



## Global Tax Reset – BEPS & Indirect Tax

What is the Indirect Tax impact to your organization?

Where should you focus?

### Key Areas of Consideration

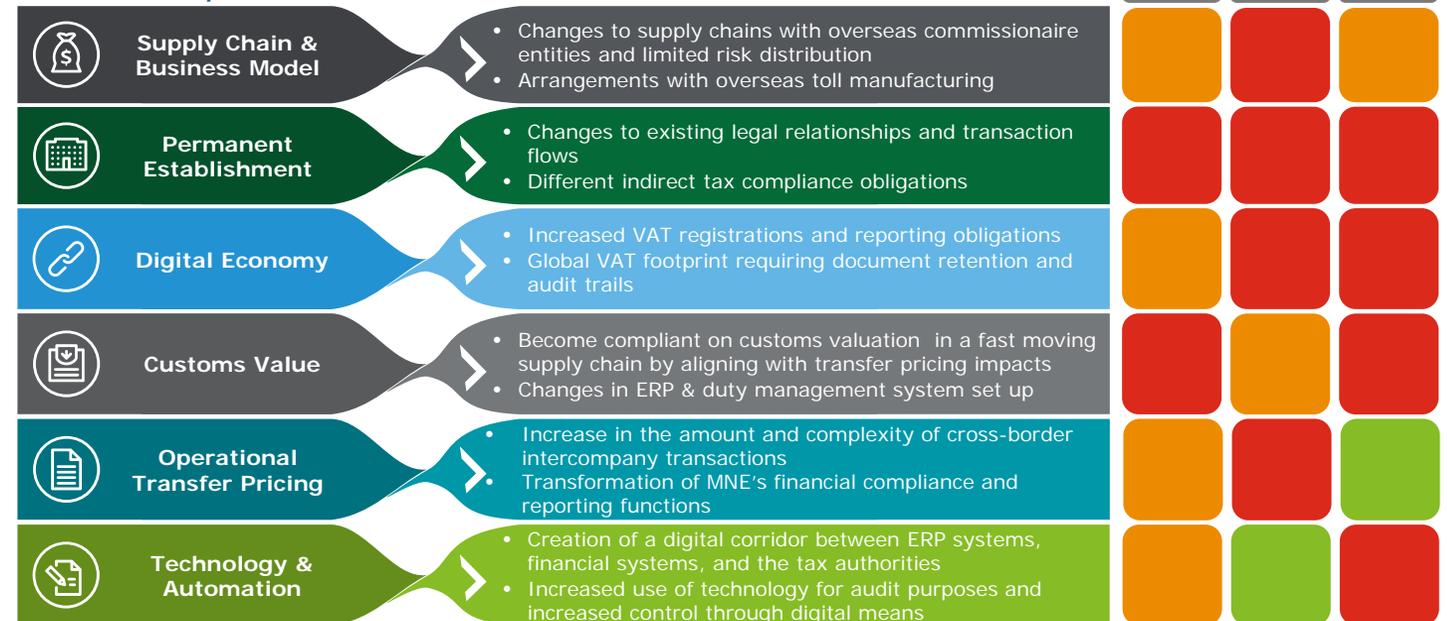
Changes to domestic laws as a result of the OECD's Base Erosion and Profit Shifting (“BEPS”) project will have a significant impact on multinationals and their cross-border trading activities. Changes to core corporate income tax and transfer pricing principles are well-known and are highly publicized.

The impact of BEPS on indirect taxation, however, is less well-defined. In particular, changes to transfer pricing and permanent establishment (PE) rules may cause some businesses to re-evaluate their business strategies and supply chain models, which in turn have significant VAT and customs duty implications. The key BEPS considerations likely to have an indirect tax impact on multinationals are as follows:

- *Implementation of the “destination principle” for cross-border supplies of services and intangibles, with VAT collected via the reverse charge (B2B) or vendor registration requirements (B2C);*
- *Reduction of the threshold for when a PE is created leading to restructuring of supply chains and business models—this creates local VAT and Customs compliance, cash-flow implications, unexpected VAT costs, and potentially impacts ability to act as a non-resident importer.*
- *New transfer pricing requirements meaning changes to pre-existing intra-group pricing and more frequent retroactive adjustments, which will effect the nature, degree, and value of inter-company transactions for Customs duty and VAT purposes.*
- *International collaboration and information sharing between Tax Authorities, resulting in increased scrutiny and risks of audits.*
- *Changes to transfer pricing methods and structuring will directly impact customs valuation compliance on related party imports and, potentially, duty liabilities.*

### Indirect Tax Impacts

*Click on each topic for more information*





## Global Tax Reset – BEPS & Indirect Tax

### Indirect Tax Support and Insight

#### Global Network & Insight



Deloitte’s global network of professionals with multi-disciplinary expertise including tax consulting, tax compliance, process management, and ERP customization results in a standardized global approach to deliver efficient and consistent results.

