



European
Commission



The European Union's trade agreements

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Commission DG Trade**
Information, communications and civil society



European
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EU trade agreements...

New economic
opportunities



Creating more
level playing field



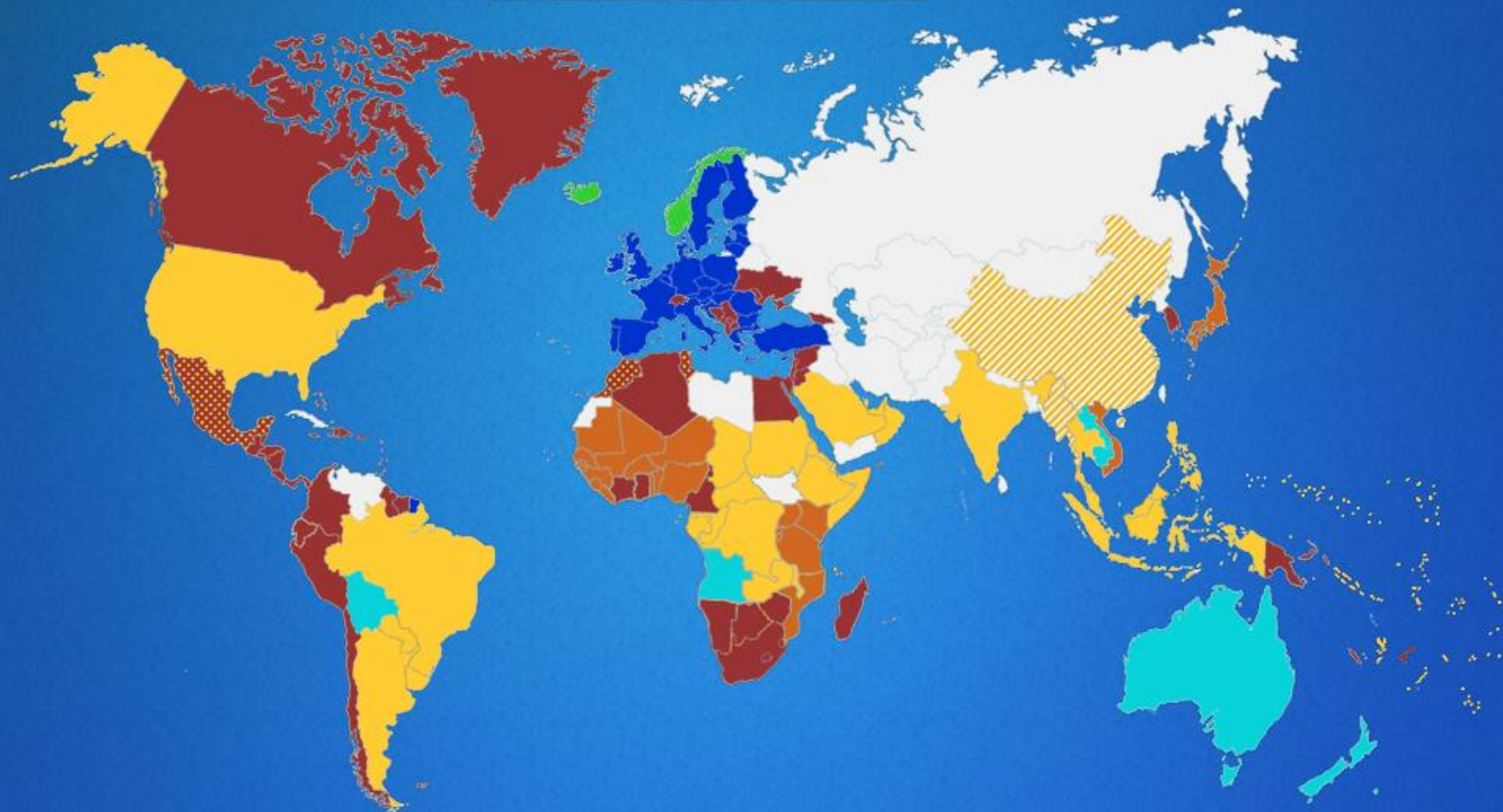
Protecting European social, environmental,
labour and consumer standards while
increasing standards in our trading partners



Preventing any race to the bottom or social
dumping.



