



SEMINAR PROGRAMME

09.00: Welcome by Danish Ambassador and DCCJ

09.15:

- EU-Japan Economic Partnership Agreement: main elements
- Using Japan's and EU's other trade agreements
- Using Danish Trade Council and EU to handle market barriers
- Q&A

10.45: Coffee break

11.00: Workshops for a) food exporters and b) pharma exporters

12.30: Lunch buffet & networking



INTRODUCTION TO HUMERA AND SØREN

- Humera Arshad: 14 years of experience assisting DK companies on how to use trade agreements, humars@um.dk
- Søren Rinder: 4 years of experience, sorrin@um.dk
- Trade facilitation unit in Danish Trade Council
HQ: eksportteknik@um.dk

More info on our services:

<https://thetradecouncil.dk/services/eksport/toldregler> and

<https://thetradecouncil.dk/services/eksport/frihandelsaftaler>



AIM OF SEMINAR

- Benefits of EU-Japan trade agreement
- Using Japan's and EU's other trade agreements
- Help in handling market barriers
- Workshops: focus on food and pharma/medical device sectors, concrete examples, paperwork



DK-JAPAN TRADE FIGURES

Table 1. Danish trade with Japan since 2014: Goods

<i>Mill. DKK</i>	2014	2015	2016	2017	2018
Export	11.375	12.414	14.488	14.143	13.954
Import	2.311	2.672	2.812	2.797	2.797

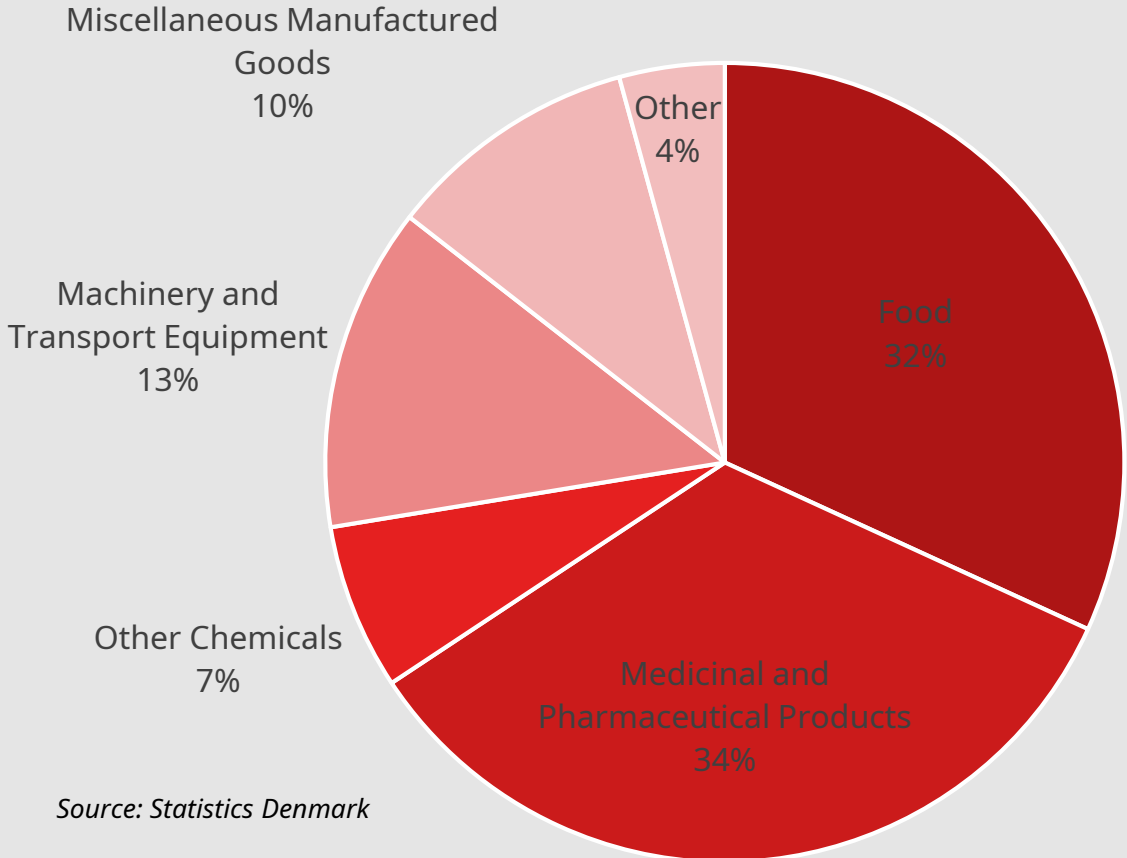
Source: Statistics Denmark

Table 2. Danish trade with Japan since 2014: Services

<i>Mill. DKK</i>	2014	2015	2016	2017	2018
Export	6.559	7.159	7.648	7.952	8.760
Import	3.145	3.039	8.613	3.985	4.168

