

The regulatory pressure isn't slowing down.

Nordic Customer Day · May 2026

Here's how we're keeping you ahead of it.

Martin Meacock | Product Manager



DESCARTES™

Agenda

01

Regulatory Changes

EUDR · CBAM · CCI · e-Commerce · Country Dates · EU Data Hub

02

Product Coverage

Functional Scope · EMEA Footprint · Strategic Applications

03

Roadmap

Now · Next · Later — Reducing customer effort & increasing compliance confidence

04

Product Operating Model

How We Build · Product vs Project · Ideas Portal

EU Regulatory Overview

EUDR

30 Dec 2026

EU Deforestation Regulation

- Valid DDS reference required on customs declaration — no DDS, no clearance
- Applies to: cattle, cocoa, coffee, palm oil, soya, wood, rubber + derived products
- New commodity codes & data fields added to import declarations
- Large operators: 30 Dec 2026 | SMEs: 30 Jun 2027

CBAM

1 Jan 2026

Carbon Border Adjustment Mechanism

- New TARIC Y-type document codes required on customs declarations from 1 Jan 2026
- Must be registered as CBAM Authorised Declarant to import covered goods
- Covers: cement, steel, aluminium, fertilisers, electricity, hydrogen
- Application deadline for transitional authorisation: 31 Mar 2026

CCI

Expanding 2025–26

Centralised Clearance for Imports

- Lodge customs declaration in home member state; goods presented elsewhere
- 12 EU member states live incl. Sweden (Oct 2025) — NL completing Jul 2026
- Requires AEO (Authorised Economic Operator) authorisation
- Reduces admin: single point of contact with Supervising Customs Office

e-COM

1 Jul 2026

e-Commerce Customs Duty Reform

- €150 customs duty exemption removed from 1 July 2026
- Interim €3 flat-rate duty per low-value parcel (< €150) — major surge in declarations
- Product designation / references as Supporting document
- VAT via IOSS still required | Union handling fee: Nov 2026
- Permanent solution: EU Customs Data Hub (target 2028)

Sweden – Key Regulatory Dates

Jun 2025

Centralised Clearance (Phase 1)

Standard declarations centralised at Tullverket. Reduces multi-country filings.

Nov 2025

NCTS Release 6 implemented

Transit safety/security data now submitted via ICS2, not NCTS.

Q2 2026

Exit EXPI and EXTI and Query Ask API; EXS.

Additional Messaging to support process at Office of Export and Exit.

1 Jan 2026

CBAM Definitive Phase

Sweden importers of CBAM goods must purchase & surrender certificates.

Sep 2025

ICS2 fully live in Sweden

Import Control System 2 mandatory. Pre-loading/pre-arrival safety data required.

Early 2026

TS Deviation

Current email notification of deviations in Temporary Storage replaced by Dedicated EDI message.

Sep 2026

Centralised Clearance (Phase 2)

Simplified and supplementary declarations + EIDR for imports.

30 Dec 2026

EUDR Application Date

Swedish operators importing deforestation-risk goods must have due diligence in place.

Denmark – Key Regulatory Dates

1 Jan 2026

CBAM Definitive Phase

Danish importers of covered goods must purchase & surrender CBAM certificates annually.

30 Sep 2026

CBAM Annual Declaration Deadline

New deadline: 30 September (moved from 31 May) for annual CBAM declarations covering 2025 data.

30 Jun 2027

EUDR Application (SMEs)

Small and medium operators get an additional 6 months. Due diligence systems must be operational.

2026 Ongoing

DMS & Temporary Storage (G3G4 / VREG)

Manifest and G3G4 Process, VRG Writeoff, Transfer (G5) plus Application at Time of Import and Bill of Discharge processes.

Jan 2026

CBAM: New Exemption Threshold

Importers of ≤50 tonnes net mass per year of CBAM goods are exempt from certificate requirements.

30 Dec 2026

EUDR Application (Large Operators)

Danish large operators importing deforestation-risk commodities must complete due diligence.

1 Jul 2026

e-Commerce: €150 Threshold Removed

Flat €3 duty per parcel under €150. Major impact on B2C e-commerce importers into DK.

