DISCLAIMER

While we hope you'll find this discussion helpful, this session is for informational purposes only and is not legal or tax advice.

Safe harbor

For a compliant presentation

- This information is Avalara's **confidential information.**

- Materials are solely for use in this context and are not approved for further distribution.

- This document describes Avalara's intentions as of the date of drafting and may include descriptions of product functionality or technology that are not currently available.

- Avalara reserves the right to change the functionality, release dates, technology, initiatives, and plans described herein without notice or duty to update.

Continuing Professional Education (CPE)

Qualifying for credit

> Respond to **3 of 4** poll questions
  - Questions display for a limited amount of time
  - Select your answer and click submit

> Attend the **full duration** of the webinar
  - Attend at least 50-minutes to qualify

Downloading Certificate

> Download the certificate once you qualify
  - Find the Earn Certification box
  - Click the icon to download

> Those that qualify will also receive their certificate in a post-event email

> Meet your presenters

Henry Dearlove

Senior Solutions Consultant

[henry.dearlove @avalara.com](mailto:henry.dearlove@avalara.com)

Henry is a tax technology expert helping businesses optimize tax processes with innovative solutions. Previously, he spent six years at PwC specializing in indirect tax technology, e-invoicing, and automation.

Will Colborn

Senior Product Manager

will.colborn@avalara.com

Will is a Senior Product Manager at Avalara with eight years of experience in B2B tax technology, including five at Avalara. He collaborates closely with customers to deliver solutions that simplify global VAT compliance and maximize value.

Agenda

Understanding VAT registration

Who are my customers
(i.e. B2B or B2C)?

Where are
my customers located?

Am I incurring VAT on my costs
and want to reclaim them?

What am I selling?

**VAT Registration –
what to think about?**

Am I established in the country
where I'm making sales?

What is my supply chain and
who does it involve?

What are my gross sales in each
country I am selling to?

Am I using any digital
platforms or marketplaces?

Local VAT Registration and its Compliance Frameworks

Domestic Registration – what else can it bring?

Periodic VAT returns

The obvious one, a periodic VAT return

Supplementary listings

Do you have to file local listings, both domestic and EU?

Audits and controls

Does the country your registered require you to implement specific controls?

Recordkeeping and archiving

Do you have a system that can archive everything needed to be compliant?

Realtime submission

Are there any real-time submission requirements that you need to comply with

E-Invoicing

Are you aware of the mandates and, if so, are you ready?

VAT Registration: The Different Options

What suits you and your business

| | LOCAL VAT REGISTRATION | EU VAT Commerce (B2C) Registrations | | |
		ONE STOP SHOP (OSS)	NON-UNION ONE STOP SHOP (OSS)	IMPORT ONE STOP SHOP (IOSS)
FOR	Businesses making taxable supplies that meet the **local registration requirements**	EU-established businesses selling **B2C services** or **intra-EU distance sales of goods**	**Non-EU established businesses** providing **B2C digital services** to EU consumers	Both EU and non-EU businesses selling **goods imported into the EU** with a value **≤ €150** to EU consumers
REQUIREMENT	Must **register for VAT in each jurisdiction** where local rules trigger an obligation	Register in one EU member state where established	Register in one EU member state of choice	Register in EU member state where established (or via an intermediary if non-EU)
EXAMPLE	A US business sells and delivers goods from a warehouse in Germany to German customers	An online retailer based in Spain sells goods to private customers in Italy and France	A US-based software company sells downloadable software to individuals in the EU	A US seller shipping a €100 gadget to a customer in France via their website

VAT in a Digital Age (ViDA)

Three pillars of ViDA – simpler, more fraud-proof, and digitally enabled VAT system

Single VAT Registration in the EU (Enhanced OSS)

Businesses will be able to report **more transaction types** – gas, electricity and heating sales

Platform Economy & the "Deemed Supplier" Model

The requirement to collect and report VAT will be **on the marketplace** not the individual seller

Digital Reporting Requirements (DRR)

Mandatory e-invoicing and real-time reporting based on individual country requirements

80+ countries have e-invoicing mandates

And this is just the start!

United Kingdom

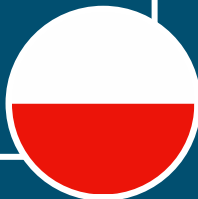HMRC will launch a consultation on e-invoicing in Britain.

