

Proposal: EU roles and stock in Estonia for Example Home Inc.

SAMPLE — not an offer, not a contract. This document is published on noda.ee to show what a Noda proposal looks like. The client, its volumes and the warehouse figures are fictitious. A proposal for a real client is prepared from that client's own products, volumes and countries, and the binding prices are the ones in that written proposal. This sample has not yet been reviewed by a lawyer.

Proposal no.	SAMPLE-P-0001
Prepared for	Example Home Inc., 100 Example Avenue, Portland, OR 97201, United States. Attention: Operations
Prepared by	Noda · hello@noda.ee
Enquiry received	Friday, 23 October 2026
Proposal date	Tuesday, 27 October 2026 (2 business days after the enquiry)
Valid until	26 November 2026
Prices	In euros, excluding VAT. Noda price list last reviewed October 2026

1. What you told us

- Example Home Inc. sells home goods under its own brand: woven storage baskets, cushion covers and throws, and decorative ceramic vases and pots. Three product types in the sense of our price list.
- The company is established in the United States. It has no company, branch or employees in the EU.
- Sales channels in the EU: Amazon EU marketplaces (orders fulfilled by you, not by Amazon) and your own Shopify store. About 400 orders a month to consumers in the EU, with the largest share in Finland, Sweden, Germany and the Baltic countries.
- The goods are produced by your suppliers outside the EU and would reach Europe in two consolidated shipments a month, by sea or air, each of about 4 pallets.
- You want the goods imported once, in bulk, and shipped to customers from a warehouse in Estonia, so that your parcels are not subject to the €3 duty and the €2 Union handling fee per item type that apply to consumer parcels sent from outside the EU.
- You have no EU responsible person, no EU VAT number, no EORI number and no packaging registrations today.

If any of this is wrong, tell us and we will correct the proposal.

2. What you need in the EU, and who does it

Requirement	Why you need it	Who does it	Price
EU responsible person (GPSR)	Consumer products sold in the EU need an economic operator established in the EU (Regulation (EU) 2023/988, Article 16). You have no manufacturer, importer or representative there	Noda, under a written mandate, for 3 product types	€349 a year
Importer: customs declarant in the EU	Customs releases goods only when a declarant established in the EU lodges the declaration (Union Customs Code, Article 170). We declare your shipments in Estonia, in our own name, for you, as indirect customs representative, and share the customs debt with you (Article 77(3))	Noda	€200 set-up, then €50 per shipment
EORI number	Every importer needs one. Issued in Estonia, free of charge	We file the application	Included
VAT registration in Estonia and a VAT representative	Stock in Estonia means an Estonian VAT number. A company from outside the EU (other than Norway and the United Kingdom) registers through a VAT representative established in Estonia	Noda	€99 a month
Packaging registration (EPR)	Packaging sold to end users is registered in each EU country of sale (Regulation (EU) 2025/40). Standard scheme fees in all 27 EU countries included	Noda in Estonia; local representatives in the other countries, coordinated by us	€39 a month + €0.15 per order
Warehouse: receiving, storage, picking, packing, shipping, returns	Your orders are shipped from stock in Estonia	A partner warehouse chosen with you. You sign with it and pay it directly	The warehouse's own quote (section 4)
Transport to Estonia	Your supplier's goods must reach the warehouse	Your forwarder, or one we suggest; quoted by the forwarder	Not in this proposal
Customs duty and import VAT	Due on each shipment	Paid at cost, no mark-up (section 5)	At cost

3. Our prices

Based on the volumes in section 1: 3 product types, 2 shipments a month, 400 orders a month. Where a price has a per-shipment or per-order part, your invoice follows the actual numbers each month.

3.1 One-time

Item	Price
Import set-up: customs authorisation, EORI application, VAT registration in Estonia, confirmation of your tariff codes before the first declaration	€200
Total one-time	€200

3.2 Yearly

Item	Price
EU responsible person, 3 product types: written mandate, check of documents and labels before the start (3 business days), name and address for labels and listings, answers to market surveillance authorities, recall support, documents kept at the authorities' disposal for 10 years	€349 a year
Total yearly	€349

3.3 Monthly

Item	Calculation	Price a month
Import: customs declaration per shipment, import records, customs questions about shipments we declared	2 shipments × €50	€100
VAT representative in Estonia: Estonian VAT returns, import VAT handled in your return, Union OSS registration and quarterly OSS returns for your sales to consumers in other EU countries	flat	€99
Packaging EPR, plan Plus: registration and representation in Estonia, registrations in the other 26 EU countries through local representatives, reports in every country, standard scheme fees included, registration numbers passed to marketplaces and the warehouse	€39 + 400 orders × €0.15 = €39 + €60	€99
Total monthly	€100 + €99 + €99	€298

