UNIVERSAL POSTAL UNION

Postal Trade Facilitation and SME Enablement

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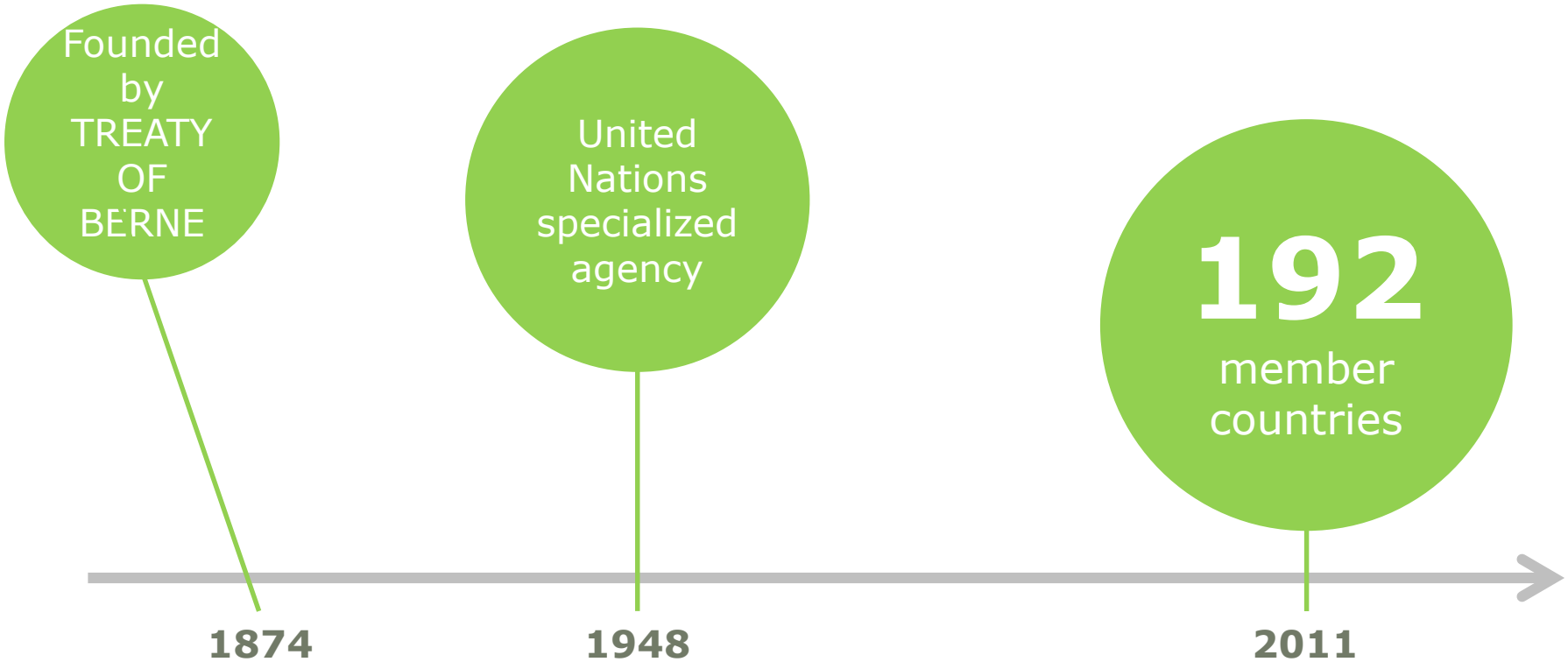
The Universal Postal Union



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The worldwide postal network

303.2 billion
letter-post items

9 billion
parcels

5.3 million
employees

More than
670,000
post offices

Some **80%** of the world's citizens and SME have mail delivered **directly to them**

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Key objective : Position the postal network as a key enabler for:

