



10 steps to prepare for **Brexit**



Aberdeen & Grampian Chamber of Commerce

1 Research tariffs, quotas, Free Trade Agreements and other requirements by using the Market Access Database:

<http://madb.europa.eu/madb/euTariffs.htm>

2 Review sales to non-EU markets in countries where the EU currently has Free Trade Agreements in place to assess the impact of duty preferences and VAT:

<http://ec.europa.eu/trade/policy/countries-and-regions/negotiations-and-agreements/>

3 Check your commercial contracts with EU partners for references to EU legislation and possible penalties in the event of delays caused by customs clearances post-Brexit.

Consider whether you want to make long-term commitments. For new contracts, ensure they give you the right amount of flexibility as the UK's negotiated position emerges.

4 Consider applying for additional customs relief or trusted trader schemes from HRMC:

<https://www.gov.uk/duty-relief-for-imports-and-exports>

<https://www.gov.uk/guidance/authorised-economic-operator-certification>

5 Consider the potential impact on both your current and future employees if any are EU nationals. A robust contingency plan should be in place especially for key roles:

<https://www.gov.uk/guidance/status-of-eu-nationals-in-the-uk-what-you-need-to-know>

6 Review your in-house export knowledge and skills. Brush up your internal policies and processes, including licences, certificates of conformity and other international certifications. Consider any training requirements and contact the Chamber to discuss any required support.

https://www.agcc.co.uk/courses?id=international-business-and-exporting&course_search_type=&course_search_string

7 Evaluate your supply chain and the origin of your products, including components and raw materials. Assess whether goods may qualify as being of UK or EU origin, whether UK suppliers may help to minimise volatility risks; and monitor future agreements on tariff-free access to EU markets which may be conditional on the origin of goods.

<https://www.gov.uk/government/publications/notice-828-tariff-preferences-rules-of-origin-for-various-countries>

8 Protect your IP assets on the global stage:

<https://www.gov.uk/government/publications/protecting-your-uk-intellectual-property-abroad>

10 Maximise the value of your international payments and protect income/profitability from volatile swings by using a dedicated foreign exchange service: <https://www.moneycorp.com/uk/>

9 Communicate with your EU customers. Explain your approach and reassure them of your continued commitment throughout the process.

To help you consider further changes that Brexit may bring to your business, download our free Brexit checklist