



February 2016

## EU-VIETNAM FREE TRADE AGREEMENT

### STATUS REPORT

#### SYNOPSIS

The European Union and Vietnam reached an agreement on a free trade deal after three years of negotiations. **The agreement will remove nearly all tariffs on goods traded between the two economies and contribute to further market access, albeit with long transition periods for certain products.** According to the European Commissioner for Trade, Cecilia Malmström, this agreement will lay down “a new, better and modern model for free trade agreements between the EU and developing countries, and establish a good standard for the trade relationship between the EU and South East Asia as a whole.”

#### NEXT STEPS

The text of the agreement will undergo legal scrubbing and it will be translated into all official languages of the EU and Vietnamese. **The agreement will then be sent for approval to the Council of the EU and the European Parliament, which is expected between Quarter 4 of 2017 or Quarter 2 of 2018.**

#### WHAT CAN FTA MEMBERS GAIN FROM THIS AGREEMENT?

This agreement will create new market access opportunities across a range of sectors, covering goods, services and investment. Overall, European commerce will benefit in multiple ways:

- **Customs:** lowering and gradual abolishment of 99% of tariffs
- **Non-tariff-barriers:** reduction of technical obstacles to trade (abolition of Economic Needs Tests)
- **Trade rules:** transparent formulation and implementation of future legislation
- **Market access:** facilitation of investments and commercial presence

#### FTA ASSESSMENT

The FTA believes that the EU and Vietnam have concluded a good agreement, however there are a number of issues which FTA finds out of tune with today’s business reality. Firstly, the anticipated benefits will only materialise **once the agreement enters into force, which will take a number of years** due to the notoriously slow approval procedures in the EU. The agreement also imposes **long transition phases for sensitive products** of up to 7 years for certain Vietnamese goods. Furthermore, the **strict rules-of-origin scheme for textiles** will likely not allow the parties to immediately benefit from the agreement; given that the majority of primary materials for production in Vietnam are imported from elsewhere, it will take a number of years until Vietnam develops its own industry.

Finally, FTA welcomes the strong chapter on Sustainability where the two sides have agreed on **closer cooperation and dialogue on labour and environmental standards**. The FTA will seek to take an active role in the civil society dialogue on sustainability issues.

## A. OVERVIEW OF EU-VIETNAM RELATIONS

The Foreign Trade Association (FTA) considers it good news for European businesses that the EU and Vietnam have managed to agree on a comprehensive trade agreement. FTA has been a major driver throughout the process to promote an ambitious and prompt conclusion of the negotiations. Once in force, the agreement will **boost bilateral exchange in goods and services** and create **substantial gains for European retailers sourcing from and investing in Vietnam**.

The agreement represents a major milestone for the EU, as **the most ambitious and modern free trade agreement negotiated so far with a developing country**. This will set a very positive precedent and will also bring the EU closer to the ultimate **goal of reaching an inter-regional deal with Association of South East Asian Nations<sup>1</sup> (ASEAN)**.

Nevertheless, the FTA regrets the **low ambition of the two sides on the Rules of Origin and long transition periods imposed on certain goods such as footwear and textiles**. This means that the main benefits of the agreement will only be felt in a number of years.

### EU-Vietnam relations

The European Union and Vietnam established diplomatic relations in October 1990, and Vietnam eventually developed into a major partner of the EU in Southeast Asia. The cooperation between the two sides spans a wide range of activities, covering **political and global issues**, with an emphasis on **good governance, energy, environment, trade and development cooperation**.

**Initially, the EU launched trade negotiations with ASEAN**, of which Vietnam is a member, in July 2007. It aimed at having a comprehensive region to region trade agreement. However, the negotiations were postponed in March 2009 due to the divergent levels of economic, social and political development between the ASEAN members.

