

An Activities Panorama of e-Invoicing over the Americas



Vinicius Pimentel de Freitas
Miami, May 14, 2019



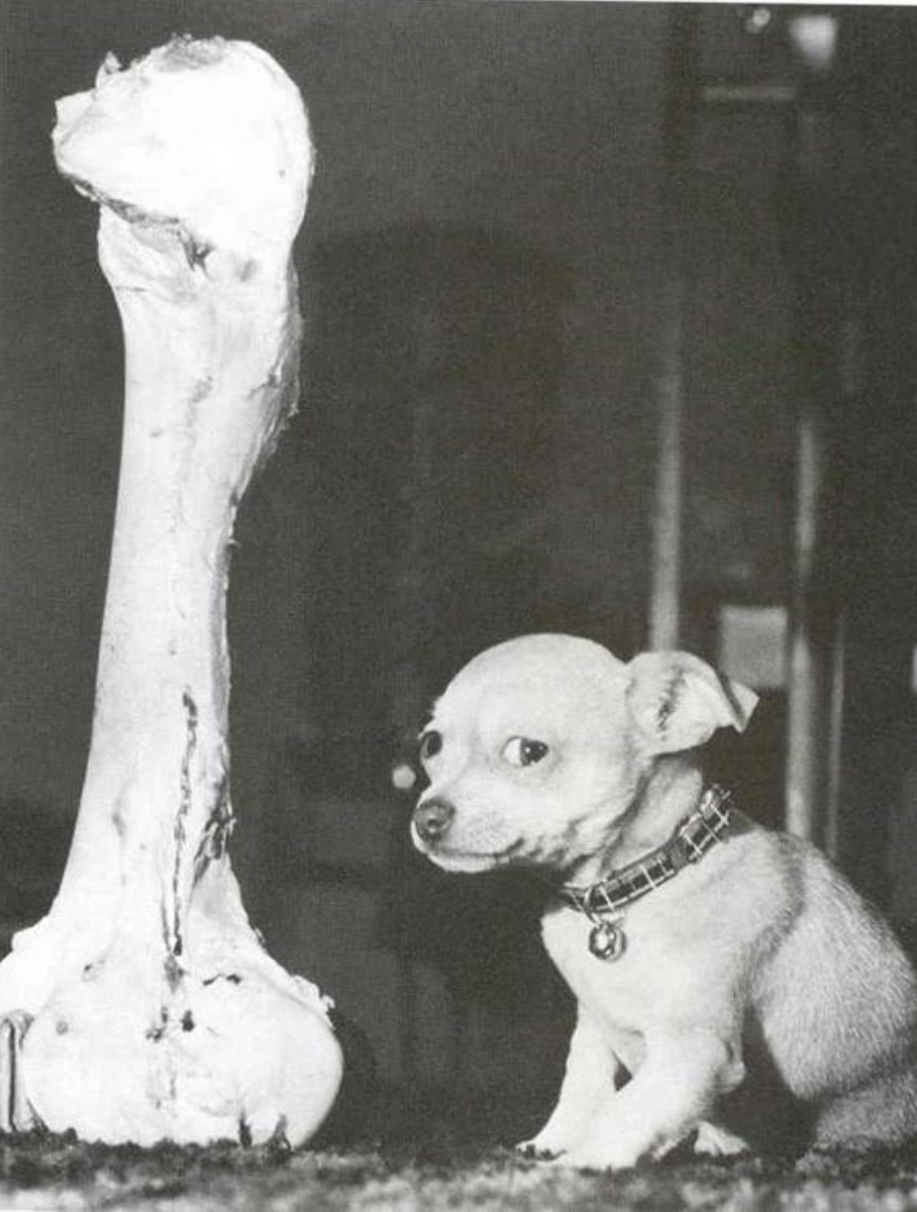
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Exchange
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We will NOT talk about...

