Take the “Sturm und Drang” out of exports to Germany.

Europe's largest economy and the fourth-largest in the world according to GDP, Germany is an economic powerhouse. And as a founding member of the European Union (EU), the country plays a vital role in the political might of the EU. Its influence on the world stage can't be overestimated.

As the sixth-largest export market for U.S. goods, Germany is also a country full of opportunities for those ready to dream big. But doing business in another country can create stress and turmoil (“Sturm und Drang”) with paperwork, customs and compliance issues — knowing what’s “verboten” and what's not. Working with a partner who's done it before can simplify everything. Enter UPS. We've been helping facilitate trade into and through Germany for more than 40 years.

We saw the strategic advantage of Germany long ago, and operate our European air hub from the Cologne Bonn Airport. Combine that with our status as one of the world's largest customs brokers, a workforce fluent in international supply chains, and the technology to keep everything operating seamlessly, and we can have you expanding into Germany in no time.

Let this guide be your playbook for helping to simplify your shipping to Germany. Find all the information, tips and tools you need to take advantage of the opportunities available to you. And we'll be right there with you to help. We take German poet Johann Wolfgang von Goethe's advice to heart — “Dream no small dreams.” With UPS by your side, you can dream as big as you want.

**Country Facts**

- **Capital:** Berlin
- **Population:** 80,722,792 (July 2016 est.)
- **Area:** 357,022 km² (137,847 mi²)
- **Language:** German (Official minority languages: Danish, Frisian, Sorbian and Romany; Regional languages recognized by the European Charter for Regional or Minority Languages include Low German, Danish, North Frisian, Sater Frisian, Lower Sorbian, Upper Sorbian and Romany)

**Economy**

- **Currency:** Euro
- **GDP (2016 est.):** Purchasing Power Parity: $3.979 trillion in U.S. dollars
- **Exports:** $1.285 trillion (2016 est.)
- **Imports:** $987.6 billion (2016 est.)
- **Major Industries:** Motor vehicles, machinery, chemicals, computer and electronic products, electrical equipment, pharmaceuticals, metals, transport equipment, foodstuffs, textiles, rubber and plastic products
- **Country Facts Source:** CIA World Factbook

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We get that whole punctuality thing. It may sound like a cliché, but punctuality is an asset that Germans value. We get that. That's got to be a big reason for the "Autobahn," right? We've built our reputation on reliable, on-time delivery, and we work every day to make sure that doesn't change whether your shipment is to arrive next day or next week. Our many service options not only keep you on budget and on schedule, but we also complement those with innovative tracking and billing capabilities, as well as value-added services to handle practically anything you need for practically anything you ship, package or freight.

### UPS® Export to Germany (as of May 2016)

#### Business Days from the Continental U.S.

<table>
<thead>
<tr>
<th>Transit Times to Major Cities</th>
<th>UPS Worldwide Express Plus®</th>
<th>UPS Worldwide Express®</th>
<th>UPS Worldwide Saver®</th>
<th>UPS Worldwide Expedited®</th>
</tr>
</thead>
<tbody>
<tr>
<td>To Metropolitan Areas in</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Berlin</td>
<td>2 days — 9:00 a.m.</td>
<td>2 days — 10:30 a.m.</td>
<td>2 days — end of day</td>
<td>3-4 days</td>
</tr>
<tr>
<td>Cologne</td>
<td>2 days — 9:00 a.m.</td>
<td>2 days — 10:30 a.m.</td>
<td>2 days — end of day</td>
<td>3-4 days</td>
</tr>
<tr>
<td>Frankfurt</td>
<td>2 days — 9:00 a.m.</td>
<td>2 days — 10:30 a.m.</td>
<td>2 days — end of day</td>
<td>3-4 days</td>
</tr>
<tr>
<td>Hamburg</td>
<td>2 days — 9:00 a.m.</td>
<td>2 days — 10:30 a.m.</td>
<td>2 days — end of day</td>
<td>3-4 days</td>
</tr>
<tr>
<td>Munich</td>
<td>2 days — 9:00 a.m.</td>
<td>2 days — 10:30 a.m.</td>
<td>2 days — end of day</td>
<td>3-4 days</td>
</tr>
</tbody>
</table>

**Note:** Time-in-transit is based on a 10 lb., $80 shipment on a Monday in May 2016. Delivery times shown are the earliest available; actual delivery commitments vary by several factors, including destination postal code, shipment value and shipment date. Please check ups.com for specific transit times, a complete list of cities and service availability. Expedited time in transit depends on origin city — for select Northeast cities, UPS Expedited TinT is 3 days. For the rest of the country, it is 4 days.