2026 Ongoing

CCI & ICS2 Rollout

SKAT continuing ICS2 rollout. CCI expanding — AEOs can now lodge declarations centrally.

Norway – Digitoll & Future Customs Platform

Digitoll – Implementation Phases

1

September 15, 2026

Phase 1: Digital Reporting Mandatory

Digital transport & goods information must be submitted to Tolletaten digitally. Covers all import modes.

2

March 1, 2027

Phase 2a: Full Digital Notification

Digital notification and disclosure obligatory for all.

3

1 Mar 2027

Phase 2b: Pre-arrival Declarations

All declarations must be lodged before the border. Direct transport scheme discontinued.

4

Beyond 2027

Future: Digitoll Exports and New Customs IT Platform

Tolletaten is developing a next-generation customs platform. Digitoll is the foundation for further automation.

Key Facts

Norway is not EU but follows similar customs reform goals, Digitoll similar but not identical to EU Temporary Storage and Presentation requirements.

 Traffic light system: green approval required BEFORE goods can cross border.

 Low-value e-commerce (VOEC) included — no exemption in Digitoll.

 **Non-compliance: fines up to 50% of goods value + delays**

 All import modes covered: road, rail, air, sea. Structure Transport / Master Consignment / House Consignment

Source: Tolletaten (toll.no)

EU Customs Reform, Data Hub & EUCA

Greatest reform of EU customs since 1968 — agreed March 2026 | Data Hub & Authority both based in Lille, France

2028

**e-Commerce
Data Hub**

1 Jul 2028: Single hub live for e-commerce

2031

**Single Window
All Customs**

Dec 2031: Full single digital portal

2034

**Full
Rollout**

1 Mar 2034: All goods and all operators

EU Customs Authority (EUCA)

Lille, France

Agreed 25 March 2026

- New EU decentralised agency: coordinates 27 national customs administrations
- ~250 staff | Expected operational: 2028
- Lille chosen over Rome, The Hague, Warsaw in 4 rounds of voting
- EUCA will oversee Data Hub operations and risk-based enforcement
- Transforms customs from national to true EU-level governance

What this means for importers & brokers:

Single submission:

One portal replaces up to 27 national customs authorities. File once, valid EU-wide.

e-Commerce surge now:

€3 interim duty from Jul 2026 potentially massively increases parcel-level declaration volumes — until the hub goes live.

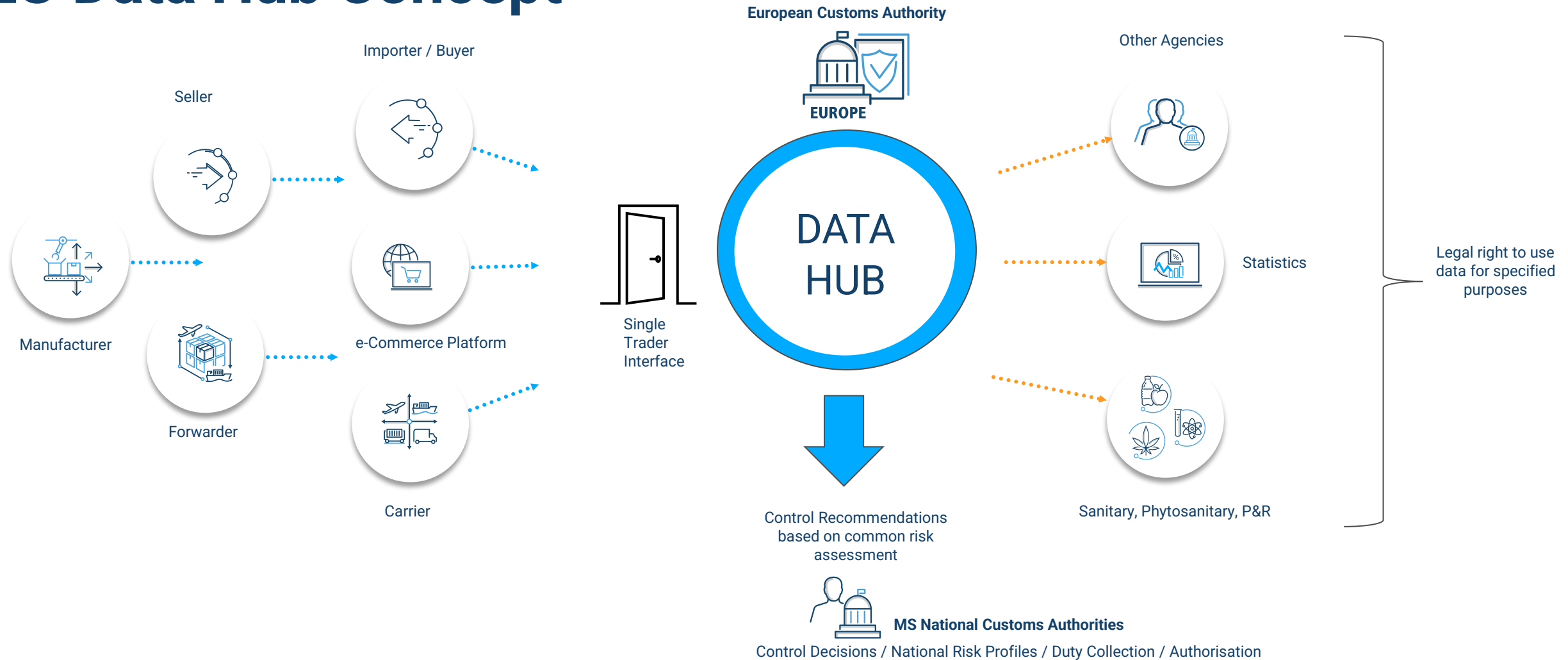
Product safety scope:

