

# FRESH FRUIT EXPORT GUIDELINES TO CHINA



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# OVERVIEW OF FRESH FRUIT PRODUCTION AND CONSUMPTION IN CHINA AND VIETNAM

## IN CHINA

China has the **largest** fruit farming area and fruit output in the world. Fruit production is the **third** biggest farming industry, after food and fresh vegetables.

China is the **second biggest importer of fresh fruits in the world** (after the US) with an import value of USD 8.655 billion in 2019. The four fruits exporters to China include Thailand, Chile, Philippines, and Vietnam.

In terms of fruit consumption, China's fruit consumption totaled a value of USD 38.684 billion in 2019. It is expected to increase by 9.68% with a value of USD 42.428 billion by 2025.



## IN VIETNAM

Vietnam has numerous kinds of fruits, and each region has its own advantage to grow different fruits and its own trend of seasonal production.

China is **the biggest market** for Vietnam's fresh fruit export. Vietnam's mango, watermelon, banana, and lychee enjoyed an increased export turnover to China between 2015-2019. Meanwhile, export turnover for rambutan, longan, jackfruit, dragon fruit and mangosteen were unstable.

Nine selected fresh fruits are exported to China via official channels, including rambutan, banana, watermelon, mangosteen, jackfruit, longan, mango, dragon fruit and lychee.



*For more information on production and consumption of fresh fruits in China and Vietnam, please refer to "Handbook on Production and consumption of nine fresh fruits in China and Vietnam"*

# PROCESS AND PROCEDURE OF EXPORT PHYTOSANITARY IN VIETNAM

(According to Circular No. 33/2014/TT-BNNPTNT dated October 30th 2014)

## STEP 1

### Register phytosanitary documents

The owner of the object directly submits a set of registration dossiers to the nearest phytosanitary agency.

## STEP 2

### Receive and check the dossiers

The phytosanitary agency receives and checks the validity of the dossiers.

In case of invalid dossiers, the phytosanitary agency requires the owner of the consignment to provide additional documents.

## STEP 3

### Check the object

Based on the result of checking the dossiers, the phytosanitary agency will decide where the location for phytosanitary inspection should be: at the manufacturing facility, place of departure, inland place of preservation or port of entry, then send an officer to check the consignment of the object.

## STEP 4

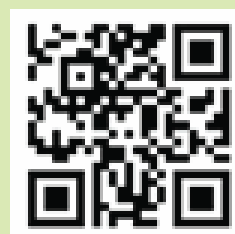
### Issue phytosanitary certificate

Within 24 hours from the time of receiving the dossiers, the phytosanitary agency issues the phytosanitary certificate for the consignment that meets the importing country's phytosanitary requirements.

In case the process takes more than 24 hours due to technical requirements, the phytosanitary agency should notify and send a written notice to the owner of the consignment.



For more information of the Circular No. 33/2014/TT-BNNPTNT, please visit:  
<https://qrgo.page.link/JvNYp>



# POLICIES OF IMPORTING AND EXPORTING FRESH FRUITS TO CHINA

## CHINA

**Import tariff:** 0% for Vietnam's fresh fruits which meet the origin criteria of wholly obtained goods (WO) and have C/O form E (According to ACFTA).

In case fresh fruits do not meet the origin criteria and lack C/O form E, the tariff (MFN tariff) is imposed (For specific MFN tariff for each kind of fruit, please refer to "*Fresh fruit export guidelines to China*" section 1.3)

**Value-added tax (VAT):** 11%, paid during the process of customs clearance at port of entry. VAT calculation is based on the fact that import tariff is included in import price.

*For more information on regulations, please refer to "*Fresh fruit export guidelines to China*"*

## VIETNAM

**Export tariff:** Fruit exporters have to provide HS codes of exported goods and write export tax rate of 0% (For more information, please refer to "*Fresh fruit export guidelines to China*", section 1.2)

**Value-added tax (VAT):** VAT for nine exported fresh fruits is 0%.

**Customs fee:** The fee for a customs declaration is VND 20,000.

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## REGULATIONS ON GOODS EXCHANGE AMONG BORDER RESIDENTS

### CHINA

Border residents are allowed to exchange goods in line with regulations and with the value of less than RMB 8,000/day.

When transporting goods out of/to the exchanging spot, border residents have to make a proper declaration of variety, quantity and value of those goods and they are subject to the Customs' inspection, supervision and regulation.