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### Calculating times and costs for your shipping needs here

UPS is one of the world’s largest customs brokers. Our expertise with Germany’s unique documentation and customs requirements helps ensure compliance, while reducing the chance of potential delays and extra fees. We offer 24/7 customs services with commodity and security inspections to facilitate smooth entry into the country and wheels-up clearance procedures that begin before our planes even land.

Learn more about all UPS Customs Brokerage Network options here.

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### UPS® Export Services to Germany

- UPS Worldwide Express®
- UPS Worldwide Express Freight®
- UPS Worldwide Saver®
- UPS Worldwide Expedited®

- Bill shipper
- Bill receiver
- Bill third party
- Split duty and VAT

- UPS Broker of Choice® — Onsite and Offsite
- Dangerous Goods/Biological Substances/Dry Ice
- UPS Import Control®
- UPS Paperless® Invoice
- UPS Proactive Response®
- UPS Returns® (four options)
- UPS Returns® Plus (RS1 and RS3)
- UPS Trade Direct®
- World Ease®
- Air Freight: UPS Air Freight Direct®, UPS Air Freight Consolidated®, Ocean Freight: Full Container (FCL), Less-Than-Container Load (LCL)

### UPS® Import Services from Germany

- UPS Worldwide Express Plus®
- UPS Worldwide Express NA1™
- UPS Worldwide Express®
- UPS Worldwide Saver®
- UPS Worldwide Expedited®

- Bill shipper
- Bill receiver
- Bill third party
- Split duty and VAT

- UPS Broker of Choice® — Onsite and Offsite
- Dangerous Goods/Biological Substances/Dry Ice
- UPS Import Control®
- UPS Paperless® Invoice
- UPS Proactive Response®
- UPS Returns® (four options)
- UPS Returns® Plus (RS1 and RS3)
- Saturday Delivery
- UPS Trade Direct
- World Ease®
- Carbon Neutral Shipping
- Declared Value
- UPS Returns® Plus (RS1 and RS3)
- Saturday Delivery
- UPS Trade Direct
- World Ease®
- Carbon Neutral Shipping
- Declared Value
- Air Freight: UPS Air Freight Direct®, UPS Air Freight Consolidated®, Ocean Freight: Full Container (FCL), Less-Than-Container Load (LCL)

**Only from select postal codes**
Precision has always been an attribute that Germans take pride in, whether designing and engineering some of the world’s most well-regarded automobiles and machinery or brewing their equally famous beers. Our more than 40 years in Germany have given us the experience to know the country and its industries — and how your business can best fit with theirs. We’ve also teamed with the U.S. Commercial Service (part of the International Trade Administration) to provide assistance in matching customers with your business. Because it’s the details — like the two dots over the “ü” (“Umlaut”) — that can be the difference in understanding where you’re doing business and being successful at it.

1. Schleswig-Holstein
   - Machinery
   - Electrical engineering
   - Maritime and shipbuilding: Home to Lübeck, Germany’s largest port on the Baltic Sea
   - Known for its confections and for being the “capital of marzipan”
   - Tourism
   - A majority of the land is used for agriculture

2. Mecklenburg-West Pomerania
   - The least populated of Germany’s states
   - A majority of the land is used for agriculture: Including grain, canola, potatoes
   - Fish processing
   - Food
   - Tourism: Beaches and lakes
   - Shipbuilding
   - Home to Germany’s second largest port (Rostock) on the Baltic Sea

3. Hamburg
   - City-state is Germany’s second largest city
   - Germany’s primary port, Hamburg is Europe’s second-largest container port
   - Civil aerospace
   - Oil refining
   - Shipbuilding and engineering

4. Bremen
   - City-state is the smallest German state; located within Lower Saxony, also includes the city of Bremerhaven
   - Ports in Bremen and Bremerhaven: Bremerhaven is one of the largest hubs for automobiles worldwide
   - Brewing: Home to Beck’s and Haake-Beck beers