- * **Operative models**
- * **Formats**
- * **And so on...**





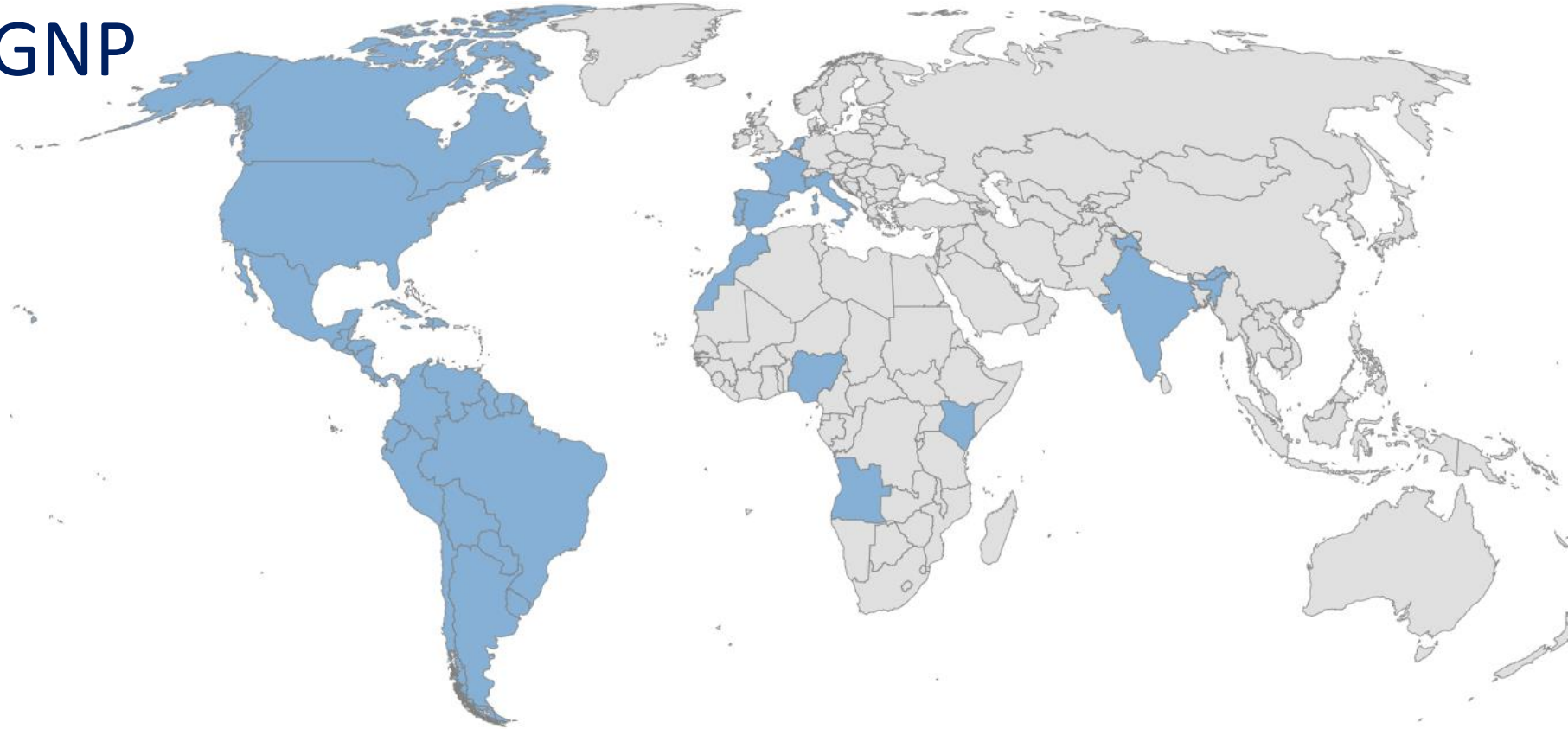
We will talk about...

- * **Evolution of adoption**
- * **Some numbers**
- * **Some similarities and differences**



The Interamerican Centre of Tax Administrations

- International organization, created in 1967
- 42 countries
 - ~45.7% global GNP
- HQ in Panamá



A question of names...

...what do we understand by an e-invoice?