Germany

As of January 1, 2025, businesses must be able to receive e-invoices.

Poland

B2B e-invoicing postponed from July 2024 to February 1, 2026.

France

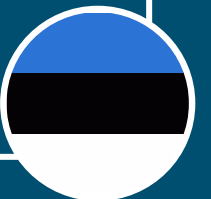Postponed its e-invoicing mandate from July 2024 to September 2026.

Saudi Arabia

Beginning in January 2025, e-invoicing will be required for businesses and taxpayers with an annual income of SAR 7 million and SAR 10 million.

Estonia

Businesses will be required to file B2B invoices electronically in 2027 (delayed from 2025).

CPE POLL QUESTION #2

Has your business encountered e-invoicing and, if so, are they ready?

A No, my business is not aware of e-invoicing

B Yes, my business has a plan and the technology is ready

C Yes, but we are still trying to understand what it means and how we will approach it

E-invoicing –
how to prepare

Preparing for Global E-Invoicing:
Business Checklist

✔ Understand where e-invoicing is mandatory

✔ Plan for integrations with tax authorities

✔ Track upcoming e-invoicing deadlines

✔ Engage with a global e-invoicing provider

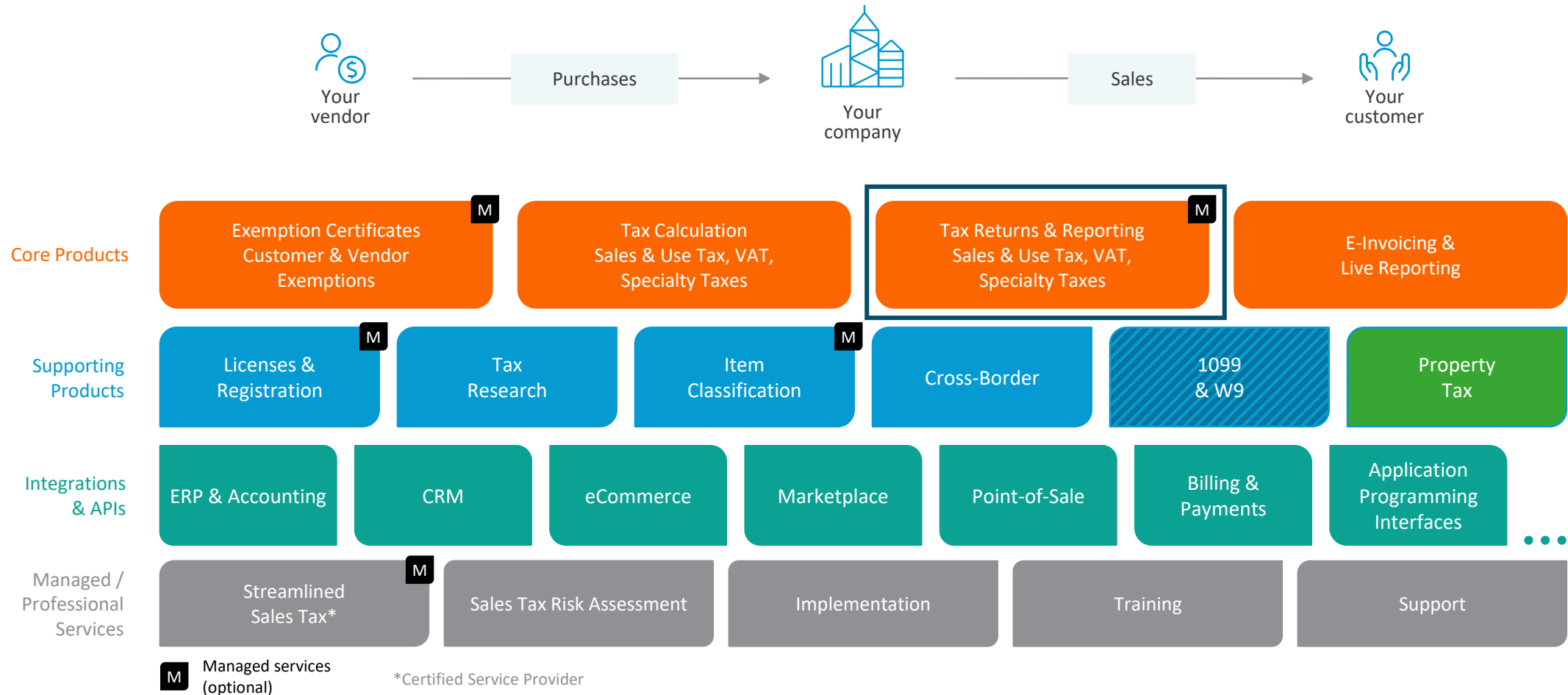✔ Assess your current invoicing systems

✔ Document and automate your compliance workflows

Avalara VAT products

Returns & Reporting

Identify Tax Footprint

Registrations

Classification

Tax Determination

E-Invoicing

Returns and Reporting

Avalara products and services

Your vendor → Purchases → Your company → Sales → Your customer

Core Products	Exemption Certificates Customer & Vendor Exemptions [M]	Tax Calculation Sales & Use Tax, VAT, Specialty Taxes	Tax Returns & Reporting Sales & Use Tax, VAT, Specialty Taxes [M]	E-Invoicing & Live Reporting

Supporting Products	Licenses & Registration [M]	Tax Research	Item Classification [M]	Cross-Border	1099 & W9	Property Tax

Integrations & APIs	ERP & Accounting	CRM	eCommerce	Marketplace	Point-of-Sale	Billing & Payments	Application Programming Interfaces

Managed / Professional Services	Streamlined Sales Tax* [M]	Sales Tax Risk Assessment	Implementation	Training	Support

[M] Managed services (optional)

*Certified Service Provider

Navigating Tax Compliance with Ease

Solutions Aligned to Every Stage of the Tax Lifecycle

Identify Tax Footprint

- Tax Research
- VAT
- Sales & Use

