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75 days to go.....

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# UK:EU DEAL OR NO DEAL?

## Issues at stake

- Fish, State Aid & ECJ
- NI Protocol
- Data
- UK Internal Market Bill

## Behaviours to watch

- Blame culture
- False dawns
- Pace & frequency
- Compromise

Politics, Fear, Rhetoric, then Pragmatism

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# EUROPEAN COUNCIL 15/10/20

## **ii. EU-UK RELATIONS**

3. The European Council recalls that the transition period will end on 31 December 2020 and notes with concern that progress on the key issues of interest to the Union is still not sufficient for an agreement to be reached.
4. The European Council reaffirms the Union's determination to have as close as possible a partnership with the United Kingdom on the basis of the negotiating directives of 25 February 2020, while respecting the previously agreed European Council guidelines, as well as statements and declarations, notably those of 25 November 2018, in particular as regards the level playing field, governance and fisheries.
5. Against this background, the European Council invites the Union's chief negotiator to continue negotiations in the coming weeks, and calls on the UK to make the necessary moves to make an agreement possible.
6. As regards the Internal Market Bill tabled by the UK government, the European Council recalls that the Withdrawal Agreement and its Protocols must be fully and timely implemented.
7. The European Council calls upon Member States, Union institutions and all stakeholders to step up their work on preparedness and readiness at all levels and for all outcomes, including that of no agreement, and invites the Commission, in particular, to give timely consideration to unilateral and time-limited contingency measures that are in the EU's interest.
8. The European Council will remain seized of the matter.

# UK RESPONSE 15/10/20

1/3 Disappointed by the [#EUACO](#) conclusions on UK/EU negotiations. Surprised EU is no longer committed to working "intensively" to reach a future partnership as agreed with [@vonderleyen](#) on 3 October.

2/3 Also surprised by suggestion that to get an agreement all future moves must come from UK. It's an unusual approach to conducting a negotiation.

3/3 PM [@BorisJohnson](#) will set out UK reactions and approach tomorrow in the light of his statement of 7 September.

# TIMELINE

- Statement from PM on next steps – today?
- Michel Barnier in London for “intensified talks” from Monday?
- Into the ‘Tunnel’ – Draft legal Texts
- Early November – European Parliament
- Mid November – Out of time

# IMPACT OF NO DEAL

- WTO Rules apply to EU
- Tariffs payable on some goods
- Rules of Origin and loss of cumulation
- 220m more customs declarations
- Export Health Certificates
- Loss of some Continuity Trade Deals

# IMPACT OF A UK:EU FTA

- Tariffs free trade for most goods
- Rules of Origin and Cumulation
- 220m more customs declarations
- Export Health Certificates
- Continuity & New Trade Deals
- Regulations & standards

# TIMES THEY ARE A-CHANGIN'

- UK Border Operating Model v2
- GB/NI Border & TSS
- CDS deployment by stealth
- GVMS / Smart Freight (Re-named: Check a HGV is ready to cross the border service)
- Border Inspection Posts
- £200m Port Infrastructure Fund



# FREE TRADE AGREEMENTS

## Typically Cover

- Security
- Politics & Prosperity
- Build Trust
- Aid + Trade

## Good for Traders

- Preferential Tariffs
- Easier Borders
- People & Goods
- Data & Cash

# FREE TRADE AGREEMENTS

- Continuity Agreements
  - ✓ c. £125bn / 48 Countries / c. 18% of UK Exports
  - ✓ c. £40bn / 20 Countries / c. 6% of UK Exports
- EU27 Trade
  - £300bn / 27 Countries / 43% of UK Exports
  - £372bn / 27 countries / 51% of UK Imports

# TRADE AGREEMENTS DONE

## EU Rollover

Antigua and Barbuda	Georgia	Liechtenstein	Saint Vincent and the Grenadines
Barbados	Grenada	Morocco	South Africa
Belize	Guatemala	Mozambique	South Korea
Botswana	Honduras	Namibia	Switzerland
Chile	Iceland	Nicaragua	The Commonwealth of Dominica
Colombia	Israel	Norway	The Commonwealth of the Bahamas
Costa Rica	Jamaica	Palestinian Authority	The Dominican Republic
Ecuador	Japan	Panama	The Republic of Guyana
El Salvador	Jordan	Papua New Guinea	The Republic of Trinidad and Tobago
Eswatini	Kosovo	Peru	Tunisia
Faroe Islands	Lebanon	Saint Christopher and Nevis	
Fiji	Lesotho	Saint Lucia	Ukraine

