



# TURNING REGULATION CHANGES INTO OPPORTUNITIES: NAVIGATING THE END OF U.S. DE MINIMIS

POWER UP YOUR POTENTIAL



**POWER UP  
YOUR POTENTIAL**

de minimis

# AGENDA

## NAVIGATING THE END OF U.S. DE MINIMIS

### 1. What is changing?

Summary of De Minimis Removal and U.S. Tariff changes – including the impact on your shipments

### 2. Turning regulation into opportunity

How DHL can help you navigate these changes and optimize your supply chain – incl. DHL service offering

### 3. Postal shipping vs. Express shipping

Impact of De Minimis removal

### 4. Power Up Your Potential

Strategic Options for Merchants to (1) Preserve U.S. Sales and (2) Expand to other attractive markets

### 5. Conclusion

Turning Disruption into Strategic Advantage

# SUMMARY OF CHANGES FOR SHIPPING TO THE U.S.A

## REMOVAL OF DE MINIMIS RULING. WHAT DOES IT MEAN FOR YOUR SHIPMENTS

### SHIPMENTS WILL REQUIRE INFORMAL CUSTOMS PROCESSING

Under U.S. law, shipments valued up to \$800 could previously be imported free of duties (de minimis)

#### However, the de minimis treatment has been changed as follows:

- **Effective May 2, 2025:** Shipments with products Made in China/Hong Kong are not eligible for the \$800 de minimis and are subject to all applicable duties and the Informal or Formal Entry process
- **Effective August 29, 2025:** The \$800 de minimis is effectively eliminated for all countries

This means that all shipments, regardless of their value or country of origin, will be subject to all applicable duties and taxes and the Informal or Formal Entry process

*Exception: Duty-free treatment remains available for shipments valued up to \$100 sent as bona fide gifts from an individual in a foreign country to another individual in the U.S.*



# SUMMARY TABLE: CURRENT STATUS OF U.S. TARIFFS

## SUMMARY OF REGULATORY CHANGES FOR SHIPMENTS FROM REST OF WORLD TO USA \*

DE MINIMIS	INFORMAL ENTRY	FORMAL ENTRY
<p><b>Shipments up to \$800 Duty &amp; Tax Free</b></p> <ul style="list-style-type: none"> <li>De minimis not available for CN/HK as of May 2, 2025</li> <li><b>De minimis not available for any country</b> as of <b>August 29, 2025</b></li> <li><b>De minimis not available for postal shipments</b> as of <b>August 29, 2025</b></li> </ul>	<p><b>Shipments valued above \$800 and up to \$2,500</b></p> <ul style="list-style-type: none"> <li>CN/HK: Shipments valued \$1 to 2,500 as of May 2, 2025</li> <li><b>All countries:</b> Shipments valued <b>\$1 to 2,500</b> as of <b>August 29, 2025</b></li> <li>Duties &amp; Taxes based on HTSUS **</li> </ul>	<p><b>Shipments valued above \$2,500 as of August 7, 2025</b></p> <ul style="list-style-type: none"> <li>Duties &amp; Taxes based on HTSUS **</li> <li>Requires Ultimate consignee Tax ID</li> </ul>

**Additional DHL and Regulatory fees may apply.**

\* All values are based on the value of the goods

\*\* Applicable duties for HTSUS (Harmonized Tariff Schedule of the U.S.) may include: 1. General duty rate, 2. Section 301 duties (China), 3. Section 232, 4. Applicable IEEPA duties (Opioid, Reciprocal, or Adjusted Reciprocal).

For Canada and Mexico, except for Section 232, no duties are levied if product is USMCA-eligible.

### POSTAL SHIPMENTS

- Only IEEPA Tariffs (IEEPA Opioid, IEEPA Reciprocal & Adjusted Reciprocal, IEEPA Additional) apply to Postal Shipments.
- Optional alternative to IEEPA Tariffs (from August 29, 2025 to February 28, 2026): Flat-fee of \$80-200 applies based on country of origin.



# IMPORTANT NOTE: PROVIDE COMPLETE AND ACCURATE COMMERCIAL INVOICE DATA.

To avoid delays, additional costs, or penalties, it is crucial that shippers provide complete and accurate commercial invoice data for all products, including:

Data Element	Definition
<b>Goods Description</b>	Complete and accurate (what is, what for, what it is made of)
<b>Tariff Classification</b>	10-digit HTS code (Harmonized Tariff Schedule of the US). Based on product specifications
<b>Country of Origin (COO)</b>	Where goods are manufactured or substantially transformed. NOT where they are shipped from. Significant transformation - country where the goods underwent a fundamental change in the good's form, appearance, nature or character, with the change adding significant value
<b>Customs Value</b>	Price actually paid or payable for the goods when sold for exportation to the US. Excludes: international freight, insurance, and other charges (e.g. Import Customs Duties), that the buyer makes to the seller, when segregated in the invoice
<b>Tax ID Number of the US Consignee</b>	For Formal Entries ONLY. Employer Identification Number (EIN) for organizations, Social Security Number (SSN) for individuals, Customs Assigned Importer Number (CAIN) for foreign importers
<b>Manufacturer ID (MID)</b>	All shipments need a MID. For <i>Textiles</i> MID and manufacturer details are required and to be provided by the shipper

