



TRADE WITH THE **UK** WORKSHOP



ກອງປະຊຸມສຳມະນາ ພາຍໃຕ້ຫົວຂໍ້:
"ການສົ່ງເສີມການສົ່ງອອກສິນຄ້າໄປປະເທດອັງກິດ"





Agenda

- 1 Introduction to the DCTS

- 2 Laos & UK trade overview

- 3 Exporting in practice: administrative requirements

- 4 Exporting in practice: agricultural products

- 5 Exporting in practice: transportation and logistics



Agenda

1 Introduction to the DCTS

2 Laos & UK trade overview

3 Exporting in practice: administrative requirements

4 Exporting in practice: agricultural products

5 Exporting in practice: transportation and logistics

The UK is launching the **DCTS** in summer 2023 ...



Developing Countries Trading Scheme is one of the most generous trade preference schemes in the world



Scheme impacts 65 countries, 3.3bn people which export over £20bn to the UK each year



Offers duty-free, quota-free trade on thousands of products, offering up to £750m per year of reduced import costs

... which aims to achieve **3 core objectives**



Support sustainable growth in developing countries through simpler and more generous reductions in UK import tariffs



Support UK businesses to build supply chain resilience by diversifying sourcing and benefiting end consumers through improved quality and price

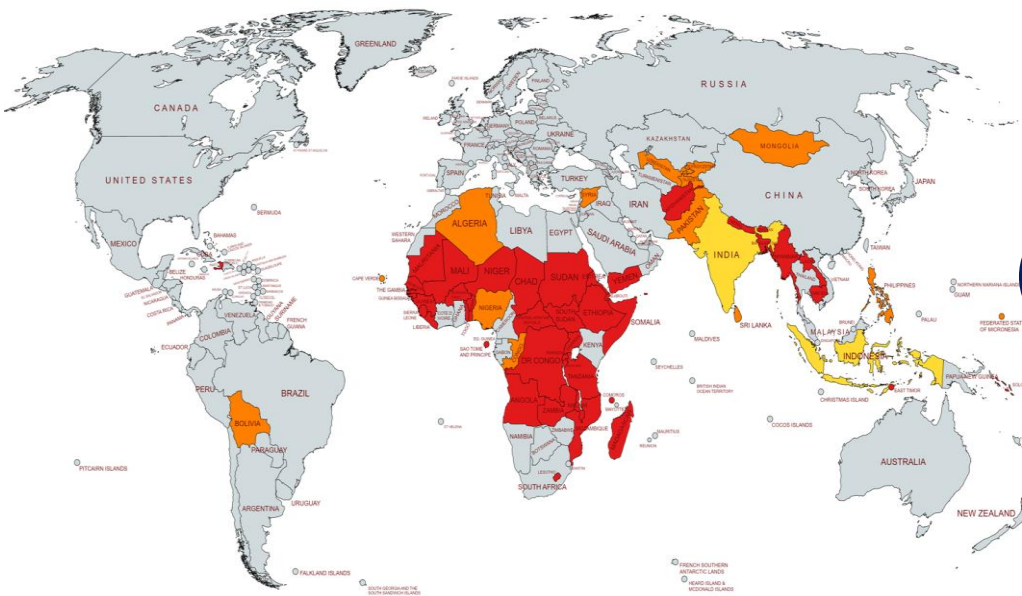


Strengthen economic ties between the UK and fast-growing developing economies

The DCTS covers 65 countries split into 3 preference tiers ...

... with Laos positioned in the Comprehensive Preference tier

Global view of countries impacted by the DCTS launch



Comprehensive Preference Enhanced Preference Standard Preference

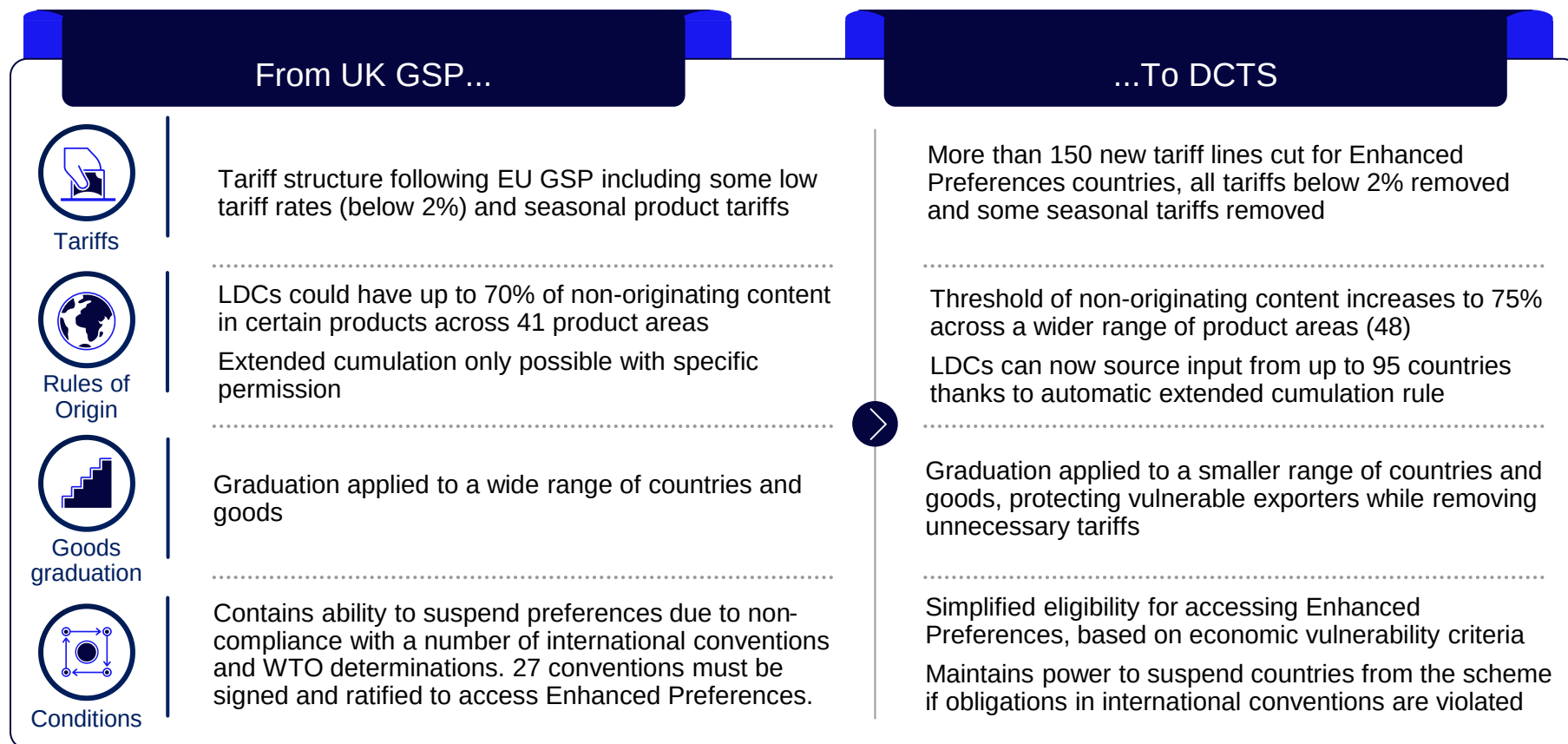
Source: Department for Business and Trade

Preference tiers	Sample countries	Tariff benefits
Comprehensive preference	Cambodia, Laos, Myanmar	99%* duty free
Enhanced Preference	Sri Lanka, Pakistan, Algeria	At least 92% duty free
Standard Preference	Indonesia, India	65% duty free, 26% reduced

* Everything but arms/ammunition



The DCTS updates and improves the existing UK GSP scheme



Main benefits and impact of the DCTS to businesses in Laos

Key benefits



More flexible Rules of Origin

Easier for Laos to source materials within DCTS & EPA beneficiaries without losing tariff-free status, increasing the potential for supply chain development



Savings from reduced tariffs

Laos can now trade with the UK tariff-free on 99% of goods, leading to increased competitiveness of Laotian products on the UK market



Wider and more competitive tariff scheme

Laos can export a larger number of products tariff-free through the DCTS



Large opportunities in UK market

Laos is well positioned to supply UK due to increasing demand for sustainable, fair-trade and healthier products



Easy access to information

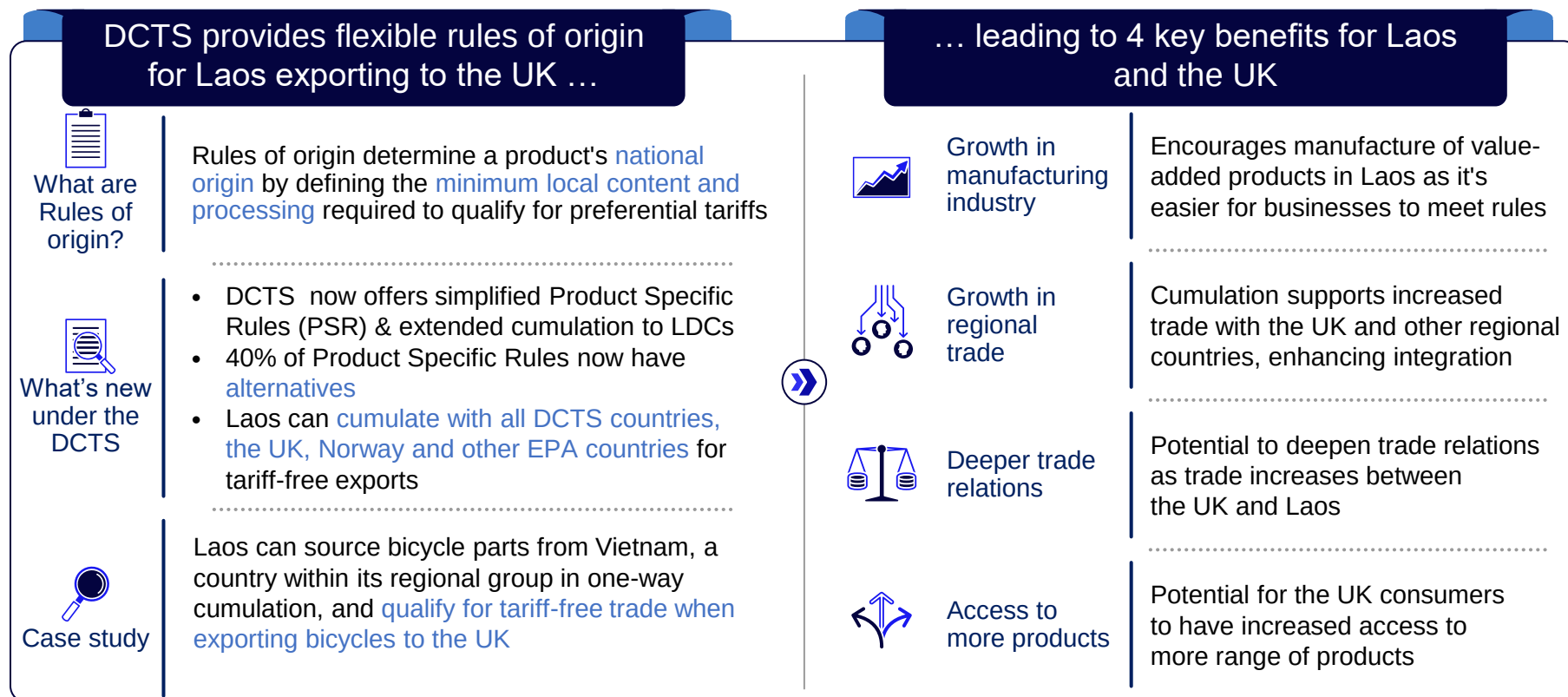
Business-friendly resources are available to ease access to trade-related information and support growth in high potential sectors

Impact

- Enhanced trade relations with UK counterparts
- Growing collaboration across value chain
- Improved ease of doing business with simplified rules
- Reduced administrative costs for businesses



More flexible Rules of Origin enables Laos' export products to easily qualify for tariff-free trade with the UK





Case study | Change of Chapter PSR: Product is considered originating from Laos because HS chapter of the final good differs from chapter of the raw materials



