



Welcome to the webinar!

Name of the game:
Excellence in e-invoicing
compliance

OpusCapita webinar September 2024

Agenda topics

- What is essentially e-invoice compliance?
- E-invoicing today
- Update on country requirements – Germany, Belgium, Estonia, Denmark, Poland
- Best practices for implementation
- How can OpusCapita help?

Speakers



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What is e-invoice compliance?

E-invoicing compliance means following certain rules set by governments or authorities to create and manage electronic invoices correctly. These rules ensure that e-invoices:

- **Meet legal requirements:** Align with national or regional tax laws.
- **Follow technical standards:** Use the approved formats, data fields, and exchange protocols.
- **Adhere to procedural guidelines:** Maintain accurate reporting and data storage practices.

Why is e-invoice compliance important ?

- **Standardizes invoicing processes:** Ensures consistency across different regions and systems.
- **Enhances tax compliance:** Helps in accurate tax reporting and reduces errors.
- **Improves efficiency:** Streamlines transactions between businesses and governments, saving time and resources.

Landscape of e-invoicing evolving

Market is **growing**

- **560 billion invoices** expected globally by 2024.*
- **16% e-invoices** (~90 billion) with a **20% CAGR** by 2028.*
- **Market value** is \$8.9 billion today, growing to **\$23.7 billion by 2028**.*

Market is **changing**

- **Compliance focus:** Governments aim to close the VAT gap with continuous transaction controls (CTC).
- **Standardization efforts:** Initiatives like Peppol and ViDA push for unified standards, though regional differences persist.
- **Fragmented landscape:** There is wide variation in maturity, laws, business models, and providers.
- **Emerging trends:** A shift towards integrated models and the use of AI to improve e-invoicing.



*billentis 2024

Cornerstones of e-invoice and VAT compliance in Europe - EN standard and ViDA

Semantic data model EN 16931 - A key objective of the European standard on e-invoicing is to make it possible for sellers to send invoices to many customers by using a single e-invoicing format and thus not having to adjust their sending and/or receiving to connect with individual trading parties.

ViDA, or "VAT in the Digital Age," is a proposal by the European Commission aimed at modernizing the VAT system. It seeks to increase efficiency, reduce VAT fraud, and address challenges in the digital and platform economies.

- 1. Digital reporting and e-invoicing:** Mandatory real-time digital reporting through standardized e-invoices.
- 2. Single VAT return:** Simplified VAT return process for cross-border businesses.
- 3. Platform economy regulations:** New VAT rules for transactions on e-commerce platforms.

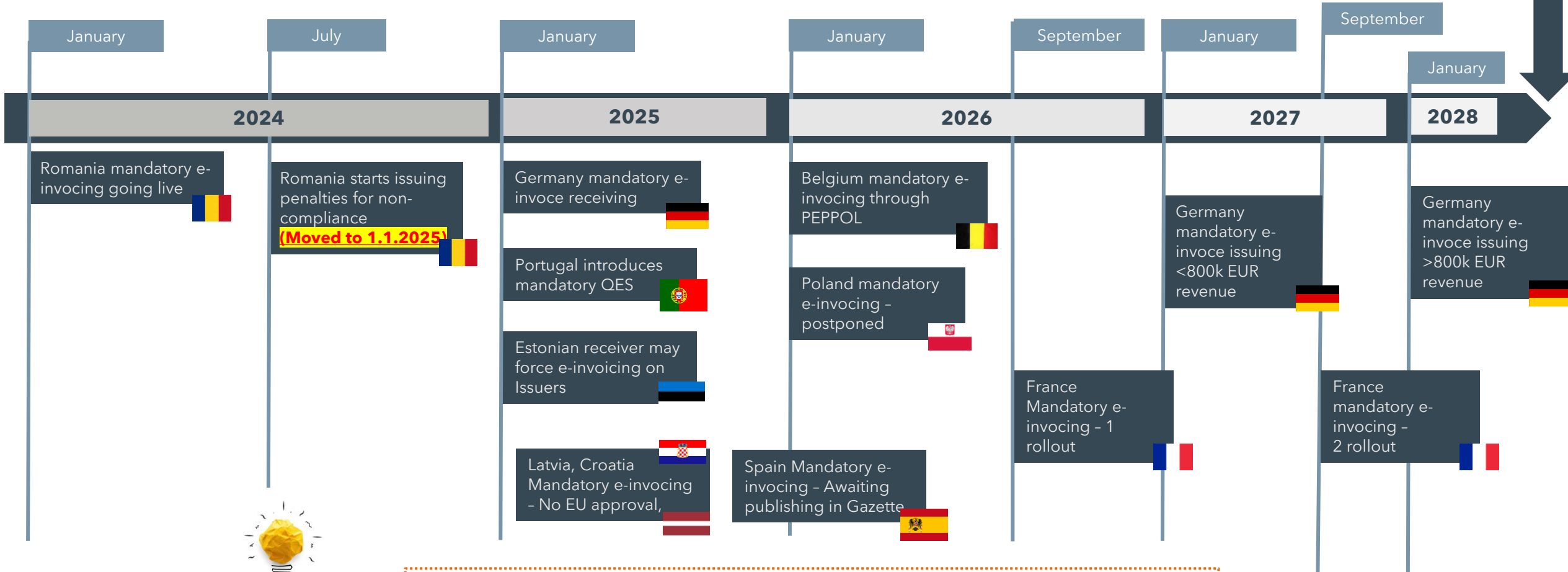
Real challenge of e-invoice compliance is in complexity introduced by local regulation and overlap with tax reporting and e-invoice exchange

