



**MINISTRY OF FOREIGN AFFAIRS  
OF DENMARK**

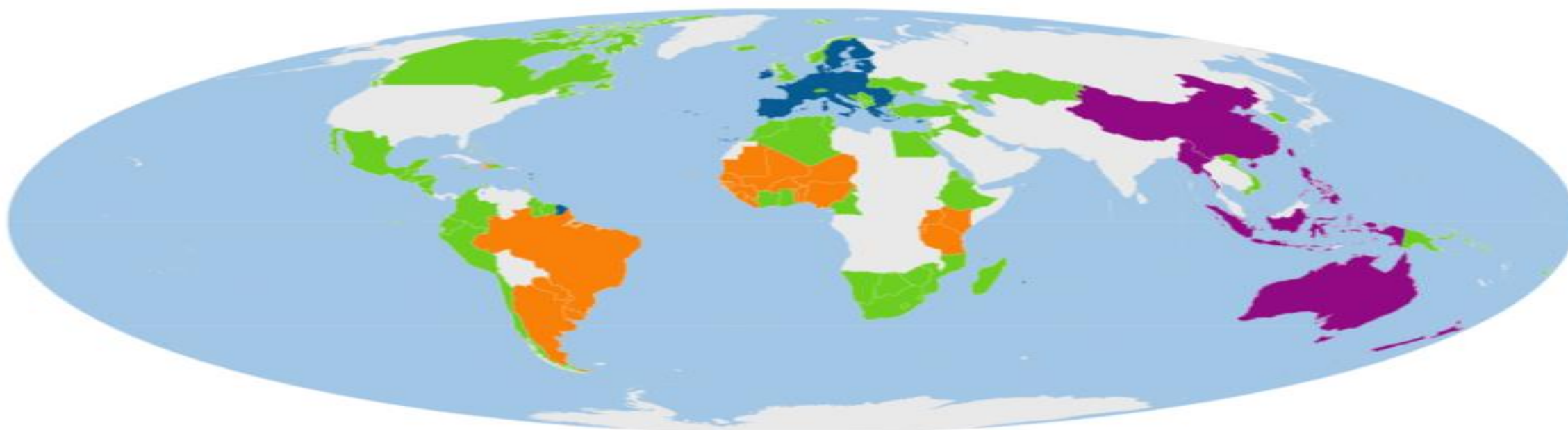
# **TRADE AGREEMENTS**

## **SME'S**

**Market Access: Use of possibilities in Trade Agreements**



# EU FREE TRADE AGREEMENTS WITH 78 PARTNERS



**Handelsaftaler trådt i kraft eller delvist trådt i kraft**

Albanien	Canada	Georgien	Lesotho	Papua Ny Guinea	Surinam
Algeriet	Chile	Ghana	Libanon	Peru	Swaziland
Andorra	Colombia	Grenada	Liechtenstein	Saint Kitts og Nevis	Sydafrika
Antigua og Barbuda	Comorerne	Guatemala	Madagaskar	Saint Lucia	Sydkorea
Armenien	Costa Rica	Guyana	Marokko	Saint Vincent og Grenadinerne	Trinidad og Tobago
Aserbajdsjan	Den Dominikanske Republik	Honduras	Mauritius	Salomonøerne	Tunesien
Bahamas	Dominica	Irak	Mexico	Samoa	Tyrkiet
Barbados	Ecuador	Island	Moldova	San Marino	Ukraine
Belize	Egypten	Israel	Montenegro	Schweiz	Vietnam
Besatte palæstinensiske områder	El Salvador	Jamaica	Mozambique	Serbien	Zimbabwe
Bosnien-Hercegovina	Elfenbenskysten	Jordan	Japan	Seychellerne	
Botswana	Færøerne	Kasakhstan	Nicaragua	Singapore	
Cameroun	Fiji	Kosovo	Nordmakedonien	Storbritannien	

**Venter på signatur eller ratificering**

Argentina	Burundi	Haiti	Mali	Paraguay	Tanzania
Benin	Gambia	Kap Verde	Mauretanien	Rwanda	Togo
Brasilien	Guinea	Kenya	Niger	Senegal	Uganda
Burkina Faso	Guinea-Bissau	Liberia	Nigeria	Sierra Leone	Uruguay

