

# Europe as a potential export market

IPD

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# What requirements should natural ingredients comply with to be allowed on the European market?

## How do importers list their buyer requirements in contracts?

## CSR and quality

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# What requirements should natural ingredients comply with to be allowed on the European market?

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## For a first overview...

... please check the

### Product Fact Sheets

on the website of the IPD [www.importpromotiondesk.de](http://www.importpromotiondesk.de) and see

the Market Information website of our Dutch partner CBI.

- Essential oils
- Spices & herbs
- Processed fruits&vegetables
- etc

<http://www.ixpos.de/IXPOS/Content/EN/Your-business-in-germany/SharedDocs/Downloads/ipd-pdf/essential-oils-for-the-german-market.pdf?v=4>

<https://www.cbi.eu/market-information/>

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# TRADE

## Export Helpdesk

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## Requirements

When exporting to the EU, you can benefit from a big market of 28 countries with around 500 million consumers.

To understand how the EU trade system is organised, the procedures to follow and the documents to fill in, check the page in this section:

- [EU product classification system](#)
- [EU import procedures](#)
- [Documents for customs clearance](#)
- [EU Customs Union](#)
- [Value Added Tax \(VAT\)](#)
- [Excise duties](#)

Before reaching Europe, your goods must meet the EU requirements to protect human and animal health, the environment and consumers rights. Check the requirements applying to your product at [My export](#)

The main requirements can be classified in the following sectors:

- [Sanitary and phytosanitary requirements](#)
- [Environmental requirements](#)
- [Technical requirements](#)
- [Marketing standards](#)
- [Import restrictions](#)



# TRADE

## Export Helpdesk

European Commission > Trade > Export Helpdesk > My export

- Home
- My export**
- Requirements
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### My export

Enter a product code (10 digits)  [Find my product code](#)

Select a country of origin  ▼

Select a destination country  ▼

Select a simulation date (DD/MM/YYYY)

**Search**

Last updated: 24 Feb 2016 [Top of page](#)

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## GROWTH

### Internal Market, Industry, Entrepreneurship and SMEs

[European Commission](#) > [Growth](#) > [Sectors](#) > [Cosmetics](#)



Single Market and Standards

Industry

Entrepreneurship and SMEs

Access to finance for SMEs

Sectors

## Cosmetics

[Legislation](#)

[Scientific and Technical Assessment](#)

[Cosmetic ingredient database](#)

[Cosmetic Product Notification Portal](#)

[Cosmetic products – specific topics](#)

[Ban on Animal Testing](#)

## Cosmetics

**Cosmetics range from everyday hygiene products such as soap, shampoo, deodorant, and toothpaste to luxury beauty items including perfumes and makeup. These products are regulated at European level to ensure consumer safety and to secure an internal market for cosmetics.**

### The EU's role in cosmetics

Europe is a world leader in the cosmetics industry and dominant cosmetics exporter. The sector is highly innovative and provides significant employment in Europe. The EU's involvement mainly concerns the regulatory framework for market access, international trade relations, and regulatory convergence. These all

#### News

04/04/2016

[The public consultation on Peanut oil and Hydrolised wheat proteins has been launched](#)

04/04/2016

## Link list

[http://ec.europa.eu/growth/sectors/index\\_en.htm](http://ec.europa.eu/growth/sectors/index_en.htm)

[http://ec.europa.eu/growth/sectors/cosmetics/cosing/inventory/index\\_en.htm](http://ec.europa.eu/growth/sectors/cosmetics/cosing/inventory/index_en.htm)

<https://webgate.ec.europa.eu/cnp/public/tutorial.cfm>

[http://ec.europa.eu/growth/sectors/cosmetics/products/borderline-products/index\\_en.htm](http://ec.europa.eu/growth/sectors/cosmetics/products/borderline-products/index_en.htm)

[http://ec.europa.eu/health/human-use/index\\_en.htm](http://ec.europa.eu/health/human-use/index_en.htm)

[http://ec.europa.eu/growth/industry/corporate-social-responsibility/index\\_en.htm](http://ec.europa.eu/growth/industry/corporate-social-responsibility/index_en.htm)

[http://ec.europa.eu/growth/industry/corporate-social-responsibility/in-practice/index\\_en.htm](http://ec.europa.eu/growth/industry/corporate-social-responsibility/in-practice/index_en.htm)

[http://ec.europa.eu/taxation\\_customs/index\\_en.htm](http://ec.europa.eu/taxation_customs/index_en.htm)

<http://www.standardsmap.org/identify>

<http://efeo-org.org/>

[http://trade.ec.europa.eu/doclib/docs/2012/december/tradoc\\_150164.pdf](http://trade.ec.europa.eu/doclib/docs/2012/december/tradoc_150164.pdf)

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# How do importers list their buyer requirements in contracts?

