

# Global Dropshipping Market Requirements and Supplier Overview

This section presents a comprehensive table of around 70 countries that are viable for dropshipping, along with key regulatory requirements and market characteristics. For each country, we indicate: **(a)** if a foreign dropshipper must register for **VAT** (or GST) when selling to local customers, **(b)** if a **local company** is required to operate, **(c)** whether it's an **emerging market** with relatively low digital penetration, **(d)** an assessment of **profitability potential** (High/Medium/Low) based on market size, logistics and competition, **(e)** **top local/authorized suppliers** that offer local delivery, **(f)** whether those suppliers support **Shopify** or **WordPress** (WooCommerce) integration, and **(g)** whether they allow **international fulfillment** (i.e. shipping from overseas warehouses if local stock is unavailable).

Developed markets with high e-commerce usage and purchasing power (e.g. United States, UK, Australia, Canada) generally have **High** profit potential <sup>1</sup>. Emerging markets can offer growth opportunities but often have lower current digital penetration – for example, only ~55% of India's population uses the internet <sup>2</sup> and ~45% in Nigeria <sup>3</sup>, versus ~99% in a mature market like Norway <sup>4</sup>. VAT rules vary by region: **EU countries** share a low annual distance-sales threshold (€10,000) beyond which VAT registration in the customer's country is required <sup>5</sup>. The **UK** requires overseas sellers to register for VAT from the first sale (no threshold) <sup>6</sup>. In contrast, the **US** has *no* VAT system at all (relying on state sales taxes instead) <sup>7</sup>. Other countries like **Canada**, **Australia**, and **New Zealand** have implemented GST registration requirements for foreign e-commerce sellers once annual sales exceed certain thresholds (e.g. CAD \$30k in Canada <sup>8</sup>; AUD \$75k in Australia <sup>9</sup>). The table below captures these details for each country.

## North America

Country	VAT Reg. Req.?	Local Co. Req.?	Emerging Market?	Profit Potential	Top Local Suppliers (Local Delivery)	Shopify Support	WP Support	Int'l Fulfill?
United States	No <sup>7</sup> (no VAT; state sales tax applies)	No	No	High <sup>1</sup>	Spocket (aggregator), Cjdropshipping, Printful, Modalyst	Yes	Yes	Yes
Canada	Yes (GST/HST > CAD \$30k) <sup>8</sup>	No	No	High	Spocket, Modalyst, Printify	Yes	Yes	Yes

Country	VAT Reg. Req.?	Local Co. Req.?	Emerging Market?	Profit Potential	Top Local Suppliers (Local Delivery)	Shopify Support	WP Support	Int'l Fulfill?
<b>Mexico</b>	No (import VAT/duties collected at customs)	No	Yes	Medium	AliExpress (global), BigBuy (EU warehouse)	Yes	Yes	Yes

*Note: The US has no VAT system <sup>7</sup>. Canada requires GST registration once a CAD \$30,000 sales threshold is exceeded <sup>8</sup>. Mexico does not mandate foreign VAT registration; import taxes are handled by the courier or customer.*

## Latin America

Country	VAT Reg. Req.?	Local Co. Req.?	Emerging Market?	Profit Potential	Top Local Suppliers (Local Delivery)	Shopify Support	WP Support	Int'l Fulfill?
<b>Brazil</b>	No (foreign sellers not VAT-registered)	No	Yes	Medium	Nuvemshop, Tiny (local platforms)	Limited	Yes	No
<b>Argentina</b>	No	No	Yes	Medium	AliExpress (global shipping)	Yes	Yes	Limited
<b>Chile</b>	No	No	Yes	Medium	BigBuy (EU warehouse), AliExpress	Yes	Yes	Yes
<b>Colombia</b>	No	No	Yes	Medium	AliExpress, BigBuy	Yes	Yes	Yes
<b>Peru</b>	No	No	Yes	Medium	AliExpress, Cjdropshipping	Yes	Yes	Yes

*Note: Latin American markets are growing rapidly but generally handle VAT via import duties rather than requiring overseas seller registration. Local dropshipping suppliers are limited; international marketplaces like AliExpress are commonly used for fulfillment.*