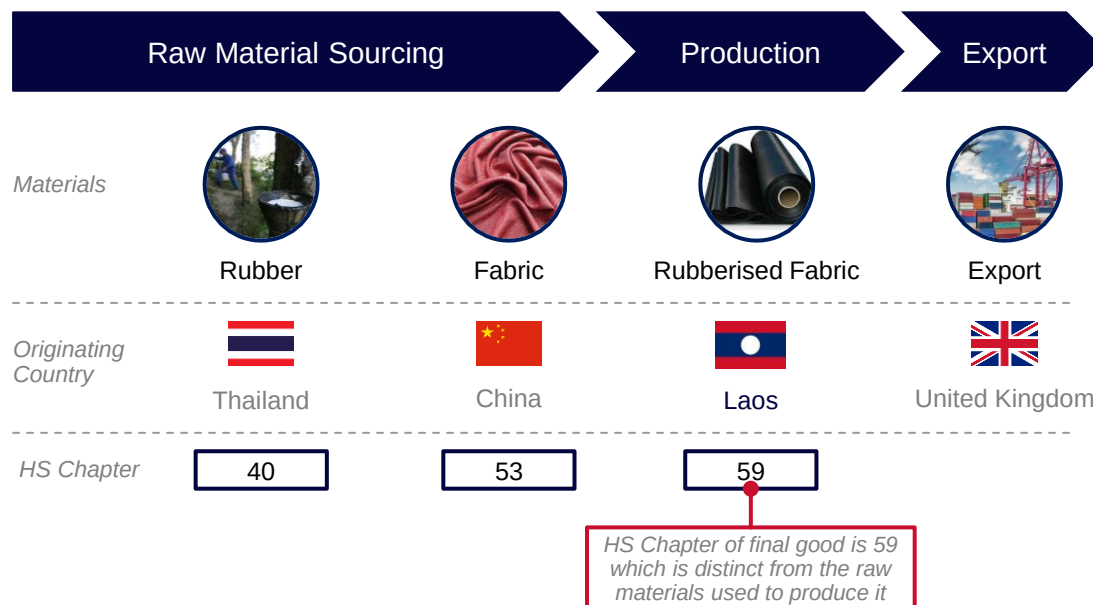
The Change of Chapter Product Specific Rule (PSR) is one of the 3 types of changes in tariff classifications that DCTS countries may need to comply with

- Change of Chapter (CC): means final goods cannot have the same HS Chapter (at the HS2 Level) as the NOM¹
- Change of Tariff Heading (CTH): means final goods cannot have the same tariff heading (at the HS4 Level) as the NOM
- Change of Tariff Sub-Heading (CTSH): means final goods cannot have the tariff sub-heading (at the HS6 Level) as the NOM

1. Non-originating materials or NOM are materials sourced outside the country of final production
Source: DCTS, EU GSP, US GSP, BCG Analysis



Case study: Rubberised fabric made from rubber and fabric





LDC Graduation



Key message: DCTS Enhanced Preferences will protect Laos from a sharp drop in preferential access to UK markets

- Under the DCTS, the economic vulnerability criteria for accessing Enhanced Preferences only includes export diversification which Laos meets.
- Laos no longer needs to meet the requirement to ratify and implement 27 international conventions.
- With Enhanced Preferences, Laos would have duty free quota free access for 92% of all product lines. This covers apparel and footwear which are Laos' largest exports to the UK.





There might be some challenges during transition, but we're here to support you & provide public resources to assist

We've heard some of your questions in exporting to the UK...



How to access UK importers?

Difficult to find UK importers that suit your businesses

- **Established importers:** hard to capture share from long-term suppliers
- **SME importers:** harder to find and connect, harder to check reliability



What are the DCTS process and benefits?

Lack of understanding of:

- **Differences** between the UK GSP and the DCTS
- **Documents needed** in order to export products to the UK and utilise preferential tariff rates under the DCTS

...and there are some immediate resources that can help you



UK Importer database:

<https://www.uktradeinfo.com/find-uk-traders/>

Enter a commodity code or description, or a trader's postcode (such as AA1 1AA) or name

Search term	Search type
	Traders by commodity code Q

Interactive visualisation tool to ease access to trade-related information (tariff, product-specific rules, procedures, etc.)



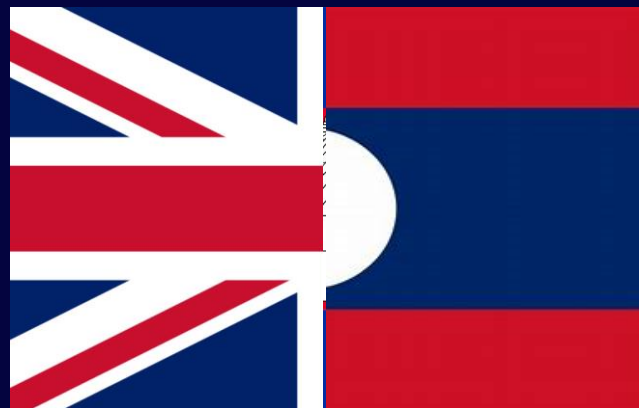
Business-friendly guides with step-by-step instructions on how to use the DCTS





To get more information about the DCTS

- Further details of the policy can be found here:
[Developing Countries Trading Scheme: government policy response - GOV.UK \(www.gov.uk\)](https://www.gov.uk/government/policies/developing-countries-trading-scheme)
- The current tariff rates under the GSP can be found here:
https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/947426/UK-Generalised-Scheme-of-Preferences.ods
- The additional tariff changes under the DCTS can be found here:
https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/1098153/uk-developing-countries-trading-scheme-dcts-tariff-changes.ods
- The tariff lookup to search for any tariff rate can be found here:
[Trade Tariff: look up commodity codes, duty and VAT rates - GOV.UK \(www.gov.uk\)](https://www.gov.uk/government/policies/trade-tariff)



We will be producing more guides including updated tariff tools, customs guides and trade standards support centrally. These will be published by EiF date and will be available on gov.uk websites. We will share details when they are published.





Foreign, Commonwealth
& Development Office

Coffee break

10:45 – 11:00

March 2023



Agenda

1 Introduction to the DCTS

2 Laos & UK trade overview

3 Exporting in practice: administrative requirements

4 Exporting in practice: agricultural products

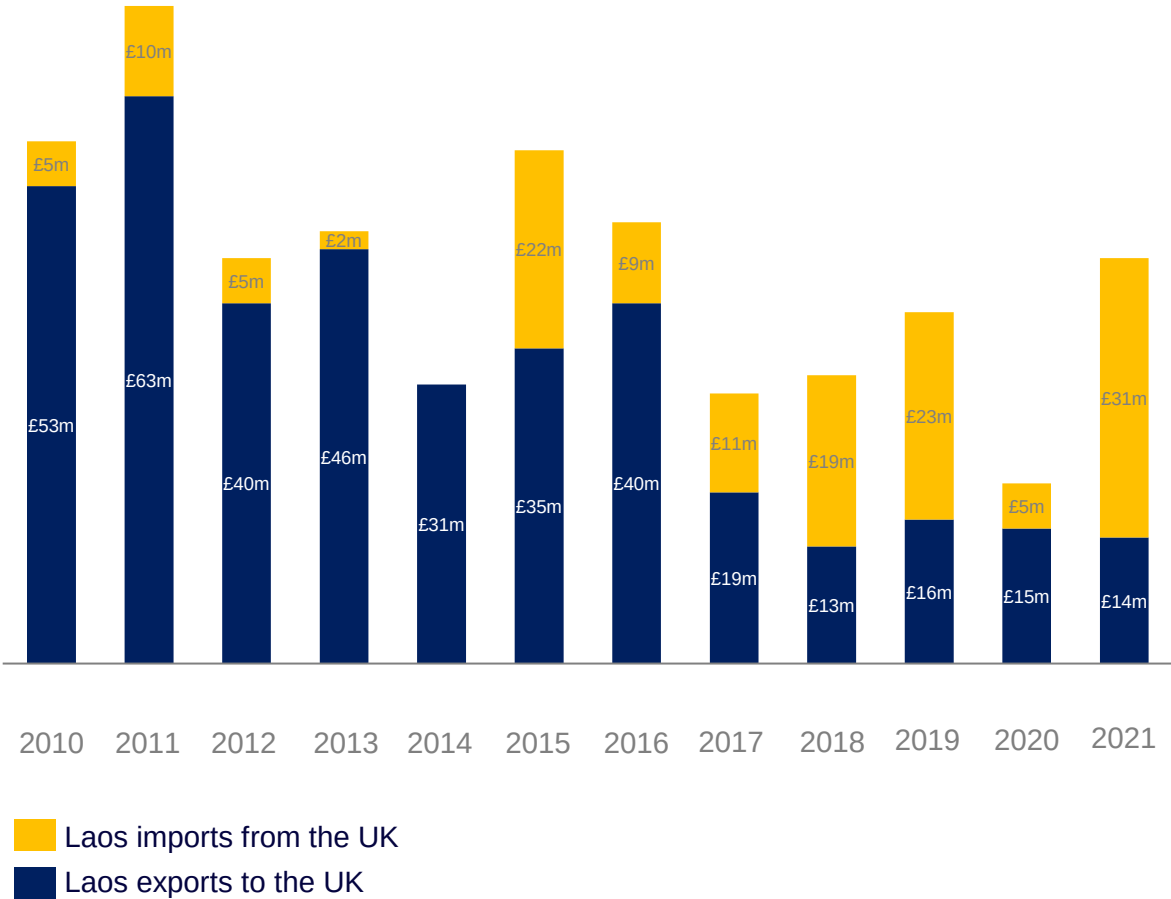
5 Exporting in practice: transportation and logistics

Laos and UK Trade Overview



Value of trade between Laos and UK has fluctuated over last decade with a fall in exports from Laos to UK over recent years

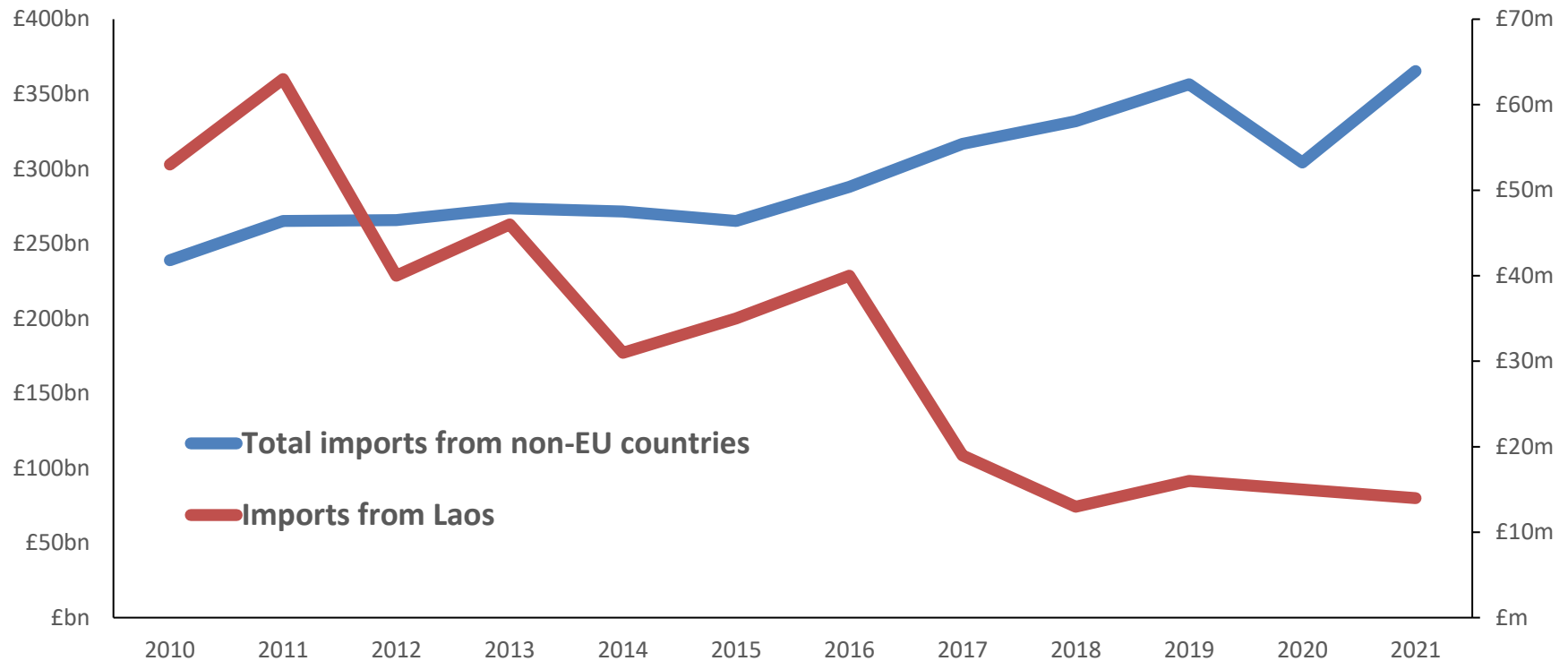
Laos-UK trade value (£Mn), 2010 – 2021



Source: ONS

Source: Office of National Statistics

Trade Overview | Whilst UK imports from Laos have been falling, overall imports from non-EU countries continue to grow



