

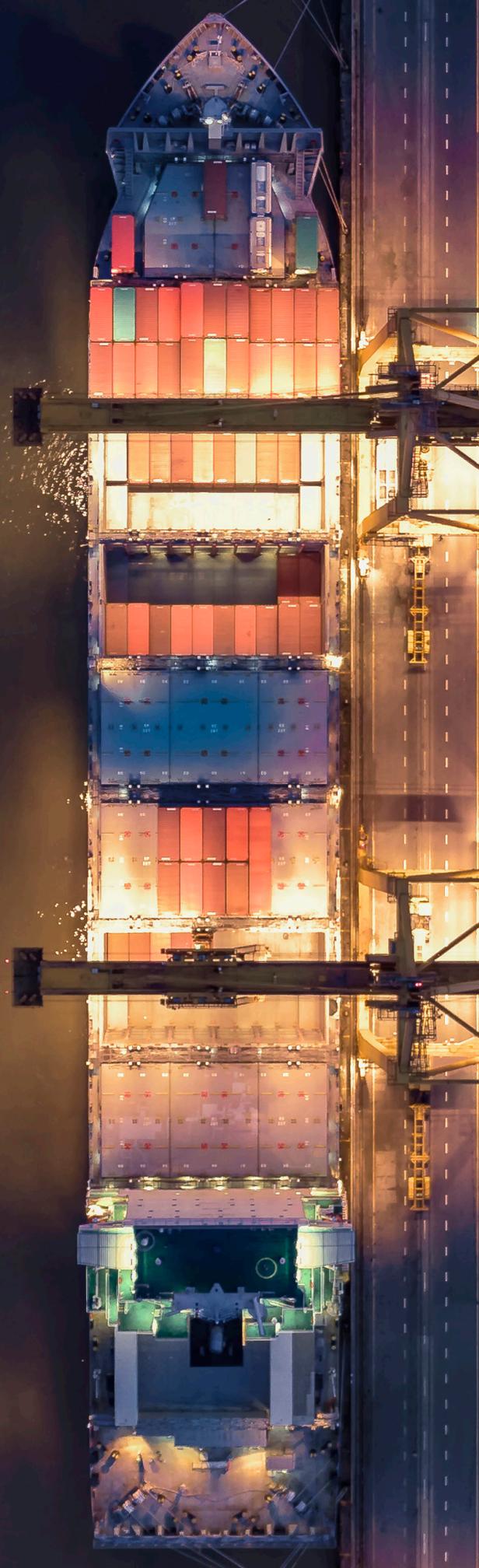


Facilitating global trade

Trade & Customs – KPMG Middle East

March 2022

[Kpmg.com/ae](https://www.kpmg.com/ae)



Welcome

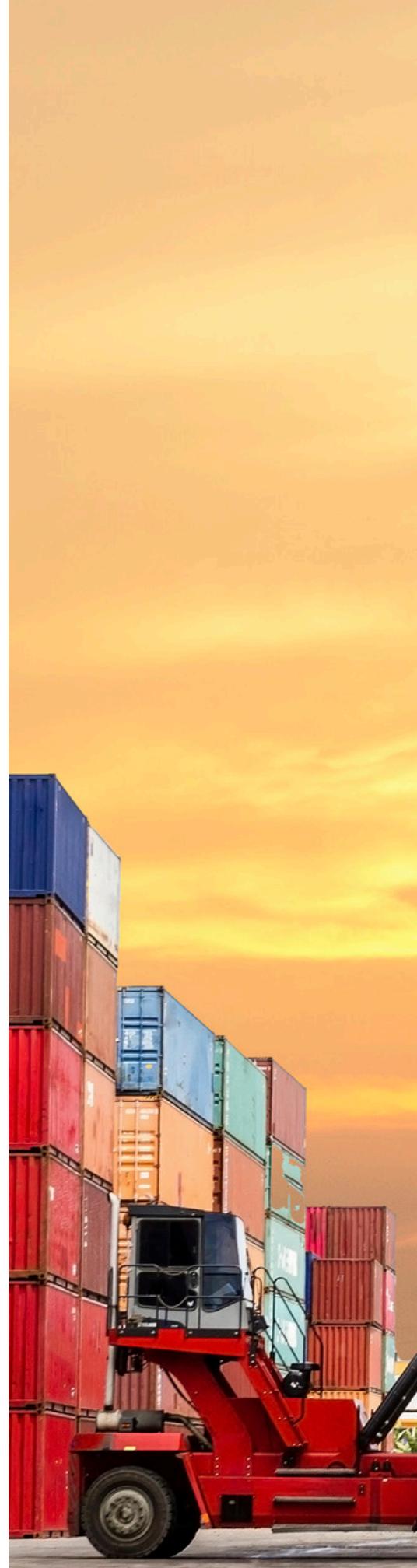
KPMG Lower Gulf professionals are deeply familiar with the challenges faced by companies in the region, and related opportunities.