**This information shall be provided when creating the shipment via the DHL Electronic Shipping solutions/integrations**



# TURNING REGULATION INTO OPPORTUNITY

DHL Express' service offering



**DHL**

# DHL Group is your trusted advisor supporting you through recent U.S. tariff changes

## DHL Group offering



### Break Bulk Solution

Consolidated parcel shipping to enable simplified and cost-efficient clearance



### Customs Services

Customs process management ensuring smooth shipment clearance



### De Minimis Strategy

Awareness for De Minimis elimination and the impact on shipments



### Tariff Classification

Products classification support with new tariff regulations



### Local Warehousing

Local warehousing (incl. bonded warehouses) to enable inventory build-up & local-to-local models

 Additional tailored logistics solutions from Express solutions to Freight Forwarding and warehousing solutions

# Highlight 1: Tariff Classification and De Minimis Strategy

## MyGlobal Trade Services

### U.S. CUSTOMS SOUNDS COMPLEX?

### MyGTS GOT YOU COVERED!



What is the **Harmonized System (HS) code** for the item I'm shipping?

#### Harmonized System Codes (HS)

Use keywords or the code directory to search for your item's tariff codes



What's the **total landed cost** (including duties & taxes) of my shipments?

#### Landed Cost Estimation

Calculate the total cost of customs and trade to optimize pricing decisions



What do I need to get my **goods cleared**?

#### Customs Requirements

Understand the export and import requirements of your shipping needs



Which is the relevant **information & documentation** I need?

#### Customs & Trade Documents

Retrieve the customs regulated documentations to clear your goods



How can I **pre-plan** my valuable shipments?

#### Your own pre-shipment plan

Pre plan your shipment journey upfront one-by-one or in bulk

# Highlight 2: Break Bulk Express (BBX)

Consolidate parcel shipments to enable simplified and cost-efficient clearance

## BBX

### Break Bulk Express - TDI only

Multiple (baby) shipments to be consolidated into a single (mother) shipment for single customs clearance in a customs union or country.



*Consolidated mother shipment from shipper*

*Physical deconsolidation of mother shipment to baby shipments after customs clearance of mother shipment*

## LBX

### Loose Bulk Express – TDI only

Consolidated Export & Import clearance in a customs union or country, without any physical consolidation by the shipper.



*Individual loose pieces attached with one Transport Label where Piece ID is linked to mother shipment*

*No physical deconsolidation required after customs clearance where Piece ID is linked to baby shipment*

## Key Takeaways

**With no de-minimis levels, clearance cost per shipment is increasing.**

BBX can support the reduction of the total clearance cost per shipment thanks to consolidated clearance.

Import duty tax collected from a single Importer of Record instead of multiple receivers reducing admin costs

End-to-end service provided by DHL Express.

### Service Requirements

- Shipper designates an IOR at destination (Power of Attorney required)
- Shipper must identify a US ultimate consignee
- Special shipping system required (BBX enabled)

# Highlight 3: DFN – DHL Fulfillment Network

A globally standardized fulfillment service for both B2C and B2B

## What is DFN?

DHL Fulfillment Network is a single **globally standardized** on-demand fulfillment network that offers a **pre-integrated plug and play** solution.

### It also offers:

- **Standardized multi-user fulfillment** (B2C/B2B) and a long list of VAS
- **Carrier agnostic** last-mile delivery and integrated returns
- **Scalable pay-per-order commercials** and volume-based rate cards
- **Integrated pricing** and standard contracting
- A **fast-onboarding** time of 3-6 weeks

## Why consider domestic fulfillment in the US?

### Utilizing the DSC network and infrastructure enables you to:

- ✓ **Reduce your delivery costs** significantly, by changing from cross-border to domestic delivery
- ✓ Achieve **faster delivery** to your customers
- ✓ Enable **simplified returns** management with reduced costs
- ✓ **Make your supply chain immune** to any 2C import regulations or costs



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## Frequently Asked Question

# Will DHL Express have enough (Customs) capacity to deal with the additional volume, now De Minimis will go away?

- **We are not expecting delays** - especially if customers are providing correct and complete commercial invoice data (detailed descriptions at line level, valid HTS codes, and Country-Of-Origin)
- **We do not anticipate any major delays in clearance** as we'll still be able to process shipments under \$2500 as low value (informal clearance) which requires less manual intervention and effort.