Data Hub enforces product regulations, not just duties — a fundamental expansion of customs's role.

Trusted trader benefit:

AEOs and trusted operators benefit from simplified flows and faster clearance under the new framework.

EU Data Hub Concept



A trade user view: EU Vision

Traders

- Give data to one Hub, one time, instead of many systems many times.
- New kinds of data.
- One window for EU customs.
- Choose best fit for exchange

SMEs



Large filers



Trusted traders

Push, pull, AI...

Market Surveillance & Other Enforcement Authorities

Administrative collaboration

EU Customs Authority

Builds the service apps and interoperability.
Connects you to customs
Manages security, data protection, confidentiality.
Ensures single EU process

Member States

Operational decisions, supervision, controls.
Trade relationships.
Multi-agency co-operation on compliance.
With a full supply chain view and a uniform EU process.

Data Hub

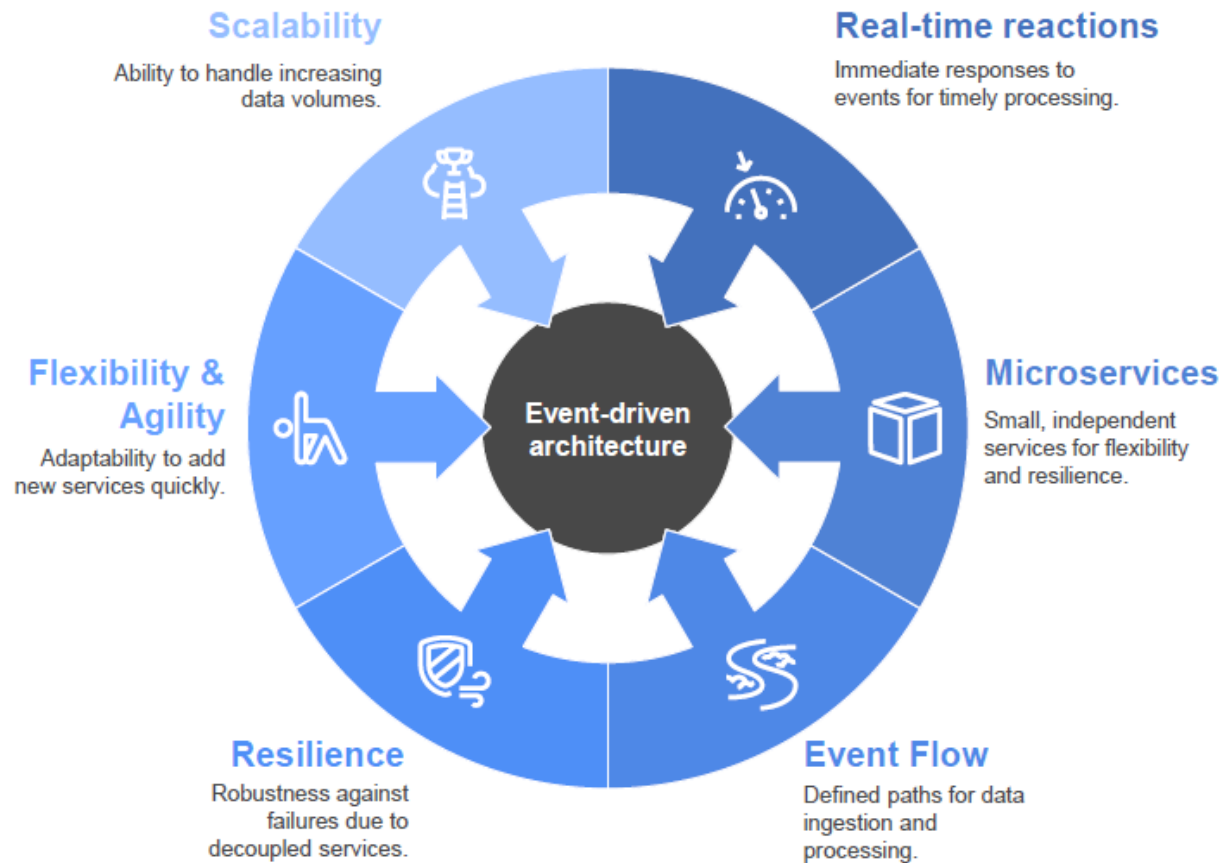
Single EU instance of **simpler** processes

Accounts - manage your customs business and duties, configure your privileges

Single Window integration (re-use data to minimise burden across policies)

See your EU supply chain - control who does what with your goods and status.