5. Lower Saxony
   - Manufacturing: Including automotive (Volkswagen), plastics, tires, and parts for the world’s largest airplane, the A380
   - Shipbuilding: Including construction of the largest cruise ships in the world
   - Wind power
   - Biotechnology
   - Hannover hosts annual IT trade fair — largest in the world
   - Home of four major ports
   - Agriculture

6. Berlin
   - City-state located within the state of Brandenburg
   - Germany’s largest city
   - U.S. exports are vital to Berlin’s industries
   - Manufacturing: Including automotive and motorcycles (Daimler, BMW)
   - Pharmaceuticals and chemicals
   - Fashion
   - Tourism: Among top destinations for tourists and conventions
   - Media: Including film, television, radio and newspapers

7. North Rhine-Westphalia
   - Germany’s largest state by population
   - One of Europe’s largest concentrations of urban areas, including Aachen, Bonn, Cologne and Düsseldorf
   - Energy and mining: Rhine-Ruhr region is most important region for industry
   - Steel production: Region produces most of this metal in Germany
   - Biochemicals
   - High Tech
   - Agriculture: Including biofuels and biomass

8. Saxony-Anhalt
   - Chemicals
   - Food processing
   - Agriculture: Including biofuels and biomass

9. Brandenburg
   - Energy
   - Steel
   - Mechanical engineering
   - Biotechnology
   - Tourism: Serving mostly Germans, especially Berliners
   - Agriculture

10. Saarland
    - Smallest state in area
    - Iron and metal processing
    - Manufacturing: Including automotive
      - IT
      - Engineering
      - Mining
      - Porcelain

(Continued on following page.)

Sources:
http://www.nationsonline.org/oneworld/countries_germany.htm
http://www.bremenports.de/en/location/the-ports/bremerhaven
http://flyhahn.com/rhineland-palatinate/wine-growing-regions-rhineland-palatinate-germany.htm
http://www.bremenports.de/en/location/the-ports/bremerhaven
http://www.hafen-hamburg.de/
http://www.businesslocationcenter.de/Industry
http://www.britannica.com/place/Hessen
http://www.britannica.com/place/Lubeck
http://www.britannica.com/place/Thuringia
http://www.britannica.com/place/Bremen
http://www.britannica.com/place/Rhineland-Palatinate
http://www.britannica.com/place/Saxony
http://www.britannica.com/place/Baden-Wuerttemberg
http://www.britannica.com/place/North-Rhine-Westphalia
http://www.britannica.com/place/Saxony-Anhalt
http://www.britannica.com/place/Bavaria
http://www.britannica.com/place/Hamburg
http://www.britannica.com/place/Mecklenburg-West-Pomerania
http://www.britannica.com/place/Schleswig-Holstein
http://www.britannica.com/place/Brandenburg
http://www.britannica.com/place/Lower-Saxony
Crossing every “t,”
dotting every “Umlaut.”

11. Rhineland-Palatinate
- The center of German wine, producing 70 percent of the country’s output
- Tourism: The area is known for its mountains and rivers
- Chemicals

12. Hesse
- Finance: The European Union central bank is located in Frankfurt
- Automotive
- Pharmaceuticals and chemicals
- Publishing
- Agriculture
- Frankfurt hosts world’s largest trade show for consumer goods
- Tourism: Wiesbaden has a world-famous health resort

13. Thuringia
- Manufacturing: Including automotive and auto parts
- One of Germany’s most important areas for biotechnology, microelectronics, optics, medical equipment and pharmaceuticals

14. Saxony
- Manufacturing: Including automotive — producing 10 percent of Germany’s cars (BMW, Porsche, Volkswagen)
- Biotechnology
- High Tech: “Silicon Saxony” unites semiconductor, electronic and microsystem industries
- Nanotechnology
- Solar
- Agriculture

15. Baden-Wuerttemberg
- One of Germany’s most important areas for medical equipment and pharmaceuticals
- Manufacturing: Including automotive (Daimler and Porsche), appliances and printing presses
- Optics
- High Tech: Home to Europe’s largest software enterprise, SAP
- Fashion
- City of Baden-Baden has a world-renowned spa
- Agriculture: Including grains, hops, wine and fruit
- Tourism: The Black Forest