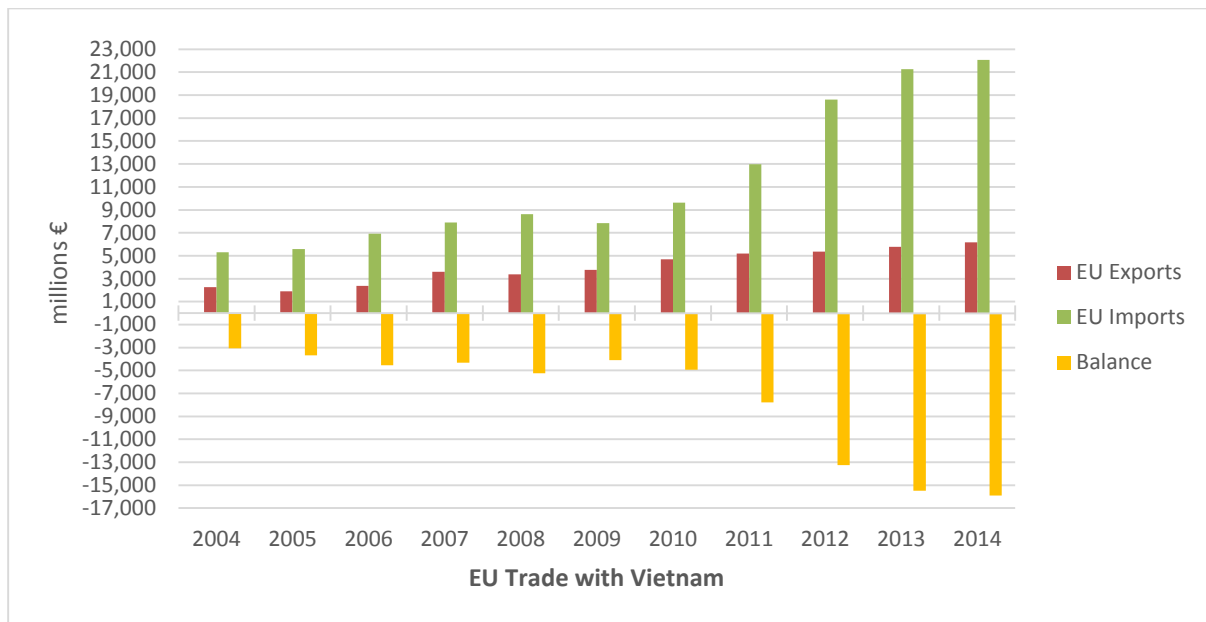
**In December 2009 the EU decided to pursue free trade negotiations on a bilateral basis with ASEAN countries** in order to set the foundations for a future agreement between the two regions. Negotiations with Singapore and Malaysia were opened in 2010, with Vietnam in June 2012 and with Thailand in March 2013. **The negotiations with Vietnam proceeded smoothly and in record time**, taking only 3 years to conclude.

### EU-Vietnam trade in numbers: A decade of trade expansion

Leading up to the conclusion of the EU-Vietnam free trade agreement, **the levels of trade between the two sides have been steadily increasing**. The total trade value between the partners has almost quadrupled in the past ten years, increasing from €7.6 billion to €28.3 billion between 2004 and 2014. Out

<sup>1</sup> Brunei Darussalam, Myanmar/Burma, Cambodia, Indonesia, Laos, Malaysia, Philippines, Singapore, Thailand, Vietnam

of this amount, €22.1 billion of imports were from Vietnam into the EU and €6.2 billion of exports from the EU to Vietnam.



Source: Eurostat

*N.B. For a comprehensive insight into the trade statistics between EU and Vietnam refer to Annex.*

## B. THE AGREEMENT IN PRACTICE

This agreement is expected to boost bilateral trade and economic growth in both the EU and Vietnam over the coming years. By the end of the transitional periods, virtually all import duties between the two economies will be removed. Exporters and importers of all industrial products and almost all agricultural products will be able to trade without having to pay duties. Additionally, the agreement lays down a good basis for tackling significant non-tariff barriers to trade.

### Removing Tariffs

The agreement covers a wide area of sectors and has an equal elimination of tariffs from both sides which will deliver substantial gains for FTA members sourcing from Vietnam. In total, **the agreement will remove almost all tariffs (over 99%) on industrial and agricultural products**, apart from a limited number for which the sides have agreed a partial liberalisation through zero-duty Tariff Rate Quotas (TRQs):

- At the entry into force of the agreement, **Vietnam will liberalise 65% of import duties on EU goods**, with the rest of the duties being gradually eliminated over a 10-year period.
- On the other hand, **EU duties will be removed over a 7-year period**.

Products of specific interest for FTA members will have varying tariff elimination periods, ranging from immediate application to transition periods of up to 7/10 years. Particularly:

- Clothing (chapters [61](#), [62](#) and [65](#))
- Footwear ([Chapter 64](#))
- DIY equipment ([Chapter 82](#))
- Furniture ([Chapter 94](#))
- Toys and Sports equipment ([Chapter 95](#))
- Seafood ([Chapter 3](#))
- Prepared seafood ([Chapter 16](#))
- Rice ([Chapter 10](#))
- Coffee ([Chapter 9](#))

### Vietnamese Exports

Certain products that are sensitive for EU producers, particularly in the **textile apparel and footwear sectors**, will have longer liberalisation periods of up to 7 years. A specific example of this are leather shoes, which will have a long liberalisation period of 7 years, while less sensitive products such as synthetic shoes, will be fully liberalised from day one.

