

A map of Southeast Asia and China, with the region highlighted in a darker shade of gray. The text is overlaid on the map.

# **GIZ Workshop on ASEAN-China Free Trade Agreement – Recent Developments in Exporting Agricultural Goods to China**

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    - Author of articles on improving ASEAN Economic Community
    - Author of books on ASEAN institutions and Rules of Origin in ASEAN

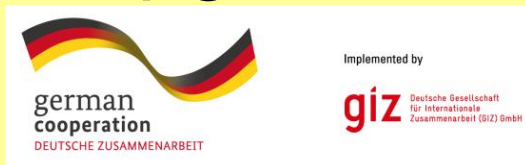
# Association of Southeast Asian Nations



The Association of Southeast Asian Nations (ASEAN) was established on 8 August 1967 in Bangkok, by Indonesia, Malaysia, Philippines, Singapore and Thailand. Brunei Darussalam joined the Association on 8 January 1984. Viet Nam became the seventh member of ASEAN on 28 July 1995. Lao P.D.R and Myanmar were admitted into ASEAN on 23 July 1997, and Cambodia on 30 April 1999

# ASEAN-China FTA

- Consists of 10 bilateral FTAs under with common text
- Framework agreement signed in Phnom Penh in 2002
- Took effect on January 1, 2010
- Covers trade in goods, services and investment
- Upgraded in 2015



# ACFTA Modalities

- China and ASEAN-6 apply 0% rate for normal track
- CLMV to apply 0% rate for normal track from January 1, 2015
- China to have sensitive track tariff reduction to 0-5% by January 1, 2018
- China to have highly sensitive track tariff reduction to 0-50% by January 1, 2015

# China ACFTA Modalities

- Sensitive List
  - Coffee
  - Pepper
  - Durum Wheat
  - Pineapples and Pineapple Juice

# China ACFTA Modalities

- Highly Sensitive List
  - Maize
  - Rice
  - Flour
  - Soya oil
  - Palm oil
  - Rapeseed and mustard oil
  - Sugar
  - Cigarettes, cigars, tobacco

# Lower Rates, Other Barriers?

- Other barriers to trade exist
  - Classification
  - Rule of origin
  - Certification of origin
  - Inspection
  - Sanitary and phytosanitary measures
  - Standards
  - Marking and labeling



# ASEAN-China FTA Upgrade

- Alternative rules of origin
- Trade facilitation
- Customs cooperation
- Customs valuation
- Advance rulings
- Review and appeal
- Consultation and publication
- Authorized Economic Operators
- Post entry audit

# China

## China's imports from All Sources

Product label	Value in 2011	Value in 2012	Value in 2013	Value in 2014	Value in 2015	% Growth 2011-2015
Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial or medicinal ...	32020530	38582565	42626755	45891074	39817320	<b>24%</b>
Cereals	2015943	4750662	5053759	6174883	9349598	<b>364%</b>
Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal ...	11540146	13040937	10822945	9118235	7894883	<b>-32%</b>
Meat and edible meat offal	3411422	4107752	5929656	5843857	6798207	<b>99%</b>
Fish and crustaceans, molluscs and other aquatic invertebrates	5587562	5488977	5993593	6583728	6335959	<b>13%</b>
Edible fruit and nuts; peel of citrus fruit or melons	3035471	3807879	4100716	5144096	6009606	<b>98%</b>
Residues and waste from the food industries; prepared animal fodder	3102286	3047901	3654224	3980903	4427217	<b>43%</b>
Beverages, spirits and vinegar	2556626	3102473	3058402	2973599	4281448	<b>67%</b>
Preparations of cereals, flour, starch or milk; pastrycooks' products	1625763	1945785	2583892	2809754	3842636	<b>136%</b>
Dairy produce; birds' eggs; natural honey; edible products of animal origin, not elsewhere ...	2657866	3251392	5245216	6490336	3303849	<b>24%</b>



