

Global electronic document development in the financial and physical supply chain

International Business Forum
Minsk, Belarus

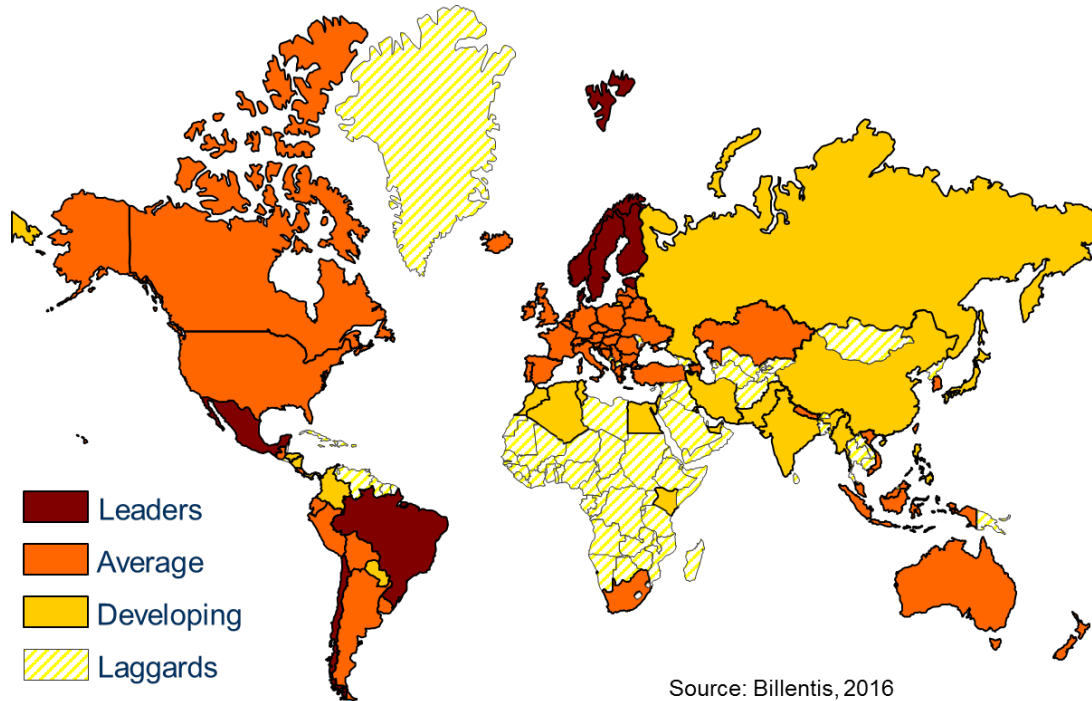
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International e-invoicing adoption rates

B2B, B2G, G2B and B2C



370 billion bills/invoices globally (paper & electronic)

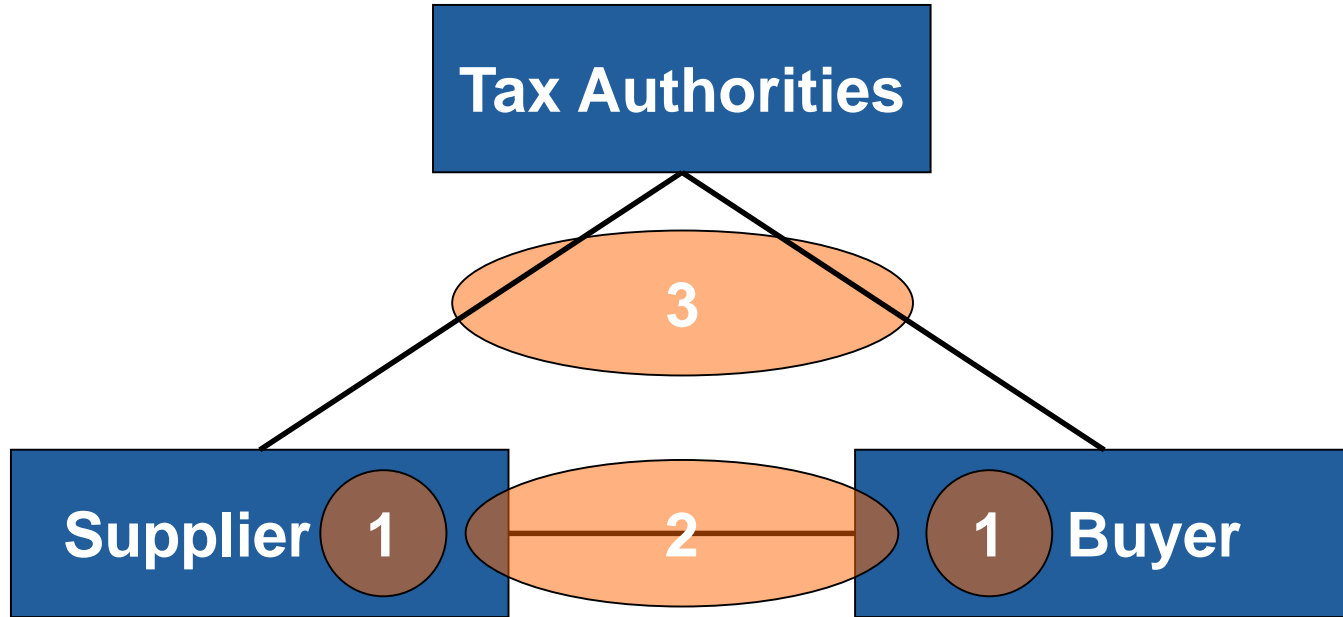
About 30 billion paperless (2/3rd of it B2B, B2G & G2B)