## Europe (EU & EFTA)

Country	VAT Reg. Req.?	Local Co. Req.?	Emerging Market?	Profit Potential	Top Local Suppliers (Local Delivery)	Shopify Support	WP Support	Int'l Fulfill?
<b>United Kingdom</b>	Yes (no threshold) 6	No	No	High	Avasam (UK marketplace), Syncee, Cjdropshipping, Printify	Yes	Yes	Yes
<b>Germany</b>	Yes (EU OSS/ threshold) 5	No	No	High	Syncee, BigBuy, Printful	Yes	Yes	Yes
<b>France</b>	Yes (EU OSS) 5	No	No	High	BigBuy, Syncee	Yes	Yes	Yes
<b>Italy</b>	Yes (EU OSS)	No	No	Medium	BigBuy, Syncee	Yes	Yes	Yes
<b>Spain</b>	Yes (EU OSS)	No	No	Medium	BigBuy, Syncee	Yes	Yes	Yes
<b>Netherlands</b>	Yes (EU OSS)	No	No	Medium	Syncee, BigBuy	Yes	Yes	Yes
<b>Poland</b>	Yes (EU OSS)	No	No	Medium	Syncee, BigBuy	Yes	Yes	Yes
<b>Sweden</b>	Yes (EU OSS)	No	No	Medium	Syncee, BigBuy	Yes	Yes	Yes
<b>Denmark</b>	Yes (EU OSS)	No	No	Medium	Syncee, BigBuy	Yes	Yes	Yes
<b>Norway</b>	Yes (VAT)	No	No	Medium	Syncee, BigBuy	Yes	Yes	Yes
<b>Finland</b>	Yes (EU OSS)	No	No	Medium	Syncee, BigBuy	Yes	Yes	Yes
<b>Ireland</b>	Yes (EU OSS)	No	No	Medium	BigBuy, Syncee	Yes	Yes	Yes
<b>Belgium</b>	Yes (EU OSS)	No	No	Medium	BigBuy, Syncee	Yes	Yes	Yes

Country	VAT Reg. Req.?	Local Co. Req.?	Emerging Market?	Profit Potential	Top Local Suppliers (Local Delivery)	Shopify Support	WP Support	Int'l Fulfill?
<b>Switzerland</b>	Yes (low threshold) 10	No	No	Medium	<i>BigBuy, Syncee</i>	Yes	Yes	Yes
<b>Austria</b>	Yes (EU OSS)	No	No	Medium	<i>BigBuy, Syncee</i>	Yes	Yes	Yes
<b>Portugal</b>	Yes (EU OSS)	No	No	Medium	<i>BigBuy, Syncee</i>	Yes	Yes	Yes
<b>Hungary</b>	Yes (EU OSS)	No	No	Medium	<i>Syncee, BigBuy</i>	Yes	Yes	Yes
<b>Czech Republic</b>	Yes (EU OSS)	No	No	Medium	<i>BigBuy, Syncee</i>	Yes	Yes	Yes
<b>Romania</b>	Yes (EU OSS)	No	No	Medium	<i>BigBuy, Syncee</i>	Yes	Yes	Yes
<b>Greece</b>	Yes (EU OSS)	No	No	Medium	<i>BigBuy, Syncee</i>	Yes	Yes	Yes
<b>Bulgaria</b>	Yes (EU OSS)	No	No	Low	<i>BigBuy, Syncee</i>	Yes	Yes	Yes
<b>Slovakia</b>	Yes (EU OSS)	No	No	Low	<i>BigBuy, Syncee</i>	Yes	Yes	Yes
<b>Croatia</b>	Yes (EU OSS)	No	No	Low	<i>BigBuy, Syncee</i>	Yes	Yes	Yes
<b>Iceland</b>	Yes (VAT)	No	No	Low	<i>BigBuy, Syncee</i>	Yes	Yes	Yes
<b>Luxembourg</b>	Yes (EU OSS)	No	No	Low	<i>BigBuy, Syncee</i>	Yes	Yes	Yes
<b>Malta</b>	Yes (EU OSS)	No	No	Low	<i>BigBuy, Syncee</i>	Yes	Yes	Yes
<b>Cyprus</b>	Yes (EU OSS)	No	No	Low	<i>BigBuy, Syncee</i>	Yes	Yes	Yes
<b>Estonia</b>	Yes (EU OSS)	No	No	Low	<i>BigBuy, Syncee</i>	Yes	Yes	Yes
<b>Latvia</b>	Yes (EU OSS)	No	No	Low	<i>BigBuy, Syncee</i>	Yes	Yes	Yes

Country	VAT Reg. Req.?	Local Co. Req.?	Emerging Market?	Profit Potential	Top Local Suppliers (Local Delivery)	Shopify Support	WP Support	Int'l Fulfill?
<b>Lithuania</b>	Yes (EU OSS)	No	No	Low	<i>BigBuy, Syncee</i>	Yes	Yes	Yes
<b>Slovenia</b>	Yes (EU OSS)	No	No	Low	<i>BigBuy, Syncee</i>	Yes	Yes	Yes
<b>Serbia</b>	No (import VAT on buyer)	No	Yes	Low	<i>AliExpress, Cjdropshipping</i>	Yes	Yes	Yes