The ‘Data Analytics’ and ‘Indirect Tax Review SMART’ technology solutions employ innovative, user-friendly, web-based diagnostic technology to perform a preliminary global analysis which graphically visualizes import, export, and VAT/GST risks and opportunities, and identifies initial recommended actions.

This assists management teams with identifying and implementing progressive compliance solutions and allows for business performance benchmarking across global entities.



#### Automation



Deloitte has invested in technologies that help clients to identify and measure the indirect tax and customs duty impact on their organization.

With Tax technical, technology, and industry experience, Deloitte helps organizations meet the challenges of complex, global business and tax operations and transactions by embedding technology to create opportunities for improved insight, data alignment, efficiencies, and transparency.

In the framework of BEPS, where companies will re-evaluate their business strategy and supply chain models, Deloitte will provide tax (technology) and customs valuation impact analyses. Furthermore, Deloitte will support companies with integrating the BEPS requirements within their Enterprise systems.



#### Deloitte Tax Lab



Now is the time for organizations to re-evaluate their strategy and choices to make sure they have a sustainable indirect tax and trade model given BEPS and the changing global tax landscape.

In the **near term**, organizations may need to modify structures in response to changes that have already been enacted.



Once strategies are set, Deloitte’s business model optimization specialists can help analyze and implement a model that can be sustainable **long term** and create greater value for the organization.

## Business Models Supply Chains & Indirect Tax

### Perspective ⇔ everything

Companies worldwide are actively analyzing the potential impact of the OECD's Base Erosion and Profit Shifting (BEPS) project on their business models and supply chains. Indirect taxes should form part of any BEPS impact assessment and consider both compliance implications and financial and operational effectiveness.

What is the issue?	Who is impacted?
<ul style="list-style-type: none"> <li>When analyzing business models, BEPS brings particular indirect tax challenges, some of which cover novel and untested principles. For example:               <ul style="list-style-type: none"> <li>Whether the new definition of permanent establishment for corporate income tax purposes changes the local VAT registration or compliance position</li> <li>The place of supply rules, particularly those on the supply of electronic services.</li> <li>VAT thresholds (e.g. on the low value importation of goods).</li> <li>Customs values and duty liabilities, including the potential loss of duty reliefs as a result of transfer pricing changes.</li> </ul> </li> <li>Every business model analysis should include an indirect tax impact analysis in order to understand:               <ul style="list-style-type: none"> <li>Financial and operational effectiveness and unexpected costs.</li> <li>The ability to efficiently move goods across international borders.</li> <li>The risk of indirect tax audits and assessments.</li> <li>Potential time spent by indirect tax functions managing a "creaking" supply chain.</li> </ul> </li> </ul> <p><b>An indirect tax analysis should be part of any business model analysis</b></p>	<ul style="list-style-type: none"> <li>Common operating structures that are particularly affected by BEPS from an indirect tax perspective include those with the following characteristics:               <ul style="list-style-type: none"> <li>Principal entity arrangements with overseas commissionaires.</li> <li>Principal entity arrangements with limited risk distributors.</li> <li>Principal entity arrangements with overseas toll manufacturing operations, whether or not contracted out to a third party.</li> <li>Arrangements that involve an entity holding inventory in another country for onward sale or delivery.</li> <li>Arrangements with overseas principals that supply digitized content to consumers in third countries.</li> <li>Arrangements involving the use of duty planning regimes or trade preference programs.</li> <li>Arrangements involving the use of First Sale for Export customs valuation.</li> </ul> </li> </ul> <p><b>Many "conventional" international business models are affected by BEPS</b></p>
Why now?	Why Deloitte?
<ul style="list-style-type: none"> <li>Indirect taxes worldwide are growing in scope and complexity and this trend is likely to continue.</li> <li>The broader indirect tax effects of BEPS still remain unclear, so it is important to consider the indirect tax implications early when reviewing a business model in order to identify and manage risk, and to manage compliance.</li> <li>Effective upfront planning raises the awareness of potential challenges in time to develop an effective management strategy.</li> </ul> <p><b>With indirect taxes growing in scope and complexity, and related party customs values increasingly scrutinized by customs authorities, it is important that indirect tax be considered early when evaluating business models</b></p>	<ul style="list-style-type: none"> <li>Tax advisors from multiple disciplines need to collaborate when advising multinationals on the implications of BEPS.</li> <li>Deloitte's international teams of indirect tax, international tax, and transfer pricing professionals work closely together cross-border to deliver a holistic, standardized, and efficient approach to clients.</li> <li>Deloitte participates in discussions with senior policymakers in international forums, such as OECD technical advisory groups and similar bodies, to explore the potential impact of BEPS measures from an indirect tax perspective and, on a no names basis, to share the views of clients.</li> </ul> <p><b>Deloitte has indirect tax specialists experienced in handling the complexity of business model changes</b></p>

