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Agenda

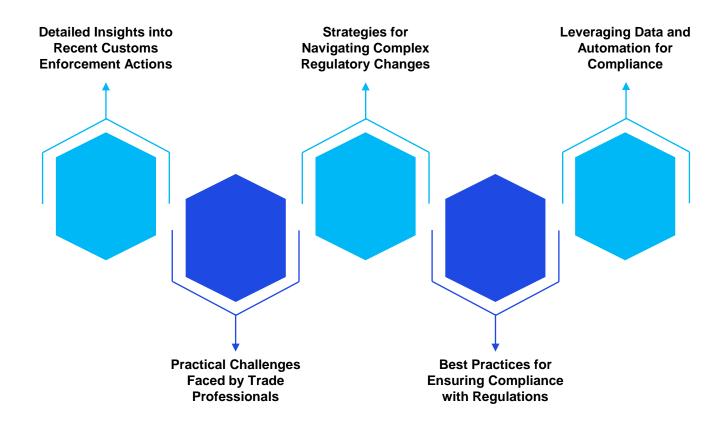






Introducing Trade Compliance

In today's rapidly evolving global trade environment, staying informed about the latest developments in US customs enforcement is more critical that ever. This session will dive into:



Key Objectives



Understand Recent Developments in US Customs Enforcement



Learn Strategies for Compliance and Risk Management



Gain Industry
Perspectives and
Practical Insights



The Current Trade Landscape

The following measures have been implemented or are currently under review, in alignment with the "America First" trade policy initiated by President Trump:

Country-Based Tariffs

All Countries



Reciprocal IEEPA 10%

Except MX/CA & USMCA goods (All) Except 20% US Content *country specific rates paused*







Industry-Based Tariffs

IN EFFECT



Aluminum 25%

IN EFFECT



Steel 25%

IN EFFECT



Autos* 25% IN EFFECT
May 3rd

Car Parts 25%

IN EFFECT / THREATENED***

China Maritime

Authorized April 2nd, 2025

Venezuela Oil** 25%

THREATENED



Pharmaceuticals

THREATENED



Semiconductors

THREATENED



Copper

THREATENED



Lumber

THREATENED



Critical Minerals

THREATENED



Trucks

THREATENED

Commercial Aircraft,
Jet Engines, and
Parts



^{*} Except USMCA U.S. Content

^{**} All imports from a country that imports VE oil directly or indirectly

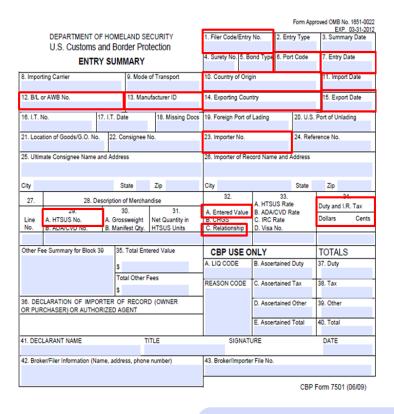
^{***} Will gradually increase over the next three years

^{****} China-specific reciprocal tariff rate on pause for 90 days



Trade Compliance Fundamentals: Import Data Filing

Each import shipment requires a customs declaration which is equivalent to a "mini" income tax return



Key data elements included on a company's Import Declaration include:

- Country of Origin
- Manufacturer
- · Related Party Indicator
- Country Of Export
- Export Date
- Bill of Lading
- Port of Entry
- Importer of Record
- · Entry Number
- Entry Date
- Entry Line Number
- HTS Classification
- Entered Value
- · Duties and Fees

Value x **Duty Rate** = Duty Payment

Classification ← Country of Origin/FTA



Foundations of Compliance

Navigating the challenges brought forth by disruptors requires strong compliance foundations. Companies should look to strengthen their understanding of their products in terms of:

Country of Origin

Definition

- The country where a product is manufactured, produced, or grown.
- It determines the origin of the goods for customs purposes.
- · Highly complex, fact specific analysis



Importance

- Identifying the correct country of origin is crucial for applying trade agreements, tariffs, and import restrictions.
- It affects duty rates and eligibility for preferential treatment



 The Harmonized Tariff Schedule (HTS) classification is a standardized system for categorizing goods based on their material, composition, function, and use.



- Accurate HTS classification ensures the correct application of tariffs and duties.
- It is essential for compliance with trade laws via correct duty payments, therefore avoiding penalties for miscalculation.