2018



- EU & Customs union (Andorra, Monaco, San Marino, Turkey)
- European Economic Area (Norway, Iceland, Liechtenstein)
- Preferential trade agreement in place (FTA, EPA, DCFTA)
- Preferential agreement awaiting adoption/ ratification
- Preferential trade agreement being negotiated
- Potential for free trade partnership
- Stand-alone investment agreement being negotiated
- Preferential agreement in the process of modernisation

Agreements already in force...

- **"First generation agreements"**- increase EU exports through elimination of customs duties
→ Mediterranean countries, Chile
- **"New generation agreements"**: tariffs +new areas & rules including sustainable development
→ Canada, Korea, Andean countries and Central America
- **Deep and Comprehensive Free Trade Areas:** to support close economic relations with EU's neighbours
→ Ukraine, Georgia and Moldova;

With good results...



Trade agreements = more EU exports and growth

170%

is the increase of EU exports since the EU-Chile trade agreement

FTA Implementation Report 2017

#EUTrade



Trade agreements = more EU exports and growth

59%

is the increase of EU exports since the EU-South Korea trade agreement

FTA Implementation Report 2017

#EUTrade

With good results...



EU exports of food & drink and vehicles benefit the most

There's been a

244%

jump in EU vehicle
exports to South Korea
since 2011

and

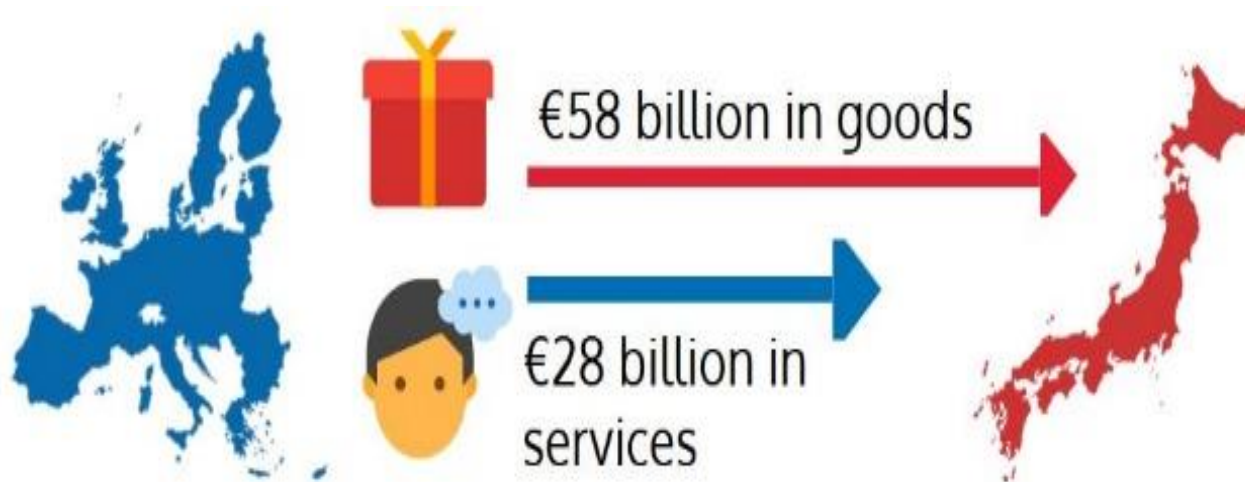
82%

jump in EU agricultural
exports to Colombia
since 2013

Main concluded/ongoing negotiations

- **Singapore, Vietnam:** finalised, legal review, needs approval of governments + European Parliament
- **Japan:** finalised December 2017, legal review ongoing, approval still required → objective: entry into force 2019
- **Mexico:** upgrading existing agreement – finalisation early 2018?
- **Mercosur:** window of opportunity in coming weeks
- **Chile, Indonesia, Malaysia, Philippines**
- **Australia, NZ:** awaiting negotiating mandate from MS

EU – Japan FTA



- Removes **€1 bn/year** duties for EU companies

EU – Japan FTA



- Government **procurement**: **48 large cities**, covering around 15% of Japan's population
- Removes existing obstacles to
- **procurement in the railway sector**



EU – Japan FTA

Opens up the Japanese market to
EU agricultural exports:

- duties eliminated on many **cheeses**
- such as Gouda and Cheddar
- a duty-free quota will be established for **fresh cheeses**
- tariffs on **wine** exports disappear on day one
- Significantly lower tariffs on **beef** over time
- **Pork:** almost duty free trade for fresh meat and full liberalisation for processed meat



EU – Japan FTA

Exporters' Stories

German fruit wines a winner in the land of the rising sun

Fruit wine producer Katlenburger Winery exports 10% of its production to 17 countries around the world, including Japan.