Avalara Tax Research serves over **1400 customers**

Registrations

- VAT Registrations
- GST Registrations
- Fiscal Representation
- Sales & Use Tax Registrations

53 countries served by Avalara VAT Registration

Classification

- HS / Commodity Code classification
- Import VAT/Customs Duty
- Self Serve Portal/ conversational API

Avalara Item Classification offers HS code support for **180+ countries**

Tax Determination

- Sales & Use Tax
- VAT/GST
- Customs Duties

48 billion AvaTax API calls made by customers in 2023

E-Invoicing and Live Reporting

- B2C, B2B, B2G E-invoicing
- Real Time Reporting
- Real-time clearance
- QR Codes
- PDF creation
- Peppol, DBNAlliance

Support for multiple countries

Returns and Reporting

- VAT Reporting
- Managed VAT Reporting
- VAT, GST, SUT returns
- ECSLs, Intrastat
- Ledgers, SAF-T

Avalara processed and filed **more than 6 million returns in 2023**

VAT Returns & Reporting coverage

48
VAT Returns
Includes Annual Returns, Norway SAF-T return, Poland JPK_VAT and JPK_FAS

28
EC Listing, Intrastat
Includes PDF + E-File
(includes Northern Ireland)

4
Control Statements / Listings
Czech Republic, Estonia, Lithuania, Slovakia

1
Live Reporting
Spain SII
All other live reporting functions included in Avalara E-Invoicing and Live Reporting

Americas
Chile
Colombia

EMEA
EU 27
Bahrain
Bosnia
Iceland
Israel
Norway
Oman
Saudi Arabia
Serbia
South Africa
Switzerland
Turkey
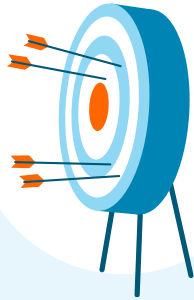United Arab Emirates
UK & Northern Ireland

APAC
Australia
Japan
Malaysia
New Zealand
Singapore
Thailand

Our Core VAT offerings

Solutions to support shifting dynamics of legislation

At time of quoting & invoicing

➡️

At time of issuing & receiving invoices

➡️

At the end of the reporting period (i.e. monthly/quarterly)

VAT Calculation (AvaTax)

Automates VAT calculations globally, ensuring real-time accuracy, compliance, and reduced administrative effort.

Essential for businesses operating globally or in multiple tax regions.

E-Invoicing & Live Reporting (ELR)

Enables both mandatory and voluntary electronic invoicing (sales and purchases) & real-time reporting, ensuring accuracy and compliance while delivering long-term benefits like increased speed and cost savings.