Event-Driven Architecture for the EU Customs Data Hub



What it is

- Real-time reactions to events (e.g. sales transaction, consignment registered, arrival at border)
- Microservices respond to events - no monolithic systems
- Event flow defines when & how data is ingested and processed

Benefits

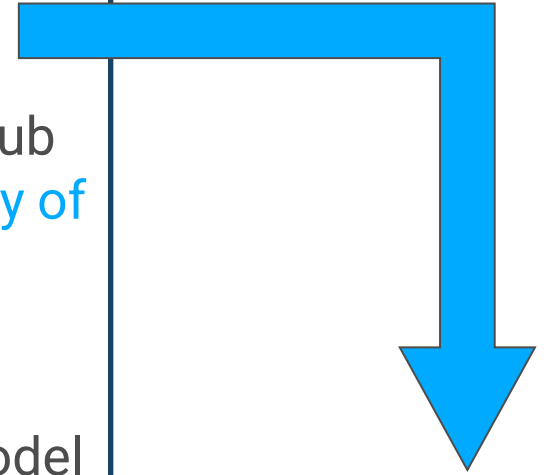
- Real-time processing by default
- Resilience: small, decoupled services
- Flexibility & agility to add new services
- Scalability by design

Challenges

- Higher technical complexity "under the hood"
- Managing data:
 - Quality (incomplete, inconsistent, fraudulent data)
 - Rights (who provides, sees or modifies data)

Death of the Customs Declaration ?

- Concept of 'declarant' replaced by importer/exporter/holder of transit procedure. Can still be direct and indirect representation.
- Information to place goods still required = provision of data via the Data Hub
- Acceptance of customs declarations replaced by 'notification of availability of the goods at the place of release'
- Transitional period until the completion of Data Hub in 2034
- Minimum data requirements in the Code for release for free circulation
Detailed list of data in Delegated Act → Reference to EU Customs Data Model [Article 36]