## BEPS Action 7: the Indirect Tax Implications of Permanent and Fixed Establishments

### Perspective ⇔ everything

Base Erosion and Profit Shifting (BEPS) Action 7 will lead to the crystallization of new corporate tax permanent establishments (PEs) for some businesses. Deloitte can advise clients on how these developments may interact with importer status, the concept of a VAT fixed establishment (FE) in Europe and VAT registration liabilities more generally on a global scale.

What is the issue?	Who is impacted?
<ul style="list-style-type: none"> <li>• BEPS Action 7 aims to prevent the artificial avoidance of a PE status and is expected to lower the threshold for a PE from a corporate tax perspective.</li> <li>• It remains unclear whether a new corporate tax PE will automatically have an indirect tax affect. However, whilst the OECD report on Action 7 reinforces the independence of VAT registrations from the existence of a PE for corporate tax purposes, in some countries a PE for corporate tax purposes can be linked to an FE for VAT purposes - even when the typical factors indicating an FE are absent.</li> <li>• To the extent BEPS leads to the creation of a PE, there is a risk that VAT registrations also will become necessary, bringing the associated administrative burdens as well. The creation of a PE may also impact who can be the importer.</li> </ul> <p><b>BEPS Action 7 may lead to more VAT registrations for businesses, a change in the place of supply of certain goods and services, and a change in qualified importer</b></p>	<ul style="list-style-type: none"> <li>• Businesses affected by BEPS Action 7 include those that:               <ul style="list-style-type: none"> <li>- Operate commissionaire structures;</li> <li>- Use specific activity exemptions, such as warehousing, purchasing, and preparatory and auxiliary activities; and/or</li> <li>- Fragment activities between group companies.</li> </ul> </li> <li>• Business customers of these businesses may find that they have to pay VAT to the supplier at the point of sale rather than self-account for VAT. Consumers may find that the amount of VAT charged is changed.</li> </ul> <p><b>Businesses affected by Action 7 from a corporate tax perspective may also need to consider the VAT implications</b></p>
Why now?	Why Deloitte?
<ul style="list-style-type: none"> <li>• Many businesses are analyzing how BEPS Action 7 will impact them from a corporate tax perspective and how operating structures may need to change.</li> <li>• The indirect tax impact is no less important than the corporate tax impact.</li> <li>• Businesses will need to plan and prepare for any additional VAT and customs compliance obligations that may arise in jurisdictions where a PE may be created.</li> <li>• Actions may also be available to mitigate PE risks, but this needs to be managed carefully.</li> </ul> <p><b>In some countries, the existence of a PE results in a strong presumption of the existence of an FE. It is important for businesses to consider whether they are affected by such presumptions before countries implement Action 7</b></p>	<ul style="list-style-type: none"> <li>• Deloitte has a breadth and depth of knowledge and experience worldwide in considering the risks and implications of a VAT FE and/or VAT registration liability, as well as the risks and requirements of importers. Deloitte has assisted clients of all sizes with:               <ul style="list-style-type: none"> <li>- Advising on the interaction between PEs and FEs, VAT registration liabilities, and importer status;</li> <li>- Assisting with the identification and management of associated risks;</li> <li>- Advising on the strategic and commercial implications for parties in a supply chain of one or more parties having indirect tax obligations or risks; and</li> <li>- Assisting with tax registrations and ongoing compliance.</li> </ul> </li> </ul> <p><b>Deloitte can provide practical technical advice at a local level and can coordinate advice from multiple jurisdictions</b></p>