Note: EU member states use the One-Stop-Shop (OSS) scheme – a foreign seller can register in one EU country to report VAT for all EU sales once the €10k/year threshold is passed <sup>5</sup>. All European countries listed have very high internet usage (indicating mature digital markets, e.g. ~99% in Norway) <sup>4</sup>. A local incorporated company is not required to dropship in Europe; cross-border B2C sales are permitted. Non-EU countries like Norway and Switzerland also enforce VAT on imports (with low or no foreign registration thresholds) <sup>11</sup>.

## Asia-Pacific

Country	VAT/GST Reg. Req.?	Local Co. Req.?	Emerging Market?	Profit Potential	Top Local Suppliers (Local Delivery)	Shopify Support	WP Support	Int'l Fulfill?
<b>China</b>	No (import VAT/duties on buyer)	No	No	Medium	<i>Cjdropshipping, Yakkyofy, Nihao Dropshipping</i>	Yes	Yes	Yes
<b>India</b>	No (GST on import to buyer)	No	Yes	Medium	<i>Roposo Clout, GlowRoad, Shop101, Baapstore (local)</i>	Yes	Yes	Limited
<b>Japan</b>	No (import consumption tax)	No	No	High	<i>AppScenic, AliExpress</i>	Yes	Yes	Limited
<b>South Korea</b>	No (import VAT on buyer)	No	No	High	<i>AliExpress, Cjdropshipping</i>	Yes	Yes	Yes
<b>Taiwan</b>	No	No	No	Medium	<i>AliExpress, Cjdropshipping</i>	Yes	Yes	Yes

Country	VAT/GST Reg. Req.?	Local Co. Req.?	Emerging Market?	Profit Potential	Top Local Suppliers (Local Delivery)	Shopify Support	WP Support	Int'l Fulfill?
<b>Hong Kong</b>	N/A (no VAT)	No	No	Medium	<i>AliExpress, Cjdropshipping</i>	Yes	Yes	Yes
<b>Singapore</b>	Yes (GST > S\$100k)	No	No	High	<i>AliExpress, Cjdropshipping</i>	Yes	Yes	Yes
<b>Indonesia</b>	No	No	Yes	Medium	<i>AliExpress, Cjdropshipping</i>	Yes	Yes	Yes
<b>Malaysia</b>	No	No	Yes	Medium	<i>AliExpress, Cjdropshipping</i>	Yes	Yes	Yes
<b>Thailand</b>	No	No	Yes	Medium	<i>AliExpress, AppScenic</i>	Yes	Yes	Yes
<b>Vietnam</b>	No	No	Yes	Medium	<i>AliExpress, Printify</i>	Yes	Yes	Yes
<b>Philippines</b>	No	No	Yes	Medium	<i>AliExpress, Cjdropshipping</i>	Yes	Yes	Yes
<b>Pakistan</b>	No	No	Yes	Low	<i>AliExpress, Cjdropshipping</i>	Yes	Yes	Yes
<b>Australia</b>	Yes (GST > A\$75k) <sup>9</sup>	No	No	High	<i>Spocket, Cjdropshipping, Printify</i>	Yes	Yes	Yes
<b>New Zealand</b>	Yes (GST > NZ\$60k)	No	No	Medium	<i>Spocket, Cjdropshipping</i>	Yes	Yes	Yes

*Note: Many Asia-Pacific countries charge VAT/GST on imported goods at the border rather than requiring each foreign seller to register. China, India, and Southeast Asian nations allow cross-border B2C shipments where the customer or courier pays import tax. Australia and New Zealand, however, have extended GST to low-value imports, compelling overseas businesses to register once annual sales exceed ~A\$75k <sup>9</sup> and NZ\$60k respectively. None of these markets require incorporation of a local company for cross-border online sales. Developed APAC markets like Japan, South Korea, Australia have high e-commerce penetration (High potential), whereas emerging markets like India and Southeast Asia have rapid growth but lower current online reach <sup>2</sup>.*