Fruit wine producer Katlenburger Winery exports 10% of its production to 17 countries around the world, including Japan.

Founded in 1925 in Lower Saxony, Germany, the company began by producing sparkling apple wine. Since then, it has diversified to make wines from pears, cherries, currants and blueberries.

Today, Katlenburger's 90 employees produce 24 million bottles of wine a year, making it the biggest fruit wine producer in Europe. Japanese consumers are particularly fond of the Multi Vita Vino, a wine made from 10 different fruits. In 2016, Katlenberger exported 750,000 bottles of fruit wine to Japan – half the amount it sold there five years ago. Katlenberger say unfair competition and an increasingly price-sensitive market have made exporting to Japan more difficult. Japanese duties on Katlenberger's products are about 33 eurocents per litre. So Katlenburger would benefit from the tariffs cuts planned in the EU-Japan Economic Partnership Agreement.

"Small businesses in particular depend on exports because the domestic market is becoming more challenging and dominated by larger firms with big advertising budgets."

— Klaus Demuth CEO, Katlenburger Kellerei GmbH & co. KG



Mercosur



A region of **260 million** consumers



The world's 7th largest economy and 5th largest market outside the EU with an **annual GDP of €2.2 trillion**



Closed markets with high tariff and non-tariff barriers



A destination for EU goods worth **€42 billion** (in 2016) and EU services worth **€22 billion** (2015)



A market for **60,500 EU companies**



A major destination for EU investments, with **€378 billion in investment stocks in 2015**

Mercosur

- 2016 offer = already 4 bn euros in tariff reductions
= 8 times the value of EU-Canada agreement
- **Liberalisation of key industrial sectors**

→ The agreement will eliminate **very high customs duties in key sectors**, including those with a large volume of trade:

- ▶ Cars and parts;
- ▶ Machinery;
- ▶ Chemicals;
- ▶ Pharmaceuticals.



Mercosur

Opportunities for farmers and food producers

Products subject to high tariffs include:



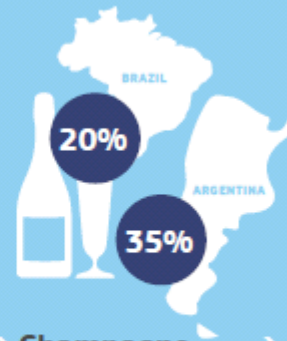
→ Dairy products



→ Chocolates and
confectionary



→ Spirits



→ Champagne



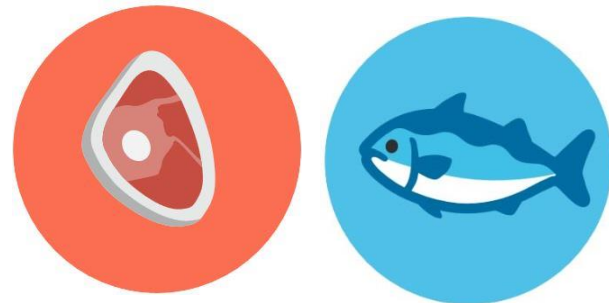
→ Other wines

Mercosur

Geographical indications protection (it's a region where European products are copied most often)



Chapter on Sanitary & Phytosanitary issues (prelisting, audits...)



Mercosur

- The deal safeguards the interests of EU farmers.
- Some agri products, are:
 - sensitive for the EU, but
 - key export interests for Mercosur.
- These include:  Beef  Ethanol  Poultry
- So Mercosur will have only limited access to the EU using tariff-rate quotas (TRQs) - exports at a lower tariff up to a pre-agreed amount.



Mexico

A large OECD
economy



128 m

Population



€16,000

Average annual income



€1.05 trn

Annual size of
the economy (GDP)

A major export
market for the EU



€34 bn

€9bn

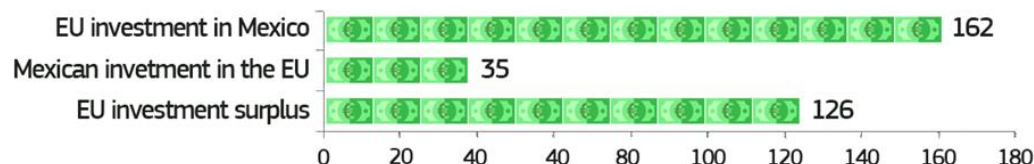
Goods (2016)