- Digital signed files
 - Paper has no value anymore, for all purposes
 - Available to Tax Administrations (TA)
- A national standard
 - Common to companies and TA



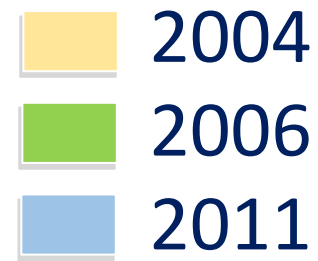
Implementation of e-Invoicing in Latin America over the years



Implementation of e-Invoicing in Latin America over the years



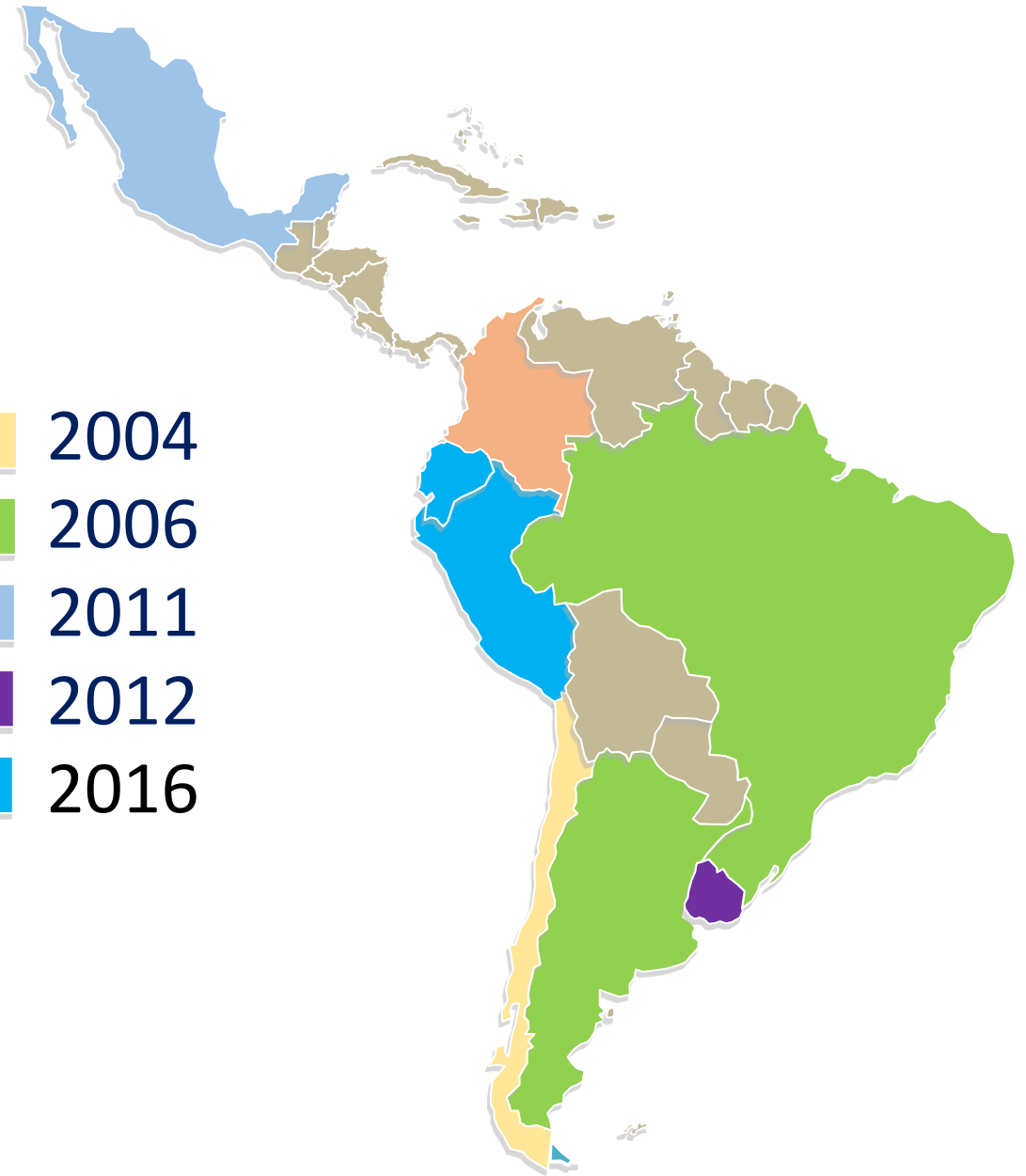
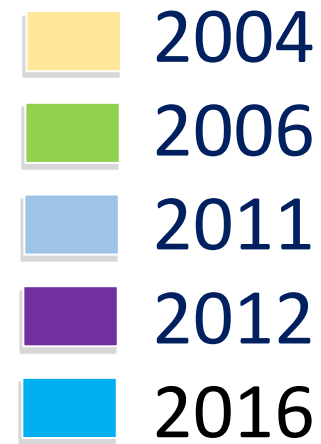
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Implementation of e-Invoicing in Latin America over the years





