



EORI (UK) LIMITED

Efficient, Optimised, Regulatory Integration

Cross-border Trade Strategies

From Compliance to Profit

A Guide for European Logistics Companies





In today's complex international trade environment, European logistics companies face significant opportunities in customs management and duty reclaim services.

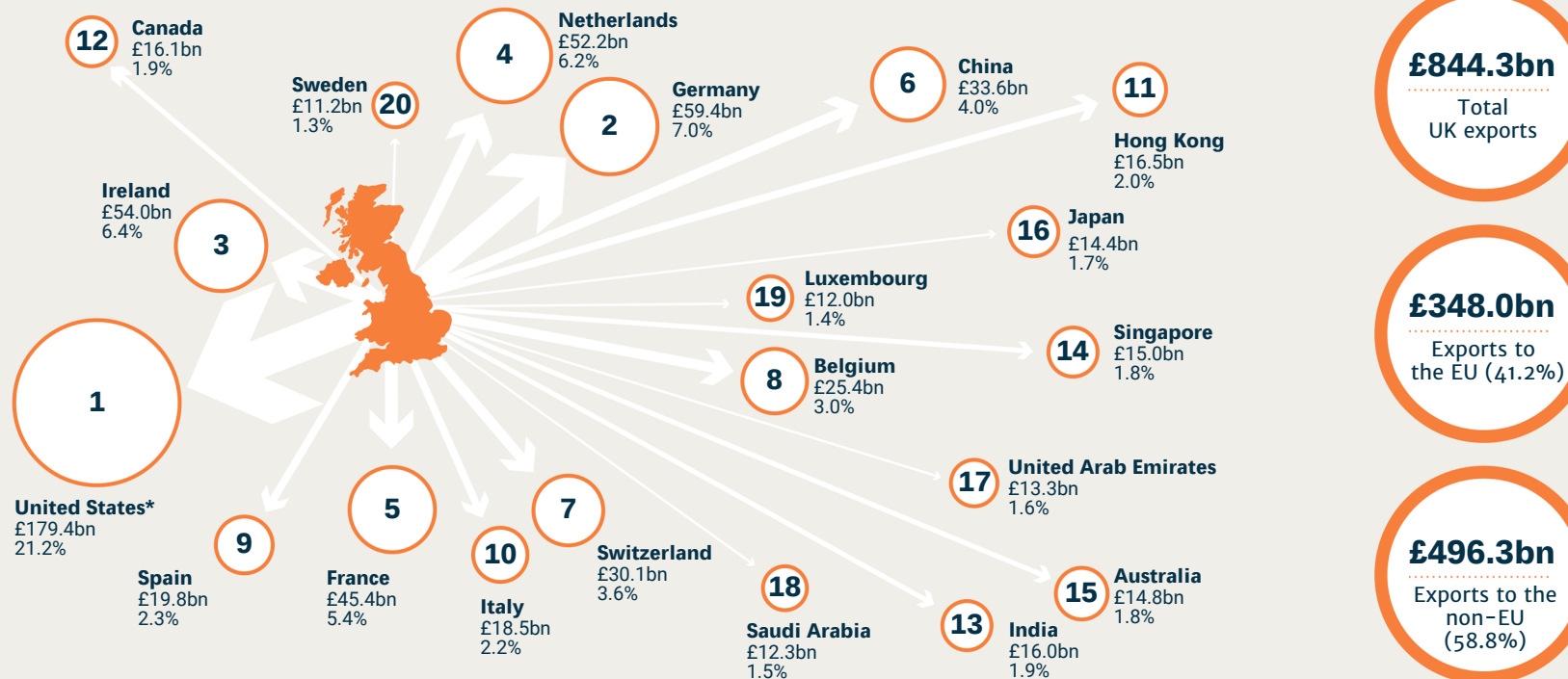
This guide demonstrates how logistics providers can expand their service offerings and create value through expert customs brokerage services.



⇒ Introduction

The evolving nature of European trade, shaped by regulatory changes and digital transformation, presents unique opportunities for logistics companies. Logistics providers can help clients navigate complexities by offering specialised customs brokerage services while creating new revenue streams.

Top 20 UK export markets for goods and services in 2023¹



¹Source: Seasonally adjusted 2023 data from ONS UK trade, quarterly trade in goods and services tables – July to September 2024 release. *Including Puerto Rico.

⇒ Understanding the European Customs Landscape

Modern customs brokerage services must address various scenarios:

- ▶ Time sensitive cross-border movements between the EU and the UK
- ▶ Understanding duty liability within preferential trade agreements
- ▶ Special procedures and authorisations
- ▶ The ever-changing UK customs scene post-Brexit.

⇒ Opportunities for Logistics Companies

Comprehensive customs offerings should include:

- ▶ End-to-end customs declaration management
- ▶ Robust compliance monitoring and risk assessment
- ▶ Seamless integration with existing logistics operations
- ▶ Access to UK customs simplifications.



⇒ Financial Benefits

Professional customs brokerage services deliver significant advantages:

1. Reduction in waiting times and demurrage charges

Consignments can be released at the frontier using customs simplifications. Inspections become minimal. Integration with existing TMS systems removes the need to chase for MRNs.