- Hierarchy of valuation methodologies
- For many companies, it is the invoice price plus certain additions

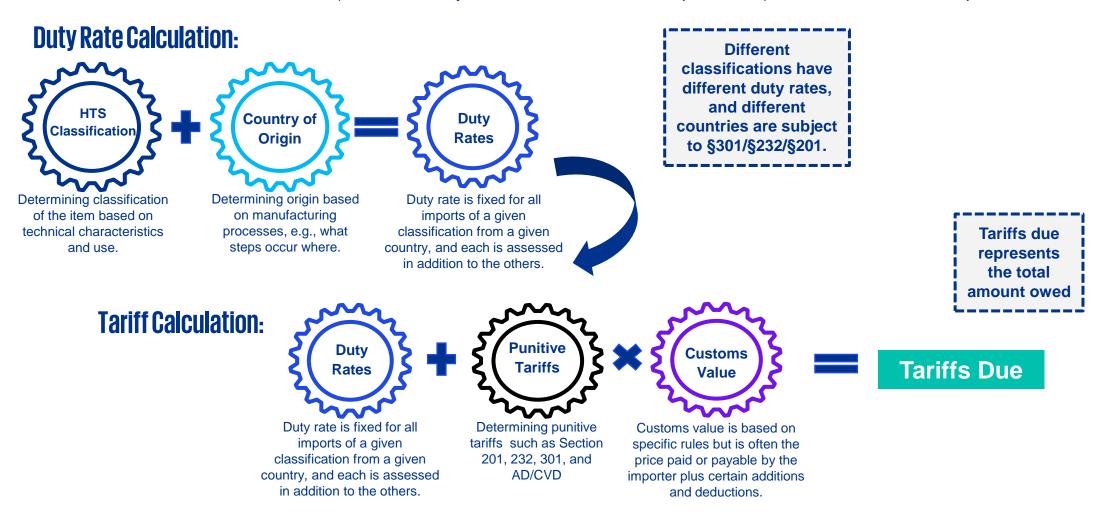


- Customs value is the basis for calculating duties and taxes,
- Accurate valuation prevents underpayment or overpayment of duties, ensuring compliance with fiscal regulations and maintaining fair trade practices.



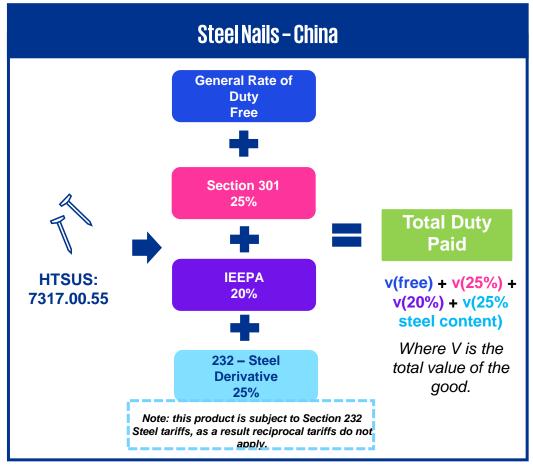
Trade Compliance Fundamentals: Tariff Calculation

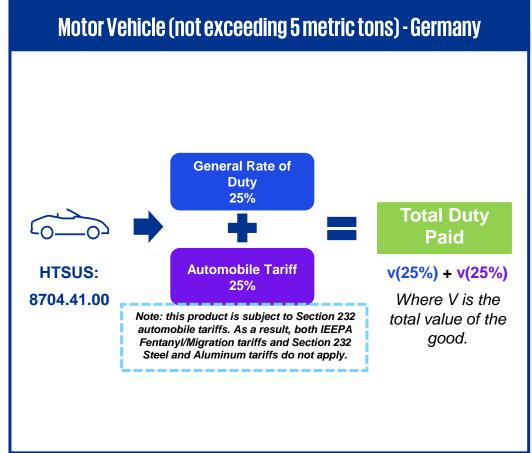
Below outlines how to calculate a tariff (also commonly referred to as duties or import taxes) and what a tariff is composed of.





Tariff Stacking







Understanding the Impact of US Tariffs

Current US tariffs can impact both US and non-US companies, resulting in several spillover effects that can impact business profitability. US tariffs are mainly impacting companies' through:

Higher Cost of Materials



Higher Cost to Consumers



Fewer Product Options



For US Companies

- **1. Local Distributors Facing Tariffs**: Anticipated price and cost increases, reduced sales.
- **2.** Local Manufacturers Protected by Tariffs: Anticipated price increases, reduced sales.
- 3. Local Manufacturing Using Imported Materials Subject to Tariffs: Anticipated cost increases similar to supply shocks, reduced sales.