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# Thailand

China's imports from Thailand						
Product label	Value in 2011	Value in 2012	Value in 2013	Value in 2014	Value in 2015	% Growth 2011-2015
Edible vegetables and certain roots and tubers	957773	1248244	1447761	1718406	1706224	<b>78%</b>
Edible fruit and nuts; peel of citrus fruit or melons	749310	1058429	1295043	1105369	1168638	<b>56%</b>
Products of the milling industry; malt; starches; inulin; wheat gluten	316677	308924	570867	726724	616301	<b>95%</b>
Cereals	255662	161123	235870	484869	476542	<b>86%</b>
Sugars and sugar confectionery	191449	584982	75631	220799	251095	<b>31%</b>
Fish and crustaceans, molluscs and other aquatic invertebrates	127691	152403	164663	171184	166177	<b>30%</b>
Residues and waste from the food industries; prepared animal fodder	51430	51698	63302	104978	129439	<b>152%</b>
Miscellaneous edible preparations	24187	37948	82549	99033	103899	<b>330%</b>
Preparations of vegetables, fruit, nuts or other parts of plants	22251	30513	35687	49484	66915	<b>201%</b>
Preparations of cereals, flour, starch or milk; pastrycooks' products	17975	19790	24470	27450	33311	<b>85%</b>



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# Cambodia

China's imports from Cambodia						
Product label	Value in 2011	Value in 2012	Value in 2013	Value in 2014	Value in 2015	% Growth 2011-2015
Cereals	2	3006	19033	31690	68946	<b>3447200%</b>
Edible vegetables and certain roots and tubers	0	5343	12846	25654	22080	<b>313%</b>
Products of the milling industry; malt; starches; inulin; wheat gluten	0	1964	349	4040	8561	<b>336%</b>
Residues and waste from the food industries; prepared animal fodder	0	0	0	1930	4905	<b>154%</b>
Fish and crustaceans, molluscs and other aquatic invertebrates	2564	3828	3343	3852	2401	<b>-6%</b>
Sugars and sugar confectionery	0	1	0	898	1039	<b>103800%</b>
Tobacco and manufactured tobacco substitutes	27	0	0	0	814	<b>2915%</b>
Cocoa and cocoa preparations	0	0	0	568	746	<b>31%</b>
Edible fruit and nuts; peel of citrus fruit or melons	120	310	2	460	172	<b>43%</b>



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# Laos

## China's imports from Laos

Product label	Value in 2011	Value in 2012	Value in 2013	Value in 2014	Value in 2015	% Growth 2011-2015
Cereals	11928	21560	32868	44078	62324	<b>423%</b>
Products of the milling industry; malt; starches; inulin; wheat gluten	113	2200	4426	6863	18437	<b>16216%</b>
Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial or medicinal ...	9069	9956	14553	18469	17070	<b>88%</b>
Live animals	300	0	0	892	2787	<b>829%</b>
Lac; gums, resins and other vegetable saps and extracts	1284	1790	1532	1516	2094	<b>63%</b>
Coffee, tea, maté and spices	279	337	530	1341	1172	<b>320%</b>
Beverages, spirits and vinegar	529	599	622	847	799	<b>51%</b>
Residues and waste from the food industries; prepared animal fodder	2	0	0	405	426	<b>21200%</b>
Miscellaneous edible preparations	0	0	534	501	199	<b>-63%</b>
Vegetable plaiting materials; vegetable products not elsewhere specified or included	135	210	178	189	143	<b>6%</b>



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# Myanmar

China's imports from Myanmar						
Product label	Value in 2011	Value in 2012	Value in 2013	Value in 2014	Value in 2015	% Growth 2011-2015
Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial or medicinal ...	37442	56962	65529	66647	66471	<b>78%</b>
Fish and crustaceans, molluscs and other aquatic invertebrates	58279	59676	55057	50716	32382	<b>-44%</b>
Edible vegetables and certain roots and tubers	17567	21772	17079	17092	27323	<b>56%</b>
Edible fruit and nuts; peel of citrus fruit or melons	32526	35888	21081	20598	21137	<b>-35%</b>
Cereals	6131	6483	9426	14682	17313	<b>182%</b>
Residues and waste from the food industries; prepared animal fodder	2451	2243	5777	3495	3890	<b>59%</b>
Sugars and sugar confectionery	2422	2436	1927	2014	1801	<b>-26%</b>
Vegetable plaiting materials; vegetable products not elsewhere specified or included	593	1106	1356	1219	1061	<b>79%</b>
Coffee, tea, maté and spices	428	996	871	702	782	<b>83%</b>
Beverages, spirits and vinegar	4	0	120	84	61	<b>1425%</b>