Why did some countries change their models?

- Low scale of adoption
- Bad quality (or lack...) of the information
- Technical or technological problems



How much do those countries represent in the world's economy?

Source: World Bank Group
World Development Indicators

<https://data.worldbank.org/indicator/NY.GDP.MKTP.CD?view=chart>

Access on April 24, 2019

	GDP 2017	
Asia	30.136.182.583.297	37,76%
Americas	27.126.047.857.604	33,99%
Europe	18.734.095.292.131	23,47%
Africa	2.257.851.000.595	2,83%
Oceania	1.557.425.746.616	1,95%
Total	79.811.602.480.243	

	GDP 2017	
Asia	30.136.182.583.297	37,76%
North America	22.283.401.998.853	27,92%
South America	4.220.553.096.757	5,29%
Central America and the Caribbean	622.092.761.994	0,78%
Europe	18.734.095.292.131	23,47%
Africa	2.257.851.000.595	2,83%
Oceania	1.557.425.746.616	1,95%
Total	79.811.602.480.243	



How much do those countries represent in the world's economy (Americas = 34%)?

	GDP 2017	
Asia	30.136.182.583.297	37,76%
Other American Countries	21.212.062.968.313	26,58%
Latin America	5.913.984.889.291	7,41%
Europe	18.734.095.292.131	23,47%
Africa	2.257.851.000.595	2,83%
Oceania	1.557.425.746.616	1,95%
Total	79.811.602.480.243	

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Total	79.811.602.480.243	

Latin America: GDP		
e-Invoice: Yes	5.153.586.220.872	87,14%
	760.398.668.419	12,86%
	5.913.984.889.291	

	GDP 2017	
USA	19.485.394.000.000	71,83%
Latin America	5.913.984.889.291	21,80%
Canada	1.647.120.175.449	6,07%
Other American Countries	79.548.792.864	0,29%
Total	27.126.047.857.604	



...as for the number of countries

	#Countries	
Africa	53	26,63%
Asia	48	24,12%
Europe	43	21,61%
Central America and the Caribbean	26	13,07%
Oceania	14	7,04%
South America	12	6,03%
North America	3	1,51%
Total Geral	199	

Latin America: #Countries		
e-Invoice: Yes	10	41,67%
	14	58,33%
	24	

Latin America: GDP		
e-Invoice: Yes	5.153.586.220.872	87,14%
	760.398.668.419	12,86%
	5.913.984.889.291	

	#Countries	
Africa	53	26,63%
Asia	48	24,12%
Europe	43	21,61%
Americas	41	20,60%
Oceania	14	7,04%
Total Geral	199	

	#Countries	
Africa	53	26,63%
Asia	48	24,12%
Europe	43	21,61%
Latin America	24	12,06%
Other American Countries	17	8,54%
Oceania	14	7,04%
Total Geral	199	