Supply chain costs continue to rise, and compliance controls and requirements become more sophisticated as the volume of operations increases. This is why companies looking to build a strong international portfolio need professionals that can share their global knowledge and experience and are well informed of local requirements.

This complex and dynamic setting—along with the globalization of consumption

trends—make it even more important to have an expert's integrated approach to all trade and customs matters. At KPMG Lower Gulf, we work directly with companies in the UAE and Oman to help them expand their businesses across the region and the rest of the world.

We look forward to working with you and supporting your company through the challenges of trade and customs.





Who we are

Assessing the various aspects of trade and customs operations, KPMG Lower Gulf professionals are well versed with the related challenges and opportunities faced by companies in the region.

With a team comprising members with a variety of backgrounds and areas of expertise, we are able to provide insightful input on best practices for customs compliance and risk management.

Adding to our local expertise, KPMG Lower Gulf is connected to our global network of Trade & Customs experts in over 65 offices around the world, which help us develop a more cohesive and holistic approach to our clients' international trade structure.

COUNTRIES WITH T&C PRACTICES





EMEA:

Algeria, Bahrain, Belgium, Croatia, Czech Republic, Denmark, Egypt, Finland, France, Greece, Hungary, Ireland, Israel, Italy, Kenya, Kuwait, Netherlands, Nigeria, Norway, Oman, Poland, Qatar, Russia, Rwanda, Saudi Arabia, Serbia, South Africa, Spain, Sweden, Switzerland, Turkey, UK, UAE

ASPAC:

Australia, Cambodia, China, India, Indonesia, Japan, Kazakhstan, Korea, Malaysia, New Zealand, Pakistan, Philippines, Singapore, Sri Lanka, Taiwan, Thailand, Vietnam.

Our services are designed to match your needs



Compliance

- Know if your company is aligned with local regulation requirements
- Know the underlying risks to your operations
- Be prepared for a customs audit
- Make sure your team is producing the correct documentation on trade operations
- Make sure your product classification is standardized
- Check if your imported goods are in compliance with customs valuation rules
- Know if you are using the correct incoterm for your operation



Customs audit

- Have support from an experienced team during your customs audit
- Understand how to reduce your liabilities
- Improve communication with customs authorities
- Understand how to best present your documentation to customs authorities
- Have support in preparing evidence for your audit



Advisory

- Know what the best set up is for your company in the Lower Gulf
- Understand the difference in requirements and compliance for companies in mainland and free zone
- Anticipate changes in customs regulations
- Understand available trade agreements in the region
- Know how to optimize your supply chain structure to reduce risks and costs
- Optimize the use of available exemptions and special schemes
- Understand the transfer pricing impact on your customs valuation
- Prepare your company to be an authorized economic operator (AEO)
- Understand the regulatory framework of your products in the region



What we do

1. Customs health check: We can assess your adherence to customs compliance, identify gaps and suggest improvements to operations based on the discussion and revision of your company's supporting documentation.