# YET TO BE DONE

## EU Rollover

Algeria
Bosnia and Herzegovina (Western Balkans)
Ghana (Western Africa)
Montenegro (Western Balkans)
Serbia (Western Balkans)
Albania (Western Balkans)
Cameroon (Central Africa)
Mexico
Moldova
Singapore
Madagascar
Mauritius
Seychelles
Zimbabwe
Vietnam
Canada
Côte d'Ivoire
Egypt
North Macedonia (Western Balkans)
Turkey

## CP-TPP

Australia
Brunei
Canada
Chile
Japan
Malaysia
Mexico
New Zealand
Peru
Singapore
Vietnam

## Bi-lateral

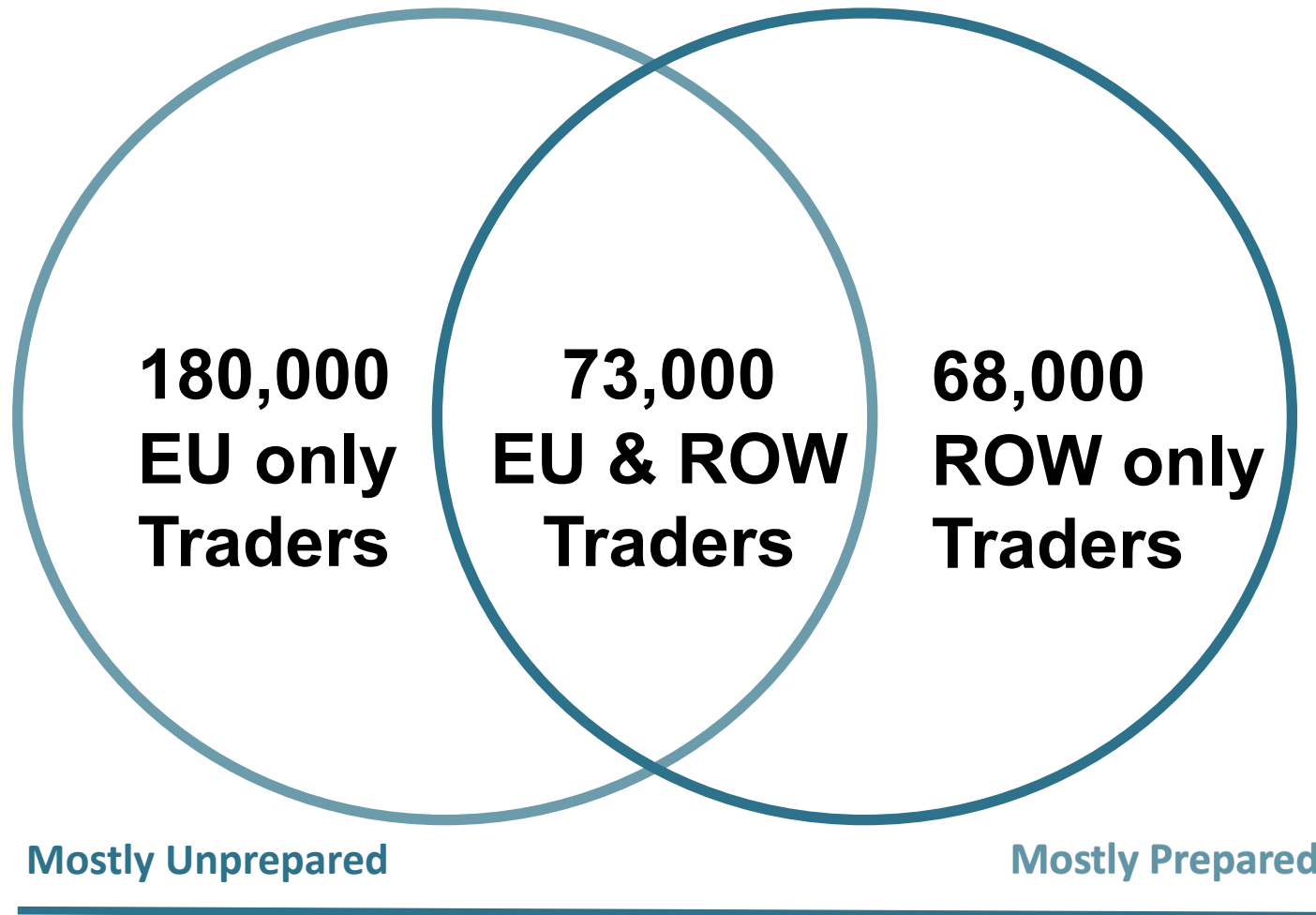
United States of America
Australia
New Zealand

