

KEEP CALM AND BREXIT IN AN ORDERLY FASHION

Frictionless Borders with the U.K.?

Mallenborn

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WITH YOU ALL THE WAY TO ANY DESTINATION IN EUROPE



Our Mission Our Values

"WALLENBORN'S MISSION IS TO BE THE MOST TRUSTED PROVIDER OF SPECIALISED **TRANSPORTATION SERVICES IN EUROPE."**









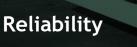
Focus

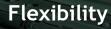




Diversity











Network

> AMS

 \geq

Benelux, Baltics, Nordics, France, U.K., Germany, central Europe

CDG France, Benelux, U.K., Spain & Portugal

CPH
Nordics, Baltics, northern Germany, Benelux

FRA Germany, Benelux, central Europe, Italy, eastern Europe

LGG Benelux, central Europe, France, U.K., Italy

LHR U.K., nearby (AMS, BRU, CDG, LGG, LIL, LUX, FRA)

> LUX

Benelux, Germany, central Europe, France, U.K., Italy

> MXP

Italy, Switzerland, FRA, LUX, LGG



Our Products



AIR CARGO RFS

OVERLAND

SECURE

TEMPERATURE CONTROLLED

OUTSIZE

XX





Drivers of Success

Reliability



Stable Capacity → Flexible Capacity Solution Provider Full spectrum of services CAPA

2 Speed



Smooth interfaces Open borders High standards of infrastructure

3 Security

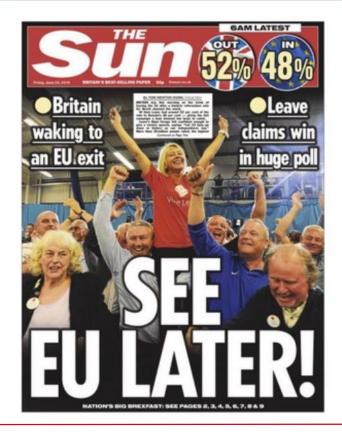


TAPA TSR as a minimum Safe & secure parking areas No unexpected stops or diversions

https://www.youtube.com/watch?v=qIlQL_T4eP0



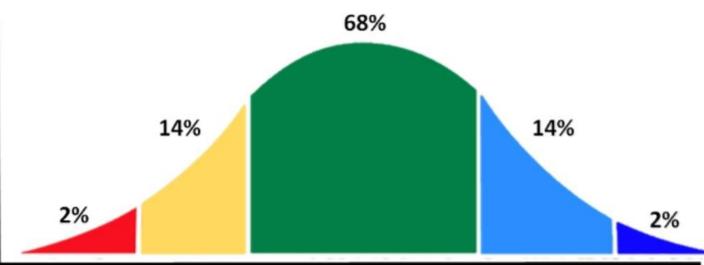
Market Uncertainty





Scenarios and Probabilities

- No Brexit
- Soft Brexit
- ✓ Free Trade Deals
- ✓ Hard Brexit |
- 🗸 No Deal





Minister for Transport resigned November 2018





Secretary of State for Foreign & Commonwealth Affairs resigned July 2018





Secretary of State for Exiting the E.U. resigned July 2018

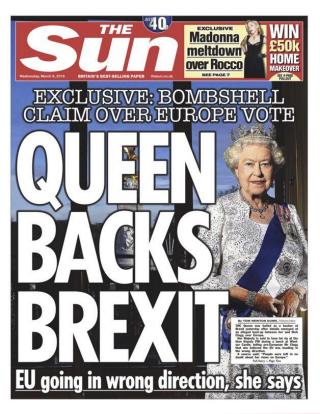




More resignations today









608 OUALITY, CONCISE - THE FUTURE OF INDEPENDENT JOURNALISM No frills win Rashford goal erful when I wi o a room of mer rescues England id they fold. I have to be careful not to Speed kinu Record hauf for Jimmy Crazy Rich Asians' Anderson star Awkwafina Ovarian cancer **Tens of** diagnosis breakthrough thousands The real reaso Chiris Evens quil the BBC of UK jobs England's leachers are econd botton WEDNESDAY 13 SEPTEMBER 2018 at risk, of the pay class 1.1 Newscoule **May told** Yasmin Alibhai-Brown Even our greatest lennis star can't apeak out Boss of Jaguar Land Rover warns no-deal Brext would cost UK's biggest car maker £1.2bn a year Boris Johnson once again lashes out at the of Carrie Prime Minister's Chequers plan (TT) 22LES SECTION 220 | ROAD TRIP IN NEW ENGLAND 220 | KIRSTIE ALLSOPP'S WAR ON SNOWFLAKES 220 IS IN A NEW OF THE WORLD PROVIDE NO. LUKURY INCLUDED NO



Brexit Bottlenecks

"If we leave without a deal and the French say "your goods can't come in via Calais", which is possible, there are other ports and Rotterdam and Antwerp have been increasing their infrastructure and taking on more customs officers"

Rt. Hon. Jacob Rees-Mogg M.P.

11 June 2018



Brexit Bottlenecks

"If you look at the U.K. and how we trade in goods, we're particularly reliant on the Dover Calais crossing".

Rt. Hon. Dominic Raab M.P.

