



VEGETABLES – AGRICULTURAL SECTOR WITH A HIGH CROSS-BORDER POTENTIAL



NORWEGIAN-UKRAINIAN BUSINESS GUIDE FOR VEGETABLES

SELECTED FRESH AND PROCESSED VEGETABLES

Criteria for comparison



PREPARED TOMATOES
070200



TOMATOES
200290



POTATOES
070190

VEGETABLES - NORWEGIAN STRATEGICALLY IMPORTANT PRODUCTS...

Share of total import	2.6%	13%	5.6%
Import value	USD 13 mln	USD 65 mln	USD 29 mln
Annual growth of import	6.5%	-0.3%	0.6%

... AND UKRAINIAN HIGHLY DEVELOPED PRODUCTS

Share of total export	13%	4.1%	0.9%
Export value	USD 58 mln	USD 19 mln	USD 3.9 mln
Annual growth of export	18%	-10%	2%

WHY DO BUSINESS WITH UKRAINE?



EFTA-UKRAINE FREE TRADE AGREEMENT

The EFTA-Ukraine FTA was enacted in 2010 and has a **comprehensive coverage**, including **trade in goods and services, investment**, protection of intellectual property rights, government procurement and provisions on competition

COMPETITIVE ADVANTAGES OF UKRAINIAN VEGETABLES

Lower prices¹	25% cheaper	73% cheaper	52% cheaper
Tariffs²	Duty-free for EU, but 0–0.13 USD/kg for UA	7% higher than EU (0–1.38 USD/kg)	Same as EU (0.14–0.27 USD/kg)
High quality	<ul style="list-style-type: none"> Ukrainian vegetables are required to comply with harmonized EU standards 		
Organic products	<ul style="list-style-type: none"> Strong focus and growth of organic farming Ukrainian vegetables are grown without GMOs 		



BENEFITS FOR NORWAY



BENEFITS FOR UKRAINE



BENEFITS FOR BOTH SIDES

- | | | |
|---|--|---|
| <ul style="list-style-type: none"> Import opportunities of agricultural products Customs simplification | <ul style="list-style-type: none"> Access to a new market with a strong demand for agricultural products Duty-free trade for some industrial goods | <ul style="list-style-type: none"> Tariff concessions on agricultural products Simplified trade and reduced regulations |
|---|--|---|

¹ Comparison of Ukrainian export prices with Norwegian import prices

² Comparison of Norwegian customs tariffs for Ukraine and the EU



HOW TO EXPORT VEGETABLES FROM UKRAINE?



SUBMIT REQUIRED DOCUMENTS TO THE CUSTOMS

- **Documents of Customs Accreditation** are obligatory for starting export procedures. Documents are issued by customs authority and can be received within 2 days maximum after customs registration.
- **Foreign trade agreement** that contains (1) delivery terms, (2) terms of payment, (3) the subject of the contract, (4) price and total value of products
- **Product specification** that consists of (1) volume of goods, (2) unit of measurement, (3) price per unit, (4) the total price of consignment
- **Invoice** that contains (1) the seller, (2) buyer, (3) product and its price, (4) terms of sale and delivery, (5) a reference to the foreign trade agreements
- **Packing list** that consists of (1) weight of the consignment, (2) quantitative characteristics of the product, (3) packing materials
- **Transportation documents** that vary across means of transport: (1) bill of lading (B/L) for sea transport, (2) air waybill (AWB) for air transport, (3) road waybill (CMR) for road transport



TAKE SPECIAL CUSTOMS CONTROL



Radiological control

Required for all products and conducted during customs clearance by the State Fiscal Service of Ukraine



Phytosanitary control

All fresh vegetables are subject to phytosanitary control, processed ones is not required to take such control



PAY TAXES AND MANDATORY FEES

There are no customs payments for selected vegetables and vegetables products as per Ukrainian legislation



HOW TO IMPORT VEGETABLES TO NORWAY?



SUBMIT REQUIRED DOCUMENTS TO THE CUSTOMS

- **Customs declaration** that can be submitted through TVINN - Norwegian Customs electronic system for exchanging customs declarations and should be sent to the customs region where a company is domiciled
- **Single Administrative Document (SAD)** that is a standardized customs form that contains the information taken from invoices, shipping documents, and acquired permissions
- **Invoice** that includes (1) information about the seller and buyer, (2) time and place for dispatch, (3) size of consignments, (4) description of consignment content, (5) terms of delivery, (6) commodity origin, (7) agreed price
- **Transportation documents** that vary across means of transport: (1) bill of lading (B/L) for sea transport, (2) air waybill (AWB) for air transport, (3) road waybill (CMR) for road transport
- **Health certificate.** Import of vegetables must be accompanied by health certificates, according to Regulation No 1333 from 2000.



MEET TARIFF POLICY REQUIREMENTS



Prepared tomatoes - **USD 0 – 0.13 per kg**



Fresh potatoes – **USD 0.14 – 0.27 per kg**



Fresh tomatoes – **USD 0 – 1.38 per kg**



VAT for foodstuff is 15%



MEET NON-TARIFF POLICIES



Should be registered at **Norwegian Food Safety Authority**



Have to be labelled **in Norwegian**



Should follow **EU regulations on packaging**

TRANSPORT OPTIONS

- The most beneficial means of transport for fresh or chilled tomatoes would be the road one and for all other, both sea and road transport can be considered
- The costs of delivery depend on kind of product, its weight, volume, price etc. and can be calculated after the submission of an application to a logistic company

PRACTICAL HINTS

- The easiest way to prepare all required documents is to turn to licensed customs brokers
- In order to receive a tailored transport solution, please, consider a licensed logistic company, which can also provide consulting services and insurance