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# Contract content - template

1. Goods
2. Delivery
3. Price
4. Payment conditions
5. Documents
6. Non-performance of the buyer's obligation to pay the price at the agreed time
7. Non-performance of the seller's obligation to deliver the goods at the agreed time
8. Lack of conformity
9. Transfer of property
10. Avoidance of contract
11. Force majeure – excuse for non-performance
12. Entire agreement
13. Notices

[http://www.intracen.org/uploadedFiles/intracenorg/Content/Exporters/Exporting\\_Better/Templates\\_of\\_contract\\_s/3%20International%20Commercial%20Sale%20of%20Goods.pdf](http://www.intracen.org/uploadedFiles/intracenorg/Content/Exporters/Exporting_Better/Templates_of_contract_s/3%20International%20Commercial%20Sale%20of%20Goods.pdf)

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# CSR and Quality

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# CSR – Corporate Social Responsibility

## IPD core subjects :

- Organisational governance
- Human rights
- Labor practices
- The environment
- Fair operating practices
- Consumer issues
- Community involvement and development




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# CSR – Corporate Social Responsibility

## Guidelines and Principles that the Commission's CSR strategy is built upon:

- [United Nations Global Compact](#)
- [United Nations Guiding Principles on Business and Human Rights](#)  (1 MB)
- [ISO 26000 Guidance Standard on Social Responsibility](#)
- [International Labour Organization Tripartite Declaration of Principles concerning Multinational Enterprises on Social Policy](#)
- [OECD Guidelines for Multinational Enterprises](#)

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## CSR - Links

<http://www.iso.org/iso/iso26000>

<http://ec.europa.eu/growth/industry/sustainability/>

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# Quality

## Quality

- + Product
- + Documentation
- + Communication



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# Product – regulations&standards

- **REGULATIONS – NATIONAL & INTERNATIONAL**
  - GACP
  - GMP
  - ISO
  - Pharmacopoeas
- **TECHNICAL & MANAGEMENT STANDARDS**
  - ISO
  - Codex Alimentarius
- **SAFETY**
  - HACCP
  - GlobalGAP, GMP etc
- **CERTIFICATIONS**
  - Organic
  - Fairtrade
  - FairWild

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## Borderline

44. The non-cumulation principle excludes the possibility that both regulatory regimes apply cumulatively to the same product: If a product falls within the definition of both, medicinal product and cosmetic product, the non-cumulation principle **provides that the Medicinal Products Directive is applicable**

[http://ec.europa.eu/growth/sectors/cosmetics/products/borderline-products/index\\_en.htm](http://ec.europa.eu/growth/sectors/cosmetics/products/borderline-products/index_en.htm)

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# Product - Label

## + Storage

- Product name
- Batch code
- Place of origin
- Name and address of producer
- Date of manufacture

## + Product for export

- Product name / INCI Name
- Botanical name
- Batch code
- Place of origin
- Name and address of exporter
- Date of manufacture
- Best before date
- Net weight
- Storage conditions
- Organic: name and code of inspection body, certification number

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# Documentation for Natural Ingredients

- Cultivation / wild collection **protocol**
- **TDS** Technical Data Sheet or Specification – Manual on TDS  
<https://www.cbi.eu/sites/default/files/manual-technical-data-sheet-preparation-2015.pdf>
- **MSDS** Material Safety Data Sheet – hardcopy of ‘Material Safety Data Sheet of Essential Oils from Nepal’ available through the Natural Product Research Laboratory of the Government of Nepal
- **CITES** (e.g. Jatamansi)

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# Communication

is a matter of **reliability**.

- ✓ Reply within two days
- ✓ Send personalised emails
- ✓ Use international, harmonized language - ENGLISH
- ✓ Avoid misunderstanding based on insufficient language skills
- ✓ Be short and precise
- ✓ Send only required information
- ✓ After a trade show: prioritize your customers
- ✓ Updates on costing and specifications

Also bad news are important news!

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# Questions?

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# Thank you.

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