Interoperability	Real-time reporting	Clearance	Centralized exchange (CTC)	Decentralized CTC and exchange
<ul style="list-style-type: none">• Post audit tax reporting separate from e-invoice regulation• 4-corner models and open networks common• Long history with e-invoicing• E.g. Nordics	<ul style="list-style-type: none">• Real time (or near real time) requirement for tax reporting while issuing invoices• E-invoice exchange not necessarily regulated• Certified providers• E.g. Hungary	<ul style="list-style-type: none">• Tax reporting part of the process• Invoices issued in government platform• Only certified providers allowed• E-invoice exchange not necessarily regulated• E.g. India, LATAM	<ul style="list-style-type: none">• Tax reporting part of the process• Invoices issued and exchanged in government platform• Only certified providers allowed• E.g. Italy, Poland (2026)	<ul style="list-style-type: none">• Tax reporting part of the process• Only certified providers allowed with special role• E-invoice exchange regulated and decentralized• E.g. France (2026)



High-level e-invoicing roadmap

European perspective (2024)



Member states issued intention to implement mandatory B2B e-invoicing - Date unknown for Bulgaria, Hungary, Lithuania, Luxembourg, Slovakia, Slovenia

Poll 1

Do you have plans in place how to ensure e-invoice compliance with new mandates?

Yes

(36%)



Response	Percentage
Yes	36%
No	7%
More planning needed	57%

No

(7%)

More planning needed

(57%)

Germany

Tax compliance model

Post-Audit

Invoice exchange model

Regulated interoperability

Formats

XRechnung 3.0
ZUGFeRD 2

Channels of exchange

Interoperability
Peppol
Email (ZUGFeRD only)

Timeline

- **1st of Jan 2025** - All German businesses must be able to accept e-invoices
- **1st of Jan 2027** - Mandatory issuance of e-invoices for companies with >€800k revenue
- **1st of Jan 2028** - Full implementation

Issuing rules

- After 1st of Jan invoice issuers do not need buyer consent anymore to send e-invoices if invoices are meeting EN 16931 standard.
- After 1st of Jan 2027 issued invoices must be transferred electronically in a structured format to enable the automation for invoice processing and tax compliance rules (for >€800k revenue issuers).

Receiving rules

- 1st of Jan 2025 companies must ensure support for electronic invoice receiving for any issuer demanding it.

Key facts

- Issuing paper invoices will not be allowed after transition period (milestones on 1st of January 2027 and 2028)
- EDI / point-to-point connections are allowed going forward but need to move to EN compliant formats.
- Cross border invoicing will not be impacted.
- B2G e-invoicing will remain as is.
- Tax reporting will not change at this point but ViDA initiative will take a stand on that ~2030.
- Digital archiving 10 years (possible abroad storage conditions).

Poland

Tax compliance model

Post-Audit (Current) ->
Centralized (Upcoming)

Invoice exchange model

Interoperability (Current) ->
Centralized (Upcoming)

Formats

E-Factura FA 2

Channels of exchange

Through KSeF only

Timeline

- **1st of Feb 2026** - mandatory to issue/receive invoices via KSeF for entities with turnover >200 MLN PLN (~46 KEUR)
- **1st of Apr 2026** - mandatory for all Polish VAT registered entities exchanging invoices locally

Issuing rules

- Issuing entity needs to send invoices to KSeF where they will get approved and made available for receiver.
- The document becomes formally an invoice after unique identifier has been assigned and "UPO" message is made available for issuer.
- Issuer can connect KSeF directly or allow a third party to connect/transfer the data in their name.