## The Indirect Taxation of Digital Services – An Evolving Landscape

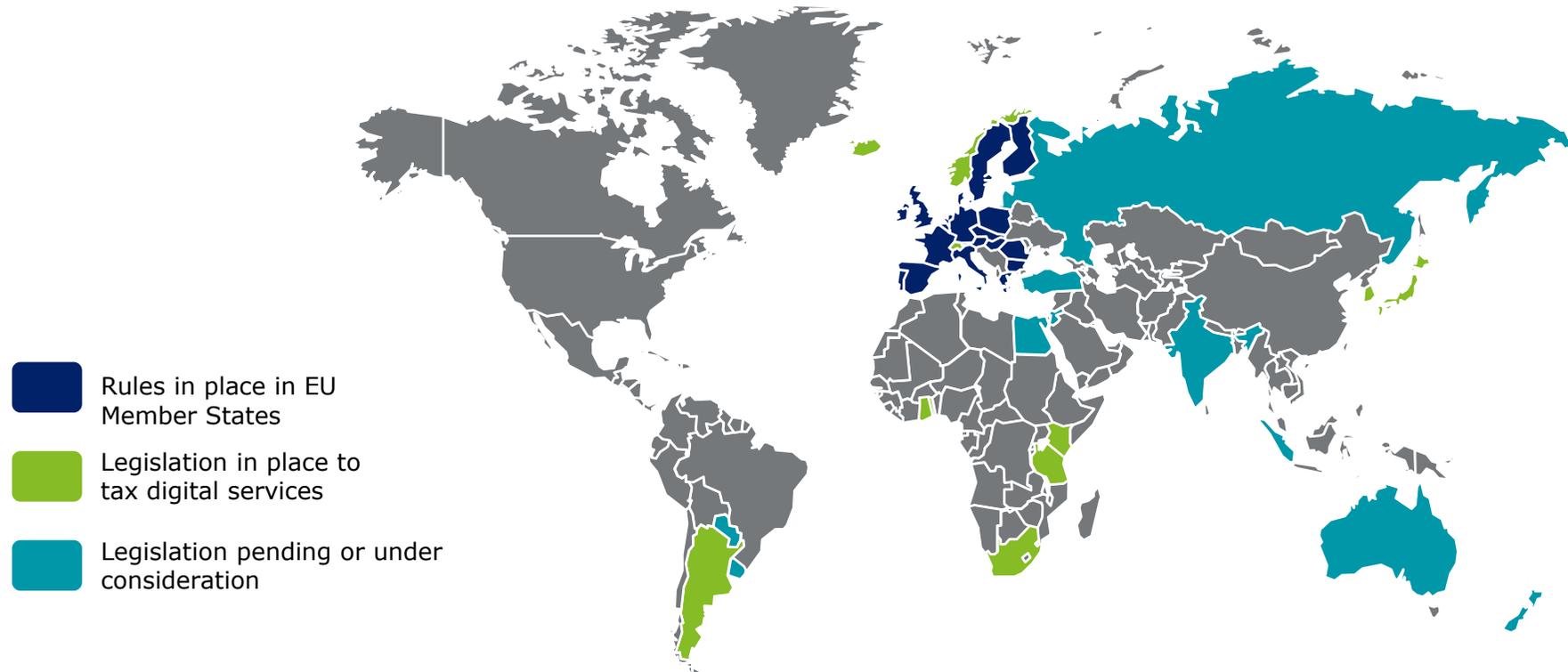
### Perspective ⇌ everything

Deloitte can assist clients in understanding the indirect tax and broader commercial implications associated with the move by many jurisdictions to tax the supply of digital and similar services in the country where the individual consumer is located (previously such supplies have been taxed where the supplier is located).