3.4 Totals

	Calculation	Amount
Monthly fees	€100 + €99 + €99	€298 a month
Monthly fees, 12 months	€298 × 12	€3,576
Plus the yearly fee	€3,576 + €349	€3,925 a year
Plus the one-time set-up, first year only	€3,925 + €200	€4,125 in the first year
From the second year	€3,576 + €349	€3,925 a year
Our fees per order, from the second year	€3,925 ÷ (400 × 12 = 4,800 orders)	about €0.82 per order

Check of the arithmetic: $2 \times 50 = 100$; $400 \times 0.15 = 60$, $39 + 60 = 99$; $100 + 99 + 99 = 298$; $298 \times 12 = 3,576$; $3,576 + 349 = 3,925$; $3,925 + 200 = 4,125$; $3,925 \div 4,800 = 0.8177$.

Why plan Plus for packaging. Plan Starter costs €9.90 a month + €0.29 per order. At 400 orders that is €9.90 + €116 = €125.90 a month; plan Plus is €99. Plus is cheaper from about 210 orders a month ($€39 + 0.15 \times n < €9.90 + 0.29 \times n$ when $n > 208$). If your orders fall below that for a longer period, we move you to Starter at the next month.

Options, not included. Express document check for the responsible person: +€99 per request, label and listing data within 24 hours of the complete documents, Monday to Friday. Dedicated plan for the responsible person: from €2,490 a year, up to 50 product types, a dedicated specialist and same-day handling of authority requests; quoted separately on request.

4. The partner warehouse: the warehouse's own quote, paid directly to the warehouse

We propose one or two partner warehouses in the Tallinn area that handle small parcels, connect to Shopify and Amazon, and ship with Omniva, DPD, DHL and other carriers under their own contracts. For each one you receive its own quote, in writing, before you sign. You sign the warehouse contract with the warehouse and pay the warehouse directly. We invoice only our own work, and we stay your one contact for the warehouse and the carriers.

Illustrative figures for this fictitious example — not market data and not a quote. The warehouse's own quote replaces them.

Warehouse service	Illustrative range	At 400 orders and 2 shipments a month, for orientation
Receiving and counting	€4–8 per pallet	2 shipments × 4 pallets: about €40–70
Storage	€7–12 per pallet a month	about 12 pallets: €100–150
Picking and packing	€1.50–2.50 per order, plus €0.25–0.40 per additional item	400 orders: €600–1,000
Packaging materials	€0.30–0.80 per order	€120–320
Handling before shipping, for orientation		roughly €900–1,500 a month
Shipping, under the warehouse's carrier contracts	about €4–12 per parcel up to 2 kg, depending on destination and size: Baltic countries from about €4, Finland from about €6, Sweden and Denmark from about €8, rest of the EU from about €7	400 parcels: €1,600–4,800, depending on where your customers are
Returns	€2–4 per return for receiving, inspection and a report; restocking, repacking or disposal priced per action	depends on your return rate

Illustrative, confirmed per warehouse before you sign: orders confirmed by 14:00 ship the same working day; delivery from dispatch in working days: Baltic countries 1–2, Finland 2–3, Sweden and Denmark 2–4, rest of the EU 3–6, Norway 3–5 (customs on the way). Returns go back to the same warehouse and are back in stock within 2 working days of arrival.

5. Paid at cost

Customs duty and import VAT. Due on each shipment and passed on to you without mark-up: the duty at the rate for your tariff codes, which we confirm with you before the first declaration, and Estonian import VAT at 24% on the customs value plus duty. The import VAT is deducted in your Estonian VAT return under the normal rules. Any fee charged by customs is passed on at cost.

How you pay them. Before the first shipment, you prepay the estimated duty and import VAT for that shipment, calculated from the commercial invoice and the confirmed tariff codes. For each later shipment we invoice the duty and VAT when the shipment is declared, and the goods are released after payment. We do not finance duty or VAT.

Packaging scheme fees. The standard scheme fees in all 27 EU countries are included in plan Plus for standard packaging. Packaging that contains batteries or electronics, and heavy, special or luxury packaging, are priced by weight in a separate line, before you decide.

6. Included at no extra charge

- The EORI application.
- Choosing the warehouse with you: shortlist, quotes, our comments on each quote.
- One contact person for the warehouse, the carriers, the local packaging representatives and the authorities.
- Customs questions about a shipment we declared.
- Answers to market surveillance authorities and forwarded letters, as EU responsible person.
- Your registration numbers passed to Amazon, Shopify and the warehouse.
- Monthly statement of declarations, VAT returns and EPR reports filed.