Receiving rules

- Receivers are required to set the connectivity with KSeF and regularly check if new invoices have been issued to them.
- Receivers can download invoices directly or allow a third party to connect and download the data in their name.

Key facts

- "Krajowy System e-Faktur" (KSeF) will become a mandatory platform to exchange invoices. True invoices can be exchanged only through KSeF – any other method will be treated as invoice copy and should be performed after delivery to KSeF.
- KSEF obligation is for companies subject to turnover tax, companies exempt from turnover tax, companies that are subject to the special EU regulation "one-stop shop" (OSS) in Poland with a Polish tax identification number (NIP).
- B2G invoices are handled through PEF system already.
- Attachment transfer possibilities are being under discussions.
- Digital archiving is handled by KSeF platform for 10 years.

Belgium

Tax compliance model

Post-Audit

Invoice exchange model

Interoperability (Current) →
Peppol (Upcoming)

Formats

PEPPOL BIS 3

Channels of exchange

Interoperability (Current) →
Peppol (Upcoming)

Timeline

- **1st of Jan 2026** - mandatory to issue/receive e-invoices through Peppol network for all entities with Belgian VAT

Issuing rules

- Must issue structured e-invoices via certified Peppol Access Points starting in 2026.
- Ensure invoices meet VAT content requirements and maintain digital archives.

Receiving rules

- Receivers must accept structured electronic invoices and cannot refuse them for in-scope transactions. This applies to all entities legally obliged to provide a Belgian VAT number for purchases.

Key facts

- Only certified Peppol Access Points can exchange e-invoices.
- EN16931 rules will be used at full to expand Peppol rules countrywide.
- Not in the scope of the mandate:
 - taxpayers under the special flat rate regime
 - bankrupt taxpayers
 - those who exclusively carry out VAT-exempt transactions
- Digital archiving -7 years (must be accessed from Belgium but doesn't have to be located there).

Estonia

Tax compliance model

Post-Audit

Invoice exchange model

Interoperability

Formats

All following the EN16931 standard

Channels of exchange

Interoperability
Peppol
Point-to-point

Timeline

- **1st of Jan 2025** - buyers registered as e-invoice receivers in the Estonian e-Business Register may enforce their suppliers to issue e-invoices

Issuing rules

- Issuers will not be mandated to issue e-invoices but buyers will possess the legal right to request that from them.

Receiving rules

- Receiver can demand e-invoices on Invoice Issuers if registered in Estonian e-Business Register.

Key facts

- Transmission method will not be regulated - Tax authorities allow to agree this between the parties. For example: e-invoice, Peppol, point-to-point.
- The amendments give power to recipients to enforce on the Issuers e-invoice exchange.
- Both private and public sector entities are in scope.

Denmark

Tax compliance model

Post-Audit

Invoice exchange model

Interoperability

Formats

OIOUBL

Channels of exchange

NemHandel
Peppol

Timeline

- **1st of Jan 2024** - companies obliged to submit annual reports to ERST (class B, C, D)
- **1st of Jan 2025** - those using in-house developed bookkeeping software
- **1st of Jan 2026** - companies not obliged to submit annual reports to ERST but having turnover DKK > 300 000 during two consecutive years (class A) and entities using in-house bookkeeping software

Issuing rules

- Companies must register with the NemHandel network and use certified access points to send e-invoices.
- Issuers must ensure that digital invoices are securely stored with recognized IT security standards for 5 or 10 years.
- Companies issuing invoices must use certified digital bookkeeping software.