16. Bavaria
- Germany’s largest state by area
- Manufacturing: Including automotive (Audi, BMW) and sportswear (Adidas, Puma)
- Mechanical and electrical engineering
- Food: Including cheese, meat and beer
- Tourism: Munich hosts the annual Oktoberfest celebration; other attractions include the Bavarian Alps

Sources:
before you begin exporting to Germany, it helps to know more about the country than its rank as a U.S. trading partner and a list of its major industries. Knowing about trends and trade agreements can help you anticipate and capitalize on business opportunities before the chance passes you by. From the aging population’s effect on healthcare to growing online consumerism to tips for entering the German market, this is some of the information you need to make informed decisions about engaging in or expanding exports to Germany.

Sources:

By percentage of population making online purchases, Germany ranks second worldwide. With 74 percent of its population shopping online — just behind the UK at 77 percent — Germany is a force in online consumption. For those engaged in email marketing, however, beware of the strict laws that require consent for the receipt of marketing emails. The Certified Senders Alliance (CSA) has created guidelines for email marketing in Germany (as well as Switzerland and Austria) that outline what’s required regarding consent and opt out, as well as subject lines and legal notices. The CSA also maintains a white list of bulk mailers approved to send marketing material, centralizing approval by Internet Service Providers (ISPs), rather than requiring mailers to negotiate separately with individual ISPs. As e-commerce continues to grow, reaching potential customers by email may get more complicated.

Sources:

Sources:

Innovation and style. These are factors that German buyers are drawn to when purchasing U.S. goods. From computers and electronics to healthcare and automotive technology, quality sells. And with Internet usage growing in Germany, new multimedia, high-tech and service products will only gain in popularity. When backed by competitive prices and local support after the sale, these goods can help give U.S. companies an edge over German firms to speak the language consumers respond to. Of course, make sure you speak the language in a literal sense, too. Though approximately 70 percent of the population are English speakers, and doing business in English is usually not a problem, know your audience and when English or German is preferred.

Sources:

Visit ups.com/international or call UPS International Customer Service at 1-800-782-7892.
Though no longer enforced, Germany is still known for its “Reinheitsgebot,” and it is still adhered to by many. For nearly 500 years this law has governed the purity of beer, stating what the beverage could contain. Now while we’re the first to admit that regulations regarding shipments and the paperwork they require aren’t nearly as much fun as beer rules, they’re still important. If you’ve got a thirst for international trade, we can guide you through the ins and outs of imports and exports. By making shipping simpler for you, we’ve done our job.

We’re as serious about shipping as Germans are about beer.

### Special Clearance Requirements

In addition to the commodities that UPS prohibits or has placed stipulations (restrictions) to all countries served (listed here), the following commodities to Germany are prohibited or restricted.

<table>
<thead>
<tr>
<th>Prohibited Commodity</th>
<th>Prohibited Commodity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alcoholic Beverages</td>
<td>Plants</td>
</tr>
<tr>
<td>Cash Letters</td>
<td>Plastic Kitchenware</td>
</tr>
<tr>
<td>Electronic Cigarettes</td>
<td>Smokeless Tobacco</td>
</tr>
<tr>
<td>Hazardous Materials</td>
<td>Sea</td>
</tr>
<tr>
<td>Knives</td>
<td>Tobacco Products</td>
</tr>
</tbody>
</table>

Complete description of prohibited or restricted items here.

### Essential Paperwork

Select the links below to access the forms you need.

**U.S. Export Forms: from the U.S. to Germany**
- Commercial Invoice — Non-document shipments must include one original and two copies. Shipments of documents do not require an invoice.
  - UPS Paperless® Invoice is accepted by Customs for small package exports to Germany.
- Electronic Export Information

**U.S. Import Forms: from Germany to the U.S.**
- Commercial Invoice — Non-document shipments must include one original and two copies. Shipments of documents do not require an invoice.
  - UPS Paperless® Invoice is accepted by Customs for small package imports into the U.S.
- Import Declaration — Any shipment that is a U.S. good returning and has a value over US$10,000 requires the presentation of a Manufacturer’s Affidavit to Customs.
- Power of Attorney — Power of Attorney (POA) is obtained to transfer the liability for Customs and Border Protection (CBP) compliance to the importer.
- Steel License — A steel licensing system has been instituted to facilitate the monitoring of certain steel imports.
- SED (New Electronic Export System) — UPS offers the service of making formal export declarations for customers with billable German UPS accounts.