Services (2015)

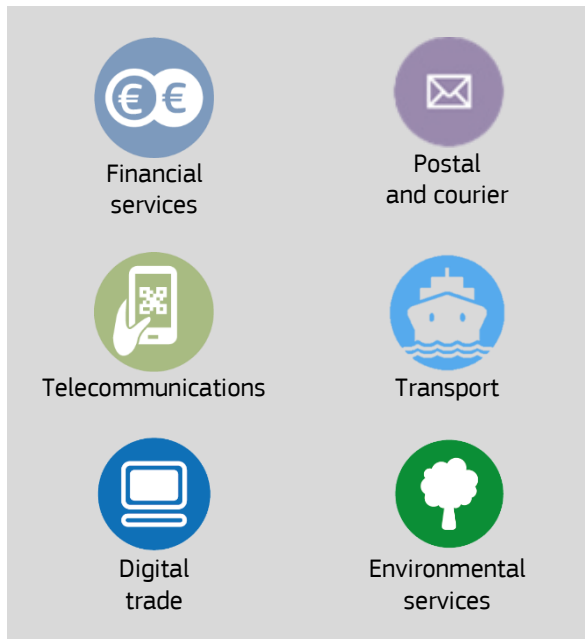


High investment
stocks



Mexico

- Opens up trade in services



- Opens up public procurement



- Encourages investment



- Protects the environment and labour rights



Mexico

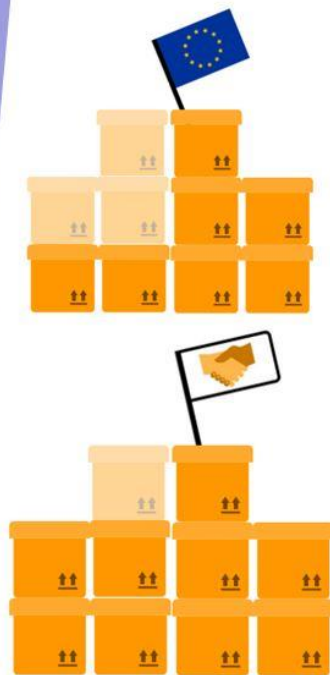
- Scraps tariffs on key EU agricultural goods
- Protects EU Geographical Indications

	Now Duties up to 45%
	Before Duties up to 30%
	Before Duties up to 20%

		Jerez
Wines, beers, spirits	Spain	
		Comté
Cheese	France	
		Nürnberger Bratwürste
Meat	Germany	
		Ellin kalamatas
Fruit, nuts, sweets	Greece	



But untapped export opportunities...



Further export potential in EU FTAs

In the new generation FTAs, EU companies' overall utilisation rate is around **70%**

For the partner countries, it's around **90%**

FTA implementation report 2017

#EUTrade

In the works: focus on SMEs...

- Outreach campaign on how to benefit from FTAs: new communication material aimed at SMEs in all EU languages, targeted dissemination in AT, BG, CZ, DK, DE, FI, FR, EL, HU, IE, NL, PL, RO
- Market Access Database portal: adding practical information on FTAs in force (beyond EU-Canada CETA)

TRADE

<http://madb.europa.eu>

Market Access Database

European Commission > Trade > Market Access database > FTA: Free Trade Agreement

Home

What's new?