- Role: Importer**
Obligations:
1. Provide/keep/make available to customs before the release of the goods all the info required for customs procedures or temporary storage, or to discharge outward processing
 2. Ensure payment of customs duties and other charges
 3. Ensure that goods entering the EU comply with the relevant other legislation applied by the customs + provide/keep/make available records of such compliance
 4. Fulfil other obligations established in customs legislation
 5. Notify customs of any info on suspicious movements or unauthorised handling of goods that they are aware of

Now, Next & Later

Roadmap

Descartes European Customs

Descartes European Customs covers the full customs lifecycle — from security filings through to duty management and excise



Global Security Filings incl ICS2 and GB S&S



Import & Export Declarations and Compliance



Arrival at Exit, Exit Manifest & Confirmation



Transit (NCTS) / Excise (EMCS)



Temporary Storage



Customs Warehousing & Duty Mgmt



Excise Warehousing



Product Classification (GTI)

European Customs Applications: 2500 Customers over 5 applications

GSF
Global Security & Border
Filings

e-Customs
Pan European

Thyme
Pan European

GCT
Pan European

Customs4
Pan European

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AI at Descartes

Descartes is embedding AI across its entire Global Logistics Network



Intelligent Screening

- AI-driven denied party screening
- False positives reduced to fractions of a percent
- Significant efficiency gains for high-volume orgs
- Continuous model improvement with new watch lists



AI Classification (GTI)

- HS classification AI led by Global Trade Intelligence (GTI)
- Real-time suggestions — faster lookups, greater accuracy
- Consistent decisions across import & export
- GTI classification integrated into GCT workflows



Document Automation

- Converts structured & unstructured trade docs
- Auto-populates customs & security filings
- Reduces manual data entry and errors
- Supports invoices, packing lists, certificates



Agentic Analytics

- Natural language queries on trade data
- Identify patterns, trends and anomalies
- No SQL or specialist knowledge required
- Act on insights directly within the platform



Transport AI Agents

- Automates driver engagement & tracking
- Arrival/departure + POD confirmation
- Exception-based automated outreach
- Helps meet customer-mandated KPIs



Global Network Intelligence

- Powered by Descartes Global Logistics Network
- Real-time trusted data from 29,000+ customers
- AI learns from network-wide trade patterns
- Continuously updated with regulatory changes

Descartes European Customs AI Roadmap

Using AI to reduce customer effort, increase compliance confidence, and scale insight across CRC

NOW



Intelligent Document Management (IDM)

AI data extraction from trade documents — invoices, packing lists, certificates. Currently piloting with e-Customs & Thyme; next phase: GCT & GSF.



AI-Driven Knowledge Base

Intelligent knowledge base for customs guidance. Piloting with e-Customs. Rolling out to Thyme, GCT, Customs4 and GSF.

NEXT



Reporting, Analysis & Monitoring

Analytics foundation — automated performance dashboards, trend analysis, and anomaly detection across your customs data. [Technical foundation phase]



AI Assisted Declaration Completion

Proactive AI guidance during declaration entry. Surfaces the right data, catches potential errors, and suggests correct submissions before filing.

LATER



AI Assisted Audit Controls

Automated post-clearance audit support. AI identifies discrepancies, flags patterns, and reduces manual audit effort for compliance teams.



Predict Compliance Risks & Errors

Machine learning models predict compliance risks and declaration errors before filing. Piloting with GSF (US AIR / ACAS). Proactive, not reactive.

** AI planning only — does not represent Legal, Technical or other Strategic Initiatives*

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Descartes GCT™ Roadmap: Now, Next, Later

To provide a compliant solution for multicounty customs operations that enables enterprise level organisations to operate efficiently through higher levels of integration and automation.