With respect to **agricultural products**, the EU will not fully liberalise only a number of sensitive products such as rice, sweet corn, garlic, mushrooms, sugar and high-sugar-containing products, manioc starch, surimi and canned tuna. Nevertheless, it will provide access to these goods that originate from Vietnam through tariff rate quotas (TRQs).

Vietnam was also very ambitious in removing **export duties** on raw materials, minerals and forest products; it will eliminate over 90% of export duties for its products and has committed not to apply any new ones in

the future. Vietnam also agreed not to increase any further the small number of exceptional export duties which will stay in effect after the entry into force of the agreement.

### Rules of Origin – Textiles

The agreement has a *strict rules of origin* regime for textiles (garments), which specifies that only fabrics produced in Vietnam (as well as the EU and South Korea (which also has a free trade agreement with the EU)) can have preferential access to the EU market. In this way, the agreement will not allow products originating in China to enter the EU market via Vietnam.

### EU exports

Since the agreement is the most ambitious trade deal between the EU and a developing country, the long transition periods were laid down in order to allow Vietnam to adequately adapt to increased competitive pressures from the EU.

In this instance, most **EU food products**, both primary and processed, which will allow EU exports (such as wines, spirits, pork, chicken and dairy products) to enter Vietnam duty free, will have transition periods between 3 and 7 years. On the other hand, all **EU textile fabric exports** will be liberalised at the entry into force of the agreement.

### FTA Opinion

The FTA finds that the **agreement has two main shortcomings** with regards to the removal of tariffs and market access for goods. Firstly, since the agreement imposes **long transition phases** for sensitive products of up to 10 years for certain goods, many economic operators, such as European leather shoe importers, will have to wait years before being able to benefit from the deal.

Secondly, the **strict rules of origin scheme for textiles** – which disregards present-day global value chains – will only allow tariff free access for textiles to the EU if the fabrics also originate from Vietnam. This means that a country like Vietnam, which today relies heavily on imports of primary materials and components, will have to build up its own national production chain in order to qualify for the tariff reduction – thus further postponing the full realisation of benefits from the agreement by years.

### Customs cooperation

The trade agreement will provide a **better platform for dialogue between the EU and Vietnam on customs cooperation** which was established under the Cooperation Agreement since 1996. This forum will allow the EU and Vietnam to hold meaningful consultations and dialogue on the government level and tackle any pressing issues which may affect European or Vietnamese companies with regards to customs.

### Dismantling of Non-Tariff Barriers

The deal will also tackle **Non-Tariff Barriers to trade (NTBs)** through a commitment to strengthen disciplines under the WTO Technical Barriers to Trade agreement. In this regard, Vietnam also pledged to make more use of international standards when drafting new regulations.

An important NTB for retailers that will be dismantled under the agreement is the **Economic Needs Test (ENT)**. Before opening a retail outlet, foreign-owned enterprises had to apply for a business licence and undergo an ENT. Vietnam committed to remove the ENT on outlets for retail services 5 years after the trade agreement comes into effect. In the meantime, no additional ENTs will be required for outlets which are less than 500m<sup>2</sup>, except for the first outlet that the company sets-up.

Vietnam has agreed to recognise the **“Made in EU” label** for non-agricultural products, which will be accepted alongside the origin labels of EU Member States. This is the first time that the label “Made in EU” has featured in a free trade agreement. The only exception to this labelling are pharmaceutical products, due to the fact that they are still greatly subject to approvals in each EU country.

Overall, these measures will contribute greatly to ensuring better access of goods to the two markets, and give them a competitive boost.

### Geographical Indications

A **high level of protection of Geographical Indications (GIs)** will be ensured in both the European and Vietnamese markets. In total, 169 European food and drink goods will benefit from this measure. Products like Champagne, Roquefort cheese or Scotch Whisky will only be sold in Vietnam if they originated from their respective regions. Likewise, high quality Vietnamese goods such as Mộc Châu tea or Buôn Ma Thuột coffee will be given the same recognition of their GI status in the EU market.

However, the list agreed is not final, and in the future it will be possible for both parties to register new GIs.