RED - Stalled / Low Progress

Amber - Progressing but not likely to be agreed by end Dec 2020

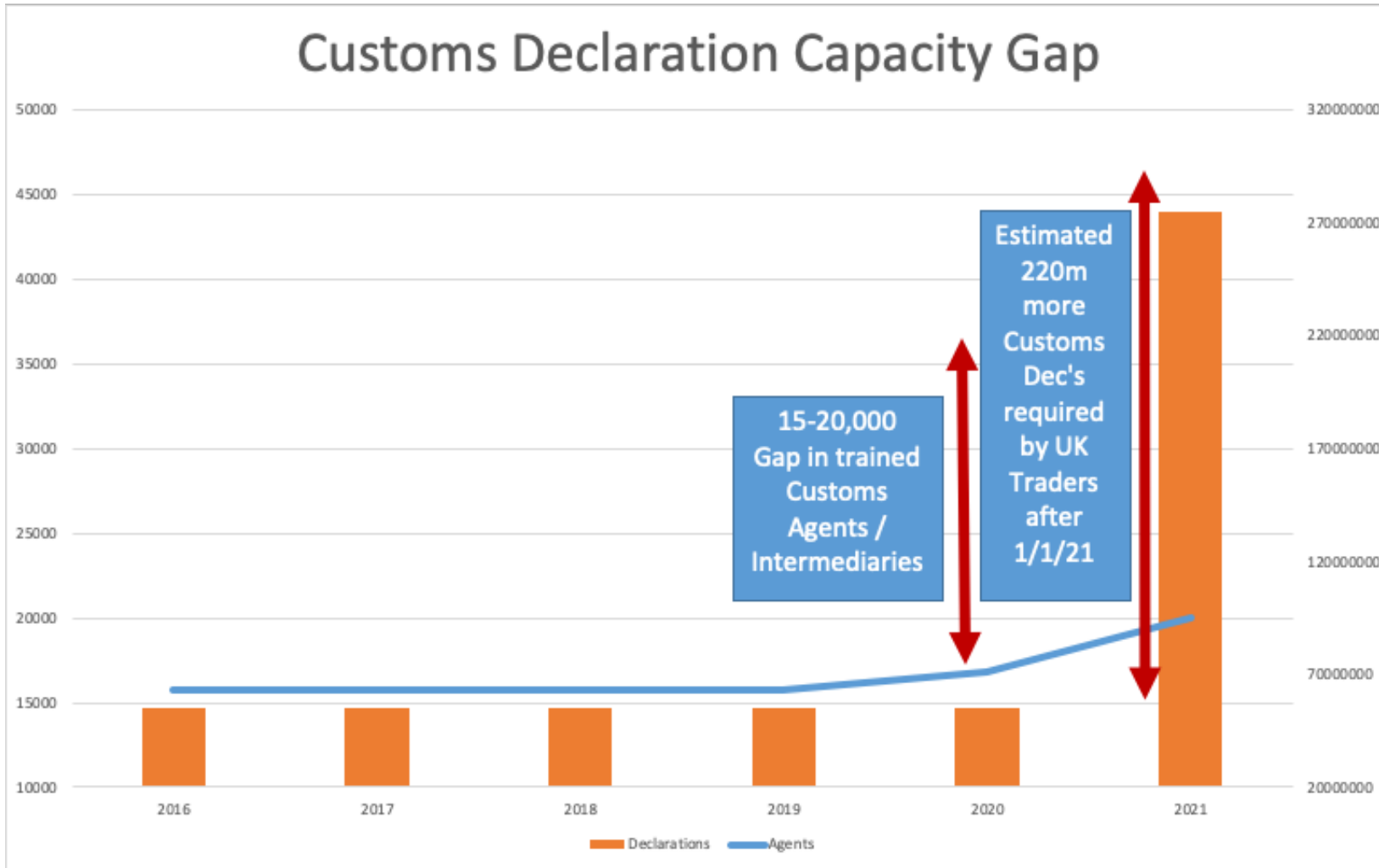
Green - Agreed by end Dec 2020, and approved by UK Parliament