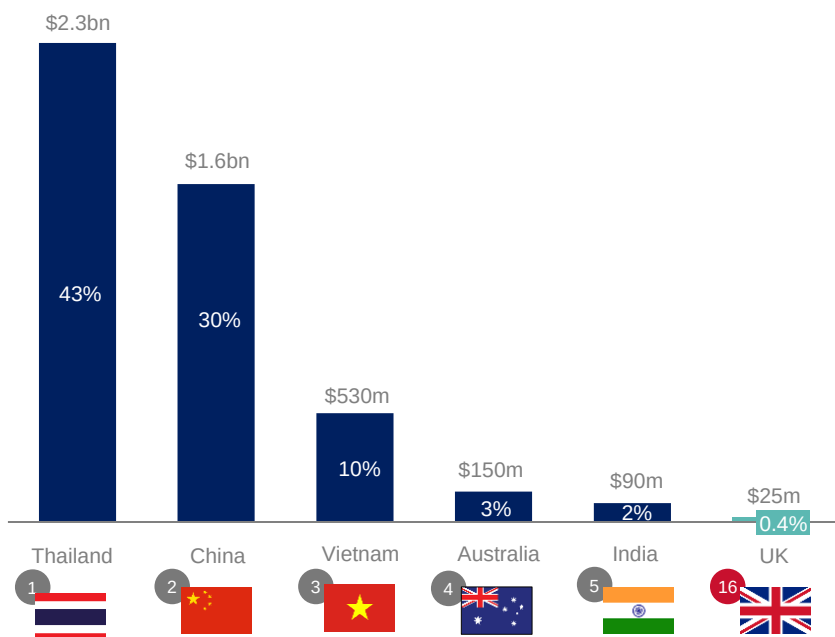
Source: ONS

Trade Overview | UK is 16th largest export destination for Laos, accounting for 0.6% of non-energy exports

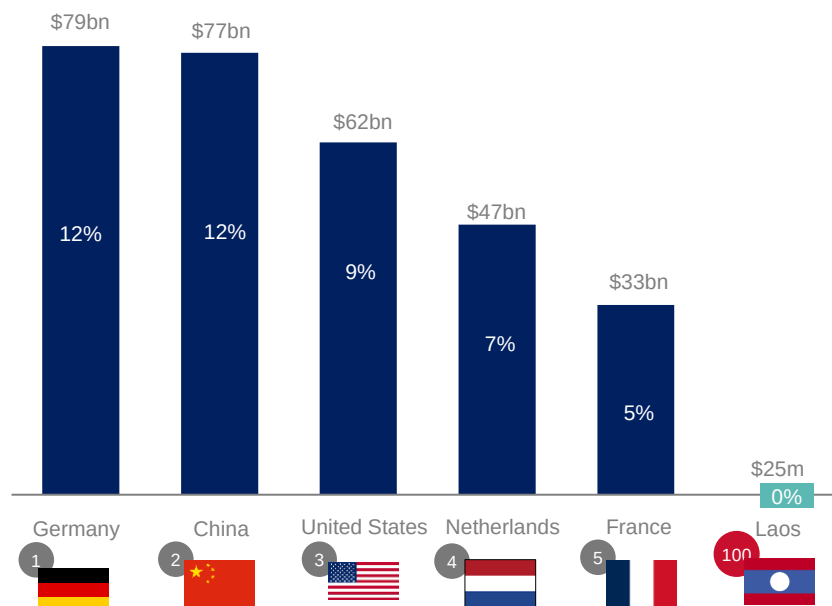
Lao's top 5 export destinations account for almost 90% of exports, with the UK contributing 0.4%...

... whilst Laos is outside the top 100 largest sources of UK imports.

Ranking of Laos export destinations (2019-21)



Ranking of UK import sources (2019-21)



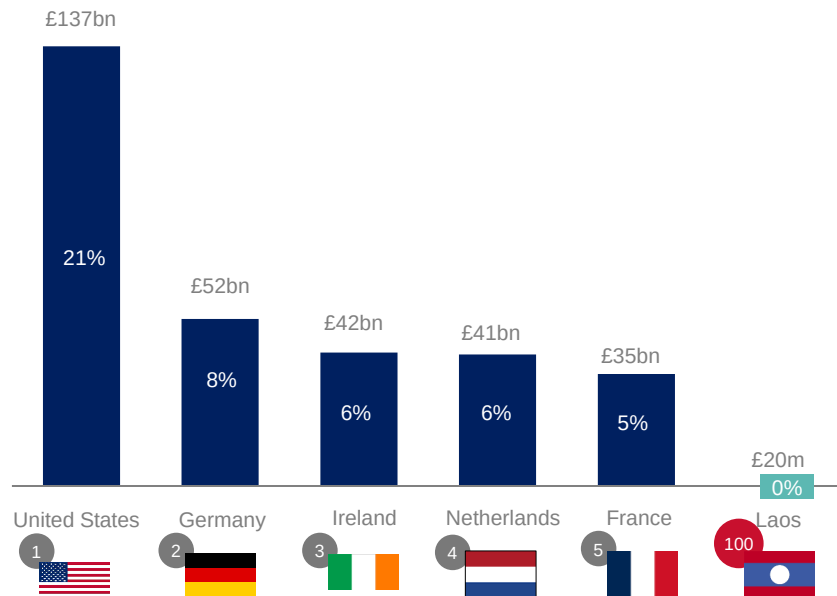
Source: ITC Trademap, ONS

Trade Overview | Laos is outside the top 100 largest export destinations for the UK, with exports concentrated in number of sectors

Laos outside of top 100 largest export destinations for the UK...

... with a handful of sectors accounting for the vast majority of trade.

Ranking of UK export destinations (2019-21)



Share of top goods exports to Laos (%)



44% Cars



20% Electrical machinery



19% Medicines and pharma



7% Clothing



7% Mechanical machinery

Source: ITC Trademap, ONS

Trade overview | Total exports from Laos to the UK currently around £15m per year and dominated by a handful of key products

6 sectors account for over 90% of goods exports to the UK

Share of top goods exports to UK (%)



51% Clothing



37% Footwear



1.6% Sugar



1.1% Other manufactures



0.7% Textile fabrics



0.6% Cereals

Trade overview | Millions of pounds of tariff reductions each year from UK preferences, but increased utilisation could boost this further

All products exported from Laos eligible for tariff-free, quota free access

£1.5m
+

Worth of tariff reductions each year if preferences fully utilised

UK GSP preference utilisation 2022



60% Clothing



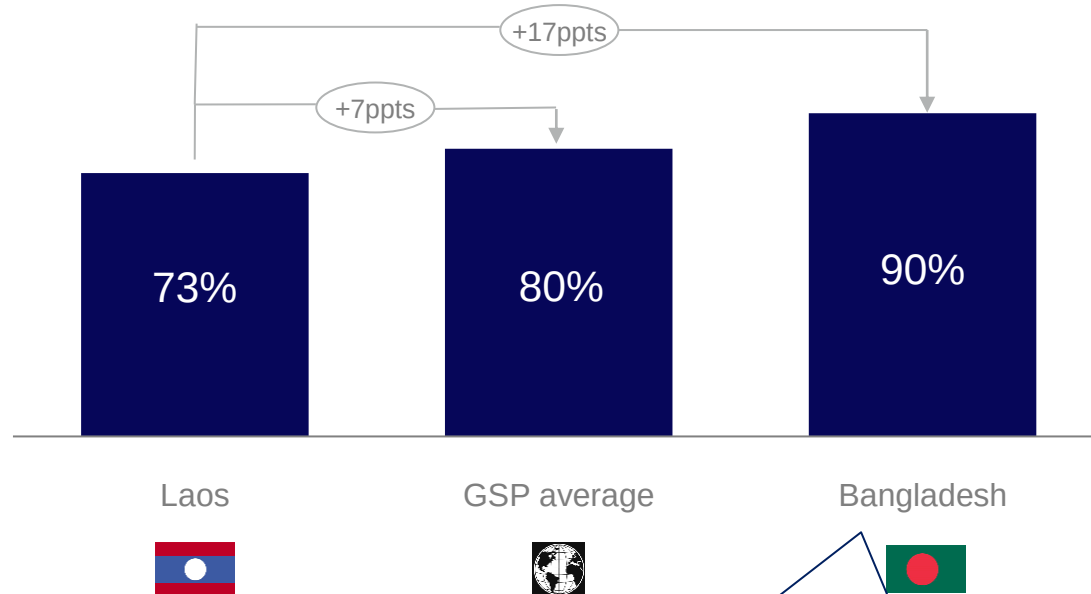
83% Footwear



98% Agricultural products

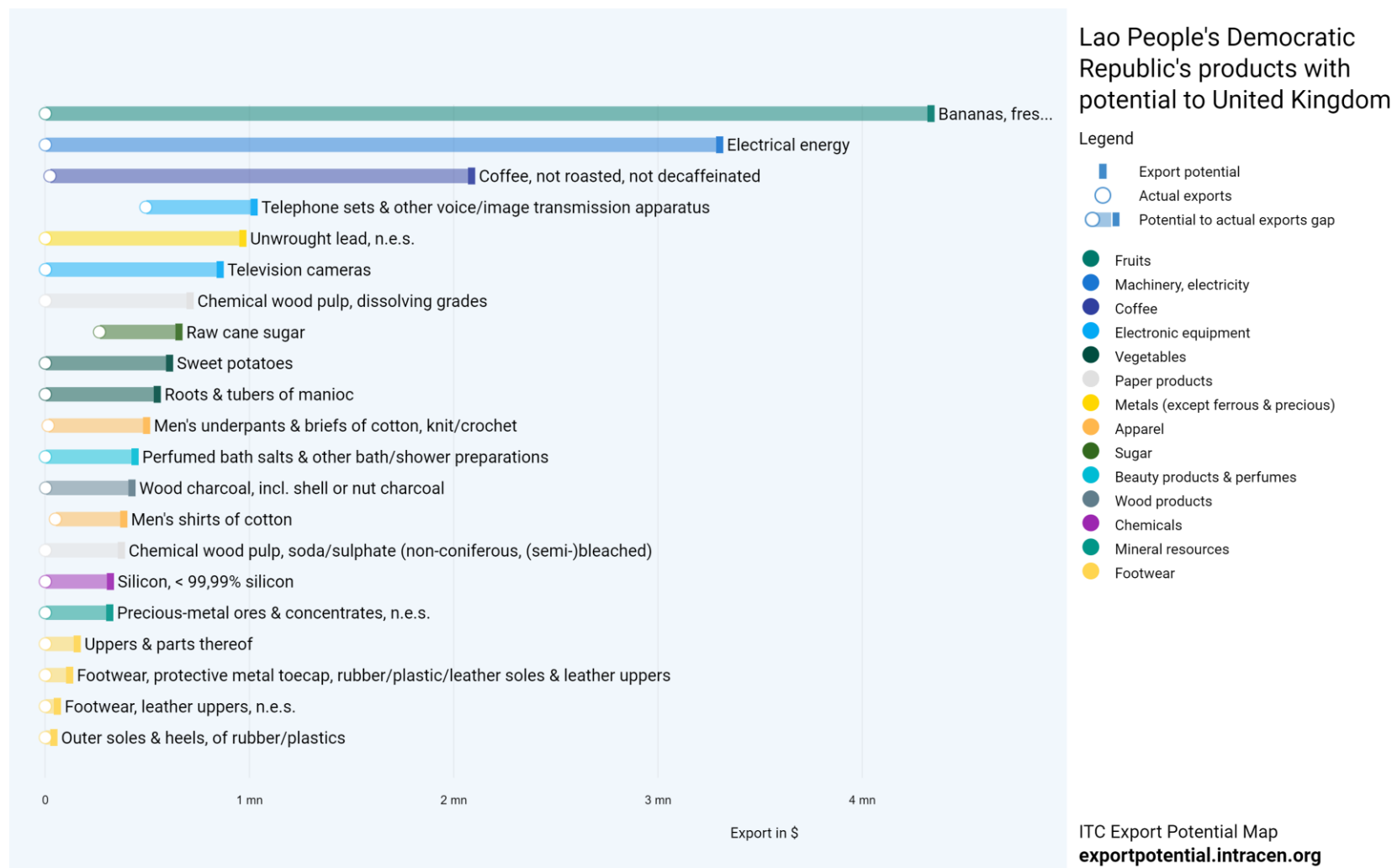
Increasing utilisation of preferences could lead to tariff savings of millions of pounds each year

UK GSP preference utilisation 2022



Increasing utilisation to 90% would mean tariff savings on millions of pounds of exports a year

Trade overview | Potential to increase and diversify exports to the UK, making use of tariff-free access and relaxed input requirements



