

Brexit – Preparation Questions



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Key Questions – Supply Chain Location

- What proportion of your sales and purchases are with businesses in the EU and under which categories they are covered?
- Are you trading with suppliers or customers in countries which currently have a trade agreement with the EU?
- How reliant are you on ‘third country agreements’ for access to key markets? How well do you understand the impact of meeting ‘rules of origin’ requirements for these agreements for each of your products?

Key Questions – Trade Practicalities

- To what extent is your EU-UK trade time sensitive? What would be the cost of additional border delays in time, working capital and operational difficulties?
- Are you currently taking advantage of the full range of facilitated customs programmes available such as ‘Authorised Economic Operator’ and inward processing relief schemes?

What would be the cash flow impact of the loss of VAT relief?

What % of your imports are via Dover (where 99% of trade is with the EU & issues would be greatest in the event of ‘No Deal’)? Would it be possible to divert this to other UK ports?

Key Questions – Suppliers

- Do you require movement of data between the UK and EU to provide products?
 - Have you engaged your key suppliers to understand how they, and their supply chains, are impacted?
 - What are the supply chain contingency options, e.g. UK or non-EU suppliers?
- What specialist logistics and warehousing arrangements may you need to have in place?

Key Questions – Labour

- Do you know how many EU and non-EU personnel you employ directly? Do you know who they are?
- How reliant are you and your supply chain on labour from the EU (particularly for business critical skills)?
- Do you know where in your organisation these personnel sit and which parts of your organisation could be most at risk from Brexit-related personnel uncertainties?

Do you have a communications plan? Do you have the means to communicate to your non-UK workforce?

Key Questions – Strategic/Economic

- Do you know how many EU and non-EU personnel you employ directly? Do you know who they are?
- What is the total impact on your cost position and market competitiveness from weaker levels of Sterling?
- What plans have you put in place to manage volatility in the value of Sterling?

How rapidly would you be able to adjust to a slowdown and how are you monitoring the market to provide early warning?

Do you get funding from the EU or organisations based in the EU?



For Questions please contact:

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