2. Tariff classification: We can support you in determining the correct tariff classification for your products and responding to any challenges of that nature from customs authorities.

3. Company set-up: We can clarify the differences between mainland, free zone and customs warehouse setups and determine the best option for your activities.

4. Customs value: We can help you understand customs valuation implications and assess whether the correct method is being used.

5. Litigation and disputes: We can support you in any disputes with customs authorities, leveraging our deep knowledge of the applicable structures and processes.

6. Restructuring: We can help you design improved internal procedures for customs related operations that reduce underlying risks.

7. AEO certification: We can support you in understanding the requirements and preparing your company for risk assessment and audit for certification.

8. World logistics passport: We can support you in understanding whether the WLP certification is right for your business, help in optimizing its benefits and assist in the certification process.

9. Consumption declaration: We can help in preparing supporting documents and filling the consumption declaration for good subject to zero customs duty rate - in compliance with customs notice 17/2020.

10. Export control: We support in understanding the UAE and Oman's legislations and requirements for export control and implementing the correct procedures to ensure compliance.

11. Post clearance audit: We support in comprehensive, transaction-based and desk customs audits, from preparing evidence and support documentation to directly dealing with the customs authorities.

12. Industrial exemptions: We can support you in understanding requirements and applying for exemptions for mainland industries.

13. Intellectual property rights: We guide our clients on the available mechanisms to protect their trademark and copyright with customs and file complaints in case of an offense.

14. ATCD/Makasa process: We support in avoiding double duty payment within the GCC and guiding them through every step of the Makasa process.

15. Free trade agreements: We support in assessing your eligibility to use free trade agreements available in the region and designing their structure accordingly to minimize trade costs and risks.

16. Customs modelling: We support in designing an optimized structure for your supply chain operations, considering available FTAs and origin rules, valuation, classification, incoterms and product classification.

17. Refunds and deposits: We support with customs duty refund requests, standing guarantees and procedures for non-remittance claims.

About KPMG

For almost 50 years, KPMG Lower Gulf Limited has been providing audit, tax and advisory services to a broad range of domestic and international, public and private sector clients across all major aspects of business and the economy in the United Arab Emirates and in the Sultanate of Oman. We work alongside our clients by building trust, mitigating risks and identifying business opportunities.

KPMG Lower Gulf is part of KPMG International Cooperative's global network of professional member firms. The KPMG network includes approximately 227,000 professionals in over 146 countries. KPMG in the UAE and Oman is well connected with its global member network and combines its local knowledge with international expertise, providing the sector and specialist skills required by our clients.

KPMG is widely represented in the Middle East: along with offices in the UAE and Oman, the firm operates in Saudi Arabia, Bahrain, Kuwait, Qatar, Egypt, Jordan, the Lebanon, Palestine and Iraq. Established in 1973, KPMG in the UAE and Oman employs 1,485 people across four offices, including about 100 partners and directors.

Our KPMG IMPACT initiative aims to help clients future-proof their businesses amid times of increasing focus towards issues such as climate change and social inequality. The goal is to help them achieve success across 17 major Sustainable Development Goals (SDGs) and become more resilient and socially conscious. For FY21, the firm has earmarked a global budget of USD 1.43 million for the initiative.

As we continue to grow, we aim to evolve and progress, striving for the highest levels of public trust in our work. Our values are:



Integrity: We do what is right.



Excellence: We never stop learning and improving.



Courage: We think and act boldly.



Together: We respect each other and draw strength from our differences.



For Better: We do what matters.

To meet the changing needs of our clients, we have adopted an approach aligned with our global purpose: Inspiring Confidence, Empowering Change. Our three pillars – exceptional quality of service, an unwavering commitment to the public interest, and building empowered teams – are the foundation of our firm.

Contact us:

Wassim Chahine

Partner | Tax

KPMG Lower Gulf

e: wchahine@kpmg.com

Camilla da Matta

Associate Director | Customs & Excise

KPMG Lower Gulf

e: cdamatta@kpmg.com

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