Source: ITC

Clothing

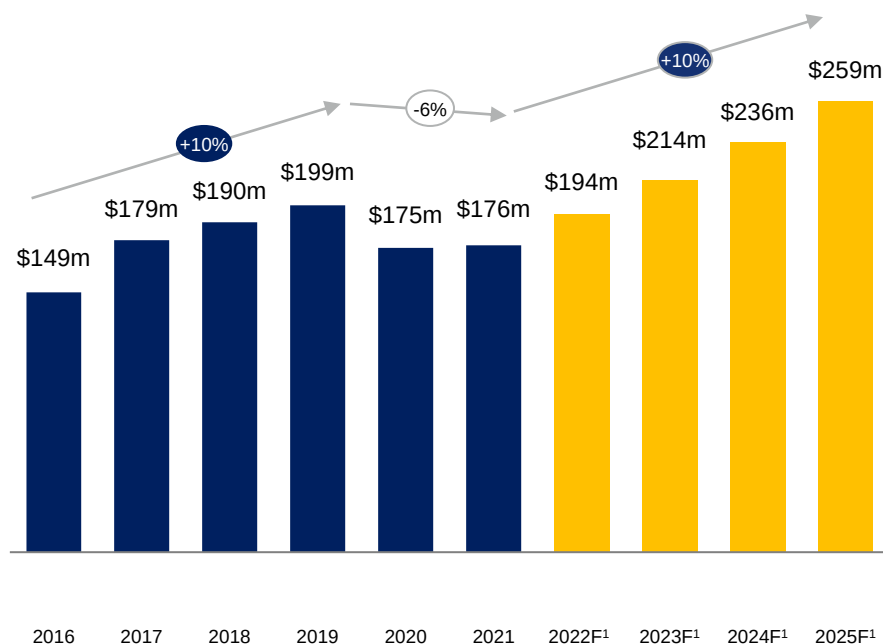


Sector Trends | Total clothing exports from Laos increasing, but exports to the UK declining

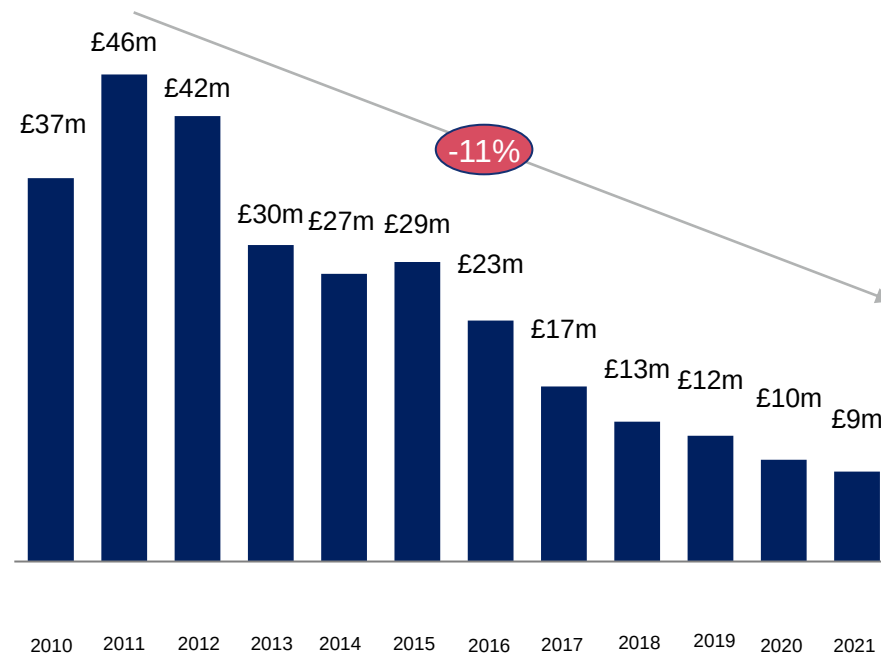
Clothing exports from Laos on positive trajectory in years preceding COVID...

... but exports to the UK have been declining over the past decade.

Total Laos Clothing Exports (\$mn)



Laos Clothing Exports to UK (£m)



Note:

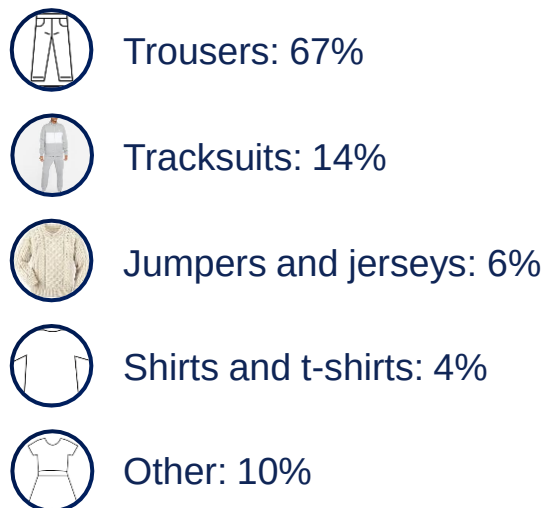
1. Estimated potential using 2016-2019 CAGR at rate of 10%

Source: ITC Trademap



Top products | Clothing exports to the UK dominated by trousers but composition of exports has changed over time

Top clothing exports to the UK 2019-21...



... differ from key exports from 2011.

Laos clothing exports to UK (2011)

- 1 Trousers: 46%
- 2 Shirts and t-shirts: 27%
- 3 Jumpers and jerseys: 21%
- 4 Tracksuits: 5%
- 5 Other: 2%

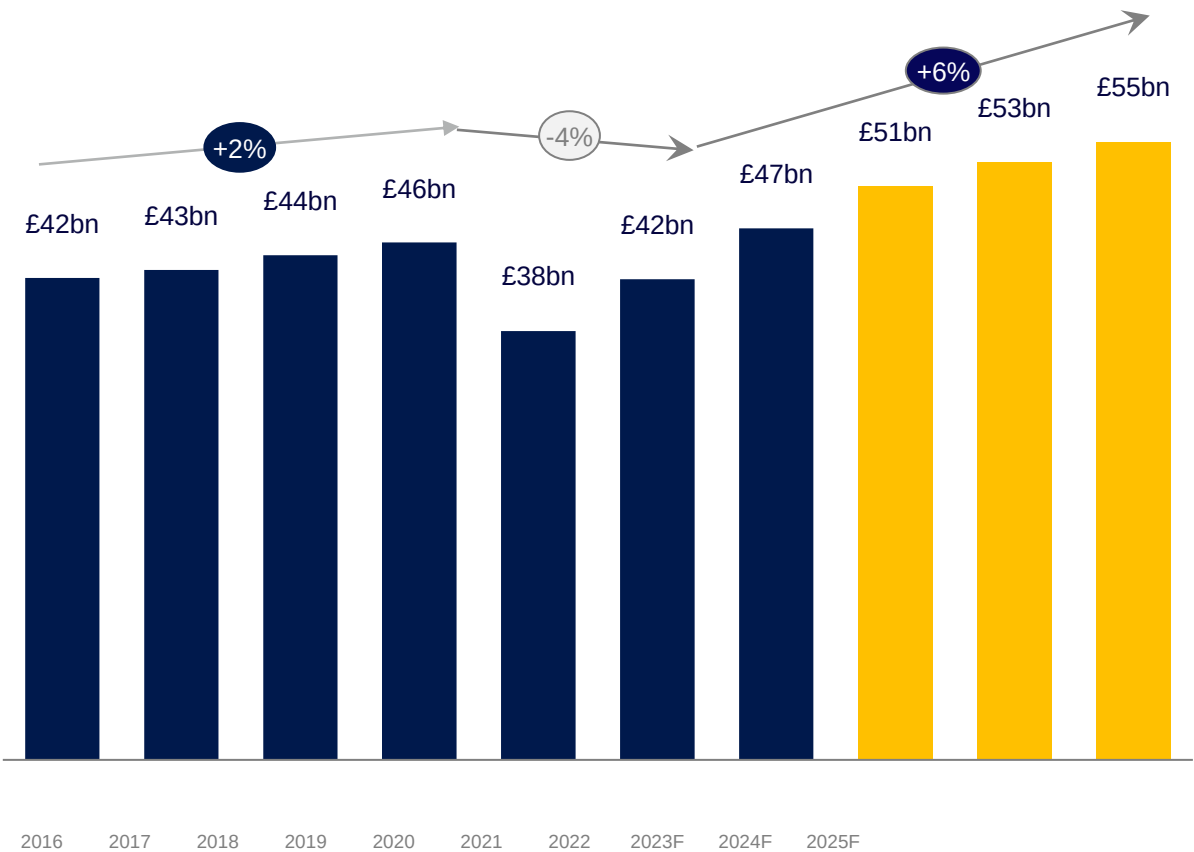


DCTS benefits?

- Tariff-free – most clothing products face non-preferential tariff of 12%
- More generous rules of origin

Sector Trends | Demand for clothing in the UK forecast to increase, driven by a mixture of key trends

Retail value of apparel in the UK (£bn)



Source: Mintel; BACI; The Guardian; Manchester Evening News; BCG Analysis

Key Consumption Trends

- 1 Growing demand for knitwear especially thermal, for example

Thermal Underwear Shirt

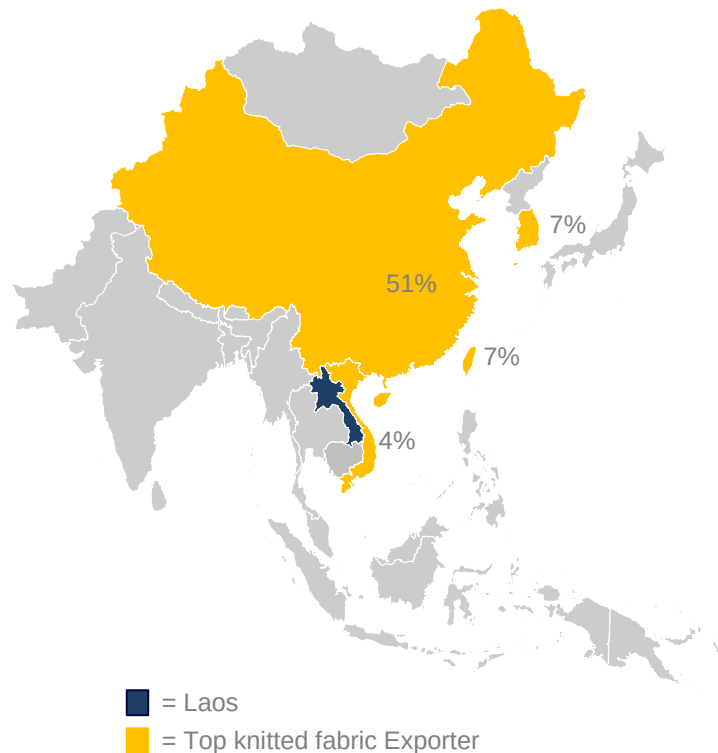
Thermal Underwear Bottoms
- 2 Growing demand for fashionable and casual design, for example

Dress

Sweater
- 3 Growing demand for inclusive sizing for diversified size, shape, & colours



Raw Material Sourcing | Laos has advantages in sourcing of raw materials for clothing given its trade preference access & location



Laos is surrounded by largest sources of raw material (knitted fabrics) for clothing, accounting for more than 65% of knitted fabrics exported worldwide



Laos able to import knitted fabrics tariff free from China using ASEAN-China FTA. While Bangladesh incurs 25% tariff rate on knitted fabrics from China



DCTS benefits for Laos **clothing** businesses

1 Tariff-free access for all clothing products

- Cost of importing clothing from Laos 12% lower on key clothing products exported to the UK compared to non-preference competitors (China, etc).
- Laos eligible for tariff savings worth millions of pounds each year.
- Preference utilisation for clothing just 60% with some products particularly low e.g.
 - Cotton t-shirts: 4%
 - Synthetic trousers for industrial use: 31%
 - Cotton underpants: 0%

2 More generous and simpler rules of origin requirements

- More generous rules of origin under the DCTS will make it easier to meet eligibility requirements for tariff preferences.
- For example, knitted products simply have to be manufactured from fabric which can be imported from anywhere.
- Where required, Laos will also be able to use inputs from a wider range of countries (95) including all DCTS countries and Vietnam.

3 Most comprehensive offer amongst destination countries

Trading Scheme	Benefit
 UK DCTS	0% on all clothing lines and more generous rules of origin under the DCTS.
 EU GSP	0% on all clothing lines.
 US GSP	Laos not granted GSP preferences by the US.

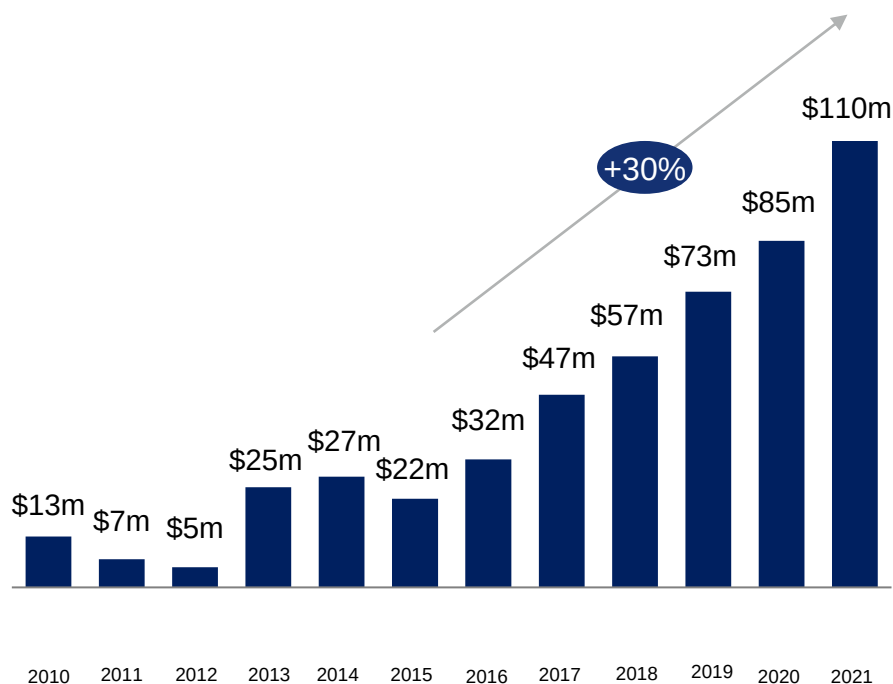
Footwear



Sector Trends | Exports from Laos increasing significantly with the UK currently the 5th largest destination

Footwear exports from Laos have increased significantly over the last 5+ years reaching over \$100m in 2021...