To learn more about how to complete these forms, download this detailed reference guide.

### Unique Customs Info

Use the following information to help ensure that your shipments are compliant with Germany’s customs requirements for exporting and importing.

**Import Value Limits to Germany:**
- Value-added tax (VAT): Shipments valued up to 22 euros will not be charged VAT. Shipments valued above 22 euros require customs clearance as a formal entry.
- De minimis value: private and commercial shipments — 150 European Monetary Unit (euro)
- Duty: In most cases, when the value of the shipment is equal to or less than the de minimis value, the shipment may enter the country duty free but tax is raised.

This regulation does not apply to alcoholic beverages, tobacco and perfume.

Find more information unique to Germany here.

**Germany Import Turnover Tax**

Imports from countries outside the EU into Germany require an import turnover tax. The tax rate equals the domestic product VAT rate of 19 percent (7 percent in select categories), and is assessed based on the customs value.

This tax can be deducted as an input tax if the company has the required import documents and customs proof of payment. For a company to receive deductions from its own tax liability or receive reimbursement from the German Ministry of Finance, all original invoices should be collected and presented.

A prerequisite of this deduction is German VAT registration. “Free domicile” exports that do not charge customers regular VAT, which requires VAT registration, cannot have the turnover tax returned.

Learn more about import tariffs here.

---

**Prepayment of Duties and Taxes Online**

A new service for consignees of cross-border shipments to prepay duties and taxes online prior to delivery for any package that is cleared by UPS brokerage. This service is available from the U.S., or any export country, to Germany and 15 other destination countries when UPS is the broker.

**UPS Paperless® Invoice**

UPS Paperless® Invoice simplifies your paperwork by eliminating the need for paper commercial invoices. It allows you to integrate order and shipment processing electronically, and it reduces customs holds by streamlining the customs clearance process through transmitting information digitally.

Learn more about UPS Paperless® Invoice here.

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To make the most of the German marketplace, it helps to have a partner who can translate your enthusiasm and desire for international commerce into the specifics needed to conduct trade successfully. That’s where we come in. We’re tapped in to the belief that expanding your exports can expand your business far beyond just geographic locations. We have the tools, resources and terminology you need to give you the confidence you deserve. So say “auf Wiedersehen” (“goodbye”) to your worries about taking your business to Germany.

### UPS Cost Definitions

UPS offers a variety of billing options to fit your business:

**Options**
- Charges can be billed to the shipper, receiver or a third party payor.
- Charges for international shipping typically include freight, duties and taxes.
- Customers using UPS’s automated shipping systems can choose to have the shipping charges billed to one party and duties and taxes to another. Or, via the Split Duty VAT (SDV) option, customers can bill the freight and duty to one party and the tax/VAT to another.

The following are a few of the UPS international billing options customers may choose:
- **Shipper pays shipping costs; receiver pays duties and taxes.**
- **Receiver pays all charges (also referred to as “Freight Collect”).**
- **Shipper pays all charges (also referred to as “Free Domicile”).**
- **Shipper pays shipping charges; a third party (could be in another country) pays the duties and taxes.**

Unless otherwise indicated, shipping charges are billed to the shipper’s UPS account number and the consignee or receiver pays duties and taxes.

**Note:** A “Duties and Tax Forwarding Surcharge” is applied whenever the shipper requests that the duties and taxes be billed to a payor outside the destination country. The third party’s UPS account number is required.

*The UPS paper waybill does not support the SDV billing option.

**Not all billing options are available to/from all countries. Please check the appropriate service guide or contact your local UPS office for country-specific billing information.

Get transit times, delivery dates and shipping costs [here](#).

### Customs Clearance Classification

Use this glossary to help you understand how the items you ship are defined by German customs. This will help ensure a speedy clearance process for all your deliveries. Categories mentioned below can be imported free of duty and VAT if the requirements are met, except for Non-Document/Dutiable and Non-Document Shipment.