# Trader Readiness



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# MIND THE GAP



“ Michael Gove,  
.....confirmed  
in parliament that  
50,000 new  
recruits would be  
needed in the  
next six months.”  
27/02/20

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# READINESS – THE BASICS

1. What is my EORI Number?
2. Will I use staged or full EU import controls?
3. How do I set up Postponed VAT Accounting?
4. Will I need a Duty Deferment Account?
5. How many customs declarations will I need each week/month/year?
6. Should we do our own declarations or get a customs broker to do them?
7. What are my responsibilities and what records must I keep?
8. What are the commodity codes for the goods we buy and sell?
9. What is the Customs Valuation for our goods (different from invoice value)?
10. What are the customs rules that apply to the borders I will trade across?

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# HOW WE CAN HELP

**ChamberCustoms is the customs advisory, training and brokerage service delivered through Chambers of Commerce across the UK.**

**We provide customs advisory services.**

**We train people.**

**We can make your customs declarations for you.**

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# WHAT DO WE OFFER?

- 200 Customs Agents – **highly trained and ready now**
- 45 UK locations – **near you, and in every nation**
- HMRC approved IT systems – **We're trusted**
- Direct customs links at every UK port - **Adaptable**
- +500k declarations capacity – **we'll deliver**
- Line by line invoicing – **clear pricing**

**A compliance led service that offers peace of mind**

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# GLOSSARY

EORI	An Economic Operators Registration and Identification number (EORI number) is a registration and identification number for businesses which undertake the import or export of goods, it is issued by HMRC in the UK.
Transition Period	This is the period of time agreed between the UK and the EU when the UK would have the benefits of remaining in the single market despite having left the European Community. It lasted from 31/1/20 until 31/12/20.
EU Single Market	An economic and customs area of 28 countries before 31/1/20 and 27 countries thereafter. Goods, services and people can move freely without customs controls in this defined territory.
Union Customs Code	These are the customs and fiscal rules that members of the single market abide by when moving goods into and outside of their customs territory. A UK Customs Code, referred to as the UK Border Operating Model will replace the Union Customs Code.
CHIEF	The legacy HMRC system for recording import and export declarations, Customs Handling Import Export Freight, it will soon be replaced by a new system called CDS, the Customs Declarations System.
CDS	Known as the Customs Declarations System, CDS will replace CHIEF. The CDS project was started before the EU referendum and was designed to be compliant with the Union Customs Code.
GVMS	This is a new Goods Vehicle Movement System that will give trucks heading for a port of entry or exit the green light to proceed to the port. In essence, it signals to customs authorities and carriers that the paperwork has been accepted by CDS.
Smart Freight	Smart Freight traffic management system aims to provide lorry drivers with an online portal they can use to check if they have the correct paperwork needed to enter the European Union
CFSP	Customs Freight Simplified Procedures allow the importer's representative to arrange clearance of goods via a simplified entry, which is later finalised with a supplementary declaration.
Customs Declaration	A customs declaration is an official document that lists and gives details of goods that are being imported or exported
EIDR	Entry in Declarents Record is a system whereby traders or their intermediaries record data points related to goods on the day on import. The same data is used later to complete a Simplified Frontier Declaration.
SDP	A Simplified Frontier Declaration typically summarises a number of imports that have been accounted for previously using EIDR into one SDP.

# A CHANCE TO GET READY FOR 1/1/21

- To make your customs declarations we need to set up your ChamberCustoms account
- Answering these questions will enable us to secure the capacity you will need at the end of the transition period
- We can only act for you once you appoint us as your broker by returning a signed copy of our Terms & Conditions
- Contact us at:  
[www.chambercustoms.co.uk](http://www.chambercustoms.co.uk)

What is your companies Companies House Number	
What is your company EORI Number	
Number of Export / month	
Number of Imports/ month	
Air Imports volume	
Sea Imports volume	
Road Imports volume	
Do you have a Duty Deferment Account?	Y / N
Will you use Postponed Vat Accounting from 1/1/21?	Y / N

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