Total Laos Footwear Exports (\$mn)



Source: ITC Trademap

... the UK is the 5th largest destination for Lao's exports with over 10% heading to the UK.

Top destinations

Top 5 destinations of footwear exports:



UK's contribution

10%

UK makes up over **10% of Lao's total footwear exports**; ranking **5th** on the list of footwear export destinations

Export rank

57th

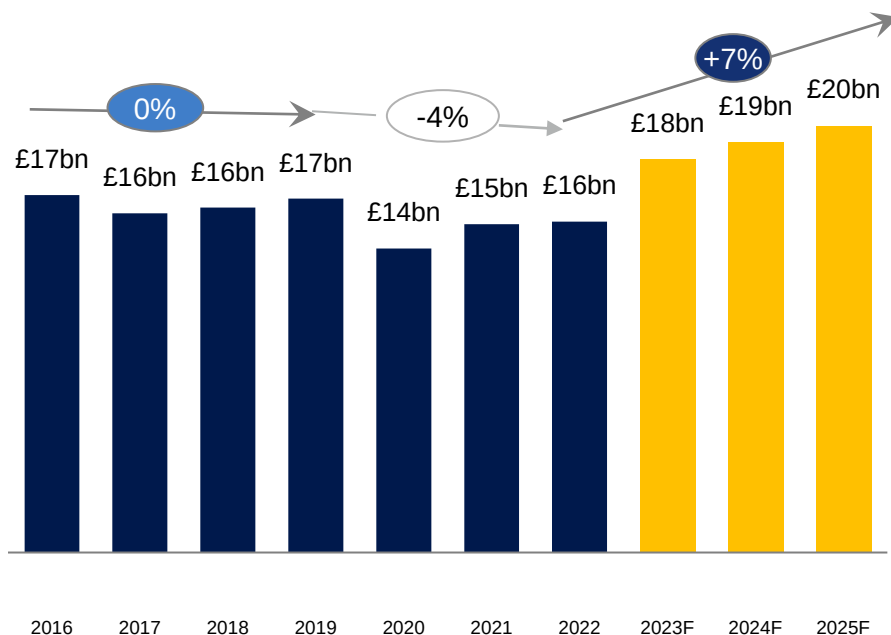
Laos is outside the top 50 **largest exporters** of footwear in the world by value, with China, Vietnam and Cambodia amongst the largest



Sector Trends | UK is 5th largest footwear importer with demand forecast to grow, but Lao's market share is currently relatively low

UK demand for footwear is forecast to gradually return...

Retail value of footwear in the UK (£bn)



... with the UK already the 5th largest importer in the world and Laos the 17th largest source.

Importer rank

5th

UK is the **5th largest importer** of footwear in the world by value

Lao's contribution

17th

Laos currently accounts for around 0.4% of UK footwear imports, ranking as the 17th largest source of UK imports by value, with China, Vietnam and Cambodia amongst the largest

Top suppliers

Top 5 suppliers of footwear exports to the UK:



China
(23%)



Italy
(12%)



France
(11%)



Vietnam
(9%)



Netherlands
(8%)

Source: ITC Trademap, Source: BACI; OEC World; JustStyle; Library of Congress; Statista; BCG Analysis



Top products | Footwear exports to the UK almost entirely leather-based products, with other two-thirds leather boots

Top footwear exports to the UK 2019-21...



Leather boots: 78%



Leather shoes: 11%



Non-leather shoes: 7%



Other: 4%

... Lao's geographic location and changes to rules of origin in the DCTS are positive

- China, Hong Kong, Vietnam, South Korea amongst worlds largest leather exporters.
- Rules of origin changes mean more flexibility in the amount of processing that is required to be completed in Laos using inputs from other countries.



DCTS benefits?

- Tariff-free – most footwear products face non-preferential tariff of 8-16%
- More generous rules of origin



Potential importers | Top UK footwear brands predominantly manufacture their products in the region

 Brand	 Brand Share in the UK	 Retail Value 2022	 Source Locations (Not exhaustive)
	17.8%	£ 1,7bn	% of Nike shoes manufactured: China and Vietnam – 36% each, Indonesia – 22%, Thailand – 6%
	7.8%	£ 760m	82% of shoes are from China, Cambodia, India, & Vietnam
	7.0%	£ 686m	>70% of manufacturing locations located in China, Vietnam, India, & Indonesia) <i>*Not specific to shoes</i>
	2.7%	£ 262m	>60% of manufacturing locations located in China & Indian <i>*Not specific to shoes</i>
	2.4%	£ 237m	>50% of manufacturing locations located in Bangladesh and China <i>*Not specific to shoes</i>
	2.3%	£ 220m	>80% of manufacturing locations located in China, India, Turkey, Bangladesh, & Sri Lanka <i>*Not specific to shoes</i>

Source: Euromonitor; The Ohio State University; Clarks; Brand Critica; Primark; NEXT Plc; Statista; BCG Analysis



DCTS benefits for Laos **footwear** businesses

1 **Tariff-free access for all footwear products**

- Cost of importing footwear from Laos between 8-16% lower depending on the product when exported to the UK compared to non-preference competitors (China, etc).
- Laos eligible for tariff savings worth millions of pounds each year.
- Preference utilisation for footwear is 83% but this varies by product e.g.
 - Footwear with rubber soles and textile uppers: 20%
 - Women's leather boots: 98%

2 **More generous and simpler rules of origin requirements**

- More generous rules of origin under the DCTS will make it easier to meet eligibility requirements for tariff preferences.
- A single rule will apply to all footwear exports – manufacture from materials of any heading except that of the good.
- Where required, Laos will also be able to use inputs from a wider range of countries (95) including all DCTS countries and Vietnam.

Agricultural products



Future opportunities? | Agricultural exports currently concentrated in small number of products and relatively low, but significant demand.

Current agricultural exports to the UK concentrated in a handful of products...



Raw cane sugar



Milled rice



Spices



... with majority of exports going to regional partners, but potential opportunities



Bananas (potential estimated over \$4m per year)



Coffee (potential estimated over \$2m per year)



Sweet potatoes and other root vegetables (potential estimated over \$1m per year)

Almost 50% of the food consumed in the UK is imported

46%

Worth of tariff reductions each year if preferences fully utilised

Further information on requirements in session this afternoon



All products will continue to receive tariff-free, quota-free access under DCTS

Thank you

Questions and comments



Foreign, Commonwealth
& Development Office

Lunch break

12:00 – 13:00

March 2023



Agenda

1 Introduction to the DCTS

2 Laos & UK trade overview

3 Exporting in practice: administrative requirements

4 Agricultural products

5 Transportation and logistics

Exporters in DCTS beneficiary countries need to:

1

Classify their goods

2

Look up the DCTS origin rule(s) for the goods they're exporting

3

Check their goods meet the rules and that processing has gone beyond insufficient

4

Arrange and maintain their supply chain and production documentation (e.g., proofs of origin and supplier declarations)



Proof of origin



The proof of origin for making a claim under the requirements of DCTS must take the form of an origin declaration (statement on origin) made out on an invoice or any other document



The document must describe the goods in sufficient detail that allows them to be identified

Origin Declaration–Data elements

- 1 Exporter's name and business address
- 2 Date of direct shipment to the UK
- 3 Other references, e.G. Purchase order no.
- 4 Consignee's name and business
- 5 Purchaser's name and address (if not the consignee)
- 6 Country of transshipment
- 7 Country of origin of the goods. If the shipment includes goods of different origins, enter details against data element 12
- 8 Transportation details
- 9 Terms of sale

Data elements continued

- | | |
|----|--|
| 10 | Currency |
| 11 | Number of packages |
| 12 | Specification of commodities (kind of packages, marks and numbers, general description and characteristics, i.E. Grade, quality) |
| 13 | Quantity |
| 14 | Unit price |
| 15 | Total price |
| 16 | Net weight |
| 17 | Gross weight |
| 18 | Invoice total |



Origin declaration



The proof of origin must also contain the following wording

The exporter of the products covered by this document (customs identification number ... (1)) declares that, except where otherwise clearly indicated, these products are of ... (2) preferential origin in accordance with the rules of origin of the Developing Countries Trading Scheme of the UK and that the origin criterion met is ... (3). (Place and date (4)) (Name and signature of the exporter)

Origin declaration notes

Note number	Comment
1	Enter your customs identification number
2	Enter the origin of the goods
3	Products wholly obtained: enter the letter 'P'; Products sufficiently processed: enter the letter 'W' followed by a heading of the Harmonised System (example 'W' 9618)
4	This may be omitted if included in the document itself



Form A

A Form A can be used as a template instead of an invoice or commercial document

The UK does not require it to be stamped by the exporting customs authority

If you do use a Form A, it should be completed as follows

Filling in Form A (1)

Box 1—

you, as the exporter, enter your business name and address

Box 2—Consignee

This box is optional—you are recommended to enter the name and address of the consignee where this is known

Box 3—Transport details

Complete this box with the information available. If you do not have details of the transport arrangements, leave this box blank

Filling in Form A continued (2)

Box 4—Complete when issuing a retrospective Form A

When you issue the Form A after the goods have been shipped, stamp or write 'Issued retrospectively'. In all other cases, leave blank

Box 5—Item number

If different types of goods are shown separately on the invoice(s), you need to show each type separately on the Form A and itemise them, for example 1, 2, 3. The items can then be cross-checked to the invoice if necessary

Filling in Form A continued (3)

Box 6—Marks and numbers

Enter the identifying marks and numbers that appear on the packages

If they are not marked in any way, put 'No marks and numbers'

If both originating and non-originating goods are packed together, add 'Part contents only' at the end of each entry

Filling in Form A continued (4)

Box 7—Bulk Goods

Identify by a reasonably full commercial description

For goods in bulk that are not individually packed, insert 'In bulk'

Mixed consignments

Only include originating goods on the Form A

Where the invoice includes originating and non-originating goods, mark the invoice to show which goods are non-originating

Add an appropriate explanatory statement in Box 7 immediately below the goods
Under the final item rule through the unused space with a 'Z-shaped' line

Filling in Form A continued (5)

Box 8—Origin criterion

Enter:

‘P for wholly obtained goods

‘W’ followed by the heading, where the goods have been sufficiently processed

Example

For wholly obtained goods of, say, heading 96.18, the indication should read: “P” and for sufficiently processed goods of the same heading, it should read: “W” 96.18

Filling in Form A continued (6)

Box 9: gross weight or other quantity

Insert the quantity in metric units, for example kilogrammes or litres

Box 10: number and date of invoice

Enter the details of the commercial invoice as this makes sure the signatory has verified the ex-works price

Box 11: certification

This box may be left blank

Filling in Form A continued (7)

Box 12: declaration by the exporter

Complete this box with the name of the country in which the goods are considered to have originated

You should take into account that where the provisions for regional cumulation have been applied, that country may not be the same as the country of final processing or the country of exportation

For the importing country you must put 'United Kingdom'. If you put any other country the Form A will not be accepted

By signing this form, you declare that the goods qualify under the provisions of the Developing Countries Trading Scheme regulations

Supporting documents



You may be asked to provide evidence that your goods meet the DCTS rules of origin. These may include documents relating to

The processes carried out to produce the goods or on the components/materials used in their production

The purchase, cost, value and payment of the product or the components/materials used in their production

The originating status of the goods and/or components/materials

Evidence to determine the regional value content of the product, where applicable

Goods that are stored or split in another country



For DCTS goods which are stored/split in another country, such as the EU, a retrospective proof of origin is required



This should be made out in accordance with the provisions under DCTS by the exporter in the country of export