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# Vietnam

## China's imports from Vietnam

Product label	Value in 2011	Value in 2012	Value in 2013	Value in 2014	Value in 2015	% Growth 2011-2015
Edible fruit and nuts; peel of citrus fruit or melons	421831	527035	608610	763087	924389	<b>119%</b>
Cereals	123591	682130	616298	626112	732330	<b>493%</b>
Edible vegetables and certain roots and tubers	402748	525118	341905	341880	386068	<b>-4%</b>
Products of the milling industry; malt; starches; inulin; wheat gluten	137993	184801	124705	125612	183581	<b>33%</b>
Residues and waste from the food industries; prepared animal fodder	21539	52536	92659	94551	118372	<b>450%</b>
Miscellaneous edible preparations	7486	11148	9462	17136	88649	<b>1084%</b>
Coffee, tea, maté and spices	77321	93750	66215	101606	84676	<b>10%</b>
Fish and crustaceans, molluscs and other aquatic invertebrates	45454	55238	68439	89661	80996	<b>78%</b>
Preparations of vegetables, fruit, nuts or other parts of plants	4610	3400	10169	14841	21461	<b>366%</b>
Preparations of cereals, flour, starch or milk; pastrycooks' products	3290	6032	11995	14056	17027	<b>418%</b>



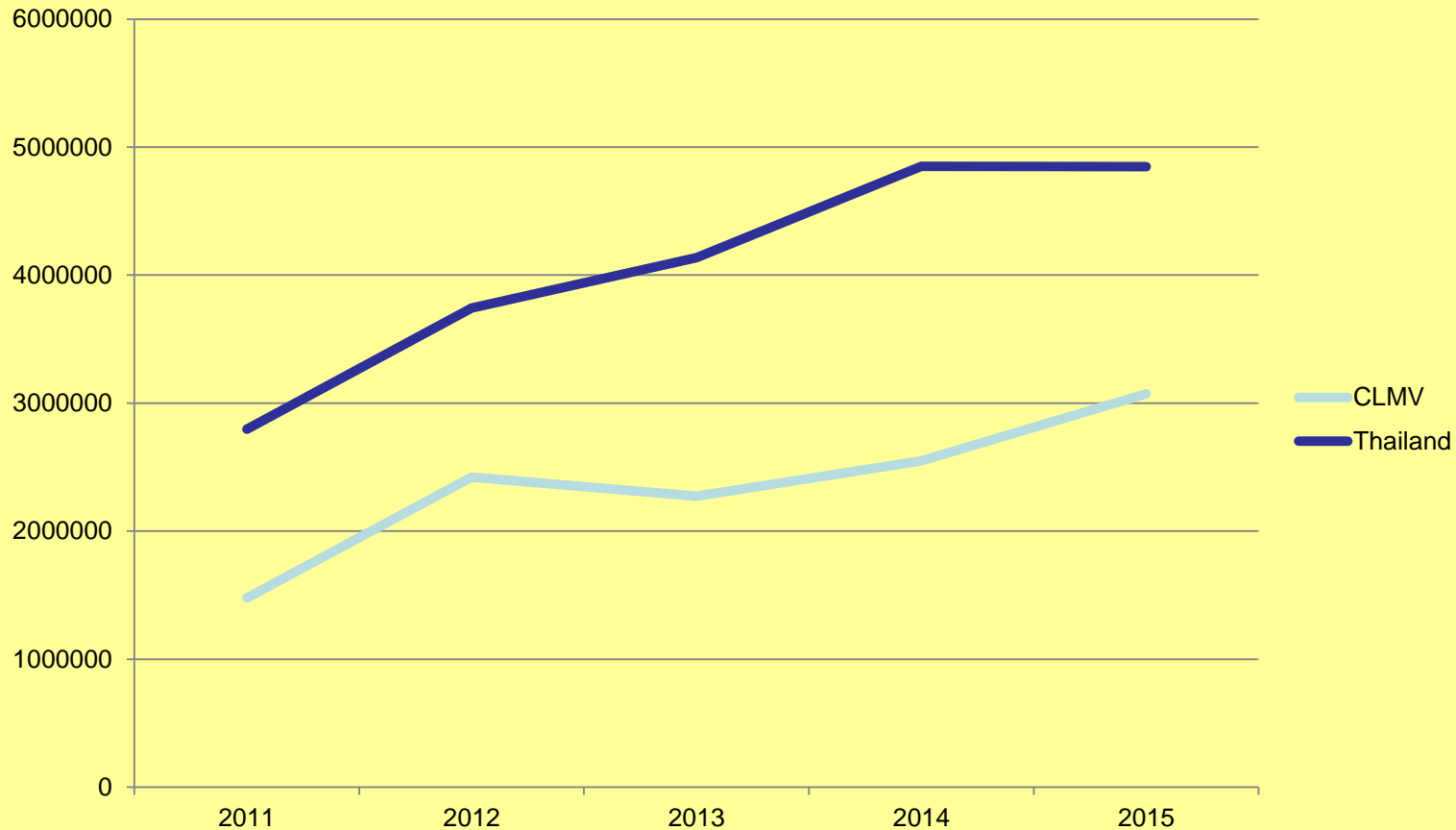
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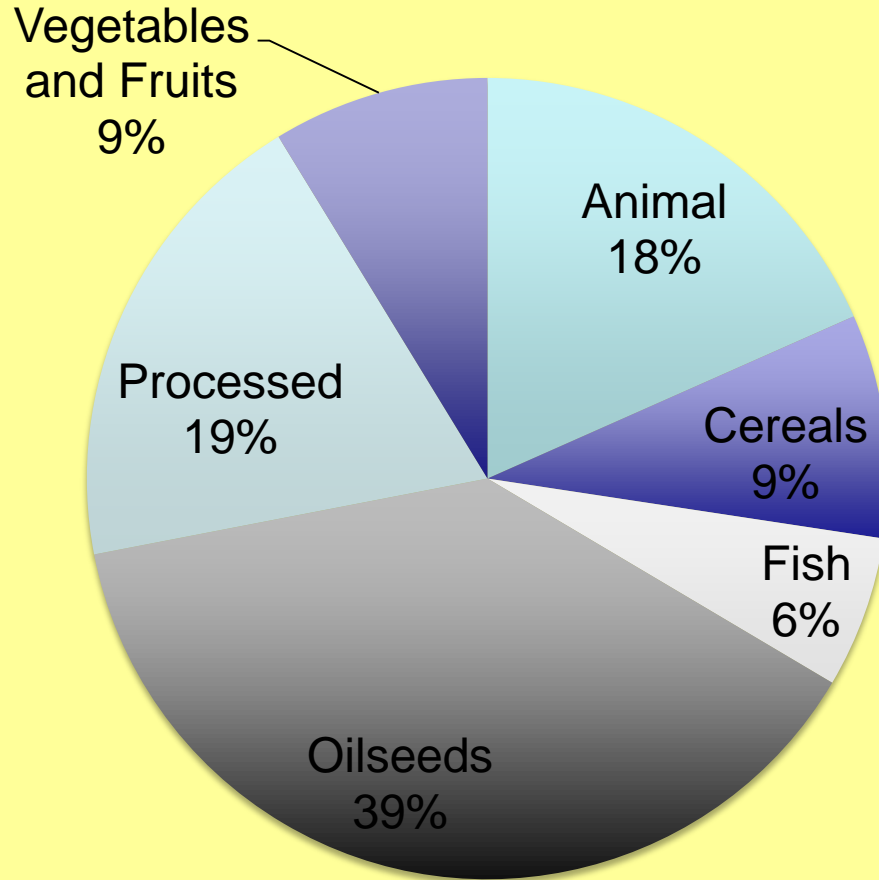
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# Thailand and CLMV