07 November 2018



"And that's one of the reasons why we wanted to make sure that we have a very specific and very proximate relationship with the EU to ensure frictionless trade at the border, particularly for just-in-time manufacturing goods whether it's pharmaceutical goods or perishable goods like food."

"I don't think it's a question so much of the risk of major shortages but I think probably the average consumer might not be aware of the full extent to which the choice of goods that we have in the stores are dependent on one or two very specific trade routes."



Dover & Folkestone



- ✓ £ 120 billion of goods p.a.
- ✓ 17% of U.K. trade in goods
- 2.9 million trucks p.a.
- ✓ 13% of cargo carrying vessels



- ✓ £ 115 billion E.U. U.K. trade
- ✓ 25% of E.U. U.K. trade
- 1.6 million trucks p.a.
 - 21 million tonnes p.a.

 \checkmark



Rotterdam & Antwerp



- c.40 million tonnes to U.K. p.a.
- ✓ 8% of total throughput
- ✓ U.K. is #2 country of origin
- ✓ >100 extra Customs personnel



✓ c.15 million tonnes p.a.✓ U.K. is #3 trading partner



Future Customs Arrangements 15 August 2017

HM Government





Facilitated Customs Agreement 06 July 2018





Brexit White Paper - 12 July 2018



THE FUTURE RELATIONSHIP BETWEEN THE UNITED KINGDOM AND THE EUROPEAN UNION



"The U.K. proposes the establishment of a free trade area for good...

The U.K. and E.U. would maintain a common-rule book...

with the U.K. making an upfront choice to commit by treaty to ongoing harmonisation with E.U. rules on goods, covering only those necessary to provide for frictionless trade at the border."



Leaving the customs union could mean that all goods arriving and leaving the UK will require customs declarations.

Business leaders say that would mean an increase from about **90 million to 390 million Customs declarations** a year by 2019 as EU goods movements are classed in the same way as imports and exports from third countries.



Search: No Deal Guidance

- Applying for EU-funded programmes (8)
- Farming and fishing (7)
- Handling civil legal cases (1)
- Meeting business regulations (11)
- ✓ Money and tax (2)
- Protecting the environment (5)
- Regulating energy (6)
- Regulating medicines and medical equipment (6)
- Regulating veterinary medicines (3)
- ✓ Sanctions (1)
- ✓ Satellites and space (1)
- ✓ Seafaring (2)
- ✓ State aid (1)
- ✓ Studying in the U.K. (1)
- ✓ Workplace rights (1)



Brexit "No Deal" Guidance Papers 23 August 2018

- ✓ Travelling between the U.K. and E.U. (5)
- Personal data and consumer rights (3)
- Labelling products and making them safe (17)
- Driving and transport (8)
- Importing and exporting (15)



Brexit "No Deal" Guidance 23 August 2018



Guidance

Commercial road haulage in the EU if there's no Brexit deal

Published 24 September 2018



- ...likely to be new requirements at borders if we leave without a deal.
- …possible…checks at ports could create delays and affect routes.
- In particular, agrifood goods may not be able to enter the E.U. except via a port with a Border Inspection Post (BIP).
- Contingency plans may include consideration of
 - alternative routes to move goods by roll-on-roll-off haulage
 - alternative modes of transportation, such as containerisation or unaccompanied trailers
 - arrangements to allow for disruption to supply chains



Brexit "No Deal" Guidance 23 August 2018



Guidance Trading with the EU if there's no Brexit deal

Published 23 August 2018



Business as usual?

Department for Exiting the European Union Robin Walker MP Parliamentary Under Secretary of State for Exiting the European Union 9 Downing Street SW1A 2AG +44 (0)20 7004 1249 correspondence/Eldexeu.gov.uk

Rt Hon Liam Fox MP House of Commons London SW1A 0AA

Our ref: RW/00967

JASON BREAKWELL

Thank you for your letter of 9 October, regarding your constituent's concerns about the UK's exit from the EU.



- The U.K. and E.U. negotiating teams have reached agreement on the terms of an implementation period that will start on 30 Match 2019 and last until 31 December 2020.
- ✓ The U.K. will no longer be a Member State of the E.U. but market access will continue on current terms.
- Common rules will remain in place until the end of the period...meaning...business will be able to trade on the same terms as now up until the end of 2020.



- Accede to the Common Transit Convention
- ✓ Agree mutual recognition of AEOs
- Introduce Customs simplifications for businesses
- Speed up authorisation processes
- Make existing simplified procedures easier for traders to access



- A technological solution that will enable cargo to flow through U.K. frontiers without the requirement to use existing procedures.
- AIS will allow traders to enter required data and give Customs visibility of the trucks and their contents at the frontier.
- A similar system will apply for shipments leaving the UK to give visibility to port operators and Customs Authorities.
- Details will be passed against the Anti-Smuggling Net at the earliest opportunity to give Customs Authorities advance notification of the freight.
- ✓ When the truck arrives at the frontier, the AIS system must be notified.
- If all of the consignments are OK to transfer, the truck may proceed to the destination
- ✓ If not OK, then the truck will proceed to the inspection location.



Thanks for your attention!





Brexit: what could happen next

https://www.bbc.com/news/uk-politics-46192884

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