



## 6. Presentations by CDG members: priorities in relation to the international aspects of agriculture

*Ms Aurora Abad (OPTA Europa), Ms Ana Rocha (ELO), Mr Jens Borchert (SACAR) & Mr Harald Past (EuroCommerce)*

# ABOUT OPTA EUROPE

OPTA Europe is the voice of leading organic processing and trade companies in Europe.



Leading Companies and Associations

12 EU countries

2 Non-EU countries

A large share of total EU import & export and processing of organic products.

opta'europe

## MEMBERSHIP

### 1 Organic traders

Working with thousands of farmers across the world, in particular in ACP countries, and offering them support and technical advice to switch to organic production -> ensure a supply that complies with EU standards.

Exporting added-value processed food.



### 2 Organic processors

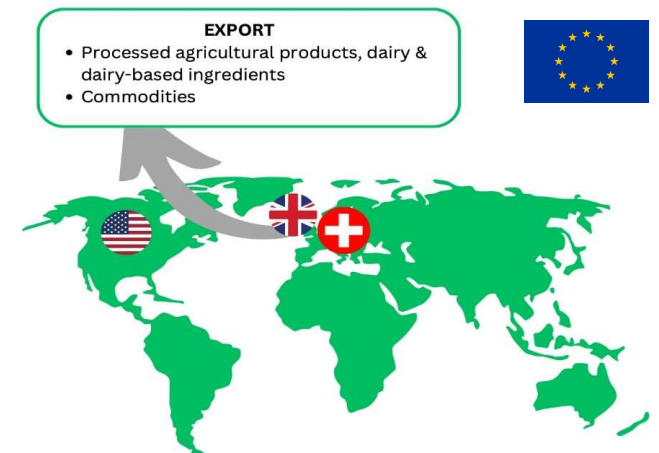
EU-based companies B2B and B2C incorporating imported organic commodities as ingredients in processed foods.



**opta**®europe

## THE TRADE PICTURE

- ✓ The EU is the second world largest consumer, importer and exporter of organic products, after the US.
- ✓ Organic retail sales in the EU accounted for € 46.7 billion in 2021
- ✓ Trade dynamics in organic follow broadly conventional ones (main export markets US, UK, SWITZ)



## TRADE CHALLENGES IN ORGANICS

### MAIN CHALLENGES FOR ORGANIC TRADERS

Diverging organic standards around the world.



Import procedures for organics



Organic equivalence arrangements



reciprocal access to markets / critical variances

Argentina, Australia, Canada\*, Chile, Costa Rica, India, Israel\*, New Zealand\*, Japan\*, Tunisia\* Korea\*, United States + Colombia, Mexico.  
+ Revision UK, Switzerland

**UNDER  
NEGOTIATION**



Rules of origin



Tariffs



Technical Barriers to Trade



# PRIORITIES IN REGARD TO INTERNATIONAL ASPECTS OF AGRICULTURE

*Trade in organics contribute to the promotion of sustainable agriculture and food systems internationally.*

1

## Raise the trade ambitions for organics

- ✓ Equivalence agreements in place by deadline with main markets (US, UK, Switzerland...) and high potential ones (Japan, Canada, India...)

Overcoming critical variances (antibiotics on animal products) to preserve offensive EU interest



Integration in FTAs whenever possible to get a better leverage (India)

- ✓ Progress towards international convergence of organic standards



2

## Tools to support organic traders

- ✓ **Creation of specific CN Codes** to establish an accurate picture of trade performance in organics
- ✓ **Clear information** on organic standards & requirements for each destination market (i.e. Access2Markets)
- ✓ Regular update and **consultations to stakeholders** on trade agreements in organic products



# THANK YOU

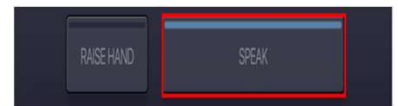
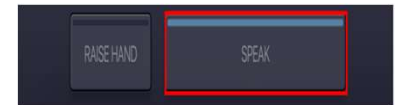
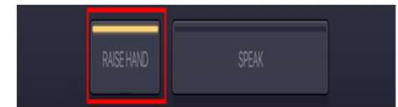
**Aurora Abad**  
**[aurora@opta-eu.org](mailto:aurora@opta-eu.org)**