FTA: Free Trade Agreement

Export from EU

Tariffs

Procedures and Formalities

Statistics

Trade Barriers

SPS: Sanitary and Phytosanitary Issues

Rules of Origin

Services for SME

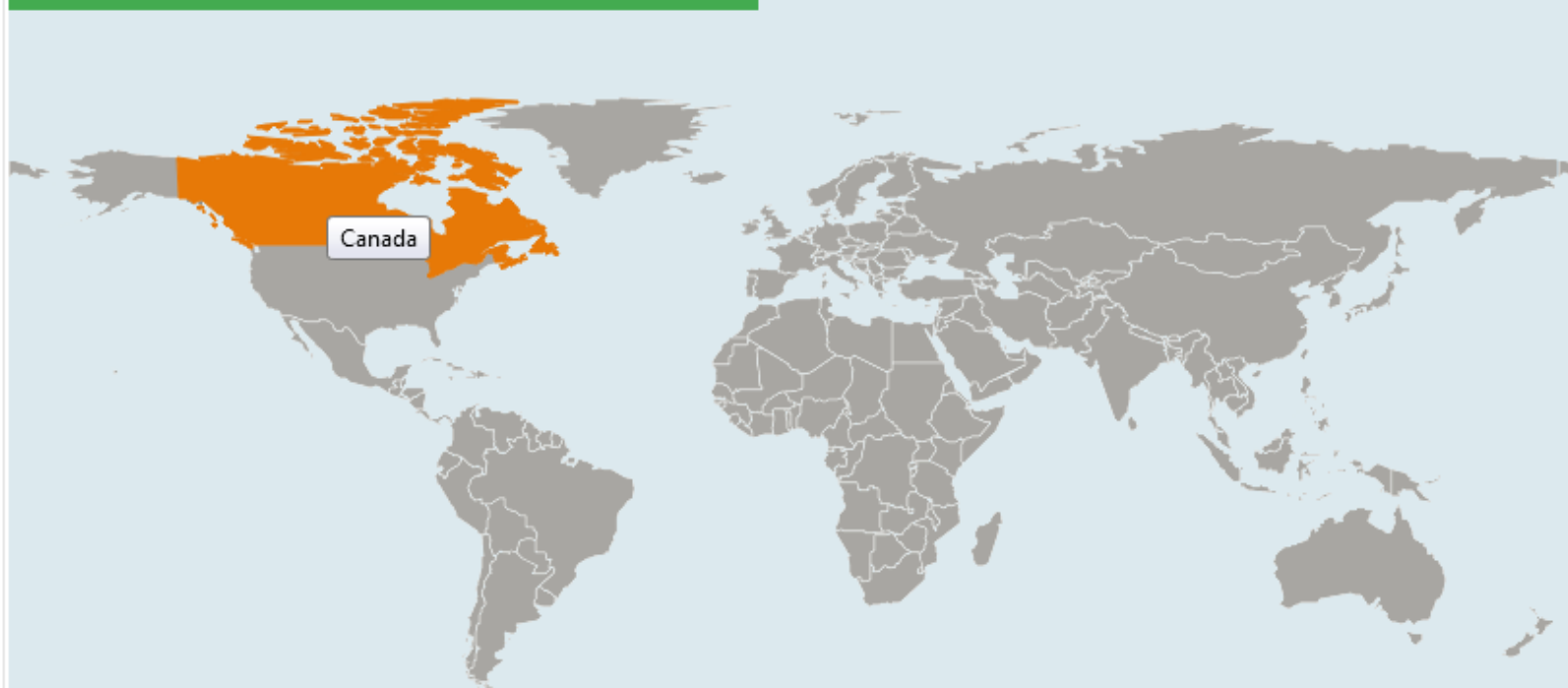
Import into the EU

EU Tariffs

Other Resources

FTA: Free Trade Agreement

Select Country



Tariff elimination

The [EU](#) and Canada have agreed to eliminate customs duties for the import of goods originating in the [EU](#) and Canada, either when [CETA](#) comes into force, or gradually within 3, 5 or 7 years for almost all goods.



Rules of Origin

Rules of origin ensure that [CETA](#) preferential tariff rates benefit [EU](#) and Canadian production. In order to take full advantage of [CETA](#) preferential tariff rates, traders will need to fulfil the rules of origin defined in the agreement and prescribed for each and every product.



Food safety, Animal and Plant health

[CETA](#) will boost trade in food, animal and plant products between the [EU](#) and Canada while maintaining our high levels of human, animal and plant health and safety.



Technical barriers to trade

The term 'technical barriers to trade' ([TBT](#)) refers to technical rules that define specific characteristics that a product should have, such as design, labelling, marking, packaging, functionality or performance.



Pharmaceuticals

[CETA](#) has expedited the mutual recognition of good manufacturing practices inspections of pharmaceutical factories, which the [EU](#) and Canada already had in place as a result of a previous agreement



Intellectual property and GIs

From an economic point of view, stronger international property rights (IPRs) give producers additional incentives to innovate and invest in the production of new products.



Government procurement

Public contracts form a substantial share of world trade flows, amounting to €1 000 billion per year.



Services

[CETA](#) constitutes the most comprehensive trade agreement the [EU](#) has ever concluded with regard to trade in services and investment.





Canada



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Food safety, Animal and Plant health

CETA will boost trade in food, animal and plant products between the **EU** and Canada while maintaining our high levels of human, animal and plant health and safety. This is because all products imported into the **EU** will still need to comply with applicable sanitary and phytosanitary standards, and vice versa.