Now	Next		Later	
Legal Compliance  DK DMS Continuing to add functionality to support DMS TS and additional functionality	Productivity  AI integration Incorporate AI tools to improve user efficiency and accuracy	Legal Compliance  CCI To enable our users to benefit form Centralized Clearance	Technical  Monitoring To allow us better serve our users with better monitoring and recording to measure performance , success, make data driven decisions and improve billing efficiency	Legal Compliance  EU Customs Reform / Data Hub
Legal Compliance  SE Customs Exit Changes To enable Customers to advise and be advised of intended movements at Office of Exit	Legal Compliance  E-Commerce Reform Changes needed to support removal of de minimis limits	Legal Compliance  Mandatory Legal Changes ATLAS Zelos SE Customs Re-Export / EXS DK Movement and Closure Messaging	Legal Compliance  Mandatory Legal Changes - Norway Digitoll (Disclosure & Notification) Exports Norway Future Customs Processing	
Legal Compliance  NO Digitoll Support Customers in recent Digitoll Changes specifically Master Transport Level,	Productivity  Master Product Data Improve the way GCT Manages and holds Product Master Data and Tariff Data to standardize, make more user self sufficient and CCI / CCE ready	Productivity  More Self Service Capabilities Look to improve the way users can self serve to a greater extent with the need for Support or PS engagement	Legal Compliance  SE Customs Warehousing To remain compliant with Swedish Customs regulations	

Disclaimer:
The Roadmap is subject to change at any time at the sole discretion of Descartes, which may include the addition or deletion of certain items from the Roadmap, changes in the scope or expected functionality of certain items, or changes in the projected timeline for completion of such items. Nothing contained in this presentation should be interpreted as a commitment, promise, or other binding obligation in respect of any portion of the Roadmap or the projected timing under the Roadmap. Descartes undertakes no obligation to communicate any changes in its Roadmap at any time.

Descartes GCT™ TA (Transport Administration) Roadmap

To deliver a seamless, compliant multi-carrier road freight and parcel shipping platform tailored for the Nordic market.

Now

Carrier Compliance



Carrier compliance updates

e.g. labels, carrier services, validations, etc., to keep shipping seamlessly

Performance



Business Logic

Modernization of the business logic in the shipment module, to streamline performance and align with Customs functionalities (completed)

Operational Improvements



Track & Trace

Improved track & trace functionality (completed)



Ongoing

Completed

Completed

- DHL Sweden updates 5.24, 5.25, DHL Norway 2.3
- Postnord changes May 2026 (Customs data)
- Price API Postnord
- Schenker Sweden: parcel cross border, AGI 8.0, 9.0
- Bring Parcel changes
- XL label
- DSV routing updates
- Schenker Norway (terminal codes)

Next

Operational Improvements



Enhancements freight charge calculation

Compliance



Additional dangerous goods functionality

extra units for volumes, net explosive weight, radio activity

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Product Operating Model & Ideas

How We Build · How You Influence It



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Product Operating Model & Ideas Portal

How We Build at Descartes



Customer Discovery

Deep research with customers, account teams and market data to identify real problems worth solving. Avoiding the build trap and being just a feature factory.

2

Prioritisation

Ideas ranked by impact, frequency, strategic fit and regulatory urgency — legal deadlines are always fast-tracked.

3

Roadmap Planning

Monthly planning cycles. Regulatory demand (EU UCC, Digitoll, ICS2 etc.) has consistently absorbed significant capacity — affecting the pace of discretionary improvements.

4

Continuous Delivery

GCT releases roughly monthly, pausing over summer and Christmas periods. Features ship as they are ready.

5

Feedback & Iteration

Post-launch validation. Customer feedback — especially via the Ideas Portal — shapes the next planning cycle.

The Ideas Portal

Your Direct Line to Product Management

Submit ideas via the customer portal

Vote & comment on ideas submitted by other customers

Track progress as ideas move from 'Needs Review'

All ideas reviewed by the Product Management weekly

Using the Ideas Portal

The global Descartes Ideas Portal is here: <https://descartes.ideas.aha.io/ideas>

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Sign up for Ideas Portal

Email address

First name

Last name

☐ Check here if you would like to receive news and updates from Descartes about our products and services.

Register

You agree to our [Terms of service](#) by using the ideas portal. The application may send you email updates on ideas you have submitted. You can opt-out from the emails at any time. Read our [Privacy policy](#) to learn more.