For Non-US Companies

- 1. Local Manufacturers Selling to the US Under Tariffs: Expected price and cost increases, lower quantities sold.
- **2. Local Distributors:** Purchasing US products at higher prices due to increased costs.
- **3. Local Manufacturers:** Potentially sourcing cheaper inputs from non-US suppliers with excess capacity.





Role of U.S. Customs and Border Protection (CBP) in Import Compliance

Inspection and Examination

- Physical Inspections: Conduct physical inspections of imported goods to verify compliance with safety, health, and other standards.
- Document Verification: Review import documentation (invoices, bills of lading, certificates of origin) for accuracy and compliance.
- Prohibited and Restricted Items: Identify and intercept prohibited or restricted items to prevent illegal imports.

- Tariffs: Ensure compliance with tariff regulations, including the accurate assessment and collection of duties, to uphold U.S. trade policies.
- Intellectual Property Rights: Enforce laws related to intellectual property rights to prevent the importation of counterfeit goods.
- Anti-Dumping and Countervailing Duties: Implement and enforce anti-dumping and countervailing duty orders to protect U.S. industries from unfair trade practices.

Duty Collection

- Assessment of Duties: Assess duties on imported goods based on their tariff classification using the HTSUS, ensuring the correct amount is levied according to U.S. trade laws.
- Revenue Collection: Collect duties, taxes, and fees associated with imports.
- Monitoring Compliance: Monitor import transactions to ensure that importers correctly declare the value, classification, and origin of goods, preventing underpayment or evasion of duties.







- Trade Facilitation: Implement programs like the Automated Commercial Environment (ACE) to streamline import processing and facilitate legitimate trade.
- Risk Management: Use risk management strategies to identify and target high-risk shipments for additional scrutiny.
- Collaboration with Agencies: Work with other federal agencies (e.g., FDA, EPA) to enforce specific regulations and ensure comprehensive compliance.

Enforcement of Regulations

Facilitation and Risk Management



Trends and Statistics in Enforcement Actions

Data from the US Customs and Border Protection (CBP) reveals key insights for FY 2025 trends when compared to FY 2024.

Fiscal Year 2025* (Oct 2024 – current) 23,794 \$134.16 million 1,055 4.219 200 **Total Shipments** Total Collection as a **Total Number of Total Trade Penalties Number of Audits** Denied Due to Result of Importer **Trade Seizures** Completed Issued **UFLPA Enforcement** Audits 48,444 \$117.67 *million* 1,965 2,204 417

Fiscal Year 2024 (Oct 2023-Sep 2024)

While CBP statistics do fluctuate year-over-year, the recent increased pressure to raise revenue via duties/tariffs results in compliance with import regulations more critical than ever.



Penalties Under the False Claims Act

The current administration's intention to "aggressively" enforce the False Claims Act ("FCA") signals a likely increase in FCA investigations and actions in the current fiscal year and beyond.

False Claims Act ("FCA") 31 U.S.C. §§ 3729 - 3733



 Enacted in 1863, the FCA was created to combat defense contractor fraud during the Civil War.



 The FCA holds individuals and companies liable for knowingly submitting or causing the submission of false claims to the government, with penalties of <u>three times</u> the government's damages plus an inflationlinked penalty..



 The FCA allows private citizens to file lawsuits on behalf of the government against those who have defrauded the government, potentially receiving a portion of the recovered funds.



 FCA enforcement aligns with the Trump Administration's priorities of increasing government efficiency and eliminating waste, fraud, and abuse.

FCA Trends in FY2024

Over \$2.9 billion in settlements and judgements under FCA.

558 settlements and judgements where the government and whistleblowers were party to.

40 resolutions of FCA matters involving customs violations since 2011.

Anticipating FCA Trends in FY2025

DOJ focus on enforcing the FCA on priority policies, specifically foreign trade issues and tariffs.

Targeting three main areas of conduct, involving underpayment due to misclassification, undervaluation, and country of origin.

An increase in the frequency and financial stakes of customs-related FCA cases.

Gibson Dunn

Business Impact and Compliance Requirements

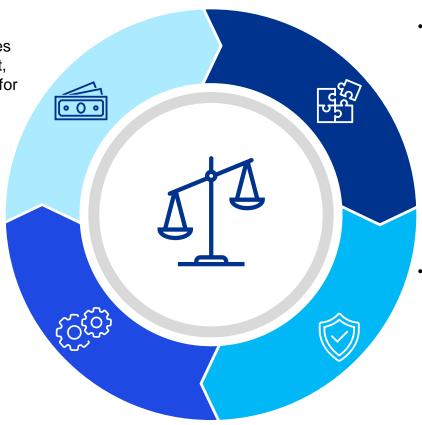
Trade professionals are facing a variety of new challenges, including the recent Executive Order announcements on tariffs. KPMG is seeing these developments impact businesses in a variety of ways, including:

Increased Financial Burden

 The significant rise in audits and identified owed duties and fees indicates a heightened enforcement environment, leading to increased financial liabilities for businesses.

