Selling goods to consumers across multiple EU Member States · How to approach it?

For: Paušalni obrt · Obrtnici · j.d.o.o. · d.o.o.

Practical business guidance · Reviewed: 2026-11-22

Applicability: According to the profile and circumstances of the described case.

Map out which country the goods are departing from, where they are going and who the buyer is.

A starting point in practice

For each order, record the destination country, date, rate and return.

Simulate sales and returns across two different markets before expanding your online shop.

Working example · Sale of goods to consumers across multiple outlets

Simulate sales and returns across two different markets before expanding your online shop.

Specific next steps

1. For each order, record the destination country, date, rate and return.
2. Simulate sales and returns across two different markets before expanding your online shop.
3. Confirm the regime with the relevant adviser by country and transaction type.

Limits of application

For cross-border transactions, including status checks and special rules.

Sources

Your Europe · Cross-border VAT

https://europa.eu/youreurope/business/finance-and-tax/vat/cross-border-vat/index_hr.htm

Original page

https://adriatrends.hr/poslovni-vodic/en/pitanja/praksa-eu-oss-potrosaci-odluka