**I gang med at blive forhandlet**

Australien	Indonesien	Myanmar/Burma
Filippinerne	Kina	New Zealand





# **USE OF TRADE AGREEMENTS**

## **FINDINGS FROM SWEDEN FOR SOUTH KOREA**

- SMEs – many are not aware or don't use the FTA
- Micro companies together with large companies are best in using the FTA
- Importers are less aware of the possibilities in FTAs – Value Chains
- 80-90 pct. don't think that "rules of origin" is a challenge
- Many small companies use "custom brokers" to handle custom issues

*Important tools in the EU: "Access2Markets" and "Rules of Origin Self-Assessment tool" (ROSA) and now "Access2procument"*

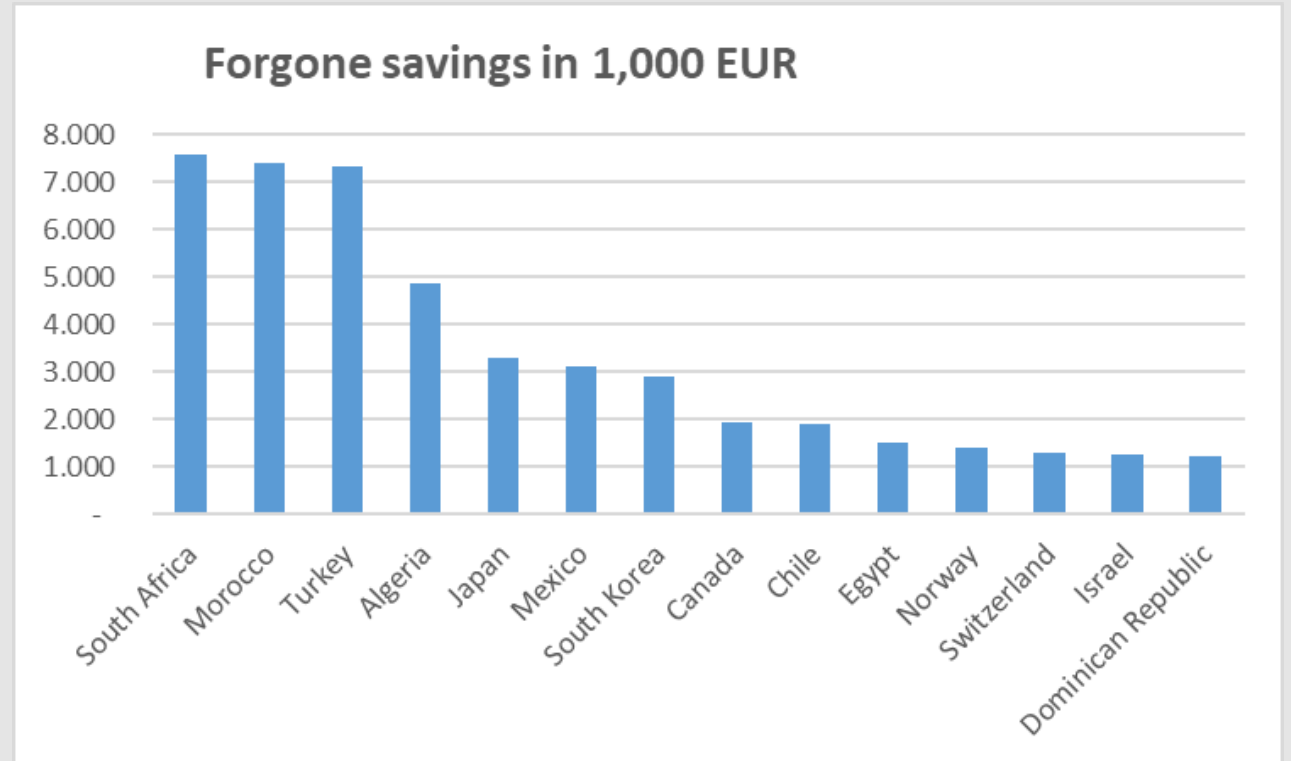
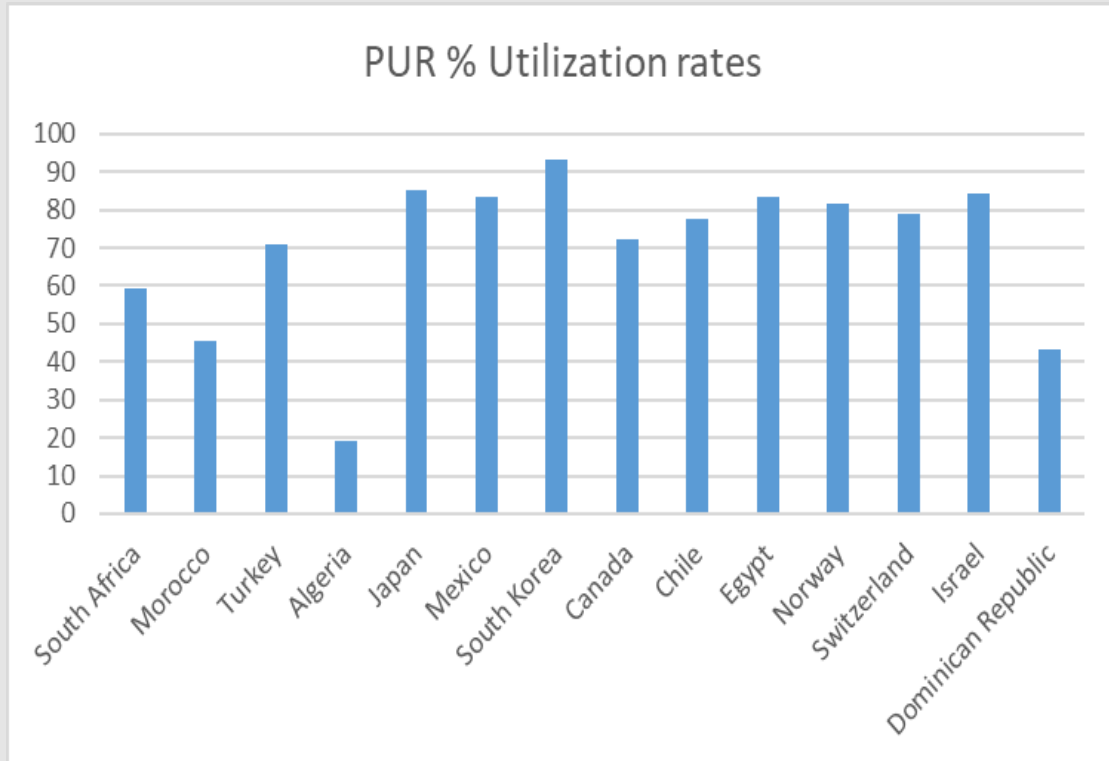


