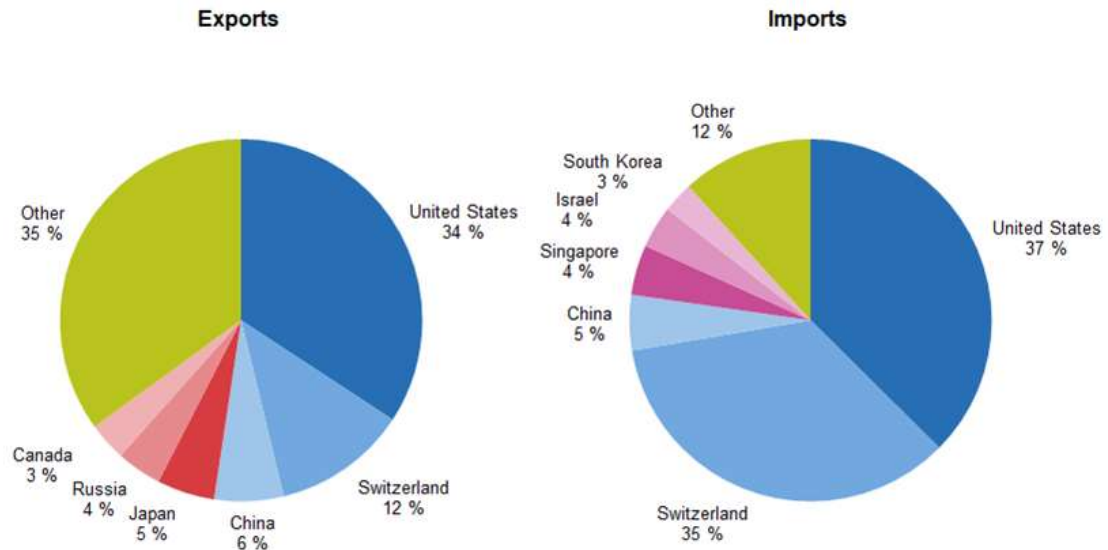


## Import of Pharmaceutical and Medicinal Products into Europe

The European Union is a large importer of medicinal and pharmaceutical products. Its main trading partners are the United States and Switzerland but also China, Singapore, Israel, South Korea and India are important partners .

### Main extra EU-28 partners for exports and imports of medicinal and pharmaceutical products, 2018

(%)



Source: Eurostat (online data code: DS-018995)

## Challenges of a EU Import

The major challenges for import activities into the EU are related to

- **Customs clearance** (how to determine appropriate customs procedures)
- **Taxes / VAT** (how to legally avoid import turnover taxes, how to optimize cash situation)
- **Legal aspects** (how to deal with import permissions, how to get batches certified by a Qualified Person and released to the EU market)



**Target for deliveries to the EU:** Implement a **FULL SERVICE** situation!

- Get the legally required activities regarding EU import, batch certification and EU Release of the drug products properly executed
- Get the handling of import turnover taxes and customs duties optimized, secure tax-free deliveries to the final EU recipients, optimize your cash situation, use a fiscal representative
- Get appropriate customs procedures established for each individual situation
- Take advantage of a highly professional logistics service organization providing you with the needed logistics services

**Just to give you two examples for extraordinary customer benefits:**

#### **Customs clearance & Fiscal representation services**

The fiscal representative takes over the all duties with regard to VAT, customs and INTRASTAT filing. The foreign company can enter the EU market without worrying on customs, statistical and VAT regulations, it's made sure the company is 100% compliant!

- No VAT registration necessary
- Higher degree of compliance, the fiscal representative takes care of all requirements
- Foreign company can concentrate on its core business
- Consignee receives goods as intra-Community delivery, no additional activities required at place of destination
- No expertise on EU customs, VAT and statistical legislation required
- Cash flow advantage due to payment of VAT at the place of destination

#### **Bonded warehouse**

Owner of the goods has not to pay any duty until the goods are sold or shipped!

- Customs duties incl. import turnover taxes are suspended / deferred und until goods are released for free circulation
- Cost items become due upon actual sale within the EU or further dispatch to other EU destination(s) (Credit function – cash conservation, interest gain)
- In case non-EU goods will should be delivered to an EU third country no cost items become due and trade measures (e.g. import permissions) are suspended (Transit function)



## How can Glatt Pharmaceutical Services help you?

Our tailored logistic services include exactly the needed solutions to address the challenges of EU-Imports together with further offerings for marketed products and clinical trials materials, such as:

- Warehousing (15 – 25°C, 2 – 8°C, -25°C, -80°C), Cross-docking, Bonded Warehouse Services
- „Pre-Wholesale“ and “Wholesale” activities for marketed drug products, “Order-to-cash-Service”
- Organization of the distribution logistics for clinical trials
- Additional Services:
  - Comparator sourcing for clinical trials / Blinding of clinical trial medication
  - Secondary packaging of clinical trial medication
  - Unpacking, Re-Packing of authorized drugs, (Re-) Labelling
  - Import of Human and Veterinary drug products into the EU, including customs clearance, optimized handling of import turnover taxes and customs duties
  - Fiscal representation services
  - Batch Certification / Release of drug products (authorized drugs, clinical trial medication) by a Qualified Person
  - Project Management

Interested to get more Information? Get in touch with us: [pharmaceuticalservices@glatt.com](mailto:pharmaceuticalservices@glatt.com)