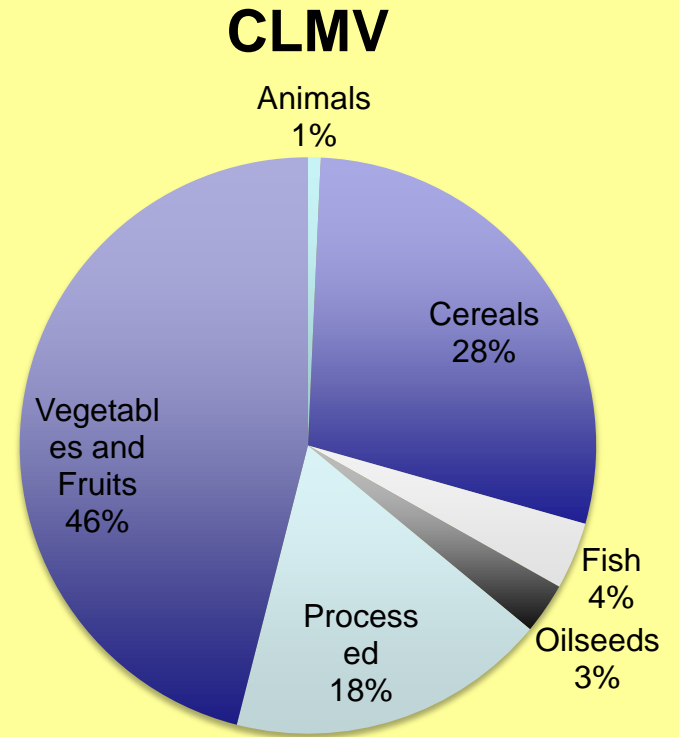
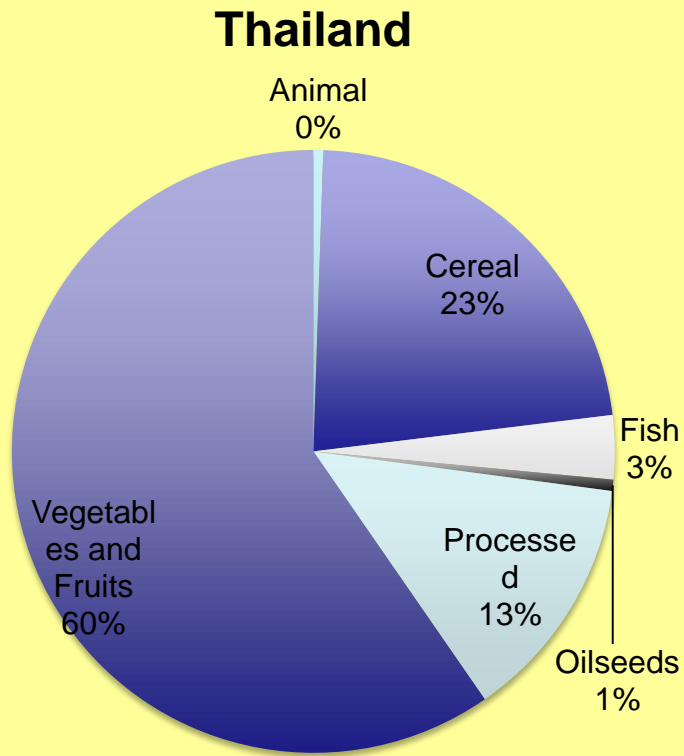