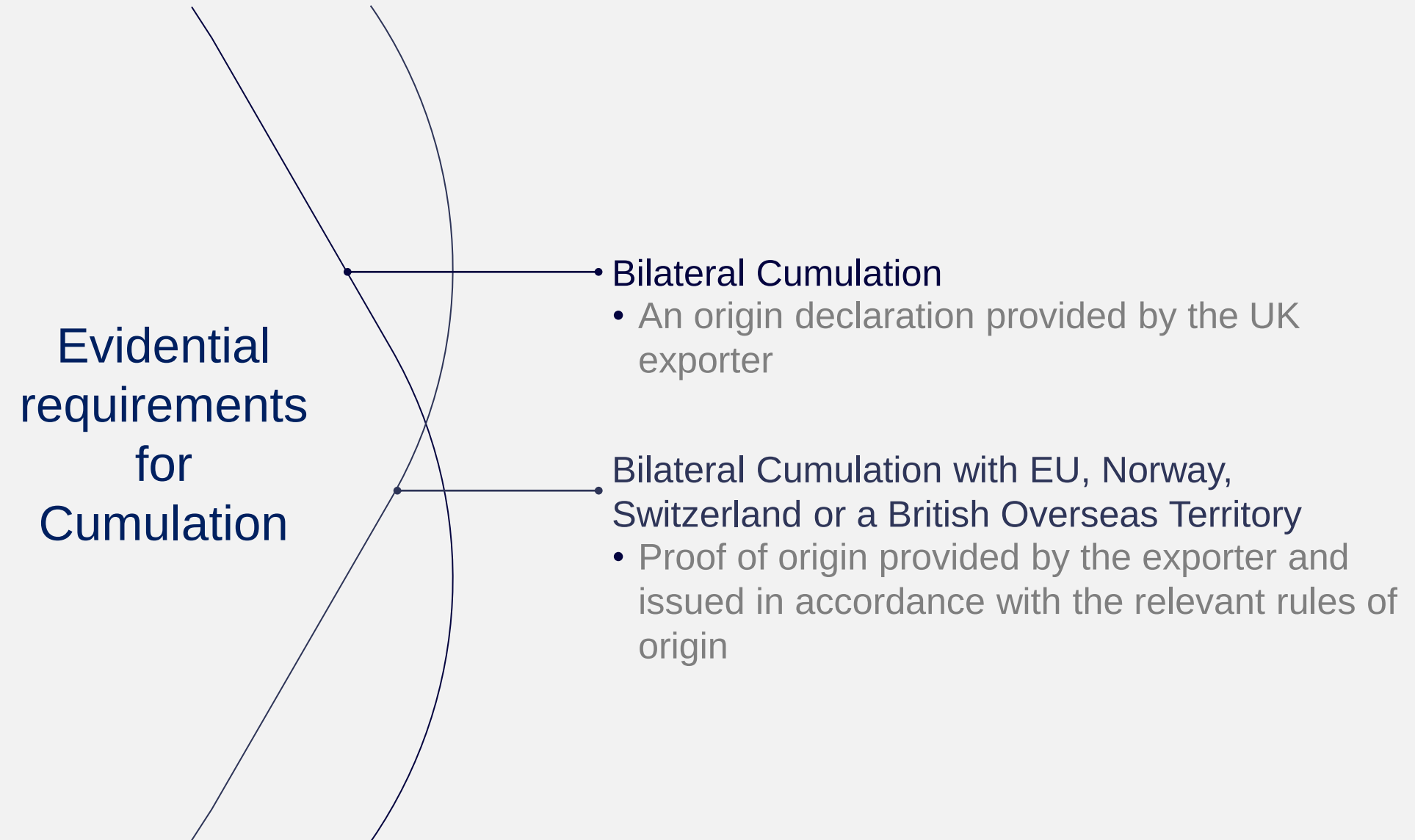


Record keeping

Participation in DCTS will require

- An exporter that has completed an origin declaration; and/or a
- Producer or supplier that has provided a written statement to keep a copy of the relevant document, as well as any supporting documents required to evidence it, for at least four years from the end of the calendar year in which the origin declaration was completed, or longer if required by its laws and regulations

Documentation or records should be maintained in a way that allows them to be retrieved and printed



Evidential requirements Intra/Inter—Regional Cumulation

Intra/Inter-Regional Cumulation

- Evidence confirming the cumulated materials meet the DCTS rules of origin
- Where this cumulation involves materials/components that originated in a country with which the UK has a trade arrangement (extended cumulation), evidence that those materials would have qualified for a nil rate of duty if imported from that UK partner country

Extended Cumulation and Extended Cumulation for LDC Countries

- The proof of origin provided by the exporter in the country with which the UK has the trade arrangement, issued in accordance with that relevant agreement



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1 Introduction to the DCTS

2 Laos & UK trade overview

3 Exporting in practice: administrative requirements

4 **Agricultural standards**

5 Transportation and logistics

Rickie Jennings: UK Agriculture Counsellor–South East Asia

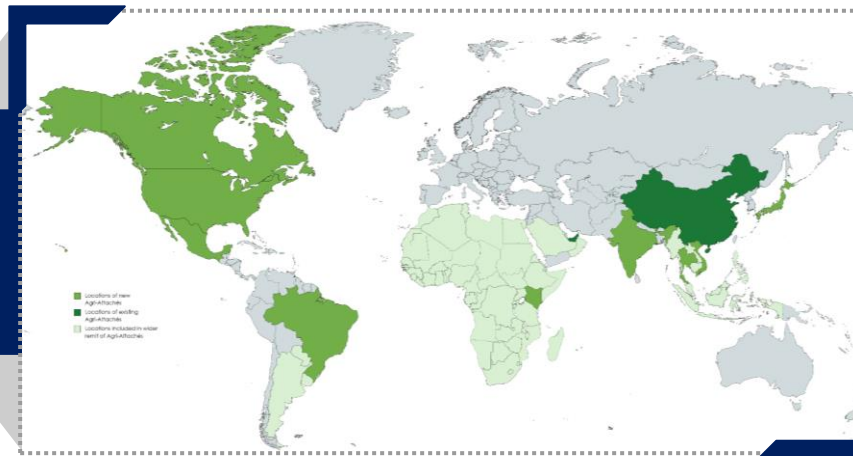
- 1 Who we are
- 2 How can exporters boost their chances?
- 3 The UK context – import requirements
- 4 What to remember
- 5 Market Access and assessment
- 6 Exports of products of animal origin (POAO)
- 7 Example exports cycle (plants)
- 8 Certificates – do I need one, regulated and deregulated rules
- 9 Further advice for exporters and officials
- 10 More information sources

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Agriculture network: who we are

The Agriculture counsellor and attaché network builds the government to government relationships necessary to underpin trade success.

we work closely with Department for Business and Trade to support business to open and enter markets.



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How can exporters boost their chances?

1 Understand the process and current UK situation post-EU exit.

2 Understand UK regulations and seek out information in UK legislation.

3 The exporter should work with **the UK importer** to confirm key requirements and processes for the particular commodity.

4 For plants - ensure paperwork correct before export and that proper testing has been conducted in line with international standards on phytosanitary measures. Use botanical names!

5 For live animal and animal products, your country will need to have approval to export that commodity to Great Britain.

The establishment must also be listed to export to Great Britain as held on **our** lists

- 6
1. You should check the current topical issues like diseases for your import.
 2. Importer to use IPAFFS to notify enforcement authorities about imports to Great Britain.
 3. Model health certificates for exports of live animals and animal products to Great Britain - GOV.UK (www.gov.uk)

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The UK context – import requirements from 1 Jan 2021

☆ Since leaving the EU, Great Britain has its own animal and plant health regulations.

☆ A risk-based approach has been maintained, based on international standards and applying WTO-SPS principles, with the focus on protecting GB (not EU) biosecurity.

☆ The UK and EU standards often remain similar for the time-being; however, there can be differences which is why you **must** check GB requirements.

☆ Current rules similar to EU may change as the UK undertakes a whole-scale review of Retained EU Legislation in 2023. Any future changes to legislation and SPS requirements would be risk-based.

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What to remember



Existing operational arrangements continue to apply

- pre-notification
- imports through Border Control Points.



For animal products: there are conditions to be met for each commodity as included on the Export Health Certs, in addition to country approval and establishment authorisation.



Some 'high risk' commodities prohibited (e.g. certain rooted plants and trees).



Certain controlled commodities must meet prescribed conditions to mitigate risks: most plants and fruits and some cut flowers.

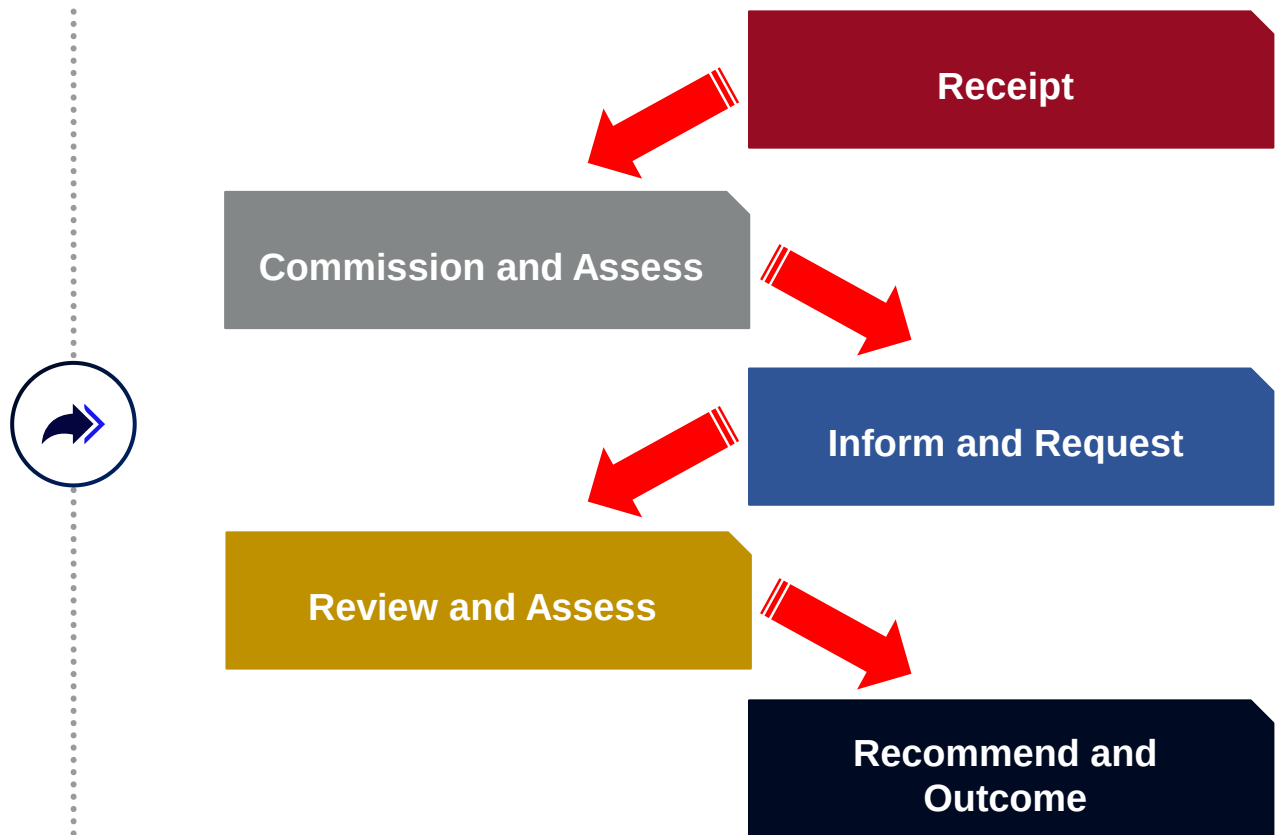


For other controlled commodities specific conditions don't apply ... BUT phytosanitary certificate is needed