Operational Adjustments

- The introduction of measures and changes in tariff policies requires businesses to adjust their operational processes.
- Without comprehensive guidance, businesses are struggling to ensure adherence to evolving regulations.



Complexity in Compliance

 Frequent developments and new requirements under Executive Orders (EOs) add layers of complexity to compliance efforts.

Limited Mitigation Opportunities

 With minimal guidance and rapid changes, businesses find it difficult to implement effective mitigation strategies to reduce duty liabilities





Trade Compliance Covers Multiple Areas of Law

Trade compliance is the process and system of understanding and adhering to the laws and regulations controlling the export and import of goods, products, information and technology between the United States and other countries.



Fines and penalties based on degree of culpability

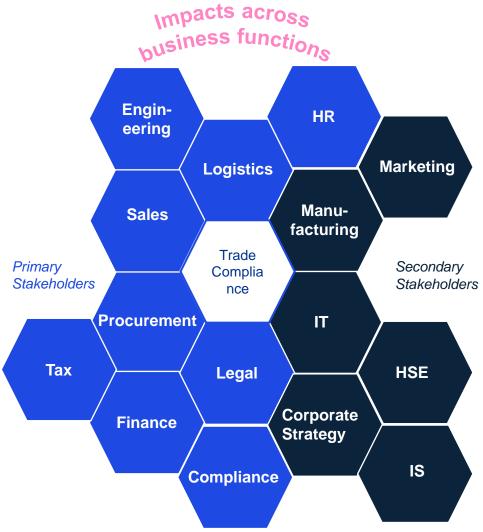


- Fines and penalties
- Criminal prosecutions of executives through entry level
- Reputational damages
- Loss of exporting privileges





Multiple Functions are Exposed to Trade Compliance





Compliance Best Practices

Based on information published by U.S. Customs and Border Protection (CBP), trade professionals should look to the following best practices for guidance on import compliance:

Accurate Documentation

- Ensure all import documentation, including invoices, bills of lading, and certificates of origin, is complete and accurate.
- This helps to prevent delays and penalties due to discrepancies.

Proper Classification and Valuation

- Regularly review and verify the HTS classification and customs value of imported goods.
- Accurate classification and valuation are essential for correct duty assessment and compliance with trade regulations.

Internal Audits and Training

- Conduct regular internal audits to identify compliance gaps and areas for improvement.
- Provide ongoing training for staff on customs regulations and procedures to ensure they are up-todate with current requirements.

Use of Technology and Automation

- Implement technology solutions to streamline import processes and enhance data accuracy.
- Understand the data contained within the Automated Commercial Environment (ACE) to be proactive as disruptions occur.

Collaboration with Brokers and Partners

- Maintain open communication and collaboration with customs brokers and trade partners.
- Ensure they understand your compliance requirements and expectations, and work together to address any issues that arise.

High Savings\$\$/Efficiencies = High Compliance Risk



Leveraging Data and Automation

KPMG's approach to tariff modeling leverages the latest technology, including GenAI, while considering the data needed to navigate today's global trade disruption. Digital transformation for our clients aligns your global trade data and technology with your organizational objectives.





A Coherent Trade Compliance Strategy Can Also Save \$\$\$

Disruptors such as tariffs can make it more difficult to navigate the complex regulatory environment. Managing these disruptors requires short and long-term mitigation strategies, such as the following:

First Sale for Export Reduce duty costs by declaring customs value based on manufacturer's initial sales price rather than final price paid by the importer

Foreign Trade Zones

Defer duty payment until foreign merchandise leaves the FTZ for US Consumption

Country of Origin Planning

Plan and manage the country of origin for goods strategically to benefit from preferential trade agreements and reduced duty rates

Cost Unbundling

Removing or "unbundling" elements from the declared customs price to facilitate a reduction in customs duties

Strategic Tariff Classification

Ensure precise and strategic classification to avoid overpayment and capitalize on favorable tariff treatments

Valuation: Post Importation Refunds

Obtain duty refunds from retroactive downward transfer price adjustments which results in a reduced customs value

Duty Drawback

Claim 99% refund of duties, fees and taxes paid on goods imported into the U.S. that are ultimately exported or destroyed (certain Tariffs are excluded)

Other Strategies

Bonded warehouses, Temporary Importation Bonds, Chapter 98











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