

EORI Number for Non-EU Companies: 2026 Guide

Prepared by Complico Consulting GmbH

EU Compliance • Regulatory Consulting • Market Entry Support

Expanding your business into the European market offers enormous opportunities, but it also comes with regulatory requirements that many non-EU businesses are unfamiliar with. One of the most important requirements when importing goods into the European Union is obtaining an **EORI number**.

However, many international sellers are surprised to learn that **non-EU companies cannot always easily obtain an EORI number**, especially if they do not have a legal presence within the EU.

In this guide, we explain:

- What an EORI number is
- Whether non-EU companies can obtain one
- Alternative solutions for Amazon sellers and e-commerce businesses
- How Importer of Record (IOR) services can help

WHAT IS AN EORI NUMBER ?

An **EORI (Economic Operators Registration and Identification) number** is a unique identification number used by customs authorities across the European Union.

The EORI system was introduced by the **European Commission** to simplify customs procedures and ensure that all businesses involved in importing or exporting goods can be easily identified.

An EORI number is required for companies that:

- Import goods into the EU
- Export goods from the EU
- Submit customs declarations
- Interact with EU customs authorities

Without an EORI number, goods may be **delayed, rejected, or held at customs**.

CAN NON-EU COMPANIES GET AN EORI NUMBER ?

In some cases, **non-EU companies can obtain an EORI number**, but the rules vary depending on the EU country.

Many EU customs authorities require that the company:

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- Has a **legal establishment within the EU**, or
- Has a **local representative handling customs procedures**

For example, customs authorities such as **German Customs (Zoll)** often require proper documentation before issuing an EORI number.

This creates challenges for businesses located in:

- United States
- United Kingdom
- Canada
- China
- Australia
- India

If a company does not have an **EU legal entity, warehouse, or office**, obtaining an EORI number may become complicated.

WHY AMAZON SELLERS OFTEN FACE EORI ISSUES

International sellers using **Amazon** FBA frequently encounter problems when shipping goods to Europe.

Typical challenges include:

- No EU company registration
- No local tax representative
- Lack of EU importer responsibilities
- Customs clearance complications

Amazon warehouses in countries such as **Germany, France, Italy**, and **Spain** require shipments to be imported legally under EU customs rules.

Without the correct importer setup, shipments may be **blocked or returned**.

ALTERNATIVE SOLUTION: IMPORTER OF RECORD (IOR)

If your company cannot obtain an EORI number, the best solution is to use an **Importer of Record (IOR)**.

An Importer of Record is a legally responsible entity within the EU that:

- Handles customs clearance
- Provides the required EORI number
- Acts as the official importer for your goods
- Ensures compliance with EU regulations

IOR services are commonly used by companies from:

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- USA
- UK
- China
- Singapore
- Australia
- India

This solution allows non-EU sellers to **import products into Europe without establishing a local company.**

HOW IOR SERVICES WORK

When using an Importer of Record service, the process typically includes:

1. Shipment Preparation

Your company ships goods to the EU warehouse or fulfillment center.

2. Customs Declaration

The Importer of Record submits customs documentation using their EORI number.

3. Compliance Verification

The IOR ensures the product complies with EU regulations such as:

- Product safety rules
- CE marking requirements
- Product labeling standards

4. Customs Clearance

Once cleared, the goods are delivered to the destination warehouse or fulfillment center.

BENEFITS OF USING AN IMPORTER OF RECORD

Using an IOR service offers several advantages:

FASTER MARKET ENTRY

No need to register a local EU company before selling.

SIMPLIFIED CUSTOMS PROCEDURES

IOR providers handle documentation and communication with customs authorities.

REDUCED COMPLIANCE RISKS

Experienced providers ensure your products meet EU requirements.

COST EFFICIENCY

Avoid legal entity setup costs and ongoing administrative expenses.

WHEN DO YOU NEED AN IMPORTER OF RECORD ?

You may need an Importer of Record if:

- Your company is **based outside the EU**
- You **do not have an EU office or company**
- You are shipping to **Amazon FBA warehouses**
- You want to **avoid customs complications**

Many global e-commerce businesses use IOR services as a **fast and practical entry strategy** for the European market.

IOR SERVICES FROM COMPLICO CONSULTING GMBH

Complico Consulting GmbH provides specialized **Importer of Record services for international sellers** shipping products to the European Union.

Their services support businesses that need:

- EU Importer of Record (IOR)
- Amazon FBA import solutions
- EU product compliance guidance
- Customs documentation support
- EPR and regulatory assistance

Complico works with companies worldwide to ensure smooth and compliant product imports into Europe.

TYPICAL PRODUCTS IMPORTED USING IOR SERVICES

Common product categories include:

- Consumer electronics
- Home and kitchen products
- Beauty and cosmetics
- Toys and baby products
- Fashion accessories
- Industrial equipment

Each category may require **additional EU compliance requirements**, so professional support is recommended.

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CONCLUSION

An **EORI number is essential for importing goods into the European Union**, but obtaining one can be difficult for non-EU companies without a legal presence in Europe.

Fortunately, **Importer of Record services provide a reliable solution** that allows international sellers to ship products into the EU without establishing a local company.

By working with experienced compliance providers such as **Complico Consulting GmbH**, businesses can enter the European market faster, reduce regulatory risks, and ensure smooth customs clearance.

FAQS

1. Can a non-EU company obtain an EORI number?

Yes, in some cases. However, many EU countries require a legal presence or representative within the EU.

2. Is an EORI number required for Amazon FBA shipments?

Yes. Every shipment entering the EU must have an importer with a valid EORI number.

3. What happens if I ship without an EORI number?

Customs authorities may **hold, delay, or reject the shipment**.

4. What is the difference between an EORI and an Importer of Record?

An EORI is an identification number, while an Importer of Record is the entity legally responsible for the import process.

5. Do small e-commerce sellers need an IOR?

Yes, especially if they are shipping products into the EU from outside Europe.

EUROPE OFFICIAL RESOURCES

1. Official EU EORI Information: [Source from the European Commission](#)
2. EORI Number Validation Tool: [Official EORI verification database from the European Commission](#)
3. German Customs EORI Registration Guide: [Official information from German Customs \(Zoll\)](#)
4. EU Customs Import Procedures: [Official customs procedures overview by the European Commission](#)
5. Amazon Global Selling – EU Shipping: [Information from Amazon](#)

HOW COMPLICO CONSULTING GMBH CAN HELP

Complico Consulting GmbH provides regulatory consulting and compliance support for companies entering the European market.

Our services include:

- Import compliance consulting
- EU regulatory guidance
- Market entry support for international companies
- Documentation and compliance advice
- Collaboration with logistics and customs partners

Our goal is to help global companies expand into the EU while reducing compliance risks.

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Services: EU Compliance • Regulatory Consulting • Market Entry Support

Complico supports manufacturers, brands, importers, and online sellers who want to expand into European markets while maintaining regulatory compliance

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