**opta**’europe

Organic Processing and Trade Association  
4 Rue de la Presse, 1000 Brussels, Belgium  
+32 495 28 18 72, [www.opta-eu.org](http://www.opta-eu.org)

## ❖ QUESTIONS?

- a. Click on RAISE HAND (**YELLOW** = you have indicated your wish to take the floor)
- b. Wait until we give you the floor (**BLUE** = microphone is open but muted)
- c. Click on SPEAK to start speaking (**RED** = microphone is active and you can speak)
- d. Click on SPEAK again to mute after you have finished (**BLUE** = microphone is muted)







## **Ensuring trade resilience in a challenging environment**

Ana Rocha ([ana.rocha@elo.org](mailto:ana.rocha@elo.org))  
Director - EU's Agri & Forestry-related policies

**CDG IAA, 17<sup>th</sup> October 2023**





Other  
Stakeholders



European Landowners' Organization

67 Members  
Organisations



European Economic  
and Social Committee



European Committee  
of the Regions



European Parliament



## Areas of interest

- ☐ **Food security & trade**
- ☐ CAP
- ☐ Farm2Fork
- ☐ Climate
- ☐ Natural resources
- ☐ Biodiversity
- ☐ Forests & forestry
- ☐ ...





Need to focus on food security and food system resilience. Food security is linked to broader security considerations.



ELO supports the concept of “Open Strategic Autonomy”, which can only come from resilient, multi-polar trade systems.



ELO supports the sustainable food system chapter in EU trade agreements.



Important to keep our leading trade position if we want to keep leading the sustainability agenda. Need to boost productivity in EU Agriculture not to lose global influence.

Need to consider trade impacts on both farm prices and food prices.



## ELO's actions

- ☐ Workshops
- ☐ Events
- ☐ Topical publications





## Trade workshop

Explored the possible social, economic, environmental, and local impacts of Green Deal related policies on international trade.

February 2022

November 2021

## Trade Conference

Explored how the EU Green Deal can affect the international food sector and livelihoods of farmers in vulnerable rural areas of export nations.

## Scientific Publication

Study by A. Matthews on the the possible unintended consequences of EU policy goals related to agri-food elements of the European Green Deal.





## Forum for the Future of Agriculture

---

- **Forum for Ag activities**
  - Annual event & Solutions week online
  - Regional events
  - Special events
- **Next annual Forum: 26<sup>th</sup> March 2024, in Brussels**

### 2022 transatlantic partnership event

Monday, December 5, 2022 / 16:00 - 18:30 (CET)





## Forum for the Future of Agriculture

GFFPI event on “**Exploring the future of agriculture sustainability and the role of the trade**”

26-27/10/2023

OECD, Paris



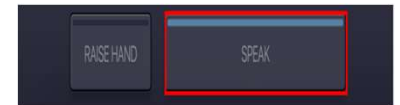
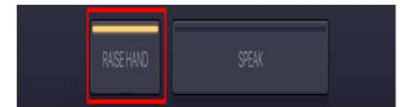
Thank you!

For more info:



## ❖ QUESTIONS?

- a. Click on RAISE HAND (**YELLOW** = you have indicated your wish to take the floor)
- b. Wait until we give you the floor (**BLUE** = microphone is open but muted)
- c. Click on SPEAK to start speaking (**RED** = microphone is active and you can speak)
- d. Click on SPEAK again to mute after you have finished (**BLUE** = microphone is muted)





# **Priorities for international aspects of agriculture**

Civil Dialogue Group meeting for International Aspects of Agriculture

17 October 2023, Brussels

# SACAR Activities, Members and Network

- Non-profit international umbrella association
- Officially recognised by EU Institutions
- Specialized in trade, food safety, sustainability, customs, nutrition for our sectors
- Members in the EU and main supplying countries

**From 2022: SACAR Cooperates** with FEEDM, the European Federation of Honey Packers and Distributors, CEEREAL, EU Breakfast Cereal Association and Bonsucro

Member of EU civil dialogue and advisory groups on organics, sugar, fruit and vegetables, trade, customs, UK trade. Member and formal chair of Agri-Food Chain Roundtable for plant protection products.