✓Trade inclusion

- ✓ Financial inclusion

- ✓ Digital inclusion
- ✓ Social inclusion

Focus →

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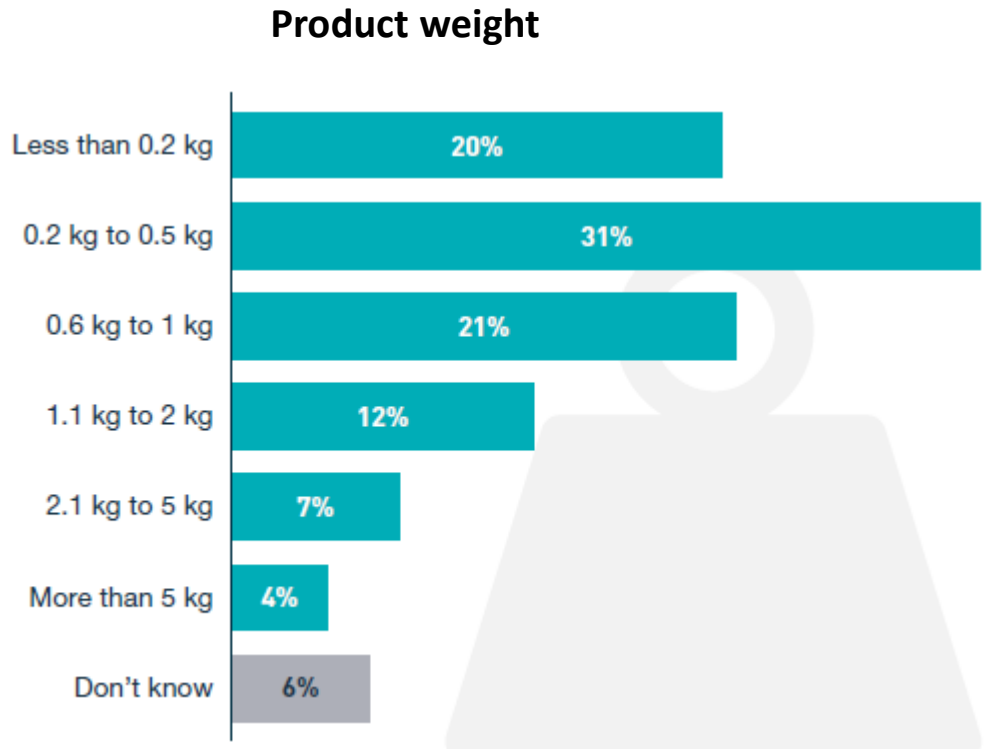
Postal and ecommerce trends



- 84% of cross-border goods bought online are small packets weighing upto 2kgs
- Currently, posts dominate this market delivering about 70% of this category of items

Source: IPC Cross-border e-commerce shopper survey 2018

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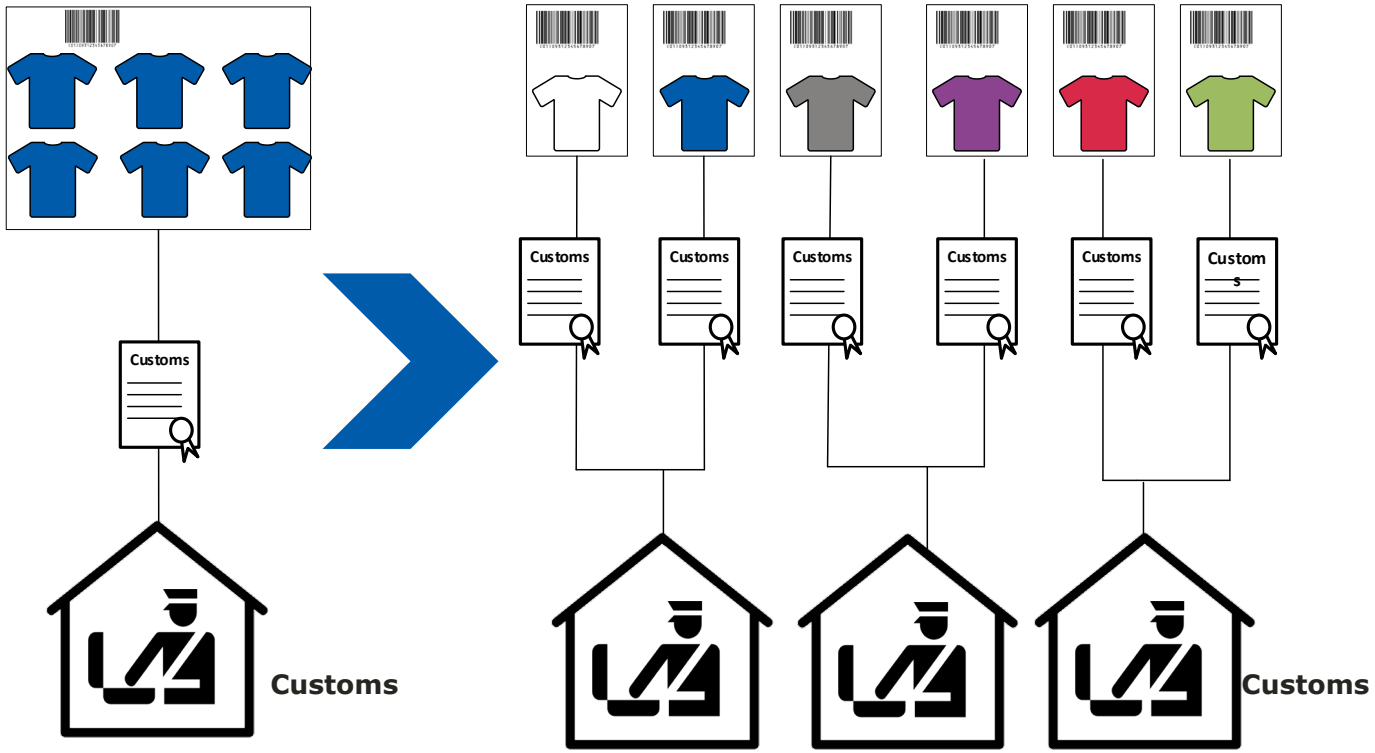
Parcelization of Trade

