## SELECTED RAW AND PROCESSED GRAINS

<table>
<thead>
<tr>
<th>Criteria for comparison</th>
<th>Wheat 100199</th>
<th>Maize 100590</th>
<th>Wheat Flour 110100</th>
</tr>
</thead>
<tbody>
<tr>
<td>GRAINS - NORWEGIAN STRATEGICALLY IMPORTANT PRODUCTS...</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Share of total import</td>
<td>60%</td>
<td>9.6%</td>
<td>1%</td>
</tr>
<tr>
<td>Import value</td>
<td>USD 71 mln</td>
<td>USD 12 mln</td>
<td>USD 3.2 mln</td>
</tr>
<tr>
<td>Annual growth of import</td>
<td>-13%</td>
<td>-3.1%</td>
<td>10%</td>
</tr>
</tbody>
</table>

... AND UKRAINIAN HIGHLY DEVELOPED PRODUCTS

| Share of total export | 47%          | 40%          | 54%                  |
| Export value          | USD 4200 mln | USD 3600 mln | USD 140 mln          |
| Annual growth of export | 23%         | 25%         | 30%                |

## COMPETITIVE ADVANTAGES OF UKRAINIAN GRAINS

<table>
<thead>
<tr>
<th>Lower prices¹</th>
<th>13% cheaper</th>
<th>17% cheaper</th>
<th>64% cheaper</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tariffs²</td>
<td>Same as EU (0.23 USD/kg)</td>
<td>11% lower than EU (0.18 USD/kg)</td>
<td>Same as EU (0.35 USD/kg)</td>
</tr>
<tr>
<td>High quality</td>
<td>Ukrainian grains are required to comply with harmonized EU standards</td>
<td>All grains DCFTA quotas for 2018 were used up during the first 5 days</td>
<td></td>
</tr>
<tr>
<td>Global recognition</td>
<td>Ukraine is the second global exporter of grains</td>
<td>Ukraine is 4th in barley and 6th in wheat globally</td>
<td></td>
</tr>
</tbody>
</table>

¹ Comparison of Ukrainian export prices with Norwegian import prices
² Comparison of Norwegian customs tariffs for Ukraine and the EU

## WHY DO BUSINESS WITH UKRAINE?

- The largest country within Europe
- A broad network of international trade partners
- Abundance of natural resources
- A low-cost production platform
- A global leader in agricultural export

## 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.

### BENEFITS FOR NORWAY
- Import opportunities of agricultural products
- Customs simplification
- Duty-free trade for some industrial goods
- Tariff concessions on agricultural products

### BENEFITS FOR UKRAINE
- Access to a new market with a strong demand for agricultural products
- Simplified trade and reduced regulations

### BENEFITS FOR BOTH SIDES

- http://www.easybusiness.in.ua/
- https://nucc.no/
**HOW TO EXPORT GRAINS 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 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 raw and processed grains are subject to phytosanitary control

**PAY TAXES AND MANDATORY FEES**

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

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**HOW TO IMPORT GRAINS 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 submitted 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 grains must be accompanied by health certificates, according to Regulation No 1333 from 2000

**MEET TARIFF POLICY REQUIREMENTS**

- **Wheat** - USD 0.23 per kg
- **Wheat flour** - USD 0.35 per kg
- **Maize** - USD 0.18 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 grains would be the sea ones (provides the lowest costs of delivery)
- 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

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**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