

Creating an Enabling Environment

The Logistics of Cross-Border eCommerce:

Central Asia Regional Economic Cooperation (CAREC) 2015

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Conference of Asia Pacific Express Carriers



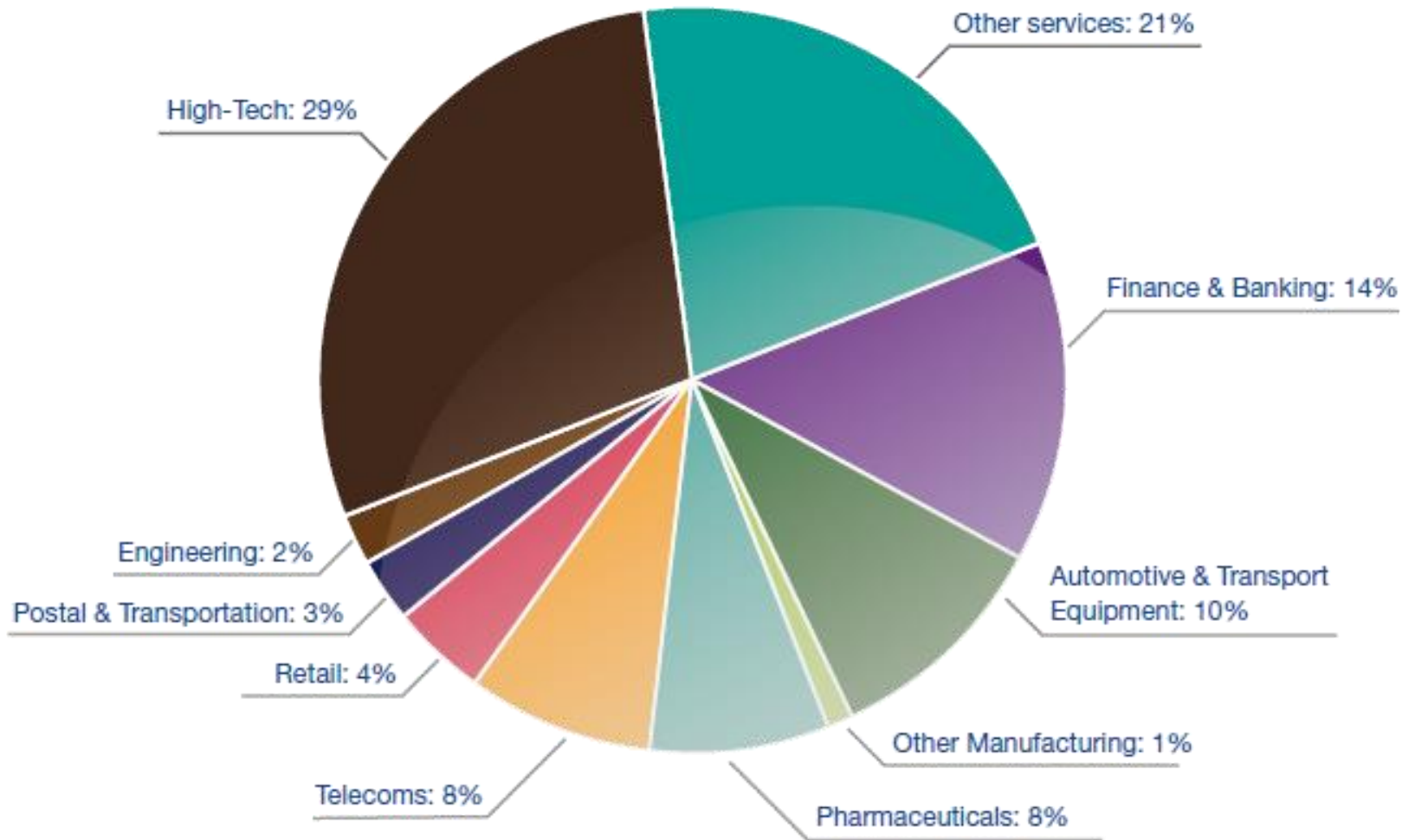
- Representing the Express Delivery Services industry in Asia Pacific since 1996
- Works closely with governments/authorities to:
 - Create a conducive business and regulatory environment for express delivery services; and
 - Facilitate trade expansion and economic growth in the region

Express delivery services industry

- Essential for international trade
- 30 million shipments daily
- 220 countries and territories
- 1,700 aircrafts
- 200,000 trucks and delivery vehicles