MULTIPLICATION OF CUSTOMS PROCESSING OPERATIONS



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UPU Study on TFA and Postal TF

RECENT UPU STUDY CONCLUDED WITH TWO CATEGORIES OF FINDINGS.

Impact

Responsibilities & Obligations

Opportunities

Rights and solutions

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The UPU TACB for the TFA implementation

UPU SUPPORTS THE IMPLEMENTATION OF THE TFA

	ITMATT	UPU Acts	UPU compendium	EMS	C22	Easy Export
Article 1.2 - Information available through Internet			✔			
Article 1.3 – Enquiry points			✔			
Article 1.4 - Notifications			✔			
Article 3 – Advance rulings						
Article 5.1 – Notification for enhanced controls or inspections						
Article 6.2 - Specific disciplines on fees and charges imposed on or in connection with importation exportation		✔				
Article 6.3 – Penalty disciplines		✔				
Article 7.1 – Pre-arrival processing	✔					
Article 7.6 - Establishment and Publication of Average release time		✔				
Article 7.8 – Expedited shipments				✔		
Article 10.1 – Formalities and documentation requirements	✔				✔	
Article 10.2 – Acceptance of copies	✔				✔	
Article 10.8 – Rejected goods		✔				
Article 11 – Freedom of transit		✔				