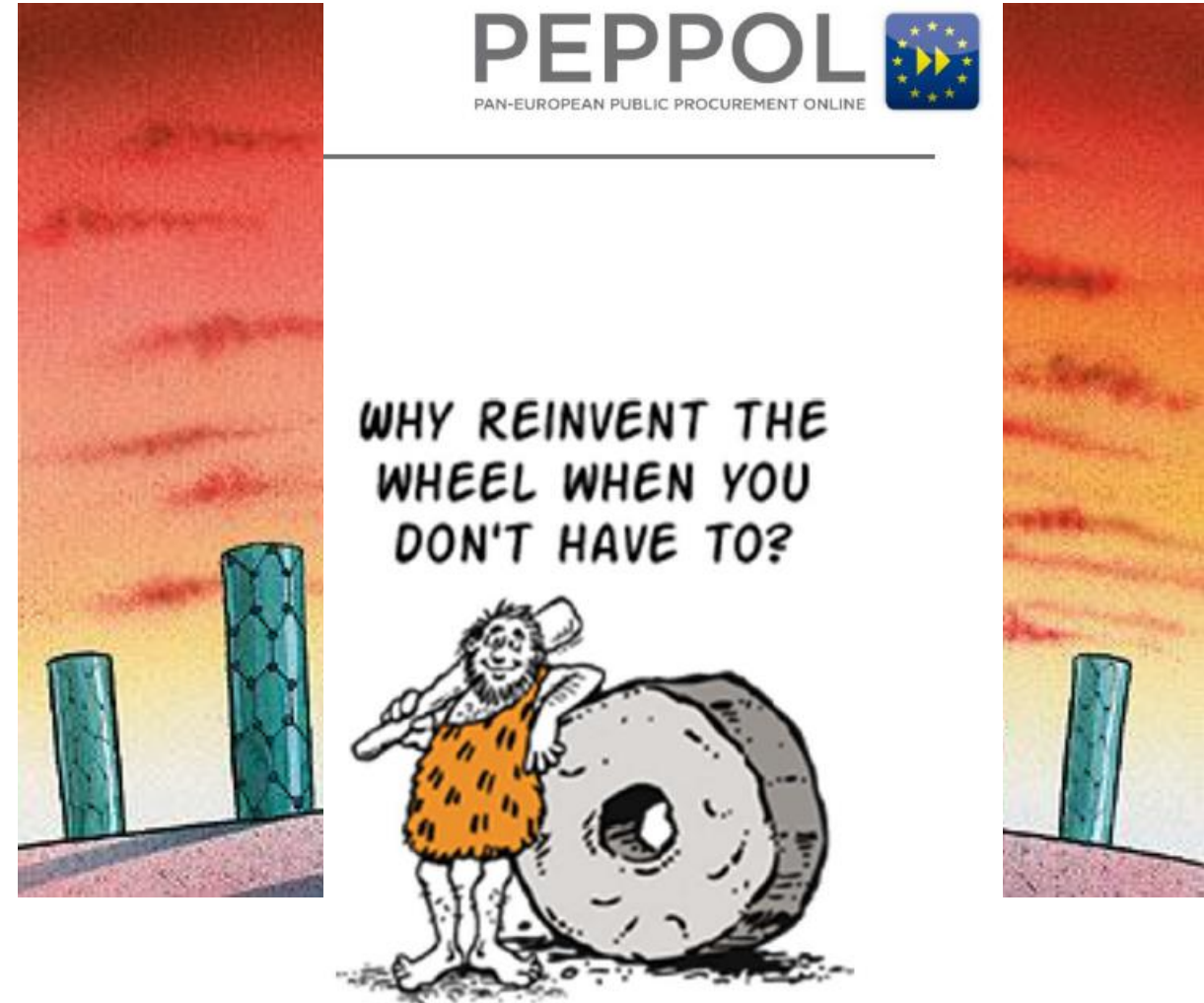
Just remembering... ...what had we defined as an e-invoice?

- Digital signed files
 - Paper has no value anymore, for all purposes
 - Available to Tax Administrations (TA)
- A national standard
 - Common to companies and TA



What are the common characteristics over the region?