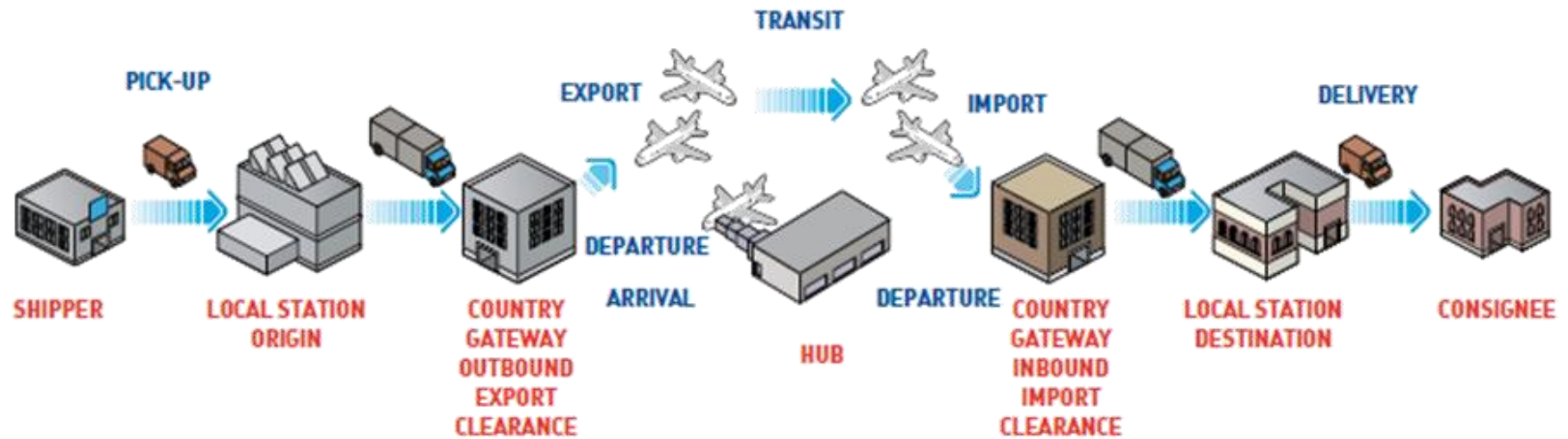


Our business: high-value, time-guaranteed cargo



Source: Oxford Economics estimates

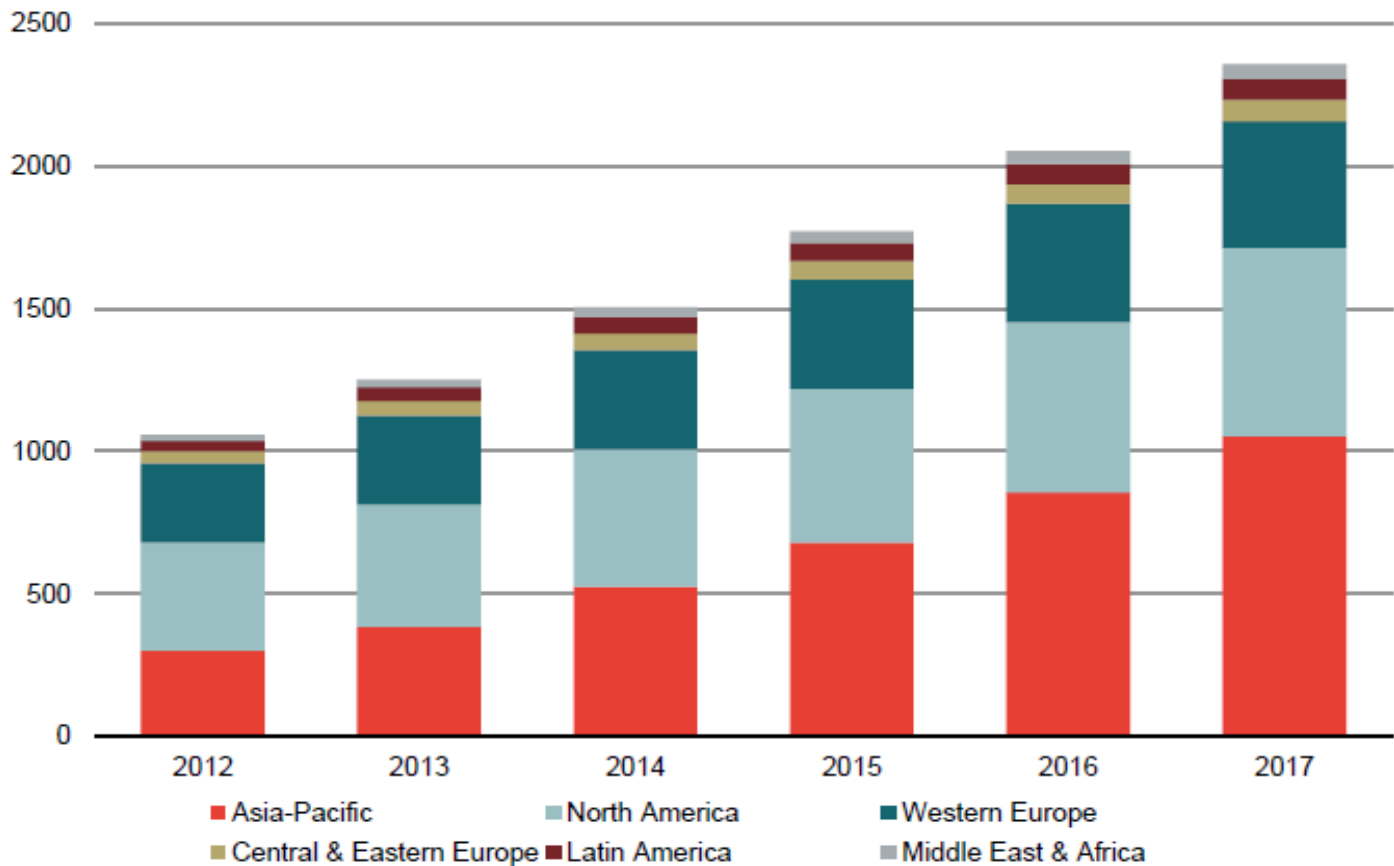
Express delivery services : supply chain