VAT Reporting (SVR / MVR)

Automates periodic VAT return preparation and submission, consolidating data for compliance and reducing risks of errors, penalties, and missed deadlines.

Deeper synergies and integrated user experiences

Solutions to support shifting dynamics of legislation

Data can come into VAT products from multiple systems in multiple formats
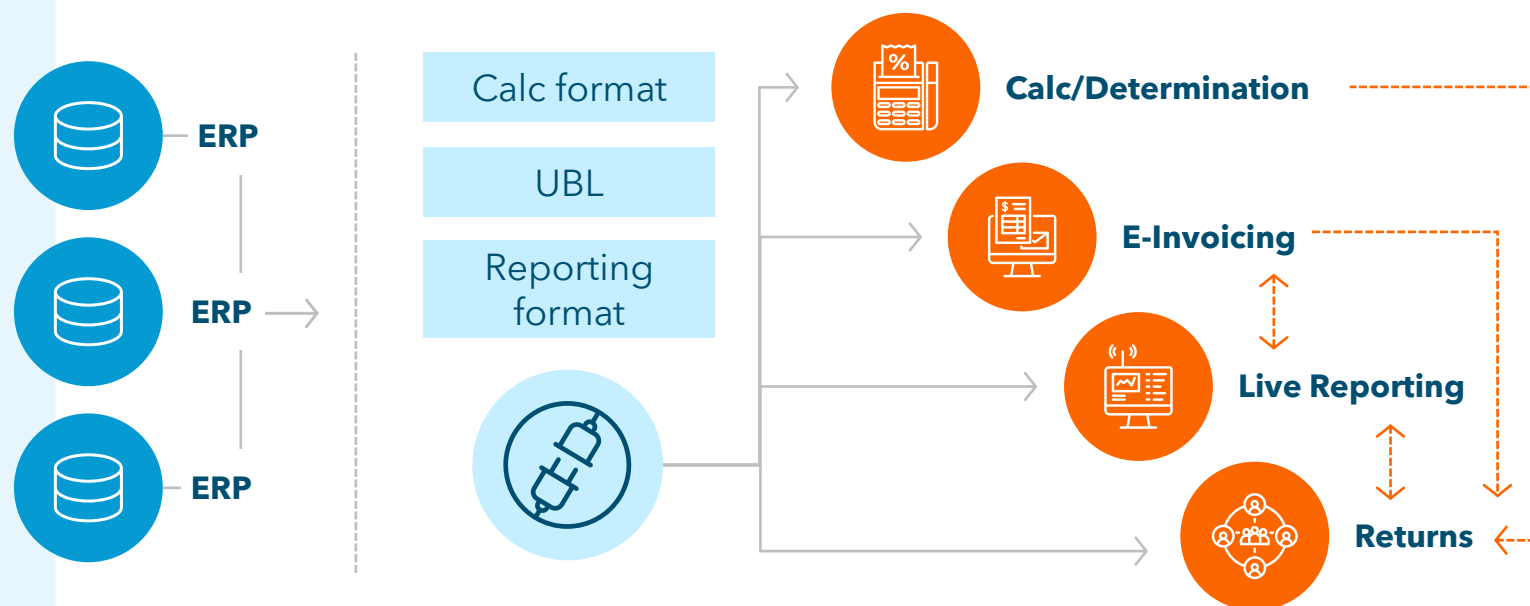Customers can use one or many VAT product at any given time
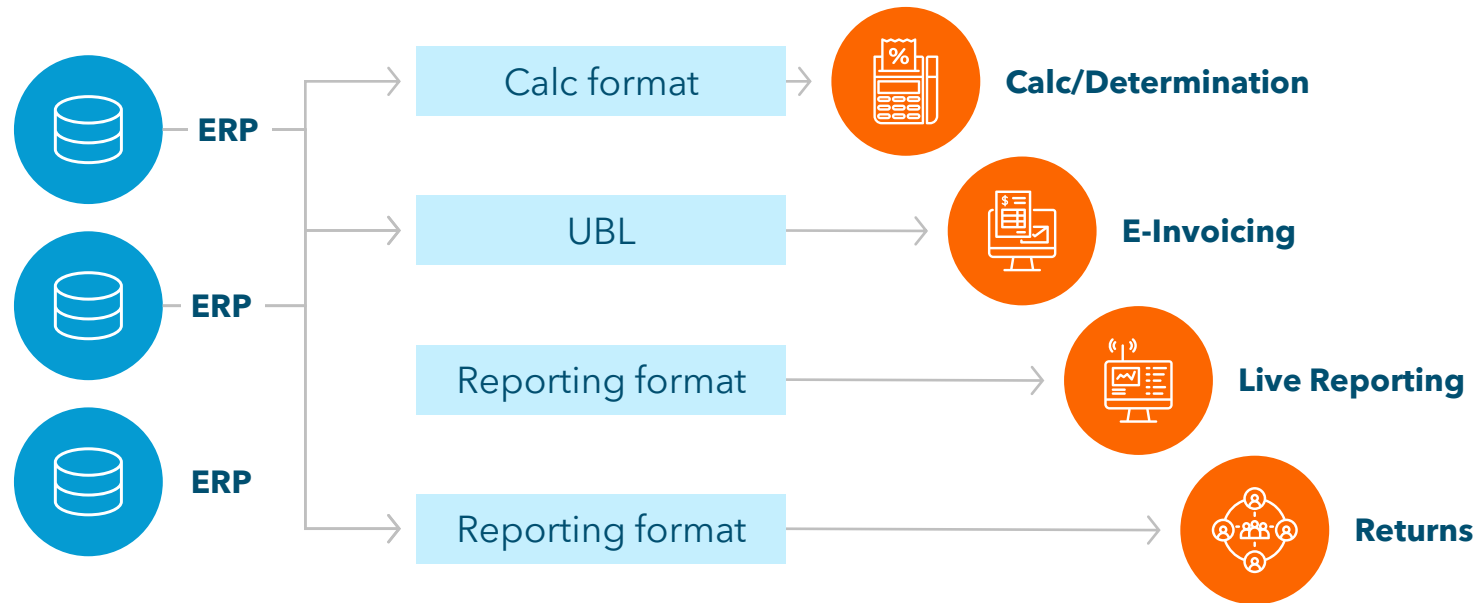
Deeper synergies and integrated user experiences