What is the issue?	Who is impacted?
<ul style="list-style-type: none"> <li>Two recent OECD papers have supported the need for the taxation of services (principally those supplied via digital means) at the place of consumption, i.e., where the consumer is. The EU has been amongst the first to adopt this approach.</li> <li>This treatment has significant implications for the multinationals affected including:               <ul style="list-style-type: none"> <li><b>Commercial considerations</b> - How will the need to account for local taxes impact pricing? How will a customer's location be determined?</li> <li><b>Compliance requirements</b> - What services will be within the scope of the local tax? Is there a need to register and account for local tax? If so, how will returns be prepared and submitted?</li> <li><b>Systems considerations</b> - How can ERP systems be developed to correctly report and account for any tax due?</li> </ul> </li> </ul> <p><b>The global changes taking place to the taxation of digital services will not only have tax implications, but also wider commercial and systems implications</b></p>	<ul style="list-style-type: none"> <li>Businesses making supplies to EU non-business customers, telecoms, and broadcasting and electronic service providers. The extent to which such services fall within the scope of EU rules is relatively clearly defined.</li> <li>Businesses making supplies to non-EU customers. Although there is less uniformity, impacted businesses include:               <ul style="list-style-type: none"> <li>App developers, and content and software providers</li> <li>Music and video-on-demand providers</li> <li>e-book publishers</li> <li>Online gaming providers</li> <li>Distance learning providers</li> </ul> </li> </ul> <p><b>In some countries, the changes impact both B2B and B2C providers. The impacted services differ by country, making it difficult for businesses to apply a one-size-fits-all approach</b></p>
Why now?	Why Deloitte?
<ul style="list-style-type: none"> <li>28 EU Member States and a few countries outside of the EU have introduced requirements for businesses to register locally and account for VAT/other indirect taxes on sales to local customers. A number of other jurisdictions either have announced an intention to, or are likely to, introduce similar legislative measures.</li> <li>Early attention to processes and procedures required to manage these changes will help avoid significant disruptions to day-to-day activities and to indirect tax compliance.</li> <li>There are potentially significant financial and reputational risks associated with non-compliance.</li> </ul> <p><b>At present, whilst a number of countries (in the EU at least) require registration with respect to supplies of digital services, this is not widespread elsewhere. More countries are expected to follow suit soon, and businesses should be prepared for this.</b></p>	<ul style="list-style-type: none"> <li>Deloitte has advised many global businesses on the impact of place of digital supply changes, including:               <ul style="list-style-type: none"> <li>Advising on local country requirements;</li> <li>Assisting with tax registrations and on-going compliance;</li> <li>Preparing ruling requests to advise on the nature of services within the scope of a local tax regime;</li> <li>Advising on pricing implications of the loss of revenue resulting from required tax accounting;</li> <li>Assisting with configuration requirements for ERP systems required to handle local tax and accounting requirements; and</li> <li>Advising on issues and risks in countries where registrations may already be required.</li> </ul> </li> </ul> <p><b>Deloitte's indirect tax professionals can provide local country support and insights</b></p>

## The Indirect Taxation of Digital Services – An Evolving Landscape

The global position on place of supply for digital services (March 2016)





# Customs and Global Trade – Supply Chains & Business Models

## Perspective ⇌ everything

Companies worldwide are actively analyzing the potential impact of BEPS on their business models and supply chains. A customs and global trade (CGT) analysis should be included in such BEPS analyses to manage compliance as well as financial and operational effectiveness.