# Agricultural Imports into China



# Thailand and CLMV



# CLMV Market Share

	2011		2012		2013		2014		2015	
	1000 USD	Market Share	1000 USD	Market Share	1000 USD	Market Share	1000 USD	Market Share	1000 USD	Market Share
Cambodia	10959	<b>0.01%</b>	18634	<b>0.02%</b>	35630	<b>0.04%</b>	69297	<b>0.07%</b>	109733	<b>0.11%</b>
Laos	24714	<b>0.03%</b>	37194	<b>0.04%</b>	55281	<b>0.06%</b>	76243	<b>0.07%</b>	105484	<b>0.10%</b>
Myanmar	160818	<b>0.21%</b>	190415	<b>0.21%</b>	179956	<b>0.18%</b>	177845	<b>0.17%</b>	172350	<b>0.17%</b>
Vietnam	1281023	<b>1.69%</b>	2175440	<b>2.39%</b>	2001398	<b>2.01%</b>	2225052	<b>2.10%</b>	2684649	<b>2.59%</b>
<b>CLMV</b>	<b>1477514</b>	<b>1.95%</b>	<b>2421683</b>	<b>2.67%</b>	<b>2272265</b>	<b>2.29%</b>	<b>2548437</b>	<b>2.41%</b>	<b>3072216</b>	<b>2.97%</b>
Thailand	2796265	<b>3.69%</b>	3744031	<b>4.12%</b>	4137120	<b>4.16%</b>	4849084	<b>4.58%</b>	4848466	<b>4.68%</b>
Others	73064705	96.31%	87094639	95.88%	95195896	95.84%	101033116	95.42%	98697940	95.32%
<b>Total</b>	<b>75860970</b>	<b>100.00%</b>	<b>90838670</b>	<b>100.00%</b>	<b>99333016</b>	<b>100.00%</b>	<b>105882200</b>	<b>100.00%</b>	<b>103546406</b>	<b>100.00%</b>

# Why do these problems exist?

- Are these government related problems?
- Are these problems caused by other factors, e.g., logistics, seasonal issues?
- Does the export procedure work better or worse with certain countries?

# How to Address Market Access Problems?

- Government?
  - National? Provincial? Local?
  - Role of home government
- Chambers of Commerce/Associations
- Importers
- Consumers
- Formal or informal approaches?

# Potential Solutions

- Product-specific MOUs
- Localization of testing and certification
- Transparency in standards
- Capacity development
- Internet trade portals, data repositories
- Industry-government institutions



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