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# POSTAL SHIPPING vs. EXPRESS SHIPPING

NAVIGATING THE END OF U.S.  
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# The change in regulation considerably impacts international postal services and businesses using those services

Keep providing an excellent Customer Experience in the U.S. market by utilizing Express

Aspect	Express	Postal Services
<b>Speed to Customers</b>	2–3 business days	1–3 weeks
<b>Customer Satisfaction</b>	Fast, reliable deliveries boost reviews & repeat sales	Long waits can cause complaints and lost customer
<b>Customs Handling</b>	Expert handling of US customs, faster clearance	<b>Potential delays at customs</b> until capacity and processes are established to support the new clearance regime.
<b>Tracking, Transparency &amp; Security</b>	Full end-to-end visibility, proactive updates. High security and shipment protection	Limited tracking, often no visibility after departure. Lower security.
<b>Customs, Import Duties and Taxes</b>	Informal/Formal entry processing + duty/tax applied immediately, subject to the IEEPA reciprocal tariff rates, determined by the country of manufacture of the products.	All shipments sent to the U.S. through the international postal network subject to the IEEPA reciprocal tariff rates or a <b>flat fee per package, ranging from \$80 to \$200</b> , which applies regardless of the product's value, also determined by the country of manufacturing.

**IMPORTANT: WHEN POSTAL OPERATORS CHOOSE TO APPLY A FLAT FEE PER PACKAGE (RANGING FROM \$80 TO \$200), SHIPPERS RISK OVERPAYING.**

While express carriers calculate duties and taxes precisely according to IEEPA reciprocal tariff rates and the product's country of manufacture. Ensuring fair, transparent costs and often resulting significant cost savings.



# POWER UP YOUR POTENTIAL

Regulatory Changes can be a risk and an opportunity.  
A Risk if unprepared, but it can be a significant opportunity to  
gain market share by adapting faster than your competitors.





# Strategic Options for Businesses: Preserve U.S. Sales

## YOUR CHECK-LIST



### Recalculate landed costs & adjust pricing

Account for new tariffs and duties in your margins and ensure transparent customer pricing.



### Communicate transparently with your customers

Inform customers in advance about possible duties and higher costs



### Partner with the right Logistics and trade experts

Partner with Logistics companies, Customs brokers, consultants, and capable 3PLs  
Upgrade compliance processes & systems – Ensure correct HS codes and integrate automated duty calculation tools.



### Give your customers the option to pay import duties and taxes at checkout

Include them in your shipping charges  
Let your Customers **track** their orders from your website and offer pro-active **delivery notifications** and changes in delivery options



### Plan for peak season timing & congestion risks

As the Aug. 29 change occurs just before the U.S. holiday shipping surge, advisors warn to ship inventory earlier and anticipate customs bottlenecks in late August and September.



### Re-assess your supply chain into the US

Shift fulfillment to U.S. or near-shore hubs (Avoid paying duties per order by importing in bulk, clearing customs once, and shipping domestically)  
Change supply chain from direct-to-consumer (DTC) to bulk consolidation



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# Power Up Your Potential

Your next growth markets might be in **Europe**, **Asia**, or the **Middle East**