What is the issue?	Who is impacted?
<ul style="list-style-type: none"> <li>• When analyzing business models, BEPS brings particular, and in some cases new, CGT challenges, including:                             <ul style="list-style-type: none"> <li>– Who may holding licenses for CGT structures and quality programs .</li> <li>– The place of establishment and access to customs data.</li> <li>– The acceptability of customs values based on pre-BEPS transfer prices.</li> <li>– The digital economy, which involves fast moving, high volume, low value goods.</li> <li>– The ability to act as a non-resident importer/exporter.</li> <li>– Managing customs values impacted by more frequent transfer price adjustments.</li> </ul> </li> <li>• Every business model analysis should include a CGT impact analysis to help understand :                             <ul style="list-style-type: none"> <li>– financial and operational effectiveness, and unexpected costs</li> <li>– the ability to efficiently move goods across international borders</li> <li>– the risk of CGT audits and assessments</li> <li>– the avoidance of non-compliant supply chain that results in higher duty payments</li> </ul> </li> </ul> <p><b>A CGT analysis should be part of any business model analysis</b></p>	<ul style="list-style-type: none"> <li>• Multinationals that are particularly affected by BEPS from a CGT perspective include those with the following characteristics:                             <ul style="list-style-type: none"> <li>– Principal entity arrangements with overseas commissionaires;</li> <li>– Principal entity arrangements with limited risk distributors;</li> <li>– Principal entity arrangements with overseas toll manufacturing operations, whether or not contracted out to a third party;</li> <li>– Operational arrangements that involve an entity holding inventory in another country for onward sale or delivery;</li> <li>– Supply arrangements involving the use of duty planning regimes or trade preference programs; and</li> <li>– Supply arrangements involving the use of First Sale for Export customs valuation</li> </ul> </li> </ul> <p><b>Many “conventional” international business models are affected by BEPS</b></p>
Why now?	Why Deloitte?
<ul style="list-style-type: none"> <li>• There is a worldwide trend of tax authorities focusing attention on generating taxation revenue from indirect taxes and away from corporate income taxes.</li> <li>• CGT regulations are growing in scope, complexity, and quantum due to global trade agreements, sanctions, and other trade measures.</li> <li>• The broader CGT effect of BEPS remains unclear, so it is important to consider CGT implications early when reviewing a business model in order to identify and manage risk, and to manage compliance.</li> <li>• Effective upfront planning raises the awareness of potential challenges in time to develop an effective management strategy.</li> </ul> <p><b>With CGT requirements growing in scope and complexity, and related party customs values increasingly scrutinized by customs authorities, it is important that CGT be considered early when evaluating business models</b></p>	<ul style="list-style-type: none"> <li>• Tax advisors from multiple disciplines need to collaborate when advising multinationals on the implications of BEPS</li> <li>• Deloitte’s global teams of CGT, international tax, and transfer pricing professionals work closely together cross-border to deliver a holistic, standardized, and efficient approach to clients.</li> <li>• Deloitte participates in discussions with senior policymakers in international forum, such as the European Commission and World Customs Organization technical advisory groups, to explore the potential impact of BEPS measures from a CGT perspective and, on a no names basis, to share the views of clients.</li> </ul> <p><b>Deloitte has CGT specialists experienced in handling the complexity of business model changes</b></p>

## Operational Transfer Pricing: interaction with Indirect Taxes

### Perspective ⇌ everything

Operational Transfer Pricing (TP) is about aligning the price of intercompany transactions (goods, services, intangibles/royalties, loans) in a way that is consistent with a multinational's documented TP policy. Deloitte is able to advise clients on the indirect tax issues that these activities can generate and suggest ways they can be addressed.

What is the issue?	Who is impacted?
<ul style="list-style-type: none"> <li>Active management of the pricing of intercompany transactions can lead to regular pricing adjustments (for example debit/credit notes, variable service costs etc.). The implementation of these adjustments will often trigger indirect tax reporting requirements such as adjustments to customs declarations, VAT return entries or foreign VAT on cross-border service fees.</li> <li>For services, the appropriate VAT and customs value of intangibles and royalties can be challenging. Further, it is crucial to understand the impact of inter-company loans on VAT recoverability.</li> <li>Documentation needs to meet local country invoicing requirements and credit notes may need to refer to the underlying invoices. Often, these corrections fall outside automated processes, and manual booking and tax code determination is required.</li> </ul> <p><b>Remediation and/or implementation activities implicit in an Operational Transfer Pricing exercise will inevitably impact any transactional based taxes</b></p>	<ul style="list-style-type: none"> <li>Operational Transfer Pricing can impact any multinational and may be of particular relevance to those with the following characteristics:               <ul style="list-style-type: none"> <li>Recent or planned change of business model or supply chain;</li> <li>Recent or planned ERP or financial system implementation;</li> <li>Issues in recent TP audits;</li> <li>Recent or planned transfer of functions to a Shared Service Center;</li> <li>Recent or planned acquisition; and</li> <li>Significant time spent on negotiating intercompany prices between entities.</li> </ul> </li> </ul> <p><b>Businesses affected by any of the above may benefit from an Operational Transfer Pricing exercise that takes account of indirect taxes</b></p>
Why now?	Why Deloitte?
<ul style="list-style-type: none"> <li>Intercompany pricing is increasingly scrutinized by tax authorities in local tax audits, by customs authorities who review the use of transfer prices as a basis for customs values and by management who assess TP prices to help objectively assess performance of group companies</li> <li>Many companies are facing internal changes that can be disruptive for their internal controls on intercompany prices, such as:               <ul style="list-style-type: none"> <li>Increasing volumes and complexity of cross-border intercompany transactions; and</li> <li>Transformation of financial compliance and reporting functions.</li> </ul> </li> </ul> <p><b>Operational Transfer Pricing exercises which do not take into account indirect taxes may lead to lost opportunities or increased exposures</b></p>	<ul style="list-style-type: none"> <li>Deloitte has an Operational Transfer Pricing framework that integrates multidisciplinary resources and technology experts to help drive solutions from a multiple stakeholder's perspective and assist clients of all sizes.</li> <li>Deloitte's indirect tax professionals understand what Operational Transfer Pricing is about and work effectively as an integral part of these teams around the world.</li> </ul> <p><b>As part of a multidisciplinary team Deloitte's indirect tax professionals have a practical business point of view.</b></p>