**Document Shipment**
A shipment generally containing written, typed or printed communication of no commercial value. Document shipments are usually considered non-dutiable shipments and generally do not require export documentation (commercial invoice, etc.).

**Personal Effects**
Personal effects are used items intended for the consignee’s personal use rather than for purposes of distribution, business maintenance or wholesale/retail sale.

**Samples**
A low-value commodity that essentially has no commercial value. For goods to qualify as a sample they must be mutilated or marked to render them not suitable for commercial use.

**Non-Document/Dutiable**

**Non-Dutiable**
Goods which due to their nature and/or value considered exempt from customs duty usually based on value, weight or quantity. The type of goods that are considered non-dutiable may vary by country, but are usually document shipments.

**Non-Document Shipping**
A shipment, other commercial or non-commercial, containing a commodity other than documents for which duties may be charged, on the value listed on the invoice, at the destination country.

For further glossary details, click [here](#).
1. Select an International Service

Now that you’ve familiarized yourself with the regulations in Germany, choose the UPS international shipping services that best fit your import and export needs, from guaranteed delivery times to destinations and more.

Choose an international service here.

Use the following additional links to help you make your decision:

- Calculate times and costs of specific services
- Calculate landed costs using UPS TradeAbility® Tool

2. Choose an International Billing Option

Different businesses have different billing needs. UPS international billing offers a variety of options to best fit the requirements of your specific business model.

Choose a billing option here.

3. Prepare Your Shipping Label

You are now ready to prepare your shipping label and fill out any final international forms required for your shipments.

Fill out necessary forms and labels here.

4. Create Required Documentation

Now that you’ve selected your shipping and billing options, let UPS guide you through the process of filling out each of the required export or import forms you’ll need to get your shipment to its final destination.

5. Entrust It to Your Worldwide Delivery Partner

It’s time to let UPS handle it from here. You can either drop off your shipment at one of thousands of UPS locations, including at The UPS Store® locations and drop boxes, or you can schedule a pickup using UPS On-Call Pickup® service. We’ll gladly pick up all of your ground, air and international shipments for a single fee, regardless of how many packages you have.

Find a drop-off location here. Schedule a pickup here.

6. Check Your Shipment Status

Your shipment may have left your hands, but it hasn’t left your sight. Use your UPS tracking number to access information about your shipment at any point in the delivery process. You can receive information online at ups.com, by email or through Quantum View alerts.

Track your shipment here. Learn about more ways to track here.

That’s all there is to it. And it will get easier every time you do it. Keep this guide as a reference, and thank you once again for choosing UPS as your global delivery and logistics partner.

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**UPS Capital® Services**

UPS Capital services offers a full range of financing and insurance options to help you operate with greater productivity and minimize risk when shipping from the U.S. to Germany. These options include:

- **Flexible Parcel Insurance**
  Protect your goods against loss, damage or delay, including time- and temperature-sensitive items. Select coverage at the time of shipping, with no upfront costs or deposits. If there’s a loss, you’re covered up to the full invoice value of the goods.

- **Cargo Insurance**
  Offered through UPS Capital Insurance Agency, Inc., this option insures your goods in transit anywhere in Germany or the world, no matter how they move or where they are in your supply chain.

- **Trade Credit Protection Services**
  Offered in partnership with Euler Hermes™, this option enables you to grow your business in Germany safely while protecting you against customer insolvency, bankruptcy and political risk.

- **Global Asset-Based Lending**
  Borrow against offshore-warehoused or in-transit goods, as well as domestic inventory and receivables, to secure a committed revolving line of credit that can improve your company’s liquidity and financial flexibility.

Learn more about all UPS Capital® services options here.

Insurance is underwritten by an authorized insurance company and issued through licensed insurance producers affiliated with UPS Capital Insurance Agency, Inc. and other affiliated insurance agencies. UPS Capital Insurance Agency, Inc. and its licensed affiliates are wholly owned subsidiaries of UPS Capital Corporation. Insurance coverage is not available in all jurisdictions.

Loans made in California are pursuant to a Department of Business Oversight California Finance Lenders License. Products may not be available in all areas and may be modified based on requirements. Check with your UPS Capital representative for local availability. Credit availability is subject to approval.

All UPS Capital products in this guide are only available for shipments originating in the U.S.