Source: Statistics Denmark

BIGGEST EXPORT ITEMS IN 2018



Source: Statistics Denmark



TRADE EFFECTS OF EPA

Independent economic analysis of effect of EPA:

- CPH Economics: 70 % increase in DK exports to Japan after 10 years
- IFO Institute: 152 % increase in DK exports to Japan after 10 years
- 70 % increase = +10 billion DKK!
- Also good news for shipping companies
- CPH Economics: 33 % increase in Japanese exports to Denmark



EPA: MAIN ELEMENTS

- Goods: Significant tariff reductions : Almost 100 % duty free trade
- Goods: Removal of non-tariff barriers, f.ex. international product standards
- Services: Better market access, same conditions as local companies
- Public procurement: Almost same conditions for EU and Japanese companies
- Intellectual property: Better enforcement (i.a. pirate copies at borders)



EPA: TARIFF REDUCTIONS

Almost duty free trade after full implementation (15 years):

- 99 % of EU tariff lines will be zero
- 97 % of Japanese tariff lines will be zero

DK/EU goods to Japan:

- Shoes: Japanese tariff of 21-30 % will be eliminated in 10 years
- Pork meat: From 93.75 Yen/kg to 37.5 Yen/kg (same as TPP trade agreement)
- 85% of EU agricultural and food products entirely duty-free at full implementation (Japan's average MFN tariffs for agri goods: 13 %)

Japanese goods to EU:

- Cars: Gradual elimination of EU 10 % tariff in 7 years
- Tuna: Gradual elimination of EU 22 % tariff in 15 years



PRECONDITIONS FOR LOWER TARIFFS

Only for goods originating in EU or Japan:

- Wholly obtained: Pork from pig born and raised in DK/EU
- Sufficiently processed: Pump with < X % materials from outside EU

Purpose of rules of origin:

- Only tariff preferences to goods produced in EU or Japan, not i.a. China



EPA: REMOVAL OF NON-TARIFF BARRIERS

Mutual recognition of conformity assessments for products:

- Pharmaceuticals
- Chemicals
- Electrical products

Increased use of international product standards:

- Pharmaceuticals (ICH)
- Medical devices (Quality Management Systems)
- Chemicals
- Vehicles (more DK exports to German car production)
- Textiles

EU-Japan Regulatory Cooperation Committee:

- Discuss further conformity steps
- Handle complaints from business about market barriers



LOWER COSTS AT BORDERS

- Simpler and more transparent clearance of goods
- Where possible, automatic procedures for efficient and accelerated release of goods will apply



EPA: SERVICES

Improved market access for EU companies selling services in Japan

Maritime transport services as an example:

- No discrimination between EU and Japanese operators (national treatment)
- Practically no limitations now for international maritime freight transport services in Japan. EPA makes sure this continues to be case. Binds Japan's liberal WTO commitments in this area.
- Movement of empty containers in Japan: Less restrictions
- Temporary stay permits for business purposes: Including spouse and children



EPA: GOVERNMENT PROCUREMENT

Better access to government procurement contracts in Japan:

- Both EU and Japan already part of WTO's Government Procurement Agreement (all central government entities and large cities). But obligations go further in EPA:
- Also same conditions for EU and Japanese companies in 48 Japanese "core cities" (300.000 – 500.000 people)
- Enhanced transparency: Single point of access on internet for all included public sector tenders in Japan (notice of planned procurements)
- No need for prior experience in Japan in order to qualify for or win a tender



EPA: INTELLECTUAL PROPERTY RIGHTS

Better protection of intellectual property rights:

- Longer protection period for copyrights
- Minimum common rules for protection of regulatory test data
- Same protection in EU and Japan of so-called geographical indicators for 205 EU food and drinks products (trade mark protection). For Denmark, only two products relevant: Danablu and Havarti cheeses.