## Indirect Tax Technology and Automation

### Perspective ⇨ everything

The OECD's Base Erosion and Profit Shifting (BEPS) project will increasingly affect governments, tax authorities and multinationals need to automate. There is a trend towards digital corridors between taxpayers and tax authorities, towards transparency and to stakeholders demanding insight into a company's tax position on a global basis - all of which may require the increased use of technology.

What is the issue?	Who is impacted?
<ul style="list-style-type: none"> <li>• Authorities in OECD countries are increasingly using tax technology to increase control and create transparency so that stakeholders can have better insight into the total tax mix and where multinationals are paying which taxes. There is a move towards not just country-by-country, but also tax-by tax reporting.</li> <li>• Multinationals will need to understand these developments and manage the digital corridor that will be created between their ERP and other financial systems and the tax authorities. By 2020, indirect tax compliance is expected to have transformed into a direct data feed from multinationals to tax authorities who will increasingly compare this data and apply benchmarking and data analytics to identify risks and inconsistencies.</li> <li>• BEPS Action 1 envisages an increased use of technology for tax audit purposes and increased control through digital means.</li> <li>• Multinational companies will need to be ready to manage their indirect tax function in a world of automated digital exchange.</li> </ul>	<ul style="list-style-type: none"> <li>• Businesses impacted by an increased need to automate their indirect tax function include those with:               <ul style="list-style-type: none"> <li>- A growing volume of international trade and resultant indirect tax function and footprint.</li> <li>- Operations in countries that require direct, real time digital insight into their indirect tax position.</li> <li>- Electronic filing of indirect tax returns and import/export declarations.</li> <li>- Operations in countries where digital tax audits already or will soon exist.</li> </ul> </li> </ul>
Why now?	Why Deloitte?
<ul style="list-style-type: none"> <li>• Solutions in ERP systems have matured rapidly, and companies can use these to modernize manual processes and manage growing volumes, numbers, and complex transactions.</li> <li>• Automating the indirect tax function globally not only supports new regulatory needs, but also creates new insights and increases efficiencies freeing professionals to focus on more value added tasks.</li> <li>• Tax departments that do not have a vision for their compliance transformation will be in no position to meet the challenge of increased tax authority automation and use of digital corridors.</li> </ul> <p><b>Digital indirect tax compliance, digital audits and some form of automation already exist in places. Businesses should prepare for this to become widespread and make sure the tax function aligns with other automation initiatives.</b></p>	<ul style="list-style-type: none"> <li>• Deloitte offers innovative solutions, such as data analytics and interactive dashboards, that provide valuable insight and facilitate the management of indirect tax on a global basis in a digital fashion.</li> <li>• Deloitte has significant experience in indirect tax automation and is able to advise, implement, and assist in selection of automated solutions, as well as the use of tax engines and data analytics.</li> <li>• Deloitte has assisted clients of all sizes with:               <ul style="list-style-type: none"> <li>- Assistance and coordination of indirect tax automation in ERP systems (e.g. Oracle R12 &amp; Oracle GTM, SAP, SAP GTS, and SAP S/4HANA)</li> <li>- Advising on the selection of automated tax solutions (e.g., Thomson Reuters, Vertex, Avalara, and other hosted and integrated global trade management solutions)</li> <li>- Automated VAT compliance through VAT Smart</li> <li>- Implementing integrated tax data analytics solutions (VAT, customs, and transfer pricing and proven methodologies combining indirect tax intelligent content and IT deployment.</li> </ul> </li> </ul>