- certain cut flowers, fruits
- most vegetables

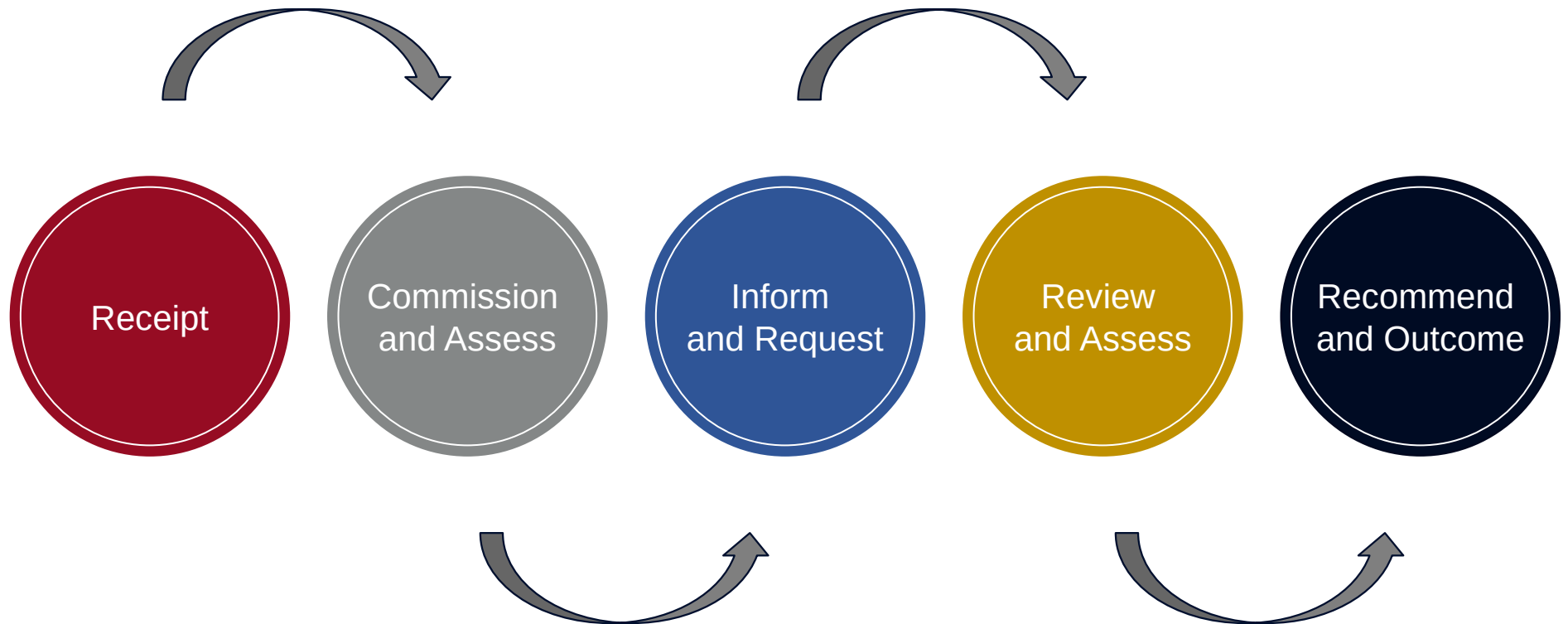
23 March 2023

Market Access and Assessment



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Market Access and Assessment



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Guidance on exports of POAO

Countries must be approved by Defra to export POAO and live animals

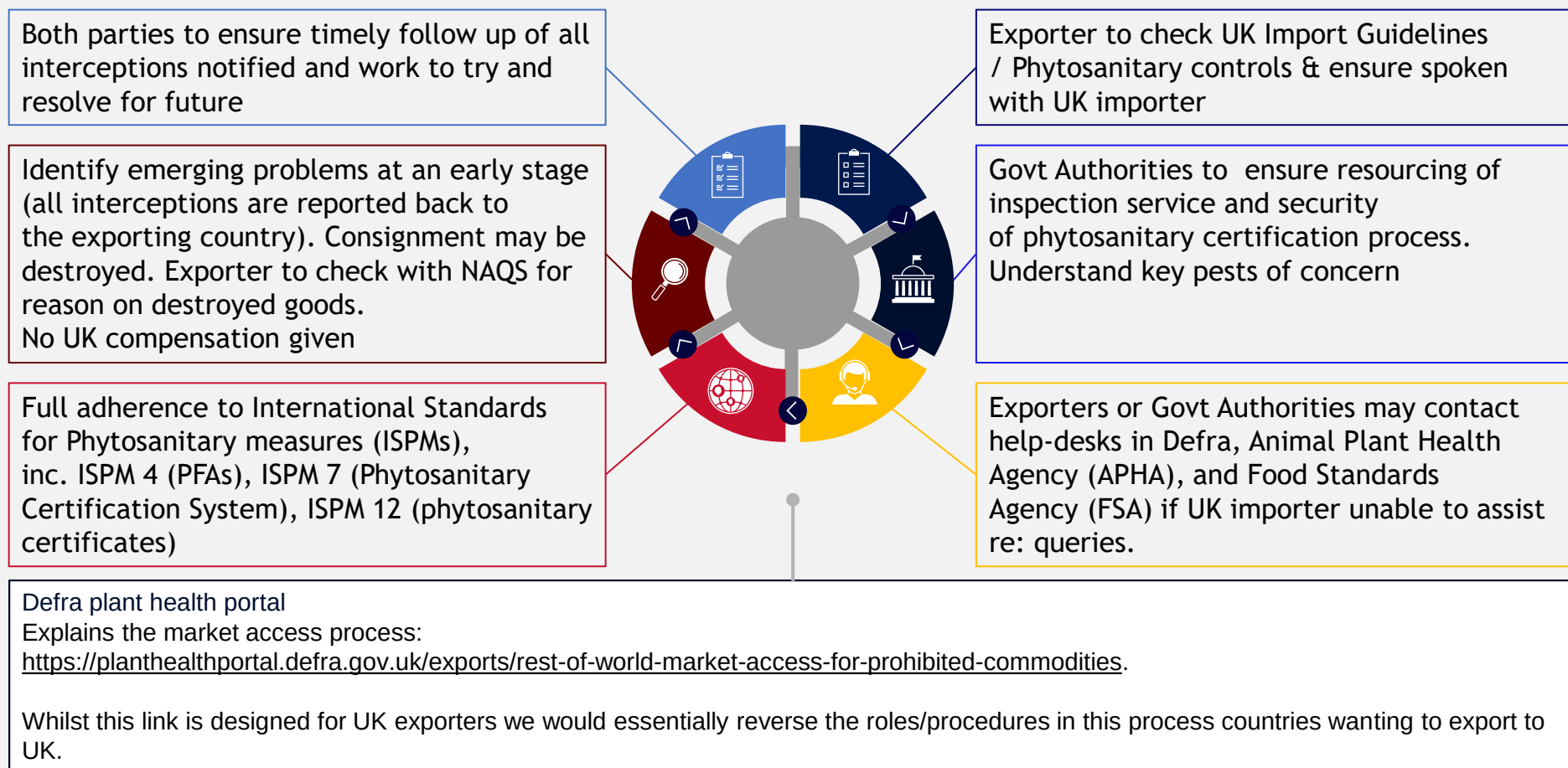
[Exporting to Great Britain: approved countries for animals and animal products - GOV.UK](https://www.gov.uk/government/publications/exporting-to-great-britain-approved-countries-for-animals-and-animal-products) (www.gov.uk).

Authorised establishments are also listed: [Exporting to Great Britain: establishments approved to export animals and animal products - GOV.UK](https://www.gov.uk/government/publications/exporting-to-great-britain-establishments-approved-to-export-animals-and-animal-products) (www.gov.uk)

Only competent authorities in the exporting country can apply for approval to export animals and animal products. The relevant competent authority can do this by emailing ukassurance@defra.gov.uk.

Any new market access request would need to be carefully considered on the basis of evidence and risk and the country would need to be able to demonstrate compliance with our import requirements as set out on relevant export health certificates and legislation. This means (dependent on the product) that a risk assessment would be required, and possibly an in-country audit.

Example export cycle for plants....



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Do I need a certificate

“

Plants (including aquatic plants and algae) and living parts of plants

Plant products means unmanufactured material of plant origin and those manufactured products that, by their nature or that of their processing, may create a risk of the spread of quarantine pests.

Wood

- it retains all or part of its natural round surface, with or without bark;
- it has not retained its natural round surface due to sawing, cutting or cleaving;
- it is in the form of chips, particles, sawdust, wood waste, shavings or scrap, and has not undergone processing involving the use of glue, heat or pressure or a combination thereof to produce pellet, briquettes, plywood or particle board;
- it is, or is intended to be, used as packaging material, whether or not it is actually in use for transport of goods

Other objects - Any material or object, other than plants or plant products, capable of harbouring or spreading pests and includes soil or growing medium and certain types of used vehicles and machinery.

Wood packaging material - Wood or wood products (excluding paper products) used in supporting, protecting or carrying a commodity, includes boxes, cable drums, crates, dunnage, packing cases, pallets and spools/reels

Do I need a certificate – not if the product is Deregulated

Botanical_name	Common name
Fruit of Ananas comosus	Pineapple
Fruits of Actinidia spp. Lindl,	Kiwi
Fruits of Cocos nucifera L	Coconut
Fruit and leaves of Citrus spp. L.	Citrus
Fruit of Fortunella spp. Swingle	Kumquat
Fruit of Poncirus L. Raf	Bitter orange
Fruit of Diospyros spp. L.	Persimmon
Fruits of Durio zibethinus Murray	Durian
Fruits (bolls) of Gossypium spp.	Cotton (bolls)
Leaves of Murraya spp.	Curry leaves
Fruits of Musa spp.	Banana and plantain
Fruits of Mangifera spp. L.	Mango
Fruits of Phoenix dactylifera L.	Dates
Fruits of Passiflora spp. L	Passionfruit
Fruits of Psidium spp.	Guava

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Do I need a certificate is the product regulated?

Do I need a certificate is the product regulated?

- 1 Unregulated: No PH controls
- 2 Regulated no special requirements: Market generally automatically open to most countries.
- 3 Regulated with special requirements: Market generally automatically open to most countries which can meet the specific requirements.
- 4 Prohibited pending risk assessment: a country needs to apply for market access. If access is granted GB legislation will usually be permanently amended.
- 5 Prohibited pending derogation: a country needs to apply for market access. If access is granted a derogation will be introduced, derogations are usually time limited but in many cases can be renewed

(For categories 2-5 a Phytosanitary Certificate will be required to accompany imported consignments).

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Do I need a certificate is the product regulated?

Further advice for exporters and officials

- 1 Check import requirements.
- 2 Understand what commodities are subject to phytosanitary controls and which products may be unregulated.
- 3 Access and utilise the UK websites to understand requirements and speak to your importer in the UK. There are help-desks in Defra, Animal Plant Health Agency (APHA), and Food Standards Agency (FSA) if you need any additional assistance.
- 4 Ensure full compliance with import requirements; authorities to ensure resourcing of inspection service and security of phytosanitary certification process. Check who in your government issues export certificates for your commodity being sent to the UK.
- 5 For plants: Full adherence to International Standards for Phytosanitary measures (ISPMs), inc. certificates.
- 6 Interceptions are reported back to the exporting country (plants) or the exporter (animals) and provide you with notification of the action taken. Ensure timely follow up.
- 7 Ensure that all appropriate notifications are submitted to the UK.
 - For example, on plants: UKNPPO@Defra.gov.uk.
 - For live animals and animal products, you may wish to view the [Import Information Notes](#), where you can find technical information containing import requirements and a contact point for queries.

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Where to access UK information and standards

Guidance on importing [Food Standards Agency, APHA and Defra]

- [Importing products of animal origin | Food Standards Agency](#)
- [Import of products, animals, food and feed system \(IPAFFS\) - GOV.UK \(www.gov.uk\)](#)

Guidance on Plant Health and Phytosanitary [Defra and APHA]

- The EU Plant Health Regulation (and it's associated tertiary legislation) as it stands on 31st Dec 2020 and as amended by [The Plant Health \(Amendment etc.\) \(EU Exit\) Regulations 2020](#) and [The Plant Health \(Phytosanitary Conditions\) \(Amendment\) \(EU Exit\) Regulations 2020](#). Jointly, these instruments create the retained EU law applicable to plant health.
- GB requirements are no longer set out in the EU PCR, they have all been captured in [The Plant Health \(Phytosanitary Conditions\) \(Amendment\) \(EU Exit\) Regulations 2020](#).

Pest factsheets: what to look for and how to stop them from affecting your crops [Defra and APHA]

- [Pest and disease factsheets - UK Plant Health Information Portal \(defra.gov.uk\)](#)

UK Mycotoxins Guidance [FSA]

- [Mycotoxins | Food Standards Agency](#)

UK Labelling requirements [Defra and FSA]

- [Food labelling and packaging: Food labelling - what you must show - GOV.UK \(www.gov.uk\)](#)

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Foreign, Commonwealth
& Development Office

Coffee break

14:45 – 15:00

March 2023



Agenda

- 1 Introduction to the DCTS

- 2 Laos & UK trade overview

- 3 Exporting in practice: administrative requirements

- 4 Agricultural standards

- 5 Transportation and logistics**



HAL Logistics

Exporting Lao Goods to the UK Logistics Considerations



UK Government

HAL Logistics



As one of the largest logistics companies in Laos, HAL Logistics offers a range of comprehensive logistics solutions, including parcel delivery, land freight transport, warehouse and customs clearance services.

+2000
Team members

+500
Drop-in/drop-off
locations

+300
Land Fleets

+500
Partners





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Why HAL Logistics?

HAL Logistics' extensive experience is why customers trust us to deliver their logistics needs

At HAL Logistics, our extensive experience in providing logistics services in Laos enables us to provide customized logistics solutions that meet the unique needs of each of our clients.

- Operate since 2008 as a shipping and freight broker
- Transport over 2 million tons of goods yearly
- Receive more than 30,000 parcels per day
- Our main business focus is parcel delivery and land freight transport, warehousing and clearing





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Why HAL Logistics?

At HAL Logistics, we are committed to technology and have invested in our subsidiary, **HAL Tech**, to drive innovation and develop cutting-edge solutions for our clients.

HAL Tech supports us in developing our Super App platform, in which we have more than 300,000 users.