Already registered? [Sign in](#)

The Descartes Ideas Portal

Add New Ideas

Vote for Good Ideas

Transparent Status

Comment on Ideas

The screenshot displays the Descartes Ideas Portal interface. At the top, there's a search bar and a '+ ADD A NEW IDEA' button. Below this, a sidebar on the left lists categories like 'RPA Message...', 'Customs & Regulatory Compliance', 'Ecommerce, Shipping & Fulfillment', 'Global Trade Intelligence', 'Routing, Mobile & Telematics', and 'Transportation Management'. The main area shows a list of ideas, each with a 'VOTE' button and a 'Needs review' status. The ideas listed include: 'GCT does not show Roman numerals in pack group i GCT screen', 'Customer using dangerous goods - show ADR, DGR, IMA and Cold Sensitive statuses in GCT Order screen', 'Stats Qty Dump', 'Suggest EMAIL and PDF reports generated from RPS Results contain the same data / Info', and 'Android Sales Order Printing'. Each idea also shows the number of votes and the user who submitted it.

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Add Idea – Choose Product

[← Back to all ideas](#)

Add idea

Choose a Descartes solution for this idea Required

Broker & Forwarder Enterprise Systems

- Descartes Air ACE™ (Editrade Air Manifest)
- Descartes BoxTop™
- Descartes Canadian Customs Brokerage™ (ITMR4)
- Descartes Editrade™ Customs Link
- Descartes ForwarderLogic™
- Descartes NetCHB™
- Descartes OneView™ Forwarder Enterprise
- Descartes Questaweb™
- Descartes Rate Builder™
- Descartes Shipment Portal™
- Descartes Visual Compliance™ Importer

Customs & Regulatory Compliance

- Descartes Customs 4X™
- Descartes eCustoms™
- Descartes Global Customs & Transport (GCT)™
- Descartes Global Security Filing™
- Descartes Thyme™
- Descartes Viatrade™

Ecommerce Shipping & Fulfillment

- Descartes OzLink™ for UPS
- Descartes OzLink™ Mobile Warehouse

[← Back to all ideas](#)

Add idea

Choose a Descartes solution for this idea Required

Descartes Route Planner™ LTUO

Descartes Route Planner™ On-demand

Descartes ShipTrack™

Descartes SmartCompliance™

Descartes Telematics and Compliance™

Descartes WGLN™

Descartes WinRoute™

Transportation Management

- Descartes 3G TMS™
- Descartes Aljex™
- Descartes Carrier Portal™
- Descartes Dock Appointment Scheduling & Yard Management™
- Descartes Global Customs and Transport TLA™
- Descartes MacroPoint™ (capacity matching)
- Descartes MacroPoint™ (visibility)
- Descartes MyCarrierPortal
- Descartes Reporting Services™
- Descartes Supplier Portal™
- Descartes Transportation Manager™
- Descartes Transportation Manager™ BT
- Descartes Transportation Manager™ ID (TM-ID)
- Descartes Visibility & Event Management™

Add Idea - Details

[← Back to all ideas](#)

Add idea

Choose a Descartes solution for this idea

Descartes Global Customs & Transport (GCT)™

Your idea Required

One sentence summary of the idea



Any similar ideas will appear here when you start typing. Consider voting for them before you create a new idea.

Please add more details

Paragraph ▼ B I U A ▼ ≡ ▼ ☺ + ▼

What is it you can't do? Describe the problem!

How are you doing it today? Is there a workaround for the missing functionality?

What impact would it make? How often/when would you use the functionality?

How do you think it should work?

 Attach files

Include these four elements when submitting an idea in Aha! to help Product Management understand, evaluate, and prioritise it effectively.



1 • Jobs To Be Done

Describe the underlying job you are trying to accomplish — not a feature request, but the outcome you need. What are you really trying to get done?



2 • Problem to Solve

Clearly articulate the pain point, gap, or friction in today's experience. What is broken, missing, or inefficient that this idea would fix?



3 • Who Is Impacted

Tell us who is affected - is it just you, your wider team, or others in your industry too?



4 • Expected Outcome

Define what success looks like. What changes for you if this is built? How would you measure whether the problem is solved?

What makes a great idea submission?



Describe the problem, not the solution



Quantify the business impact (time, cost, risk)



Reference the regulatory driver if applicable



Get colleagues to vote — more votes = higher scoring

Thank You

Questions & Discussion



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UNITING THE PEOPLE & TECHNOLOGY THAT MOVE THE WORLD