### Public Procurement

The trade deal will **allow EU businesses to bid for public contracts in Vietnam**. The procurement possibilities that the companies can access will cover:

- Vietnamese ministries, including for infrastructure such as roads and ports
- power distribution company and the nationwide railway operator
- 34 public hospitals
- the two biggest Vietnamese cities, Hanoi and Ho Chi Minh City

This means that EU companies will be the first foreign businesses to obtain such a level of access to the procurement markets in Vietnam. The two parties have agreed on disciplines fully in line with Government Procurement Agreement (GPA) rules which will ensure a high level of transparency and procedural fairness.

### Intellectual Property Rights

Vietnam has agreed to a **high level of protection exceeding the standards of the WTO** trade-related aspects of intellectual property rights agreement (TRIPs). This will guarantee that EU innovations, artworks and brands will be protected from the unlawful reproduction or copying.

The agreement will facilitate trade in pharmaceutical products and their protection (which total about 9% of total EU exports to Vietnam). Vietnam has also made commitments concerning procurement of pharmaceutical products and will **allow foreign-invested companies to import and sell medicines to distributors and wholesalers within the country.**

### State owned enterprises

Under the agreement, provisions will be put in place to ensure **equality between State Owned Enterprises (SOEs) in Vietnam and EU private operators.** This will ensure a level playing field for EU businesses competing with commercially active SOEs in Vietnam. The fair competition will be supported by rules and measures on transparency and consultations on domestic subsidies, making these the most ambitious disciplines that Vietnam has ever agreed to.

### Services

The agreement will **open access for EU business and investors to a fast-growing market of 93 million people** and give European companies an opportunity to consolidate their presence in one of the most dynamic regions in the world.

In the services sector, the two sides pledged to **significantly open their markets.** A wide array of services sectors will be liberalised, such as business services, environmental services, postal and courier services, banking, insurance and maritime transport.

Vietnam also agreed to a number of regulatory disciplines in crucial sectors such as financial services, telecommunications, maritime transport and postal services. This means that the **agreement will go beyond both WTO commitments** and any other free trade agreement that Vietnam has concluded, thus allowing EU companies to have the best possible access to the Vietnamese market.

Furthermore, the two sides agreed that any **new commitments which the EU or Vietnam conclude with third countries in the future could be included in the EU-Vietnam free trade agreement.**

### Investment

With regards to the promotion of investments, **Vietnam agreed to open up a number of important sectors in manufacturing to EU investors.** This has allowed the EU to achieve better investment rules in the following sectors:

- Textile production;
- Ceramics;
- Food products and beverages;
- Gloves and plastic products;
- Tyres and tubes;
- Construction materials.

Vietnam also **removed restrictions on the assembly of domestic appliances, bicycles and agricultural machinery and marine engines**. It also improved the commitments for recycling.

### Sustainability, democracy and human rights

The trade agreement also possesses a significant and in-depth chapter on trade and sustainable development. It includes **commitments by the EU and Vietnam on important issues, such as labour and environmental standards**. The two sides have agreed on:

1. Obligations to implement **International Labour Organisation's (ILO) standards and ratified ILO and Multilateral Environmental Conventions**, and to respect and effectively enforce domestic labour and environmental regulations and ratify fundamental ILO Conventions.
2. **Promotion of Corporate Social Responsibility**, including references to international instruments.
3. **Commitments on climate change, conservation and sustainable management of biodiversity** (including wildlife), forestry (including illegal logging), and fisheries.
4. The **inclusion of civil society in assessing the implementation of the chapter on sustainability**, at both domestic levels (consultation of Domestic Advisory Groups) and between the EU and Vietnam jointly (meetings of a Joint Forum).
5. Provisions aimed at **improving transparency and accountability**.

Under the agreement, both Parties confirm their **commitment to the protection and respect of human rights** in line with the UN Charter and the Universal Declaration of Human Rights. The trade agreement will also have a legally binding link to the EU-Vietnam Partnership and Cooperation Agreement (PCA) that was signed in June 2012, and which includes a human rights clause and provisions on cooperation on human rights. This guarantees that appropriate measures can be taken in case of major violations of the essential elements, which **could even result in the suspension of the trade agreement**.

The agreement will also ensure the cooperation between the parties on the **efficient implementation of the agreement and its provisions**, in order to ensure that the benefits of the agreement would be fully utilised by both sides.

### FTA Opinion

As an association that promotes free trade and sustainable supply chains, the Foreign Trade Association (FTA) believes that increased trade relations such as the ones framed in this agreement are a powerful tool for the sustainable development of emerging countries. For this reason, **FTA greatly welcomes and supports this high level of ambition set by the EU and Vietnam to intensify dialogue and cooperation on sustainability aspects**. The FTA will seek to take an active role in the Domestic Advisory Group on sustainability at the European level.

