## E-COMMERCE ~ RISK

MANAGING RISK IN THE DIGITAL AGE

OCT 2017

## VENTURING ABROAD



of respondents see the market growing even stronger than the current high speed pace



of respondents say the impact of e-commerce on their sectors will be strong/very strong



almost 40% perform online sales internationally, and +25% will do it soon

## TOP 5 CHALLENGES TO GO ABROAD



Local customer expectations



Legal and regulatory issues



Competition



Logistics issues



Taxes. VAT and customs

## TOP 3 STRATEGIC CHOICES TO GO ABROAD



**ALLIANCES** 



CHANGE OF **BUSINESS MODEL** 





of respondents score their company's culture as 'agile enough to make the necessary changes'.