✔ = The UPU tool supports implementation of the TFA measure

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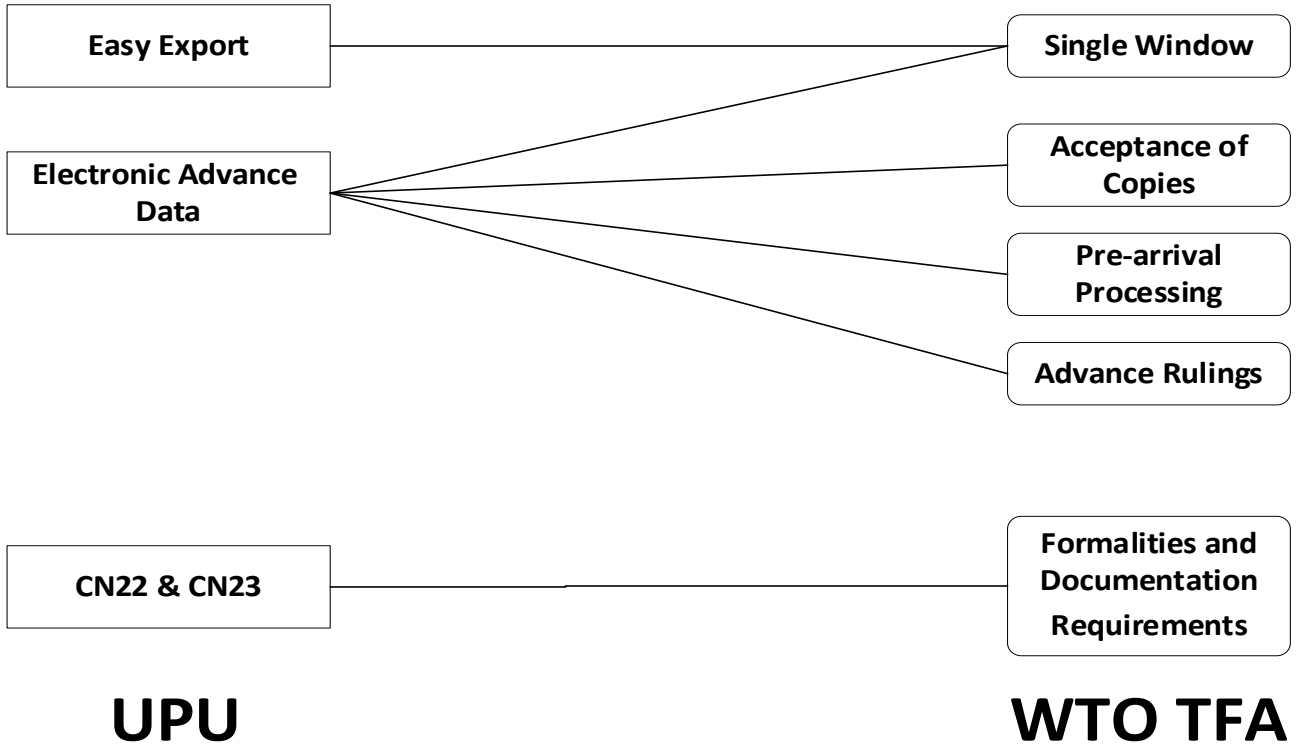
The UPU TACB for the TFA implementation

UPU SOLUTIONS SUPPORT THE IMPLEMENTATION OF THE TFA



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General Recommendations

1. **Include Post in trade stakeholder consultations at National and International level**
2. **Collaborate with implementation partners such as:**
   - WCO, UN ECs, TFA Facility, UNCTAD, ITC, Worldbank, EIF, Regional Development Banks, etc..
3. **Publish guidelines for Posts in national TF implementation**
   - Increase the collaboration, consultation and support for other government agencies (OGA) such as Post
4. **Include postal sector representatives in**
   - National committees for trade facilitation
   - Single window implementation projects
   - National Trade Portals

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Trade Facilitation instruments of the UPU

Convention

The UPU Convention provides a **solid legal framework for postal exchanges** in **support of trade facilitation measures**.

Recommendations and Standards

The UPU Standards Board recommendations and standards provide definition on technical matters that allow countries to attain **harmonization and uniformity of postal exchanges supporting trade in goods**.

Guidelines and Guides

UPU guidelines and guides provide very **practical material and information on postal processes, techniques and working methodologies** affecting **trade facilitation**.
Eg: UPU Ecommerce Guide. UPU Global Postal Model. UPU-WCO Model Agreements, Compendia (Letter, Parcel, EMS, Customs), UPU WTO TFA assessment and implementation guidelines

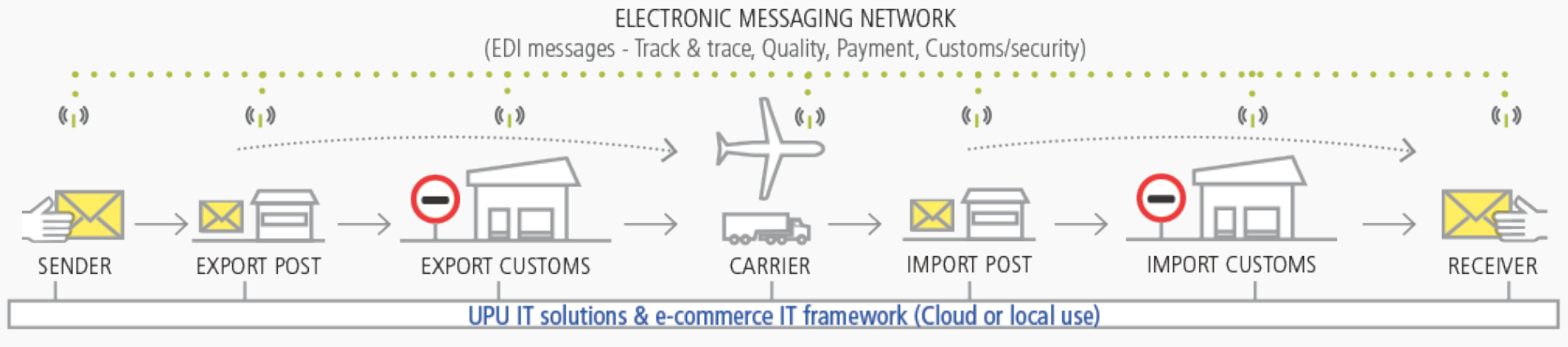
Compilations, case studies, and best practices