### Dispute Settlement

#### Investor-to-State

Vietnam has agreed to the EU's new approach to investment protection with a permanent tribunal rather than ad-hoc arbitration panels. The tribunal will be staffed by judges with high qualifications, and an Appeal Tribunal would be set up as well.



### State-to-State

The EU and Vietnam have agreed to set up a **framework where any disagreements on the interpretation and implementation of the text could be settled**. The proposed system will be quicker and more streamlined than the WTO dispute settlement mechanism. The main aspects of the framework are:

- It **will only be applied as a last resort**, that is, when the EU and Vietnam cannot agree on any other solution.
- It will have a **fixed set of procedures and time-frames**.
- The EU or Vietnamese administrations can request the **establishment of a panel**, which will be made up of independent legal experts.

The two sides have also agreed on an alternative to this formal dispute settlement system. They included in the agreement the possibility to allow for **mediation** in order to address the issues that adversely affect trade and investment between the EU and Vietnam. This is a voluntary option for the two sides and its main aim is to show that the parties favour a quick and amicable solution of potential disagreements.

### FTA Opinion

The State-to-State dispute settlement mechanism will **allow European companies to raise any concerns with the implementation of the agreement through their respective governments**. However, it will be up to the governments themselves to raise the issues with their counterparts. Unfortunately, this means that companies will not have a direct channel of raising questions about the implementation of the agreement.

## C. ROLE OF FTA DURING NEGOTIATIONS

---

The Foreign Trade Association (FTA) was closely involved in contributing to the negotiation process for the EU-Vietnam free trade agreement. **FTA continuously supported a constructive discussion on how to promote economic opportunities and to limit risks for commerce between the EU and Vietnam.** Throughout the negotiations, FTA vigorously promoted for the agreement to:

- Abolish all customs tariffs for all products
- Define simple rules of origin for Vietnamese imports to the EU
- Bring down number of non-tariff barriers to a minimum level
- Create an enabling environment for investment and market access

**The contribution of the FTA can be termed as an overall success**, however, although the agreement has delivered on the majority of the areas (as has been shown in the previous sections) there is a sense of disappointment with respect to a number of issues such as rules of origin.

During the negotiations, **FTA continuously brought to the EU's attention the fact that many European companies will not be able to take advantage of the deal because of this rigid rules of origin scheme for textiles**; mainly due to the fact that today, most of the fabric for garment production is imported to Vietnam and not manufactured within the country. For this reason, clothing goods from Vietnam will very often not meet the requirements for preferences and will have to be imported under normal conditions.

However, towards the end of the negotiations it became apparent that the **Vietnamese Government did not support FTA's position**. The reason for this is that Vietnam is aiming to develop its own capacities in the production of fabric for the textile and clothing industries. Geo-political tensions with China have also contributed to this course of action by Vietnam. Nevertheless, due to this development, the trade agreement will provide improved opportunities for investment by European companies in the fabric sector, as was highlighted in the previous section on Investment.