## Why Now Is the Moment to Expand Abroad:

### ▪ Rebalance Risk & Reward

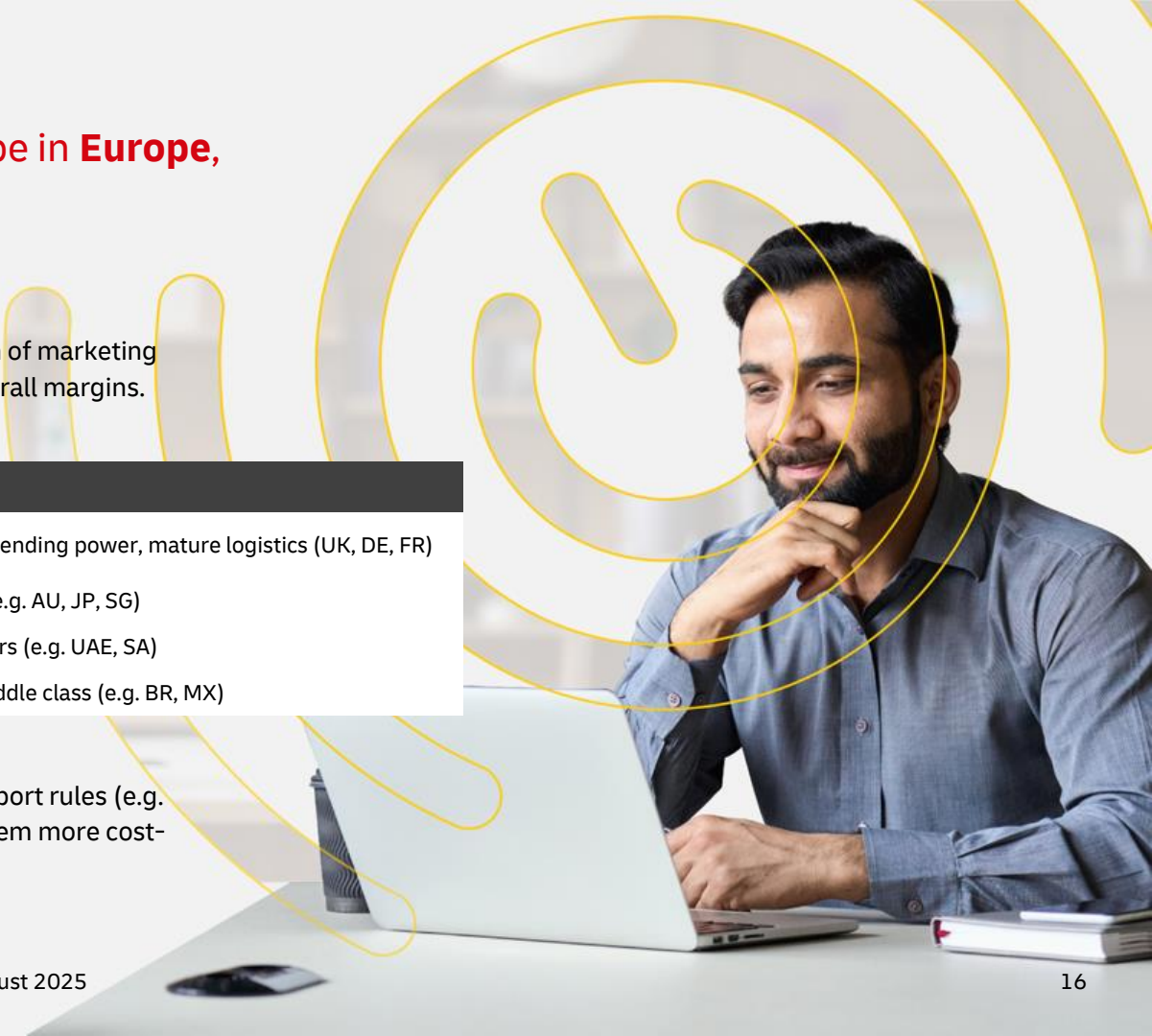
As your U.S. shipping costs rise, shifting a portion of marketing and fulfillment to other markets can improve overall margins.

### High-Growth Alternative Markets:

Region	Why It's Attractive
Europe	Large online population, high spending power, mature logistics (UK, DE, FR)
APAC	Fastest-growing e-commerce (e.g. AU, JP, SG)
Middle East	Young, affluent digital consumers (e.g. UAE, SA)
Latin America	Mobile-first shoppers, rising middle class (e.g. BR, MX)

### ▪ Lower Entry Barriers

Many of these markets still enjoy streamlined import rules (e.g. EU's IOSS for shipments under €150), making them more cost-effective than post-de minimis U.S. shipments.



# Power Up Your Potential

## Markets to Pivot Towards

### Featured Markets & Advantages *(in random order)*

- ✓ **Canada** High consumer trust, similar tastes to U.S., English-speaking
- ✓ **United Kingdom** Mature cross-border e-commerce, savvy shoppers, English-speaking
- ✓ **Germany** Europe's largest economy, stable regulatory environment
- ✓ **France** Strong appetite for foreign goods
- ✓ **Australia** English-speaking, high average order value
- ✓ **Japan** Tech-savvy consumers with an affinity for quality
- ✓ **Singapore** Strategic hub into Southeast Asia
- ✓ **Brazil** Fast-growing Latin American e-commerce powerhouse
- ✓ **Saudi Arabia & UAE** Strong economy, youthful populations with growing digital demand

**E-Commerce Consultants reinforce these markets as valuable targets, especially when U.S. access becomes more expensive post-de minimis removal**

# **Conclusion** - Turning disruption into strategic advantage and turning regulation change into opportunity

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The U.S. de-minimis removal represents a disruptive inflection: it raises friction for low-value cross-border shipping but also creates an impetus for companies to professionalize cross-border operations, improve customer experience, and diversify markets.

Businesses that act quickly to (a) enhance U.S. shipping strategy and DDP options, (b) automate customs/tax processes, and (c) pilot targeted expansion into attractive markets will be best positioned to protect near-term revenue and **unlock higher-quality, more sustainable global growth!**



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# THANK YOU



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The DHL logo, featuring the letters 'DHL' in a bold, italicized, sans-serif font. The letters are white with a red outline and are set against a yellow background. The logo is positioned in the bottom right corner of the advertisement.