The UPU publishes case studies summarizing a country's experience with the implementation of **postal trade facilitation projects**. Most notably Easy Export or Exporta Facile. These country experiences are a useful source of information as they show a **practical application of concepts and provide information on successful best practices.**

Technology solutions - the connected postal network

The UPU provides **network connectivity and data exchange solutions** (Post*Net) to all member countries to enable data exchange. UPU IT tools provide (IPS, CDS, etc..) **ICT capability for trade facilitation automation**

UPU technical solutions: seamless global e-commerce



- UPU Industry Regulations and Industry Standards for electronic messaging between all countries (towards paperless processes)
- UPU global IT infrastructure (EDI Network & Cloud / .post)
- UPU IT Systems provide real-time monitoring of movements
- UPU Global Monitoring System and Quality of Service Management
- UPU global e-commerce provision framework (physical, financial, digital)

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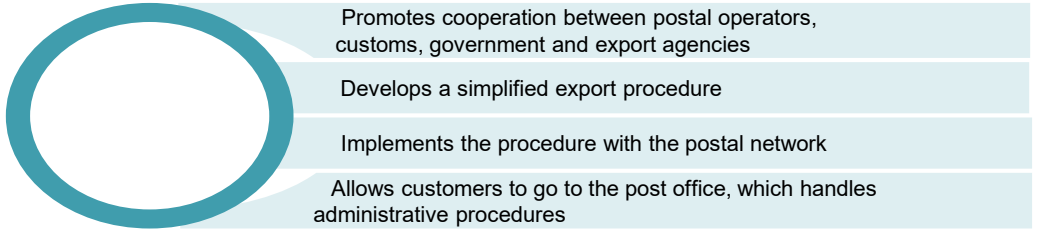
Export facilitation for MSMEs through the postal network

Implementation of the EASY EXPORT project in Tunisia and Morocco



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Easy Export

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Deliverables	Acheivements
Establishment of the Single Window as a structure acting as a single point of contact and focal point for Easy Export project members	✓ Two pilot sites in Tunis and Kairouan ✓ Opening of 10 single window site in 2019 - Gabes and Monastir ✓ Generalize (all regions) by 2020
Implementation of a Web Services portal allowing MSMEs to access information related to Easy Export and the deposit of their membership files online.	✓ www.easyexport.com.tn (with an Easy Export guide downloadable in PDF)
Establishment of export support mechanisms (Subsidy of 50% transport costs by FOPRODEX).	✓ Consumption of 100% of the budget FOPRODEX (300MD): Request for increase in progress.
The ongoing supervision of the MSMEs benefiting from the Easy Export Project and the awareness of other MSMEs to encourage them to join the Easy Export project	✓ Participation in Trade Shows and Fairs of Crafts, Agriculture, Tech … FORUM: SITIC AFRICA / AFRICA STARTUP GATE SUMMIT / SIAMAP