# EU FTA'S AND DENMARK'S LARGETST EXPORT MARKETS

Importer	2020		2019		Diff. PUR
	PUR (%)	Total (1000€)	PUR (%)	Total (1000€)	
Norway	81,6	3.846.593	85,3	4.379.841	- 3,8
Japan	85,2	1.943.228	80,7	1.935.332	4,4
Switzerland	79,1	922.908	82,7	805.738	- 3,6
Canada	72,1	889.187	74,7	1.033.278	- 2,5
South Korea	93,1	818.022	93,0	797.588	0,0
Turkey	71,0	736.727	77,6	857.666	- 6,7
Mexico	83,6	672.834	86,7	650.148	- 3,1
Israel	84,2	269.353	86,1	229.288	- 1,9
South Africa	59,5	237.824	57,1	340.324	2,4
Egypt	83,5	210.550	76,5	182.705	7,0
Morocco	45,7	171.969	43,1	129.216	2,6
Serbia	95,4	167.035	78,8	174.199	16,6
Chile	77,8	151.906	87,4	157.792	- 9,6
Ukraine	75,2	123.141	70,9	133.236	4,3
Colombia	94,3	106.028	93,1	123.071	1,2
Lebanon	75,5	76.876	79,1	106.258	- 3,6
Bosnia-Herzegovina	87,7	69.421	87,7	69.421	-