In Canada, The **CFIA**  sets the policies and regulations for imports of food, agricultural inputs and agricultural products that are enforced by the **Canada Border Services Agency (CBSA)**  is responsible for the initial import inspection of food, agricultural inputs and agricultural products.

Here you can find information and requirements for **Food imports**  to Canada.

As regards **meats and meat products**, the existing **EU**—Canada veterinary agreement is incorporated into **CETA**, confirming the successful and mutually beneficial collaboration in the veterinary field. Both sides have agreed to simplify the approval process for exporters. Canada has already re-opened its beef market for 19 Member States through swift and pragmatic procedures. The detailed knowledge and the high level of mutual trust in the veterinary control services which has been built between Canada and the **EU** over many years is also reflected by commitments aimed at minimising trade restrictions in the event of a disease outbreak (so-called regionalisation). In the event of a disease outbreak, trade from unaffected areas can continue without interruption and lengthy reapproval processes. Information and requirements for **animals and animal products** imports to Canada

- **General Terrestrial Animal Health —Imports** 
- **Import and Interprovincial Requirements for Dairy Products** 
- **Fish and seafood —imports** 
- **Meat and poultry products —imports** 

In the area of **plant health**, **CETA** sets up new procedures that will simplify and accelerate the approval process for plants, fruit and vegetables by Canada. **CETA** will allow Canada to undertake **EU**-wide assessments and approval procedures for fruit and vegetables, replacing the current country-by-country and product-by-product approach which requires enormous resources. A pilot project on apples is already well under way and making good progress, in close cooperation with the Canadian Food Inspection Agency (**CFIA**), the European Food Safety Authority and the European Commission. The aim is to create a more predictable regulatory environment for exporters. For all product categories, the parties agreed to establish fast-track procedures for items identified as priorities.

Information and requirements on the **Plant and Plant Product** Imports to Canada

➤ **Tariff elimination**

➤ **Rules of Origin**

✓ **Food safety, Animal and Plant health**

➤ **Technical barriers to trade**

➤ **Pharmaceuticals**

➤ **Intellectual Property and GIs**

➤ **Government procurement**

➤ **Services**

➤ **Investment**

➤ **Useful Contacts**

➤ **Information Tools**

ORIGINAL NAME	NAME	PRODUCT CLASS	ORIGIN
Aachener Printen		confectionery and baked products	Germany
Abondance		cheeses	France
Aceite de Terra Alta		oils and animal fats	Spain
Aceite del Baix Ebre-Montsía		oils and animal fats	Spain
Aceite del Bajo Aragón		oils and animal fats	Spain
Aceto balsamico di Modena		vinegar	Italy
Aceto balsamico Tradizionale di Modena		vinegar	Italy
Ameixa d'Elvas		fresh and processed fruits and nuts	Portugal
Ananás dos Açores / S. Miguel		fresh and processed fruits and nuts	Portugal
Antequera		oils and animal fats	Spain
Arancia Rossa di Sicilia		fresh and processed fruits and nuts	Italy
Asiago*		cheeses	Italy
Azafrán de la Mancha		spices	Spain
Azeite de Moura		oils and animal fats	Portugal
Azeite do Alentejo		oils and animal fats	Portugal



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or FOB
value,
but not
less than
5.78
CAD/
kg

or FOB
value,
but not
less
than
5.78
CAD/
kg

----- Brie and brie types:

0406.90.31 ----- Within access commitment:

[Schedule](#)

[0406.90.31.10](#) ----- Brie

■ 0% (*) 3.32 [RoQ](#) [Schedule](#)

Rate applicable within a tariff quota of 2667 t for cheese and within a tariff quota of 283 t for industrial cheese. These quotas apply to all goods subject to a quota falling under heading 0406.

Tariff Schedule

3.32€/kg



0%

0%

0%

0%

0%

0%

0%



DUTY RATE

2017

2018

2019

2020

2021

2022

2023



YEAR

0406.90.31

Brie and Brie types: Within access commitment

Staging Category Code: A

☒ Agreement entered into force date: 21/09/2017

Base Rate: 3.32€/kg

YEAR

[CETA BOUND
DUTY](#)

2017

0%

Notes:

TRQ

For export quantities within the Tariff Rate Quota limit, the CETA Bound Duty is applied. For export quantities outside of the Quota, the BASE RATE is applied



Provide your goods and services to Canadian Government

EU Companies can now bid for Canadian government tenders and provide goods and services at federal, provincial and municipal level — the first non-Canadian firms to be able to do so.