## D. NEXT STEPS AND RATIFICATION

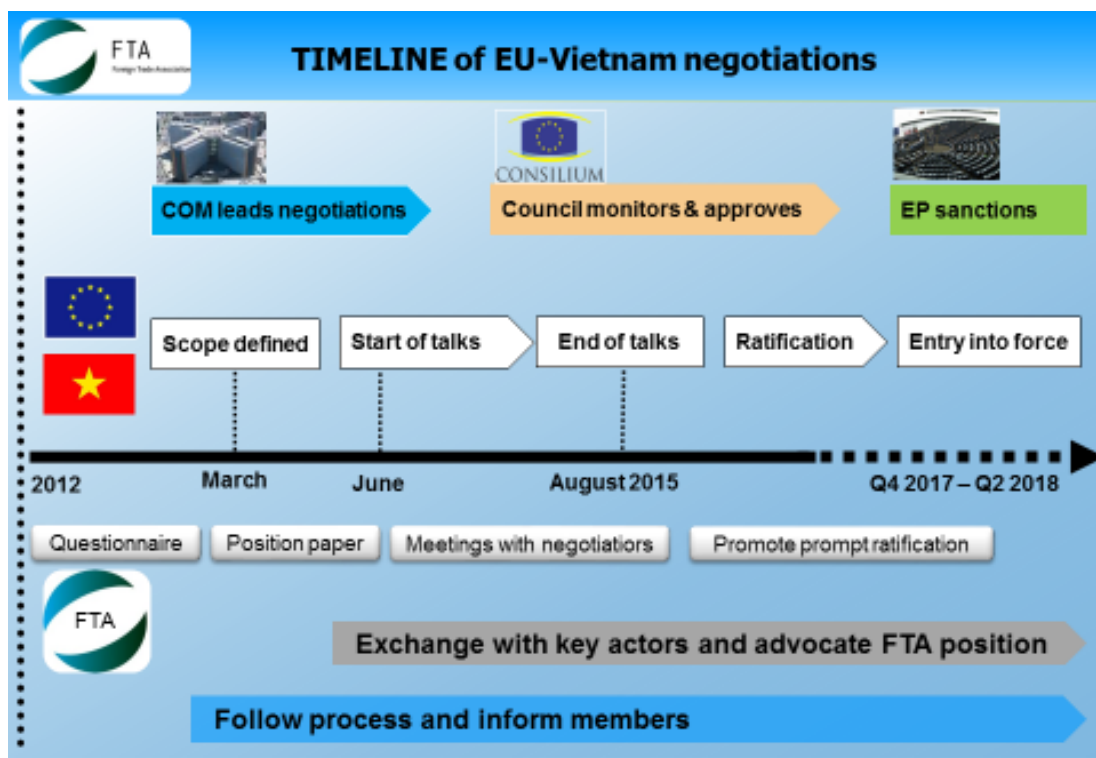
Following the announcement of the European Commission President Jean-Claude Juncker and the Vietnamese Prime Minister Nguyễn Tấn Dũng on 2 December 2015 on the conclusion of negotiations, the next steps in the process are:

- Carry out legal scrubbing (convert the agreement into legal texts).
- Translate the agreement into 22 official languages of the EU and Vietnamese.
- Send the agreement for ratification by the Council of the EU, European Parliament and Vietnamese National Assembly.

### Caution

The Foreign Trade Association (FTA) urges its members to remain careful with regard to misleading advertisements from certain Vietnamese manufacturers stating that the benefits of the agreement can be applied instantly.

FTA will provide more information and details on this agreement as soon as they are available, and will **keep the members informed of all the developments** with regards to the upcoming steps taking place with regards to the finalisation and implementation of the agreement.



The Council of the European Union, which is comprised of EU Member States, will hold a vote on the agreement once it is finalised and translated into the official languages and Vietnamese; this will be followed by a vote in the European Parliament and national parliaments of each Member State. Likewise, the National Assembly of Vietnam will also vote on the agreement.

From previous experience with ratification processes of EU free trade agreements, it can be anticipated that **the ratification process for this agreement will last approximately 2 years**. This means that the agreement will only become effective in late 2017 or early 2018 and it is from this time that businesses from both sides will be able to benefit from the provisions of the agreement.

\* \* \*

**For further information, please contact:**

**Dr. Pierre Gröning**

*Head of International Trade Policy*

[pierre.groening@fta-intl.org](mailto:pierre.groening@fta-intl.org)

Phone: + 32 2 741 64 03

[www.fta-intl.org](http://www.fta-intl.org)

**Milan Pajić**

*Junior Trade Policy Advisor*

[milan.pajic@fta-intl.org](mailto:milan.pajic@fta-intl.org)

Phone: + 32 2 741 64 77

*The Foreign Trade Association (FTA) is the leading business association of European and international commerce that promotes the values of free trade. We bring over 1700 retailers, importers, brands and national associations to improve the political and legal framework for trade in a sustainable way.*



FTA  
Foreign Trade Association

## E. ANNEXES

### ANNEX I: EU-VIETNAM TRADE IN NUMBERS

The total trade value between the EU and Vietnam has almost quadrupled in the past ten years, rising from €7.6 billion to €28.3 billion between 2004 and 2014. Out of this amount, €22.1 billion of imports were from Vietnam into the EU and €6.2 billion of exports from the EU to Vietnam.

In terms of overall trade, **the EU was Vietnam's second major trading partner in 2014**, with China being the first (excluding trade with ASEAN countries). Regarding exports, the EU was the second main export market of Vietnam in 2014 (behind the US), attracting 18% of total Vietnamese exports. On the other hand, Vietnam has been the EU's fourth most important trading partner in ASEAN, surpassing the EU's bilateral trade with Indonesia.

The major exports of Vietnam to the EU are footwear, textiles and clothing, telephone sets, electronic products, coffee, rice, seafood, and furniture. At the same time, EU exports to Vietnam are led by high-tech products including electrical machinery and equipment, aircraft, vehicles, iron and steel, and pharmaceutical products.