Solutions to support shifting dynamics of legislation

Recognizing global trends, simplifying access to entire portfolio with a
single connection to financial and invoicing systems

Simplifying for ease of use

ERP

ERP

ERP

Calc format

UBL

Reporting format

Calc/Determination

E-Invoicing

Live Reporting

Returns

CPE POLL QUESTION #3

What would be your ideal approach to managing tax data across systems?

A One integration point that handles all tax compliance processes

B Flexibility to manage and customize individual data flows between tools

C A combination, depending on geography or business unit

D Not sure / still evaluating options

> Point 2

Simplifying Multi-Channel, Multi-Territory Reporting and Filing

CUSTOMER CHALLENGE:

As customers sell across multiple jurisdictions—both online and offline—consolidating transaction data and preparing accurate, timely tax reports becomes overwhelming.

How Avalara adds value:

Avalara's reporting tools that aggregate data across platforms and regions into a single view.

Automated filing eliminates manual processes and reduces audit risk.

Connected reporting and e-invoicing integrate seamlessly to ensure compliance from transaction to tax return.

CPE POLL QUESTION #4

Would you like to speak to an Avalara expert?

A Yes

B No

Q&A

Upcoming webinars

Webinars Calendar

> **5/29** Trade and Tariff ~~Tuesdays~~ **Thursday!**

> **5/29** Are you on the hook for communications taxes?

> **6/3** Trade and Tariff Tuesdays

> **6/10** Trade and Tariff Tuesdays

> **6/12** HS codes 101: Get classification right for cross-border trade

Avalara
CRUSH On Tour

1 DAY

A value-packed day that gives you the flexibility to choose what works best for you

2 TICKET OPTIONS

General Admission

FREE

All-Access Pass

Hands-on training and CPE credits

$99

3 KEY HIGHLIGHTS

- Support via 1:1 Learning Lab appointments
- Learning through Insight Sessions and Fireside Chats
- Training on Avalara products (All-Access Pass required)

CRUSH on Tour also includes activations such as our **Product Pavilion, food and beverages, and a networking happy hour** – all in a setting where you can explore at your own pace.

events.avalara.com   #AvalaraCRUSH