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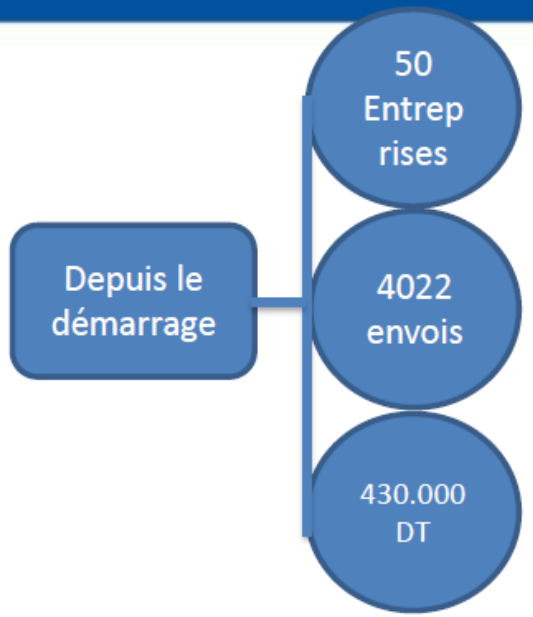
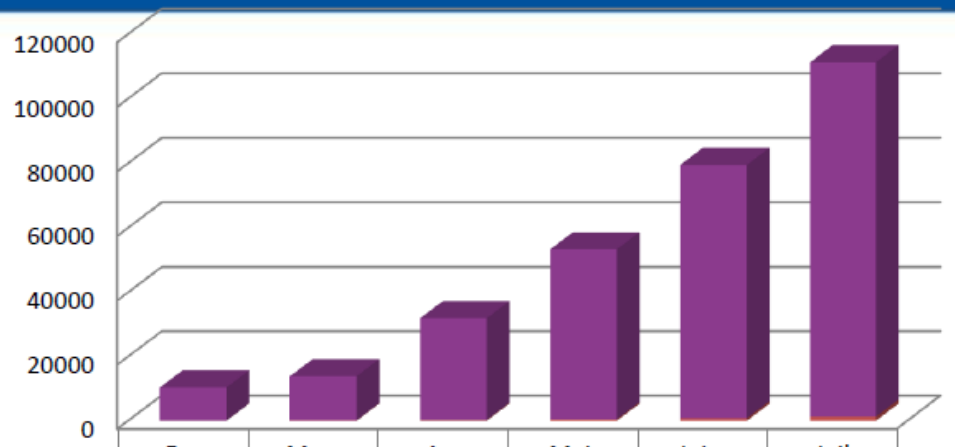
Evolution Easy Export 2019 (Jan-Jul)





	Fev	Mars	Avr	Mai	Juin	Juil
Chiffre d'Affaire(DT)	10270	13716	31658	52858	78678	109989
Nombre des expéditions	77	143	262	458	813	1268
Nombre des Affiliés	12	3	16	6	7	3

	Fev	Mars	Avr	Mai	Juin	Juil
Nombre des Affiliés						
Evolution%		-75	83	-62,5	16,67	-57,14
Nombre des expéditions						
Evolution%		86	83	74,809	77,51	55,966
Chiffre d'Affaire (DT)						
Evolution%		34	131	66,966	48,85	39,796

Evaluation qualitative: Les entreprises affiliés à Easy Export sont généralement satisfaits de l'expérience, surtout de la subvention des frais de transport à raison de 50%: réduction de leurs coûts et augmentation de leurs compétitivité à l'international.

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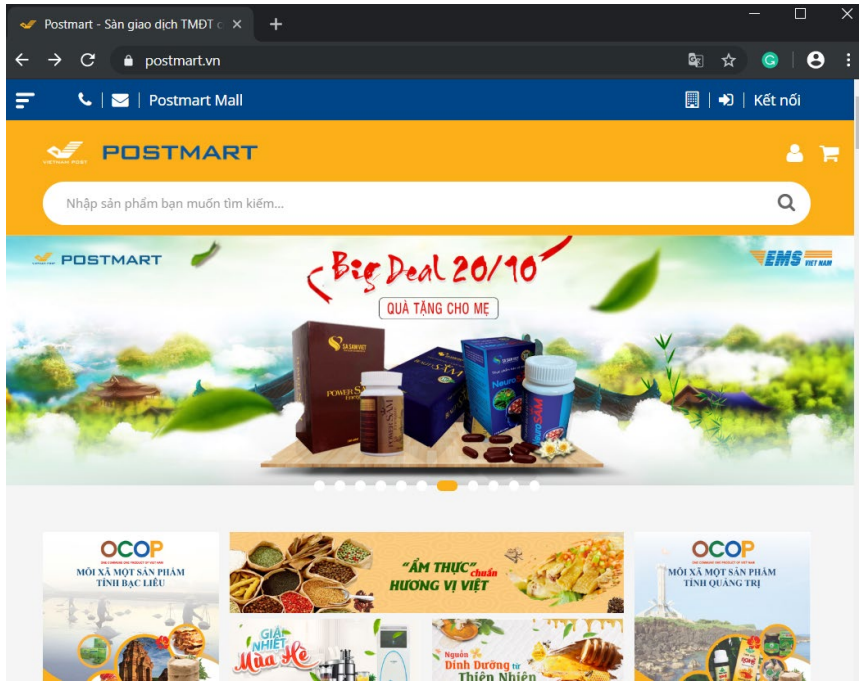
National Postal platforms for SME