Receiving rules

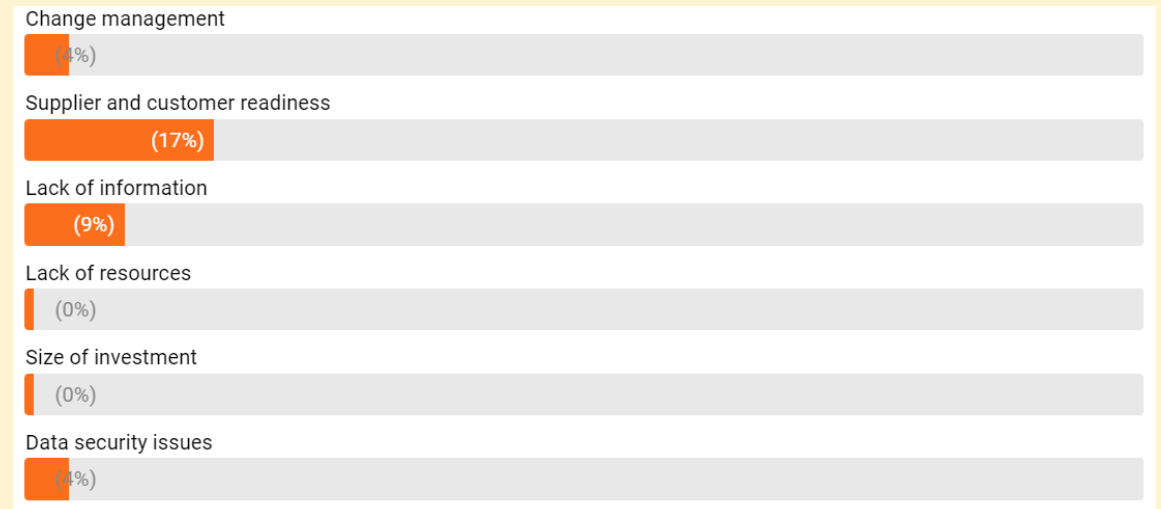
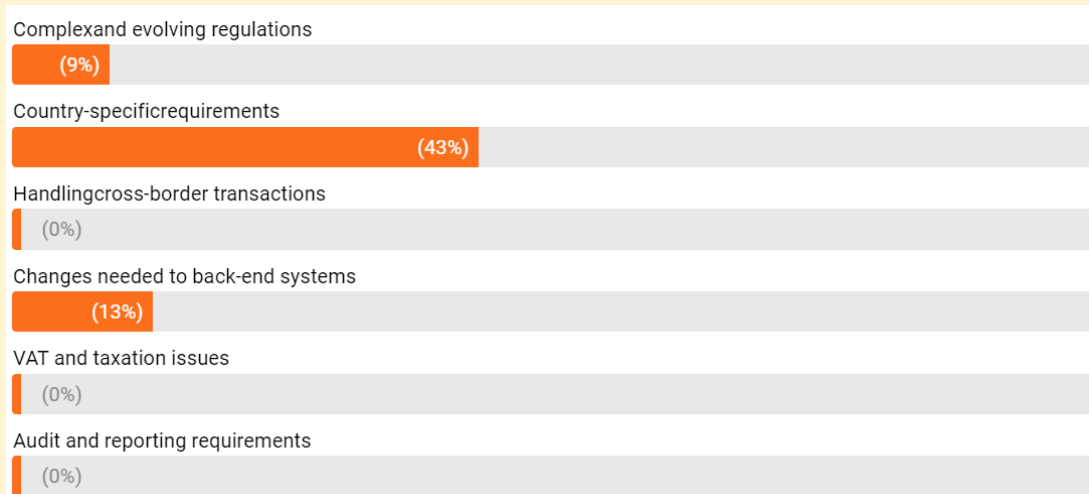
- Receivers must have ERP systems or accounting solutions that are fully integrated with the NemHandel and Peppol networks.

Key facts

- Companies are obligated to use Digital Bookkeeping Systems (DBS) - either standardized or custom.
- Main change occurs on the core bookkeeping processes where everything needs to be made, processed and stored digitally.
- The act allows combinations of third parties and extensions from other providers to become an integral part of the bookkeeping process. Such as processing of invoices from senders or to receivers.

Poll 2

What do you see being the biggest challenges in e-invoice compliance?



Best practices for implementing compliant e-invoicing



Understand local regulations:

Research and stay updated on the specific e-invoicing regulations in each country or region where your business operates.

Make compliance monitoring part of your process:

Utilize tools that automate the monitoring of regulatory compliance, helping you stay ahead of any changes and reduce the risk of non-compliance.

Adopt to standards:

Use standardized invoice formats (like Peppol) to ensure interoperability across different systems and regions.

Invest in scalable technology:

Choose an e-invoicing solution that is flexible and scalable to adapt to future regulatory changes and business growth.

Integrate with existing systems:

Ensure your e-invoicing solution seamlessly integrates with your ERP, accounting, and other systems (like CRM) for efficient data flow and reduced manual intervention.