Minor proportion = true e-invoicing

Annual market growth 10-35% depending on country

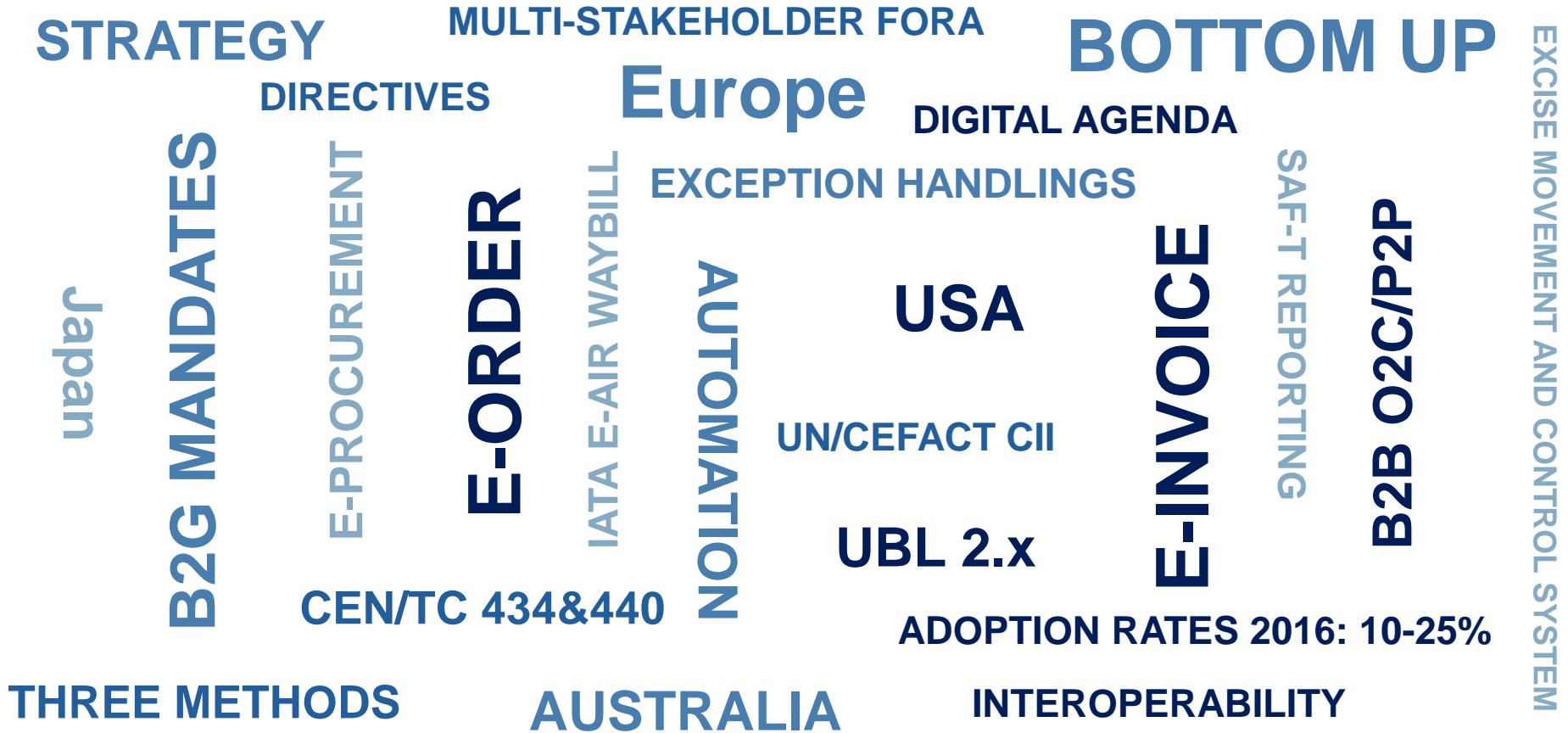
Low hanging fruits harvested

Three involved promoters with divergent optimisation focus in current time period



- 1 Optimisation of internal operation**, Northern America
- 2 Holistic approach for collaboration supplier – buyer**, Europe, US
- 3 Combat tax evasion**, clearance model, closed electronic loop between 3 parties, LATAM, Asia and increasingly Southern Europe

Digitalisation to optimise internal operation & collaboration supplier - buyer



- All tax payers mandated to electronically exchange & report tax relevant documents
- Country specific standards, but UBL subsets gaining ground; reporting as SAF-T files; XBRL in some countries
- **BR**: invoices for goods; electronic loop with shipping documents; >2.5 billion e-invoices p.a. (>90% adoption rate); soon electronic loop of cash registers at the point of sales with tax authorities for simplified invoices
- **MX**: invoices for goods and services; considers also all other tax relevant documents and soon the export invoices; almost 6 billion e-documents p.a.
- **Others**: LATAM and some Asian countries, especially Indonesia and Far East, ahead



Complete digitalisation of the financial supply chain, (near) real-time traceability for physical supply chain and electronic link of these two worlds