Packages pass through a secure supply chain, and can be delivered the next day

Cross border e-commerce

Engine for Growth



Forecasts of B2C e-commerce sales worldwide, by region, billions US\$. Source: eMarketer, Jan 2014

The changes...

new participants in the global economy

- Micro MNC
 - smallest company
 - individual entrepreneur
- Micro-scale activities
 - micro-work / micro-payments / micro-shipments
- E-commerce transactions are no more risky than other traditional international transactions
- They just require better ways to collect revenue and manage risk



Opportunities vs Challenges

- Consumers : variety of choices
 - SME : greater access to overseas
 - Governments : growth of e-commerce economies
 - Logistics sector : reinvention of operation/business model
- Business : complicated border clearance procedures
 - Government : control of fraud, revenue leakage, IPR violation, etc.
 - Excessive paperwork
 - Disharmonized customs requirements among countries

Express delivery industry actions

- Advance electronic shipment information
- Risk assessment:
- Track and Trace
- Facilities
- Information on shippers and consignees
- Close accounts

But:

Express delivery companies are:

- NOT originators of information about shipments. We have limited information from customers.
- NOT law enforcement agencies. We are subject to national data protection and commercial information confidentiality rules.

Recommendations (I)

facilitative customs procedures

1. Implement the WCO Immediate Release Guidelines, including De-minimis ; at a minimum in line with the provisions in WTO TFA
2. Risk management and seek cooperation with express carriers
3. Equal and fair border treatment to service providers
4. Periodic electronic filing/payment through single window
5. Simplify exporter/importer registration and power of attorney requirements

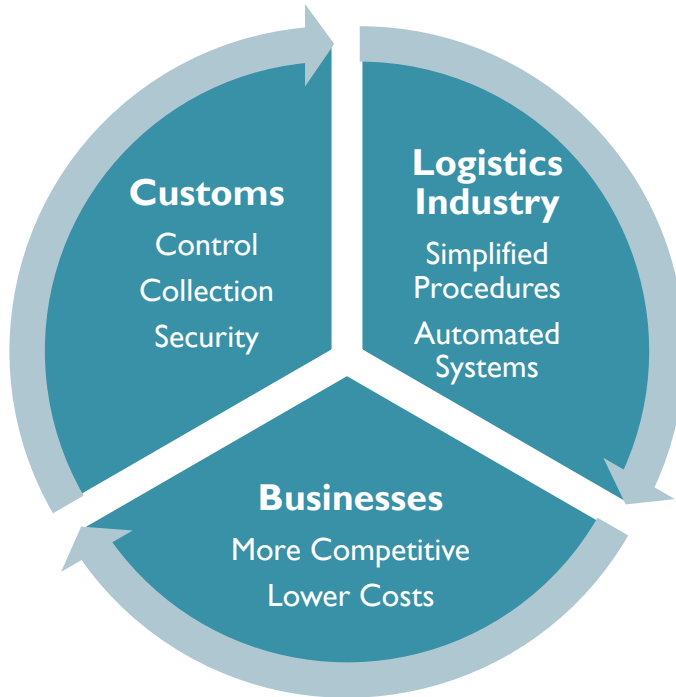


Recommendations (II)

facilitative customs procedures

6. Simplify process for returned shipments
7. Pre-arrival processing & separate release from clearance
8. Simplify rules of origin procedures, including self-certification of country of origin
9. Time-definite release commitments
10. 24 x 7 border clearance, where possible and required by business





Working Together = Everybody Wins

Thank You