7. Not included, and what we assume

- Transport from your suppliers to Estonia, and transport insurance.
- Product testing, technical documentation and translations: done by you, your manufacturer or a laboratory.
- Products with their own rules: cosmetics, electronics and products with batteries, toys and other CE-marked products are not in this proposal; tell us if you add them.
- VAT registrations in other EU countries. If you later send part of your stock to Amazon's fulfilment centres in another EU country, that country's VAT registration and the related reporting come on top; we quote them separately.
- Sales to Norway: VEOC registration through a Norwegian partner, on request.
- Insurance of the goods in the warehouse: arranged through a partner on request; otherwise under the warehouse's terms.
- Trade to or from Russia or Belarus: we do not handle it. Goods of other origin in transit through Russia or Belarus: only where EU sanctions permit, after our check. Our sanctions policy is on [noda.ee](#).
- We assume 3 product types, 2 bulk shipments a month with one customs declaration each, about 400 orders a month to consumers in the EU, standard packaging, and product documentation in

English. If the real numbers differ, the per-shipment and per-order parts of the prices follow the real numbers.

8. Timeline

When	What happens	Who
Day 0	You accept this proposal by e-mail	You
Week 1	You send: company registration extract, beneficial owners and signatory ID; technical documentation and labels for the 3 product types; packaging materials and weights per product; commercial invoice and packing list of the first shipment; your SKU list with sizes and weights. We complete client checks and sanctions screening	You, Noda
Week 1	Responsible person mandate and customs authorisation signed. Document and label check: 3 business days. You receive the name and address for labels and listings	Noda
Weeks 1–3	EORI number, Estonian VAT registration, Union OSS registration	Noda
Weeks 1–3	Warehouse shortlist and quotes (within about 5 business days of your SKU list), your choice, warehouse contract, connection of Shopify and Amazon to the warehouse	You, Noda, warehouse
Weeks 2–4	Packaging registration in Estonia, then in the other 26 EU countries; numbers arrive country by country	Noda, local representatives
Week 3 onwards	First shipment can arrive once the EORI and the VAT registration are in place. We declare it; the warehouse receives and counts it; orders start shipping	Noda, warehouse
Every month	Two declarations, your Estonian VAT return, EPR reports per period, our invoice	Noda

Set-up takes 2–3 weeks from the day we have your signed documents; the packaging registrations in the other countries can take up to 4 weeks and do not hold up the first shipment.

9. Terms

- **Invoicing.** The set-up fee and the yearly fee are invoiced on acceptance. Monthly fees are invoiced at the start of each month; the per-shipment and per-order parts follow the actual numbers of the previous month. Duty and import VAT are invoiced per shipment (section 5). Payment within 14 days, in euros, by bank transfer. Prices exclude VAT; VAT is added only where Estonian law requires it.
- **Contracts.** Our work is done under a written service agreement, the responsible person mandate (a sample is published on noda.ee) and a customs authorisation. The warehouse contract is between you and the warehouse.
- **Term and exit.** The service agreement runs for 12 months and renews yearly. Either side can end it with 30 days' written notice. We hand over your documents, registrations and data to you or to your next provider.

- **Client checks.** Before we start, we check the identity of your company and its owners and screen them against the EU sanctions lists, and again every 6 months.
- **Law.** Estonian law applies. Court: Harju County Court (Harju Maakohus), Tallinn, Estonia.
- **Validity.** This proposal is valid until 26 November 2026. Prices are from the Noda price list, last reviewed October 2026.

10. Next step

Reply to hello@noda.ee with "accepted", or with your questions. We answer within 1 business day, Tallinn time. After acceptance you receive the service agreement, the mandate, the customs authorisation and the first invoice (€200 set-up + €349 responsible person + €298 for the first month = €847).

Sources for the legal references: Regulation (EU) 2023/988 (GPSR), Articles 16 and 19; Union Customs Code, Regulation (EU) No 952/2013, Articles 18, 77 and 170 (the new Union Customs Code, Regulation (EU) 2026/2108, applies from 21 September 2027 and renumbers these articles); Regulation (EU) 2025/40 (PPWR), Article 45; Council Regulation (EU) 2026/382 (€3 duty) and the €2 Union handling fee from 1 November 2026; Estonian Tax and Customs Board, VAT representatives of non-residents. Last reviewed: October 2026. This sample is for information; it is not legal advice.