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Our Partners and Clients





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Products and Services

Express	Transport	Shipping	Warehouse	Ecommerce	Payment
					
COD	Freight Forwarding Services	Custom Clearance	Storaging	Live Commerce	QR Payment
Same Day	Project and Cargo Services	Transit Consultant	Packaging	E-Marketplace	Pay Later
Next Day	Transportation Services		Shipping/Transport	Live Studio Rental	Fund Deposit
Franchises	Transport Delivery Contract		Hand In/Out	Live Academy	Transfer





UK Government

Laos to the UK: The Export Process Simplified



Trade with the UK - Logistics

" 7 Things You Need to Consider" Logistics for Exporting Goods from Laos to the UK

1. **Shipping Method:** Evaluate whether air freight or sea freight is more suitable for your shipment
 - a. Road Transportation
 - b. Rail Transportation
 - c. Sea Freight
 - d. Air Freight
2. **Customs Regulations and Compliance:** Ensure that you have all the necessary export documentation and comply with customs regulations in Laos and the transit countries.

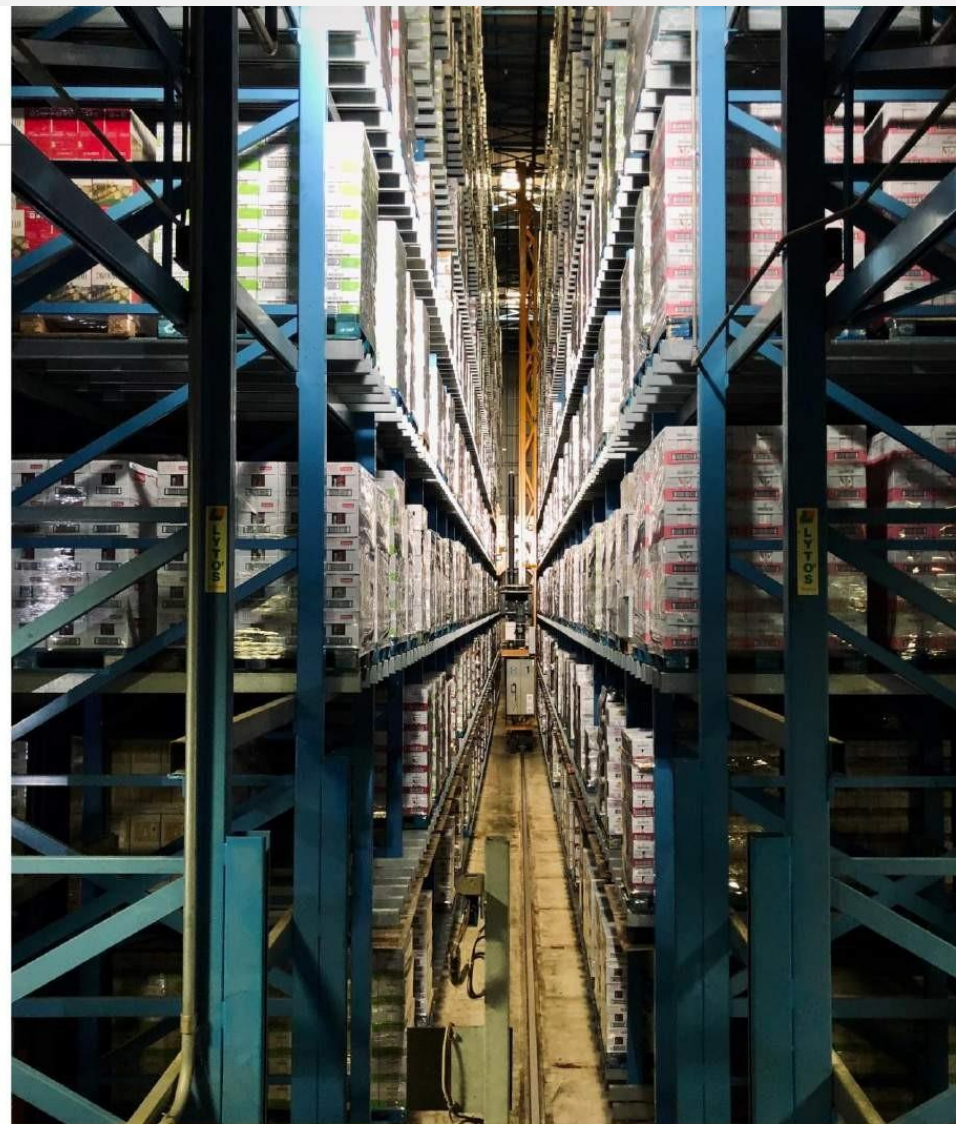




Trade with the UK - Logistics

3. Packaging and Labeling: Securely package and label your goods, taking into consideration the shipping method, weight, dimensions, and fragility, and comply with UK labeling requirements.

4. Transit Times and Costs: Account for transportation costs and transit times, working with a reliable freight forwarder to select suitable shipping routes and carriers.



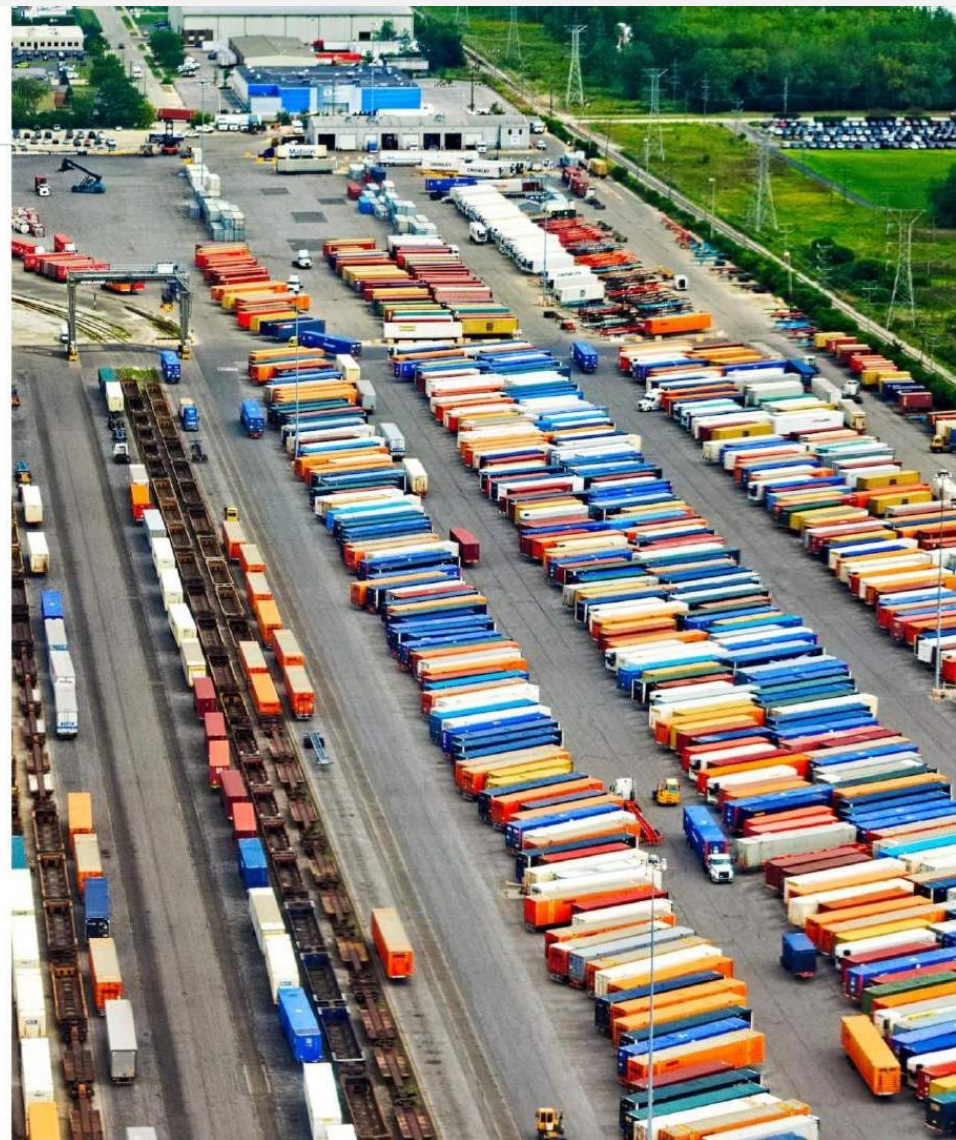


Trade with the UK - Logistics

5. Logistics Providers and Freight

Forwarders: Partner with experienced logistics providers and freight forwarders that have a strong understanding of the regional transportation landscape, routes, and customs procedures.

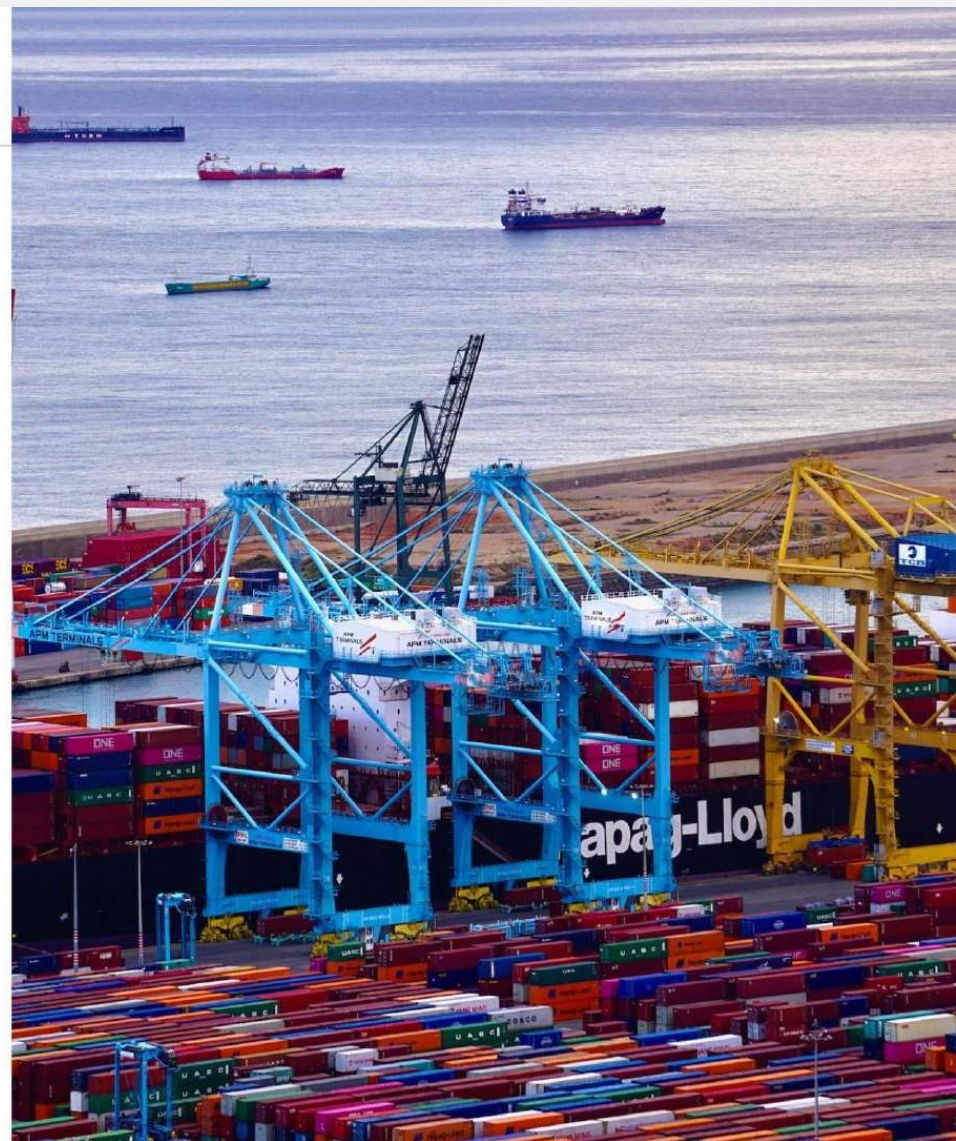
6. Security and Risk Management: Implement security measures to protect your goods during transportation, such as GPS tracking, tamper-evident seals, and secure packaging.





Trade with the UK - Logistics

7. Insurance: Obtain appropriate insurance coverage for your goods during transportation, such as cargo insurance, which covers potential damage or loss of the goods while in transit. Ensure that the coverage is sufficient and includes all stages of the transportation process, from origin to destination.





Conclusion

"Leverage trade agreements - Utilize the agreements with the UK to enhance the economic relationship between the two nations."

Tips:

1. Choose the right shipping method,
2. Partner with reliable logistics providers
3. Comply with UK import regulations,
4. Optimize transportation and packaging,
5. Implement risk management strategies, and
6. Obtain insurance coverage.





HAL Logistics

"More than Delivery Service"



Foreign, Commonwealth
& Development Office

Closing remarks

16:00 – 16:15

March 2023