SACAR Members



FRUCOM  
European Federation of the Trade in Dried Fruit,  
Edible Nuts, Processed Fruit & Vegetables and  
Processed Fishery Products



ASSUC  
European Association of Sugar Traders

Other organisations

affiliated with SACAR and benefiting from its support and expertise:



NDFTA  
The Nut & Dried Fruit Trade Association



APC  
American Peanut Council







# FRUCOM and International Trade

## Priorities and Concerns

FRUCOM represents  
European Union  
importers, processors,  
traders, and growers

Edible nuts, peanuts,  
dried & processed fruit,  
vegetables, & seafood;  
**long shelf-life**

Importance of imports  
as EU supply  
insufficient or non-  
existent

Sourcing is **global**, from  
both developed &  
developing countries

FRUCOM is the  
**connection** between  
third-country suppliers  
and the EU consumers

**Food safety,  
sustainability, &  
preferential sourcing**  
(e.g., GSP) impact  
members



# SUGAR - INTERNATIONAL TRADE PRIORITIES & CONCERNS

- Monitoring proper functioning of import & export flows under the various regulations
- Monitoring of the Ukraine duty free quota free Autonomous Trade Measure
- Preferential tariff scheme between the EU and developing countries
- EU trade negotiations: Mercosur, Mexico, Australia, Thailand, India...UK
- Ensuring that new legislation on Sustainability works for trade, does not restrict market access, or distort level playing field
- Providing insights to improve Inward Processing Relief (IPR) mechanism







# Thank you!

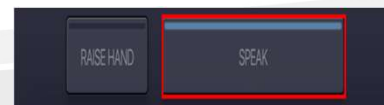
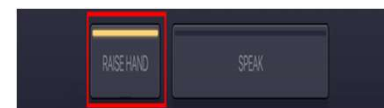


[office@sacar.be](mailto:office@sacar.be)

Secrétariat des Associations du Commerce Agricole Réunies  
Joint Secretariat of Agricultural Trade Associations

## ❖ QUESTIONS?

- a. Click on RAISE HAND (**YELLOW** = you have indicated your wish to take the floor)
- b. Wait until we give you the floor (**BLUE** = microphone is open but muted)
- c. Click on SPEAK to start speaking (**RED** = microphone is active and you can speak)
- d. Click on SPEAK again to mute after you have finished (**BLUE** = microphone is muted)



# Priorities in relation to the international aspects of agriculture

Harald Past, Head of International Trade and Taxation



## The importance of trade in the agri-food sector

Trade in the agri-food sector is essential for:

- competitiveness and innovation,
- security of the European and non-European agri-food chain,
- stabilisation of food prices, especially in times of scarcity or supply fluctuations,
- mitigation of the risk of shortages,
- food security through strong supply chain.

## The role of Free-Trade Agreements (FTAs)

- 2021 Study by the Commission's Joint Research Center (JRC)
  - FTAs result in substantial increases in EU agri-food exports & limited increases in imports, creating a positive trade balance:
    - Predicted increases in EU agri-food exports to the 12 FTA partners are between 25% and 29%.
    - Predicted increases in imports are between 10% and 13%.
  - EU's trade agenda
    - supports farmers and food producers to take advantage of opportunities abroad;
    - Includes safeguards for specific vulnerable agri-food sectors.

## Mirror clauses

- Considerations related to the application mirror clauses in agri trade:
  - WTO SPS measures already allow refusal of entry of food where residue limits are exceeded
  - Application of additional standards need to be firmly rooted in science and subject to risk assessment
  - Even within EU production methods are not always harmonised
  - Certain EU health and environmental standards may pose difficulties for direct application in non-EU producing countries or regions, due to variations in prerequisites, climate situations, and the presence of pests.
  - It may be viewed as protectionist and will likely lead to trade retaliation measures that could affect related as well as unrelated EU sectors – (opening up of existing agreements?).

## EuroCommerce's priorities

- Foster international trade and diversification of supply sources: Ensuring EU's agri-food sector resilience means fostering and implementing trade enabling policies. Support of EU trade agreements with key partners.
- Abstain from measures that could be perceived as protectionist (e.g. mirror clauses) without additional benefits for consumers.



Thank you for your attention!



## ❖ QUESTIONS?

- a. Click on RAISE HAND (**YELLOW** = you have indicated your wish to take the floor)
- b. Wait until we give you the floor (**BLUE** = microphone is open but muted)
- c. Click on SPEAK to start speaking (**RED** = microphone is active and you can speak)
- d. Click on SPEAK again to mute after you have finished (**BLUE** = microphone is muted)