Canada has also agreed to make the tendering process more transparent by publishing all of its public tenders on a single procurement website in a due time. While this website is in preparation here is the list of websites on which you can look up for tendering opportunities in Canada:

Canadian federal procurement opportunities (Government entities and Crown corporations):

- Government Electronic Tendering System (GETS): <https://buyandsell.gc.ca/procurement-data/tenders>
- MERX, Cebra Inc.: <http://www.merx.ca>

Federal, provincial and territorial governments procurement opportunities under the internal Canadian Free Trade Agreement can be found here: <https://www.cfta-alec.ca/doing-business/>

Procurement opportunities at provinces and territories



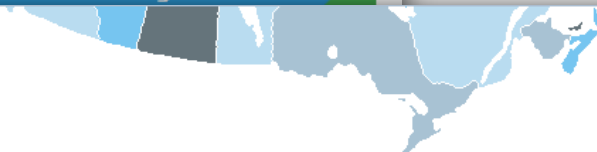
Intellectual Property and
GIs



Government procurement



Rules of Origin



Province

Link

Alberta

Alberta Purchasing Connection:
<http://www.purchasingconnection.ca>



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British Columbia

BC Bid: <http://www.bcbid.gov.bc.ca>



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Manitoba

⊕ Provincial:

⊕ Municipalities, municipal organisations:

⊕ Publicly-funded academic, health and social
services entities:

⊕ School boards:

⊖ Crown corporations:

Manitoba Hydro: <http://www.merx.com/English/Nonmember.asp?WCE=Show&TAB=3&PORTAL=MERX&State=18&hcode=ZnHb9N%2fychQhquB6o2pU2g%3d%3d>

Manitoba Liquor and Lotteries: www.merx.com
and www.winnipegconstruction.ca
(construction only)



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New Brunswick

New Brunswick Opportunities Network:

<https://nbon-rpanb.gnb.ca/welcome?language=En>

Réseau de possibilités d'affaires du Nouveau-
Brunswick: <http://www.gnb.ca/soumissions>



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Newfoundland

Information available on Internet homepage



Intellectual
GIs



Government



Rules of Origin



Technical



Services



Investment



Community
promotion
implementation



Useful Contacts



We need your help....

- Act as a multiplier at national level on benefits of existing/future trade agreements
- Help us identify/profile concrete local examples:
TRADE-EXPORTERS-STORIES@ec.europa.eu
- Help us reach out to SMEs to ensure they benefit from the deals



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MALLASKOSKI BREWERY

Mallaskoski Brewery is an award-winning beer producer from Seinäjoki in Western Finland. It is already known for its dark craft beer in its home country of Finland, and also in Sweden, in the Baltics and in Asia. The goal is now to continue to make its mark on the international market.

Key info

Founded in: 1921
Headquarters: Seinäjoki, Finland
Employees: 18
Annual turnover: €1m

Company profile



Mallaskoski Brewery produces 500,000 litres of beer per year using traditional brewing methods without additives. The different beers, mainly dark ones, are made with traditional Finnish staple grains such as rye. Mallaskoski does not shy away from the darkness of Northern Europe, but has rather embraced it.

The company sees growing demand for its types of beer in South America, and especially in Argentina, and would like to launch exports there. A trade agreement between the EU and Mercosur would open up a whole new market, where similar tastes in beer are found on both sides of the Atlantic.



Gea makes a traditional pumpkin seed oil typical of the regions of Styria and Prekmurje in Slovenia.

Key info

Founded in: 1904
Headquarters: Slovenska Bistrica, Slovenia
Employees: 97
Turnover, 2016: €25 m

Company profile



GEA has a long tradition of producing vegetable oils, including pumpkin seed oil, linseed and walnut oil, rapeseed and seasoned oils. Its products are ISO certified, meaning the company carefully manages its environmental impact.

Gea already exports to 25 countries worldwide, and international interest is growing.

Now, GEA is preparing to start exporting to Argentina, where consumers have already shown an interest in its products.

With an EU-Mercosur trade agreement, simpler customs procedures and lower tariffs would mean Gea could offer its products for less.



Thank you!

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DG Trade Information, Communications &
Civil Society Unit