

How to export to the European Union?

Step-by-step



Let us imagine the following example: you are an Ethiopian exporter who would like to export coffee to France. Where would you start?

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the Export Helpdesk

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and Taxes

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What's New

1 What is the product code number for my product in the European classification of goods?

First, you need to know the specific code your product has in the European classification of goods. You just have to click on "input form". Browsing the database you can find that roasted coffee is classified under the code: 090121

2 What requirements have to be fulfilled for my product to be imported to the EU? Which taxes apply?

Now, you need to know which conditions your product should fulfil to enter the European market. What are the health controls in food? And the contaminants or pesticides norms? Can I sell my product as organic? And also, what are the VAT rates applicable to coffee in France? You will find all this information in the "Requirements and Taxes" section.

3 What is the duty applicable to my product? Does my case benefit from a preferential trade arrangement?

In the "Import Tariffs" section, you can find that exports of coffee from Ethiopia benefit from a tariff preference under the Generalised Scheme of Preferences (GSP). Under this regime, coffee can enter the EU market with a reduced import tariff of 0% instead of the 7.5% that usually applies. That means there will be no import tariff to pay.

4 Where can I find details on the preferential arrangements I am entitled to? How can I certify the origin of my product?

In the "Preferential arrangements" section you will find detailed information on the GSP. Under the sub-section "Documents you need", you will find, the proof of origin you must submit to demonstrate that your coffee come from Ethiopia and which allow you to benefit from the import tariff reduction. You will learn that to benefit from this reduced tariff rate, a certificate of origin 'Form A' is necessary. Through the input form you will find out the conditions to be met for coffee to be classified as "originating" from Ethiopia.

5 How can I obtain detailed statistics about trade flows?

In the "Trade Statistics" section you will see that last year the EU imported € 398.762.290 worth of coffee from Ethiopia. The largest import market in the EU for this product was Germany. Interested in cracking other EU market?

6 How can I find EU partners?

By consulting the "Links" section, you will find lists of EU customs authorities, EU Chambers of Commerce, trade and professional associations as well as links to business-to-business platforms.



How to export to the EU? Check it at www.exporthelp.europa.eu