**The total value of trade in services between the EU and Vietnam was €2.9 billion in 2013**, with the balance slightly in favour of the EU.

**The EU is one of the major foreign investors in Vietnam and it was the sixth largest foreign investor in the country in 2013**, contributing more than €500 million in Foreign Direct Investment.<sup>2</sup>

#### Total Trade flows

Year	EU Exports (€ mil)	Share of EU exports (%)	Growth (%)	EU Imports (€ mil)	Share of EU Imports (%)	Growth (%)	Balance (€ mil)	Total Trade (€ mil)
2004	2,260	0.2		5,317	0.5		-3,057	7,577
2005	1,895	0.2	5.0	5,585	0.5	-16.1	-3,690	7,480
2006	2,381	0.2	24.2	6,935	0.5	25.6	-4,554	9,316
2007	3,596	0.3	14.0	7,903	0.5	51.0	-4,307	11,499
2008	3,383	0.3	9.2	8,628	0.5	-5.9	-5,245	12,011
2009	3,765	0.3	-9.0	7,852	0.6	11.3	-4,087	11,617
2010	4,683	0.3	22.6	9,623	0.6	24.4	-4,940	14,306
2011	5,193	0.3	35.0	12,985	0.8	10.9	-7,792	18,178
2012	5,369	0.3	43.3	18,622	1.0	3.4	-13,253	23,991
2013	5,778	0.3	14.1	21,253	1.3	7.6	-15,475	27,031
2014	6,181	0.4	3.9	22,071	1.3	7.0	-15,890	28,252

Source: Eurostat

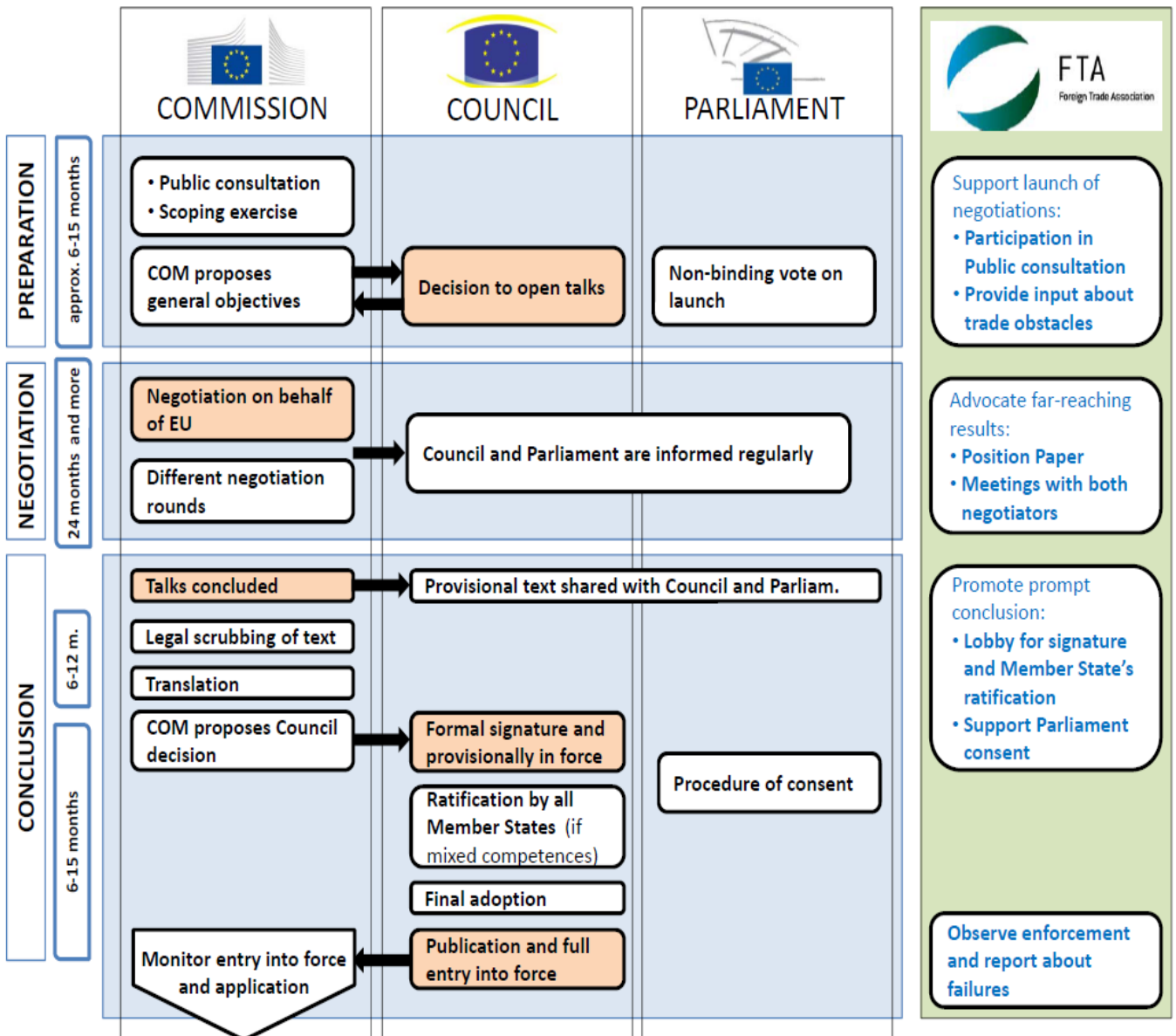
<sup>2</sup> [http://europa.eu/rapid/press-release\\_IP-15-5467\\_en.htm](http://europa.eu/rapid/press-release_IP-15-5467_en.htm)

