

What exporters can do to prepare for Brexit

If you have a physical presence in the UK we highly recommend you [sign up](#) to receive daily communication updates from HMRC.

Review your operations	<ul style="list-style-type: none">• Map out your supply chain• Check for possible import tariffs• Consider impacts of customs delays• Consider opening a branch in another EU member state• What do I need to do to ensure supply continuity?• Consider if a third party can support trade documentation and customs clearance (e.g. freight forwarder/customs broker)• Consider what technical notices apply to the customer. The key technical notices are listed on the UK government website.• Sign up for the UK Govt alerts• Do you need to consider stockpiling?
Talk to your partners	<ul style="list-style-type: none">• Assess high risk clients and market segments• Discuss who pays import clearance and duties• Communicate with your customers and suppliers• Can your customers take on more stock? Can they buy forward?
Consider your people	<ul style="list-style-type: none">• Review number of staff who are EU citizens• How are your staff feeling?• Consider how you can help with their settlement process• Consider consulting with an employment lawyer
Review your contracts	<ul style="list-style-type: none">• Consider implications of changes to pricing, payment policy and Incoterms (impact on cash flow and greater risk of non-payment)• Does the contract operate in the UK and refer to EU legislation? Should UK law differ from EU law, there may be a need to change the nature or the delivery of their service.• Depending on when the contract was created, does it have a force majeure clause that could account for Brexit?• Does the contract address where the burden of risk will lay in the event of increased costs arising from Brexit?• Is the scope or termination of the contract linked to EU legislation?• Could a no deal Brexit prevent businesses from fulfilling their contractual obligations?• Review or amend dispute resolution and arbitration clauses• Currency - Ensure risks arising from exchange rate fluctuations are understood and managed proactively

	<p>Exporters from the UK need to consider:</p> <ul style="list-style-type: none"> • Pricing and payment policy; will they need to be more competitive to retain export business? • Will they need to take more responsibility for transport and insurance of goods in transit (through Incoterms), to reassure European & Rest of World buyers that they will not 'suffer' from delays at UK borders? <ul style="list-style-type: none"> ◦ Particularly important for perishable goods • Will dispute resolution or arbitration clauses be amended, if an EU organisation is the arbitrating body?
Packaging and labelling	<ul style="list-style-type: none"> • Review the origin of your products
Consider regulations	<ul style="list-style-type: none"> • Know your intellectual property and how to protect them • GDPR/Data