2. Additional Revenue Generation

For every consignment cleared, you will receive a portion of the fee charged to the importer. The more consignments carried, the larger the fee received.

3. Integrated Cost Savings

By combining customs services with existing logistics operations, companies can achieve cost efficiencies through integrated solutions. This integration has helped providers increase client retention by up to 90%.

4. Return to daily groupage services

Using customs simplifications and reduced charges for importers, it is no longer cost-prohibitive to send daily consignments. For repetitive flows, a single import entry can be completed covering multiple truck movements. Gone are the days when a customs entry was needed for each time the goods move.

⇒ Implementing Customs Brokerage Services

A successful customs service offering includes:

1. Building expertise through qualified customs specialists
2. Implementing robust customs management systems
3. Establishing quality control procedures
4. Developing logistic-driven communication protocols
5. Creating value-added services such as TMS integration.

⇒ Best Practices for Service Delivery

To ensure service excellence, logistics companies should:

- ▶ Maintain up-to-date knowledge of EU customs regulations
- ▶ Invest in automated customs solutions
- ▶ Provide regular staff training and development
- ▶ Establish strong relationships with customs authorities.



⇒ Success Story

One of our EU customers expanded their services to include customs brokerage, achieving:

90%

.....
Increase in
client retention

€500,000

.....
Additional
annual
revenue

Reduction
in waiting
times &
inspections

“ I’d like to take this opportunity to thank you and your entire team for the courtesy, professionalism, and promptness with which you carry out your work which we are VERY, VERY satisfied with.

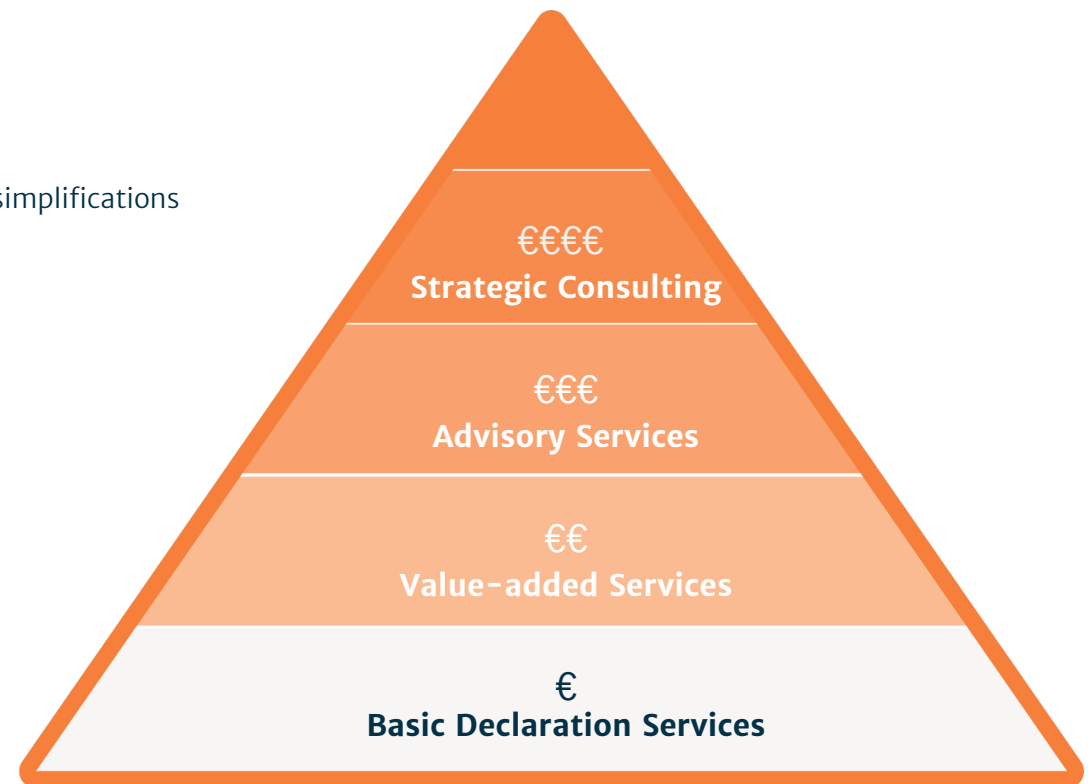
⇒ Market Differentiation

Stand out in the market through:

- ▶ Specialised expertise in EU customs procedures and GB customs simplifications
- ▶ Proven track record with European hauliers
- ▶ Maximising your revenue opportunities from Brexit
- ▶ Industry-specific customs solutions
- ▶ 24/7 customs support services.

For European logistics companies, customs brokerage services represent a significant opportunity to expand service offerings and create additional value for clients.

By developing expertise in customs management and reliable delivery times, logistics providers can position themselves as essential partners in international trade.



⇒ Next Steps

Our customs commercial model is innovative, supportive and designed to suit logistics providers. We recognise your role in the customs process and we compensate you accordingly.

Last year we paid over €1million to logistics companies such as yours in exchange for capturing and harnessing data.

- ▶ Assessing your current capabilities and market opportunity
- ▶ Developing a service implementation roadmap
- ▶ Identifying technology and training requirements.



Working Together

No Hidden Surprises. Just Transparent Success!



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