# UTILIZATION RATE FOR SELECTED COUNTRIES - EXPORT



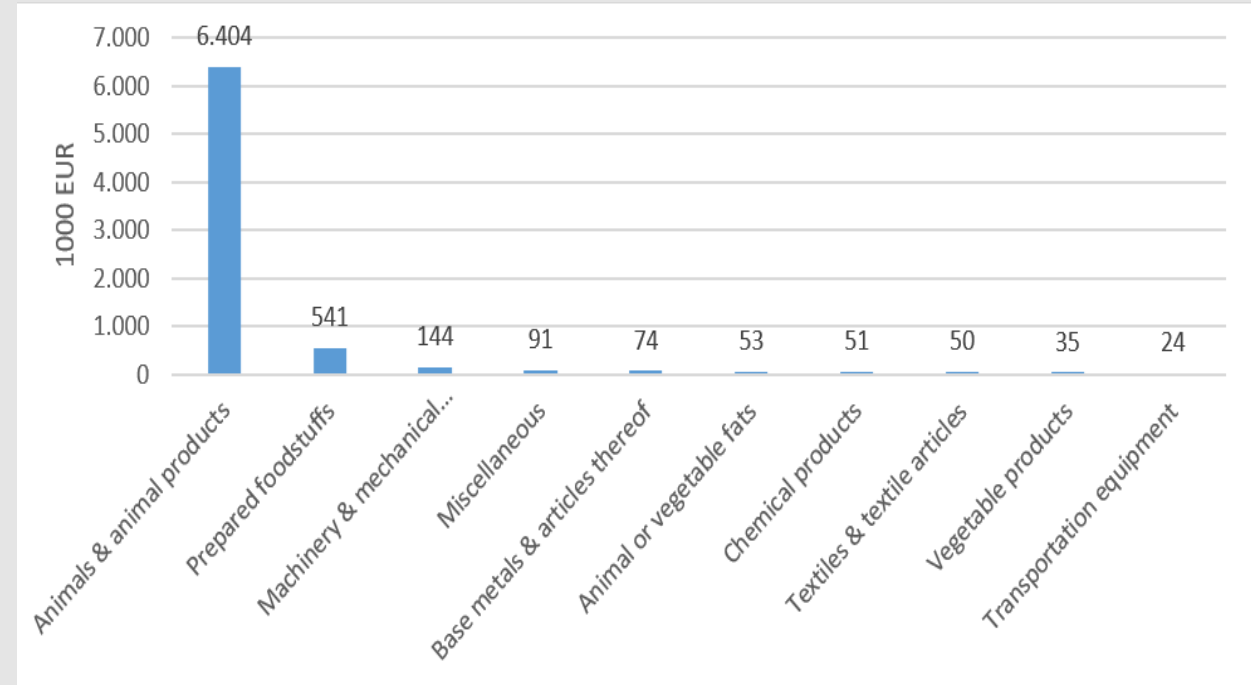


# UTILIZATION RATE FOR SOUTH AFRICA - EXPORT

## Utilization rate and forgone savings due to not using the FTA

1000 EUR	2020	PUR in pct.
<b>1. Forgone duty savings on export to South Africa</b>	<b>7.575</b>	<b>59</b>
<i>Largest unutilized product group</i>		
1. Animals & animal products	6.404	15
2. Prepared foodstuffs	541	68
3. Machinery & mechanical appliances	144	79
4. Miscellaneous	91	57
5. Base metals & articles thereof	74	81
6. Animal or vegetable fats	53	16
7. Chemical products	51	79
8. Textiles & textile articles	50	48
9. Vegetable products	35	85
10. Transportation equipment	24	80
Others	108	...

## Forgone savings due to missing use of FTA on sectors (1000 EUR)





# HOW DO WE WORK WITH SME'S?

- We have a network of more than 65 missions working with export promotion
- A unit of 3 advising and promoting FTA – both import and export
- Main challenge is Global supply chains
- Also knowledge of FTA – year loss of 60 mill. Eur/year
- Similar with import
- Some of the countries with largest “forgone Savings”: Algiers, Mexico, South Korea and Turkey
- And lowest utilisations rates: Algiers, Canada and Mexico



## How do we work:

- Working together with Business Associations
- Webinars and workshops based on sector and countries
- Advising on utilization of FTA - like 300 companies per year
- Promoting our services internally
- Working closely with COM – DG-Trade
- Working with Trade Barriers
- Focus on UK





# WHAT KIND OF ADVISORY CAN WE PROVIDE?

- Analysis on tariff among other export to 3rd countries
- Rules of origin
- VAT rules
- Requirements for documents
- Currency restrictions
- Import and export licenses
- Transport rules
- Technical rules such as information on labelling and product specifications
- Trade barriers as participant in the EU MAAC committee