- XML signed files: paper has no value anymore
- Web services
- Tendency to mandate 100% of operations
- TA
 - are responsible for definitions
 - approve e-invoices as a condition for validity
- Proprietary formats
 - With (almost?) no exception



PEPPOL 
PAN-EUROPEAN PUBLIC PROCUREMENT ONLINE

The pre-validation



- Is a pre-approval from TA good for the companies?
 - “Amid Global Compliance Chaos, How Do You Keep Your E-Invoicing Processes Compliant?”, Christiaan van der Valk, Trustweaver



**LEGAL
INTERPRETATION**

POST AUDIT

BUSINESS BENEFITS



Legal certainty
Level playing field
Standards
Affordable

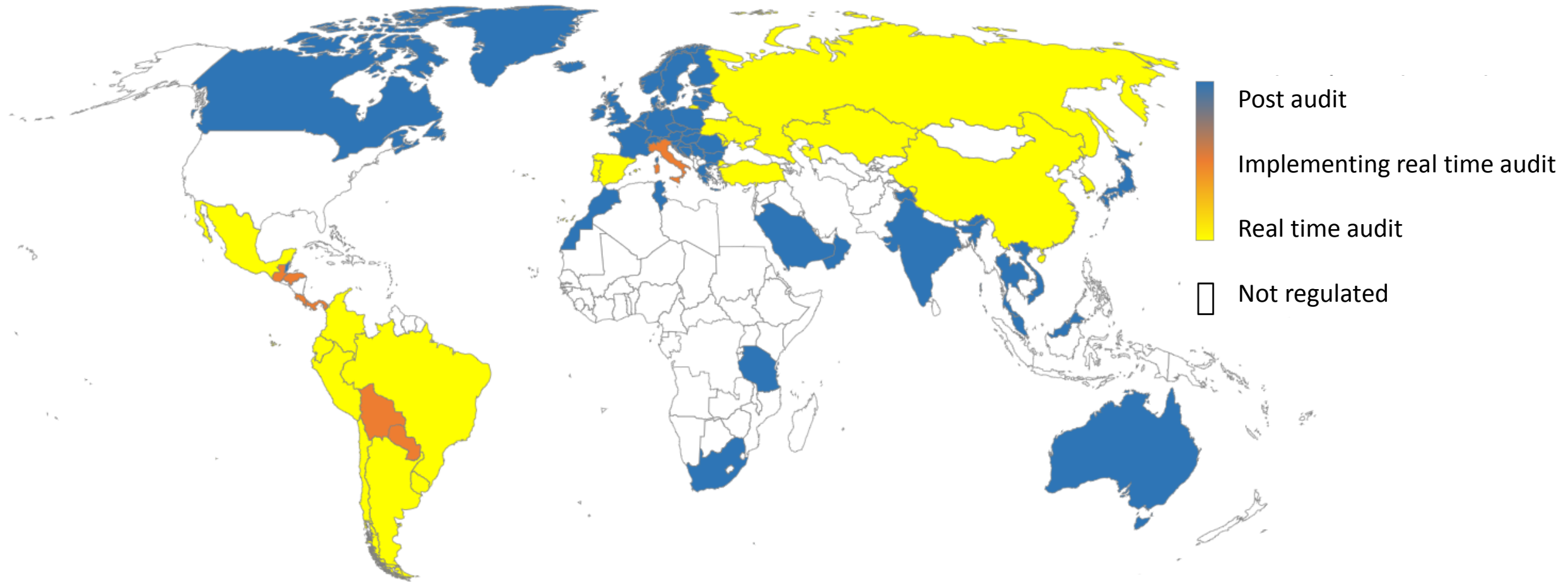
Fewer/no audits, less intrusion
Better financing
Better annual accounts
No corruption
Shorter archiving

**TECHNICAL
SPECIFICATION**

CLEARANCE



TA Audit Strategies using e-invoice information as in 2019 1S



Source: author data, with insights from *E-Invoicing / E-Billing International Market Overview & Report*, Bruno Koch, March 2018, and *Tax-Compliant Global Electronic Invoice Lifecycle Management*, TrustWeaver, 2017



THANK YOU!

**An Activities Panorama of E-Invoicing
over the Americas**

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Miami, May 14, 2019**



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