## Middle East

Country	VAT Reg. Req.?	Local Co. Req.?	Emerging Market?	Profit Potential	Top Local Suppliers (Local Delivery)	Shopify Support	WP Support	Int'l Fulfill?
<b>Turkey</b>	No (import VAT on buyer)	No	Yes	Medium	<i>BigBuy, Syncee</i> (EU suppliers shipping to TR)	Yes	Yes	Yes
<b>Israel</b>	No (VAT on import)	No	No	Medium	<i>AliExpress, Spocket</i> (global suppliers)	Yes	Yes	Yes
<b>UAE</b>	Yes (no foreign threshold) <sup>11</sup>	No	No	High	<i>Noon Dropship, Tradeling</i> (local B2B platforms)	No	Yes	Limited
<b>Saudi Arabia</b>	Yes (VAT 15%)	No	No	High	<i>AliExpress, Cjdropshipping</i> (global suppliers)	Yes	Yes	Yes
<b>Qatar</b>	No (no VAT yet)	No	No	Medium	<i>AliExpress, Cjdropshipping</i>	Yes	Yes	Yes
<b>Kuwait</b>	No (no VAT yet)	No	No	Medium	<i>AliExpress, Cjdropshipping</i>	Yes	Yes	Yes
<b>Oman</b>	Yes (VAT 5%)	No	No	Medium	<i>AliExpress, Cjdropshipping</i>	Yes	Yes	Yes

*Note: Gulf Cooperation Council (GCC) states have introduced 5% VAT (UAE, Saudi, Oman implemented; Qatar/ Kuwait pending). The UAE, for example, requires foreign sellers to register for VAT regardless of turnover <sup>11</sup>. Generally, however, overseas dropshippers can sell into the Middle East without a local company, using local marketplaces (e.g. Noon) or international suppliers. Wealthy Middle Eastern markets have high internet and smartphone usage, supporting strong e-commerce growth.*

## Africa

Country	VAT Reg. Req.?	Local Co. Req.?	Emerging Market?	Profit Potential	Top Local Suppliers (Local Delivery)	Shopify Support	WP Support	Int'l Fulfill?
<b>South Africa</b>	No (VAT via import)	No	Yes	Medium	<i>Dropstore</i> (ZA platform), <i>Shopstar</i>	Yes	Yes	Limited
<b>Nigeria</b>	No	No	Yes	Medium	<i>Konga</i> (local marketplace), <i>CJdropshipping</i>	Limited	Yes	Limited
<b>Kenya</b>	No	No	Yes	Medium	<i>CJdropshipping</i> , <i>Dropstore</i>	Limited	Yes	Limited
<b>Egypt</b>	No	No	Yes	Medium	<i>Tradeling</i> (regional B2B), <i>CJdropshipping</i>	No	Yes	Limited
<b>Morocco</b>	No	No	Yes	Medium	<i>AliExpress</i> , <i>CJdropshipping</i>	Yes	Yes	Yes
<b>Ghana</b>	No	No	Yes	Low	<i>CJdropshipping</i> (global shipping)	Yes	Yes	Yes

*Note: African markets are nascent but growing – Africa's internet usage is rising quickly (Nigeria's penetration ~45% <sup>3</sup>). No African country listed requires foreign dropshippers to register for VAT; taxes are collected from the importer or via marketplaces. Logistics and payment infrastructure can be challenging (e.g. cash on delivery is common), so using local dropshipping platforms (e.g. Nigeria's Konga) or global suppliers with delivery to Africa is key. Profitability in Africa is currently Medium to Low, but the long-term potential is significant given the young population and e-commerce growth <sup>12</sup>.*

**Sources:** Official government and tax authority guidelines for VAT/GST (EU OSS rules <sup>5</sup>, UK HMRC <sup>6</sup>, Canada CRA <sup>8</sup>, Australia ATO <sup>9</sup>, UAE FTA <sup>11</sup>, etc.), dropshipping supplier documentation, and recent market research data on e-commerce penetration and growth (e.g. UNCTAD, Statista, DataReportal) have been used to compile the above information. High-income countries with established e-commerce systems (high digital penetration) tend to have **High** dropshipping potential <sup>1</sup>, whereas developing markets with lower internet usage (India, parts of Africa) are marked as **Emerging** <sup>2</sup> <sup>3</sup>. The list of suppliers is drawn from authorized dropshipping platforms and networks operating in each region (such as Spocket, CJ Dropshipping, BigBuy, and local marketplaces), and their compatibility with Shopify or WooCommerce is noted per their official integration support. Each supplier's policy on fulfilling orders from international warehouses is indicated based on documentation or platform features (e.g. many support it, but some local-only suppliers do not). Please consult the linked references for more details on specific country VAT rules and supplier programs. <sup>13</sup> <sup>6</sup> <sup>7</sup>



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