### VIETNAM

Goods exchanged and traded among border residents for production and consumption are tariff-free with the customs value of less than VND 2 million/person/day/turn and no more than four turns/month

Goods are not subject to quality and food safety inspection and control, except for goods traded and exchanged in large quantity.

*For specific regulations on border trade, please refer to Decree No. 14/2018/NĐCP*



# PROCESS OF ISSUING PRODUCTION UNIT CODE AND PACKING HOUSE CODE FOR EXPORTING FRESH FRUITS TO CHINA

(Basic standards TCCS 774: 2020/BTVV and TCCS 775: 2020/BTVV)

Individuals/organizations register information with the local Crop Production and Plant Protection Bureau.

The provincial Crop Production and Plant Protection Department checks and verifies information and sends a request to central Plant Protection Department.

General Administration of Customs of the People's Republic of China confirms the code.

Central Plant Protection Department issues a code.

Central Plant Protection Department notifies local Crop Production and Plant Protection Bureau and applicants.

Enterprises manage and print the issued codes on the packaging of goods

Export



\* For detailed information of Basic standards TCCS 774: 2020/BTVV – “Process of establishing and supervising production units” and TCCS 775: 2020/BTVV – “Process of establishing and supervising packing Houses”, please visit: <https://qr.go.page.link/uCe7E>

# GENERAL REQUIREMENTS FOR FRESH FRUITS IMPORTED TO CHINA

- Fresh fruits must be harvested at growers and packaged at packing facilities issued with codes.
- Different kinds of fresh fruits must not be mixed. Fresh fruits must be without soil. Straw must not be used as padding for fruits.
- All of consignments of fresh fruits must be inspected and granted with a certificate of The whole consignment must not be infected with quarantine pests under China's phytosanitary catalogue and live harmful insects.
- Only pest-free and harmless materials are allowed to be used as padding for fruits.
- Wood packaging materials must be treated in accordance with ISMP 15.
- All relevant information (in Chinese or English) must be available on packages/boxes/cases, containing *Name of fruit, Origin (commune/province/country), Name of exporter, Production unit code, Packing house code and words "For exported to People's Republic of China"*.

## ADDITIONAL REQUIREMENTS

### *apply to fresh mangosteen:*

- ⊗ Abiding by China's phytosanitary requirements and health and safety standards in the Protocol signed between Vietnam Ministry of Agriculture and Rural Development and General Administration of Quality Supervision, Inspection and Quarantine of the People's Republic of China
- ⊗ Growers have to develop and adopt Good Agricultural Practice (GAP) and Integrated pest management (IMP) and maintain pest monitoring and control documents.



- *For specific information of Phytosanitary requirements for each kind of Vietnam's fresh fruits exported to China, please refer to BROCHURE 1.*
- *For more information of Catalogue of pests under China's phytosanitary, please visit [https://www.ippc.int/static/media/files/reportingobligation/2019/12/18/Catalogue\\_of\\_Quarantine\\_Pests\\_for\\_Import\\_Plants\\_to\\_China\\_update20130306.pdf](https://www.ippc.int/static/media/files/reportingobligation/2019/12/18/Catalogue_of_Quarantine_Pests_for_Import_Plants_to_China_update20130306.pdf)*
- *For more information on Standard ISPM 15, please visit: [https://www.ippc.int/largefiles/ISPM\\_15\\_Vietnamese\\_2012-12-11.pdf](https://www.ippc.int/largefiles/ISPM_15_Vietnamese_2012-12-11.pdf)*
- *For more information on the Protocol of Phytosanitary Requirements for the Export of Mangosteen from Vietnam to China, please visit: <https://qr-go.page.link/QPTz5>*

# REGULATIONS AND REQUIREMENTS OF PRESERVATION, PACKAGING, FOOD SAFETY AND MAXIMUM RESIDUE LIMITS (MRL)

## REGULATIONS OF MRL

- The National food safety standard - Maximum residue limits for pesticides in food (GB 2763-2019) was promulgated by China in 2019, providing regulations of maximum residue limits in many kinds of fresh fruits and this Standard has been applied since February 15th 2020.
- The consignment of fresh fruits must meet MRL agreed by the exporter and the importer in the contract, but not higher than China's limits.

