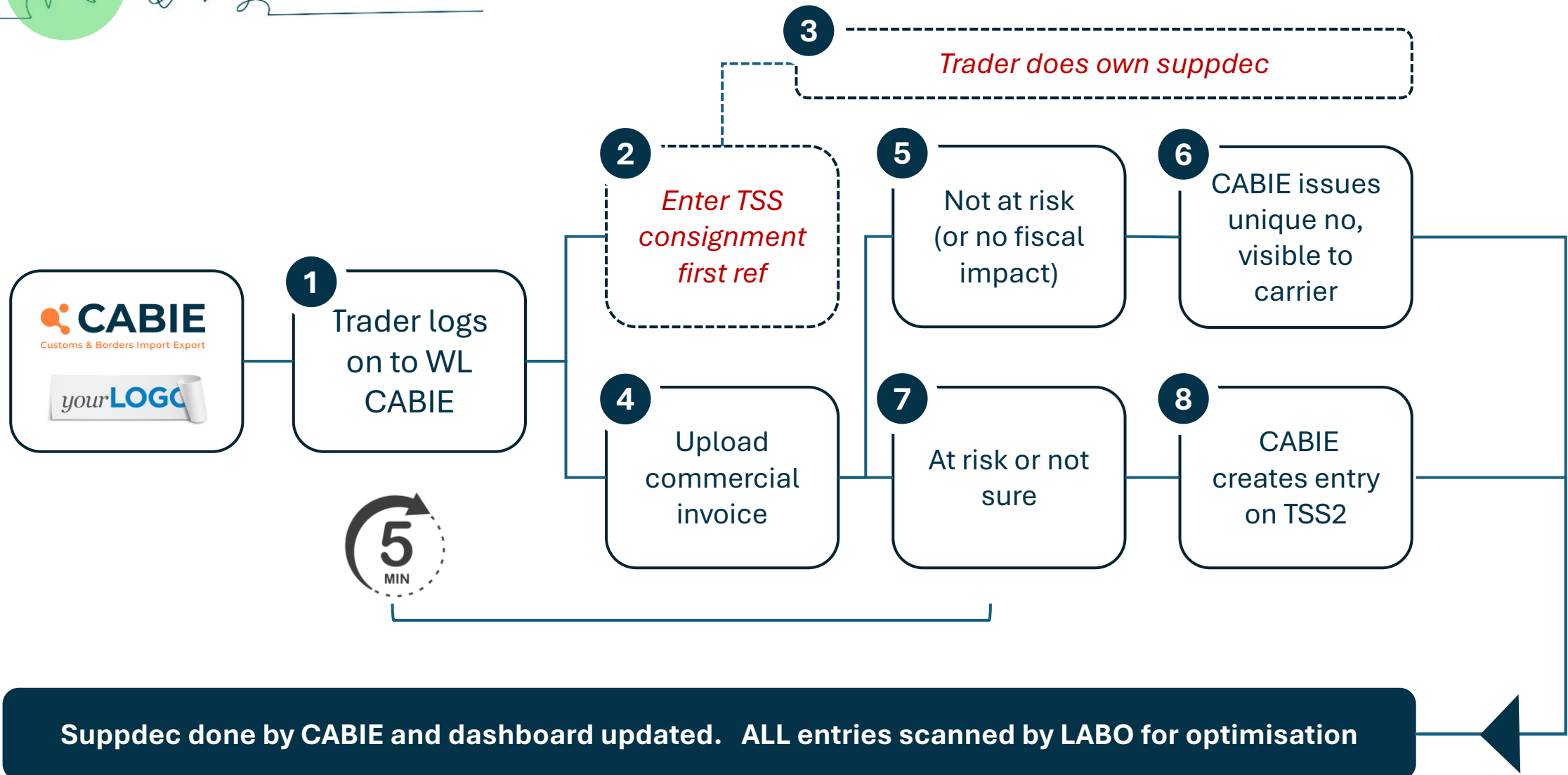


TSS SEQUENCING (OPTIMAL)