- Logistics, Payments, Business support
- Marketplace, Cyber presence & Cyber protection

Pymexpress | CORREOS DE COSTA RICA



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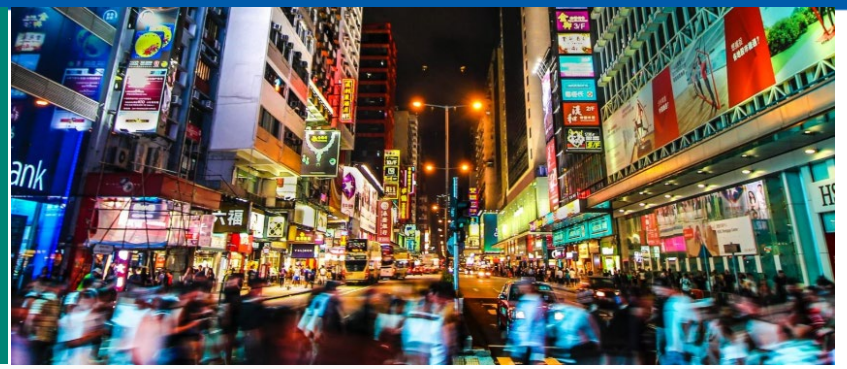
Sell to China

Want to sell your product in the world's largest eCommerce market? We can help you get it there.

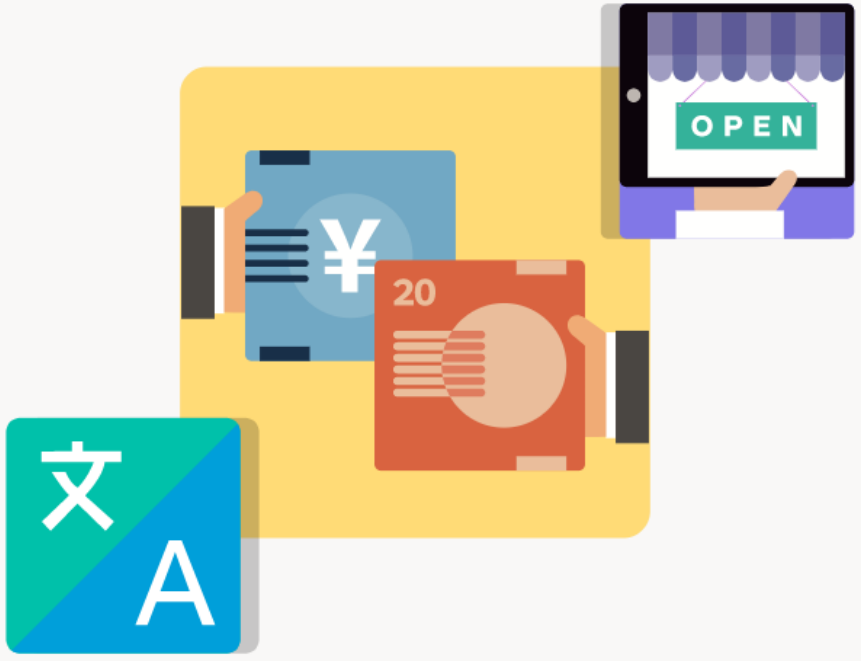


We can help you get your product in front of millions of China's consumers via:

- Cross-border eCommerce marketplaces such as Tmall, JD and Little Red Book
- Australia Post's China Direct Stores
- Strategic partnerships with China Post and Argyle Group
- Exhibitions including China International Import Exhibition

We can also help with global logistics, warehousing & fulfilment services:

- Australia Post international shipping services
- Customised logistics
- Joint venture with China Post (Sai Cheng)



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THANK YOU

QUESTIONS?

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