*For more information of China's regulations of MRL in fruits, please refer to "Fresh fruit export guidelines to China", Appendix 5.1.*

## GENERAL REQUIREMENTS OF PRESERVATION AND PACKAGING

- Warehouses must be dry, clean and cool with no strange smell.
- They must contain no toxicants or goods of strange smell.
- Specific requirements of packaging, wrapping and marking must be suitable with each kind of fruit and in conformity with regulations in the economic contract signed between the exporter and importer.

*For more information on how to preserve and package each kind of fresh fruit, please refer to "Fresh fruit export guidelines to China", section 3.2.3.*



# STEPS OF EXPORTING GOODS TO CHINA VIA OFFICIAL CHANNELS

## STEP 1

### NEGOTIATE AND SIGN AN EXPORT CONTRACT

- Find a customer, make an offer, and negotiate a contract. Please visit the website for reference: <https://www.trademap.org/Index.aspx>, <https://www.qcc.com/>
- For main contents of a contract of exporting fruits, please refer to: *Fresh fruit export guidelines to China (section 3.1)*

## STEP 2

### PREPARE FRUITS FOR EXPORT

- Pay attention to requirements of preserving and packaging nine selected fruits: *Fresh fruit export guidelines to China (section 3.2.3)*

## STEP 3

### PHYTOSANITARY INSPECTION OF EXPORTED FRUITS

- Phytosanitary inspection is conducted only once in the exporting country. Based on the mutual acceptance principle, the importing country will accept the phytosanitary certificate issued by the exporting country.
- Process and procedure of export phytosanitary in Vietnam are available in *Fresh fruit export guidelines to China (section 3.3)*

## STEP 4

### HIRE MEANS OF CONVEYANCE AND DELIVER GOODS TO THE CARRIER

- Several specific requirements of fruit delivery should be noted to select suitable means of conveyance: *Fresh fruit export guidelines to China (section 3.4)*

## STEP 5

### CONDUCT CUSTOMS PROCEDURE FOR EXPORT

- Details of customs dossiers are available in: *Fresh fruit export guidelines to China (section 3.5)*

## STEP 6

### MAKE A PAYMENT AND LIQUIDATE CONTRACT

- International payment methods and export dispute settlement procedure are available at *Fresh fruit export guidelines to China (section 3.6)*



# INTERNATIONAL PAYMENT METHODS

## 1. POST PAYMENT:

After the exporter delivered goods to the importer, the importer makes a payment to the exporter.

- This method is often used in border trade and small-scale trade.
- There are many *disadvantages, risks and passiveness for the exporter due to lack of guarantee.*

## 2. DOCUMENTARY COLLECTION:

The exporter will mandate a bank (remitting bank) to make a payment. This bank will contact the bank of the importer (collecting bank). The collecting bank will receive money from the importer and transfer it to the exporter via the remitting bank.

### **Pros:**

- *For the exporter:* This payment method is cheap. With the help from the bank, the seller can handle and control bill of lading until the payment is guaranteed.
- *For the importer:* The importer can check vouchers before making a payment or accept to make a payment.

### **Cons:**

- *The exporter may face risks such as:* The importer does not accept the goods by not receiving the vouchers; the credit risk of the importer; the political risk in the importer's country); the payment process may be slow. It can take several months to one year from the time of delivering goods to the time of receiving money).
- *The importer faces one risk:* the goods may not be exactly the same as what are listed on the invoice and bill of lading.

## 3. LETTER OF CREDIT (L/C) :

Is a payment method, in which the bank, on behalf of the importer, commits to the exporter that the payment will be made during the agreed period of time once the exporter presents documents in line with regulations in L/C that is opened by the bank according to the importer's request.

### **Pros**

- *For the exporter:* The bank guarantees that the importer will make a payment.

### **Cons**

- *For the importer:* The buyer may be put at a disadvantage when the goods are not in good quality. It takes a lot of time to issue and verify documents. The bank transaction fee is high. The parking fee and goods storage fee at port of entry are high in case there are errors on documents/vouchers and the buyer can not receive the goods.

## 4. PREPAYMENT:

After the importer makes a payment in advance for the whole or a part of the contract value, the exporter delivers the goods.

- This method *puts the importer at a disadvantage.*



*Specific process of each international payment method is available in "Fresh fruit export guidelines to China", section 3.6.*



## LINKS FOR DOCUMENTS

### FRESH FRUIT EXPORT GUIDELINES TO CHINA



THE DOCUMENTS ARE UPLOADED TO THE FOLLOWING WEBSITES:



[https://connecting-asia.org/;](https://connecting-asia.org/)

<http://portal.vietrade.gov.vn/>

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