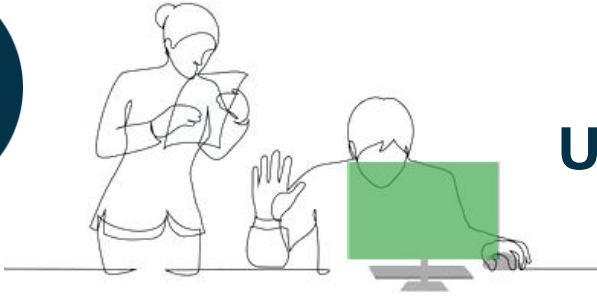
THE PERFECT BALANCE (CUSTOMS/TRADER)



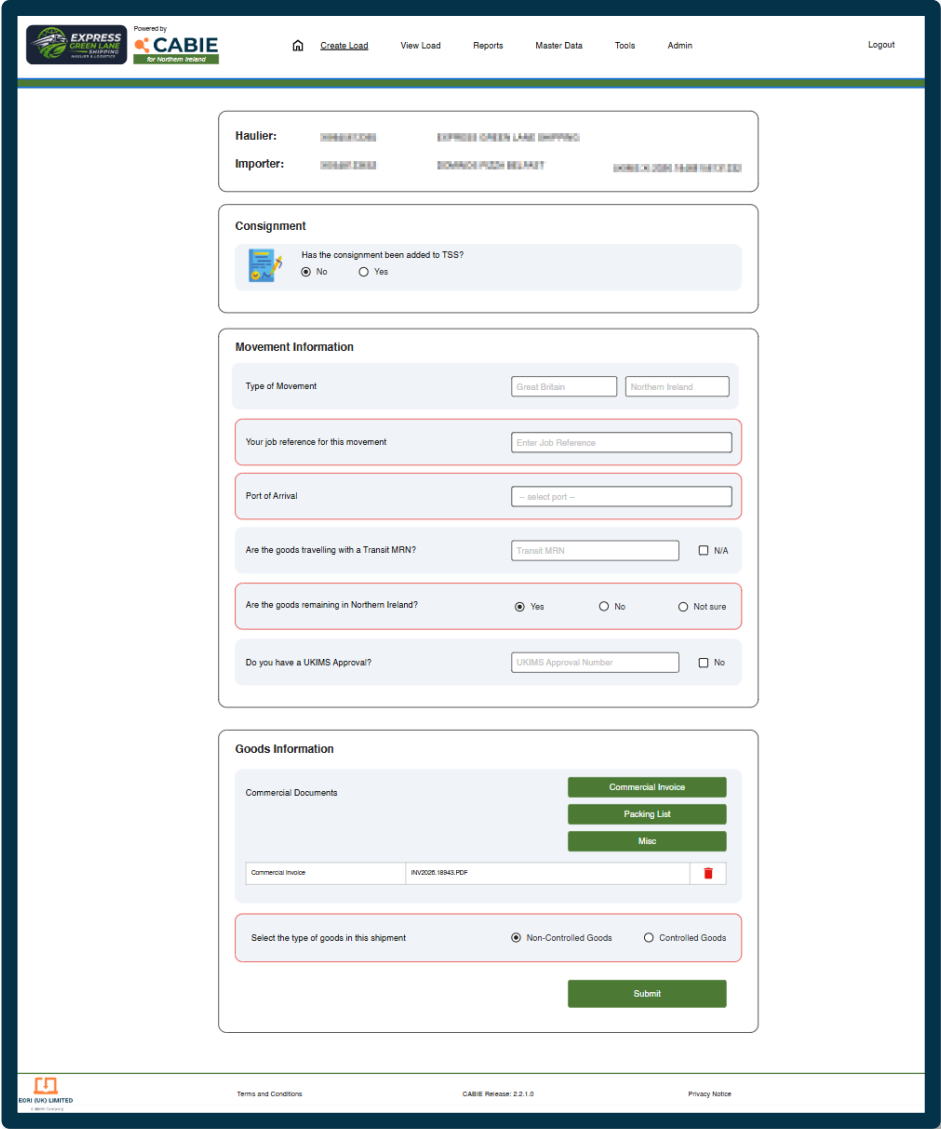


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USER EXPERIENCE



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Summary and Conclusions

Thank you for your attention.
Watch out for the next webinar on this topic.