### Trade flows by HS section 2014

HS Sections	EU Imports (millions €)					EU Exports (millions €)				
	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
I Live animals; animal products	754	788	705	627	667	158	235	289	279	342
II Vegetable products	1,021	1,401	1,785	1,606	1,703	125	98	106	137	182
III Animal or vegetable fats and oils	0	3	2	2	2	3	3	6	7	7
IV Foodstuffs, beverages, tobacco	201	241	256	290	405	257	301	354	388	409
V Mineral products	15	22	12	9	29	20	31	20	22	25
VI Products of the chemical or allied industries	60	101	82	83	126	724	778	920	1,017	1,137
VII Plastics, rubber and articles thereof	460	615	624	621	685	132	150	140	164	195
VIII Raw hides and skins, and saddlery	361	428	451	458	563	87	93	116	150	214
IX Wood, charcoal and cork and articles thereof	115	110	118	110	116	37	32	38	57	100
X Pulp of wood, paper and paperboard	12	14	17	18	17	56	66	69	68	75
XI Textiles and textile articles	1,563	1,936	2,034	2,081	2,522	137	165	162	169	210
XII Footwear, hats and other headgear	2,128	1,869	2,157	2,224	2,754	5	7	7	7	7
XIII Articles of stone, glass and ceramics	155	145	147	139	158	30	34	33	37	45
XIV Pearls, precious metals and articles thereof	69	74	94	106	117	35	46	76	98	101
XV Base metals and articles thereof	318	440	484	458	560	365	422	364	361	308
XVI Machinery and appliances	1,231	3,483	8,399	11,267	10,114	1,379	1,519	1,205	1,624	1,658
XVII Transport equipment	225	377	223	155	230	842	889	1,116	814	731
XVIII Optical and photographic instruments, etc.	64	82	116	135	212	192	211	238	270	294
XIX Arms and ammunition	0	0	0	0	0	1	1	1	4	2
XX Miscellaneous manufactured articles	861	844	870	847	1,023	35	34	38	39	62
XXI Works of art and antiques	1	1	1	1	1	0	0	1	0	0
XXII Not classified	12	20	43	15	67	63	77	70	67	77
<b>TOTAL</b>	<b>9,625</b>	<b>12,993</b>	<b>18,622</b>	<b>21,253</b>	<b>22,071</b>	<b>4,683</b>	<b>5,193</b>	<b>5,369</b>	<b>5,778</b>	<b>6,181</b>
<b>AMA / NAMA Product Groups</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>
Agricultural products (WTO AoA)	1,126	1,519	1,910	1,740	1,880	509	547	651	676	812
Fishery products	861	929	850	794	911	48	105	137	161	181
Industrial products	7,638	10,546	15,862	18,719	19,280	4,126	4,541	4,581	4,942	5,189
<b>TOTAL</b>	<b>9,625</b>	<b>12,993</b>	<b>18,622</b>	<b>21,253</b>	<b>22,071</b>	<b>4,683</b>	<b>5,193</b>	<b>5,369</b>	<b>5,778</b>	<b>6,181</b>

Source: Eurostat

**ANNEX II: OVERVIEW OF TRADE POLICY FORMULATION**



*Note:* For more information on trade negotiations and ratifications refer to the [FTA Insight on EU trade agreements - What are they good for and how do negotiations work.](#)