Plan for cross-border transactions:

Develop strategies for handling the complexities of cross-border e-invoicing.

Engage with suppliers and customers:

Collaborate with your trading partners, suppliers, and customers to ensure they are also compliant with e-invoicing requirements, and that they adopt to solutions that enable automation.

Train your team - ensure cross functional support:

Provide regular training to your finance, IT teams and purchasing to ensure they understand the latest e-invoicing regulations and best practices.



Why OpusCapita?

- OpusCapita is the leading provider of European e-invoice compliance, AP and procurement solutions.
- With a focus on customer needs, in-house expertise, and a solution-centric approach, we offer scalable solutions to seamlessly integrate with businesses across multiple countries.
- Our commitment to solving customer problems, coupled with our strong reputation and future-proof platform, makes us the perfect partner for businesses seeking e-invoice compliance excellence.
- Choose OpusCapita and embark on a journey towards compliance, efficiency, and sustainable growth.
- Part of GEP 1st of July 2024

E-invoicing value proposition

Achieve **global e-invoice compliance**,
get rid of paper, save costs while keeping full control!



What

- Meet e-invoice mandates globally and prepare for regional changes like ViDA in Europe
- Answer customer requirements about e-invoices and enable full AP automation by receiving them
- Get rid of manual processes - stop paper invoices entirely and enable high data quality
- Streamline your processes further- consolidate e-invoicing to one service provider



Why

- Ensure legal compliance, reduce business continuity risk and avoid penalties
 - Shorten DSO and DPO
 - Support your ESG targets
- Enable end-to-end integration, full visibility and control
- Enable automation and efficiency of your AP and AR processes
- Save 50-80% of your direct invoice sending and receiving costs



How

- Leverage OpusCapita's expertise and open e-invoice network to achieve e-invoice compliance.
- Collaboratively design and implement a global e-transition program.
 - Drive adoption with targeted e-invoicing promotional campaigns.
- Streamline onboarding of customers and suppliers using modern digital tools.



Useful links

- [Peppol network \(opuscapita.com\)](https://opuscapita.com)
- [EN 16931 compliance \(europa.eu\)](https://europa.eu)
- [Compliance with eInvoicing standard \(europa.eu\)](https://europa.eu)
- [E-invoicing in Germany \(opuscapita.com\)](https://opuscapita.com)
- [Mandatory e-invoicing in Poland for financial efficiency \(opuscapita.com\)](https://opuscapita.com)
- [Billentis: The global e-invoicing and tax compliance report \(opuscapita.com\)](https://opuscapita.com)
- [OpusCapita customer survey 2024 key findings](https://opuscapita.com)
- [OpusCapita as a GEP company](https://opuscapita.com)

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<https://opuscapita.com/sales/>



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Q&A

What does CTC mean?

CTC = Continuous Transaction Control. CTC refers to a regulatory framework designed to provide tax authorities with real-time or near-real-time visibility into business transactions. Implemented in various countries, especially for VAT/GST purposes, CTC systems enable enhanced monitoring, combat tax evasion, and ensure compliance.

What about cross border transactions in Poland? How does the mandate impact them?

Outbound transactions (Polish Exports): For transactions where Polish companies export goods or services to foreign customers (outside the EU or within the EU), the requirement to issue e-invoices through KSeF generally applies. Polish exporters will need to issue invoices through KSeF, but the e-invoice may also need to comply with additional requirements depending on the destination country. Inbound transactions (Imports into Poland): For imports where a Polish company receives goods or services from a foreign supplier, the foreign supplier is not subject to the Polish e-invoice mandate.

What role do third-party service providers play in facilitating e-invoicing adoption?

Service provider typically can offer you multi-channel sending/receiving capability to reach all suppliers/customers. Also service provider can/will do format conversions, integrations to back-end systems, business partner onboarding etc.

Do I need to agree with my customers when I want to change to e-invoicing format or way how to deliver the invoices?

In practice we recommend at least to inform your customer, in order to ensure successful delivery of invoices.

How can I get as many invoices as e-invoices as soon as possible?

It is good to inform and instruct your suppliers to send e-invoices.

What are the potential cost savings associated with e-invoicing implementation?

Compared to printing and digitizing savings are big, even bigger when including process automation related benefits. Many companies report 60-80% cost savings after moving to e-invoices.

OpusCapita

E-flow to buying and selling

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