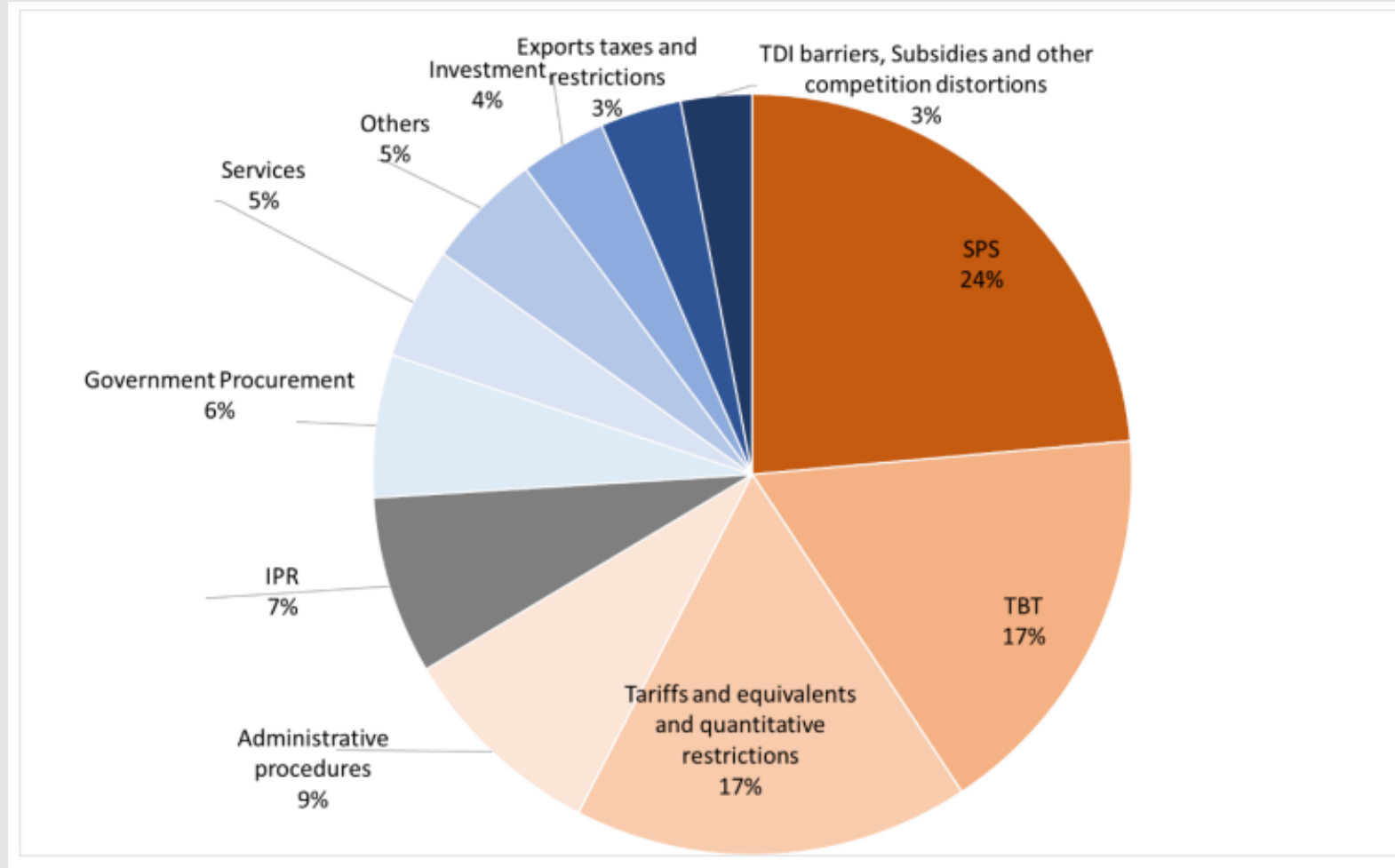


# HOW TO APPROACH TRADE BARRIERS

- ✓ Trade barriers issues are managed in our MAAC in EU
- ✓ Once a month we have meetings treating trade barrier issues
- ✓ The Commission manages the issues through the local missions
- ✓ Latest we have had issues with South Korea, Algiers, Qatar, Egypt, South Africa, Ukraine etc.
- ✓ Useful links:
  - ✓ [Policy - Trade - European Commission \(europa.eu\)](https://ec.europa.eu/policy-trade/)
  - ✓ <https://madb.tradenet.ec.europa.eu/SiteAssets/madb/pages/home.asp>
  - ✓ [Access2Markets Welcome home page \(europa.eu\)](https://ec.europa.eu/access2markets/)
  - ✓ [Access2Markets Presenting ROSA \(europa.eu\)](https://ec.europa.eu/access2markets/roosa/)
  - ✓ [Access2Procurement \(europa.eu\)](https://ec.europa.eu/access2procurement/)



# TRADE BARRIERS DIVIDED INTO TYPES IN 2020





# **HOW TO APPROACH TRADE BARRIERS - EXAMPLES**

- 1. Delays/restrictions in issuing, re-issuing and modifying import permits and veterinary health certificates for meat, meat products, dairy and plant products.**
- 2. Local content requirements in different policy and legislative documents, including in Public Procurement**
- 3. EU exports of poultry. Concerns on SPS and trade defense measures**



# MARKET ACCESS TEAM



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