SELECTED FRESH AND PROCESSED VEGETABLES

Criteria for comparison

<table>
<thead>
<tr>
<th>Prepared Tomatoes</th>
<th>Tomatoes</th>
<th>Potatoes</th>
</tr>
</thead>
<tbody>
<tr>
<td>070200</td>
<td>200290</td>
<td>070190</td>
</tr>
</tbody>
</table>

VEGETABLES - NORWEGIAN STRATEGICALLY IMPORTANT PRODUCTS...

<table>
<thead>
<tr>
<th>Share of total import</th>
<th>2.6%</th>
<th>13%</th>
<th>5.6%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Import value</td>
<td>USD 13 mln</td>
<td>USD 65 mln</td>
<td>USD 29 mln</td>
</tr>
<tr>
<td>Annual growth of import</td>
<td>6.5%</td>
<td>-0.3%</td>
<td>0.6%</td>
</tr>
</tbody>
</table>

AND UKRAINIAN HIGHLY DEVELOPED PRODUCTS

<table>
<thead>
<tr>
<th>Share of total export</th>
<th>13%</th>
<th>4.1%</th>
<th>0.9%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Export value</td>
<td>USD 58 mln</td>
<td>USD 19 mln</td>
<td>USD 3.9 mln</td>
</tr>
<tr>
<td>Annual growth of export</td>
<td>18%</td>
<td>-10%</td>
<td>2%</td>
</tr>
</tbody>
</table>

COMPETITIVE ADVANTAGES OF UKRAINIAN VEGETABLES

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

1. Lower prices
   - 25% cheaper
   - 73% cheaper
   - 52% cheaper

2. Tariffs
   - 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)

3. High quality
   - Ukrainian vegetables are required to comply with harmonized EU standards

4. Organic products
   - Strong focus and growth of organic farming
   - Ukrainian vegetables are grown without GMOs

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.

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

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

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

BENEFITS FOR BOTH SIDES

1 http://www.easybusiness.in.ua/
2 https://nucc.no/
**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.

**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.

**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 the Norwegian Food Safety Authority.
- Have to be labelled in Norwegian.
- Should follow EU regulations on packaging.

**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.