



The MedTech Forum 2019

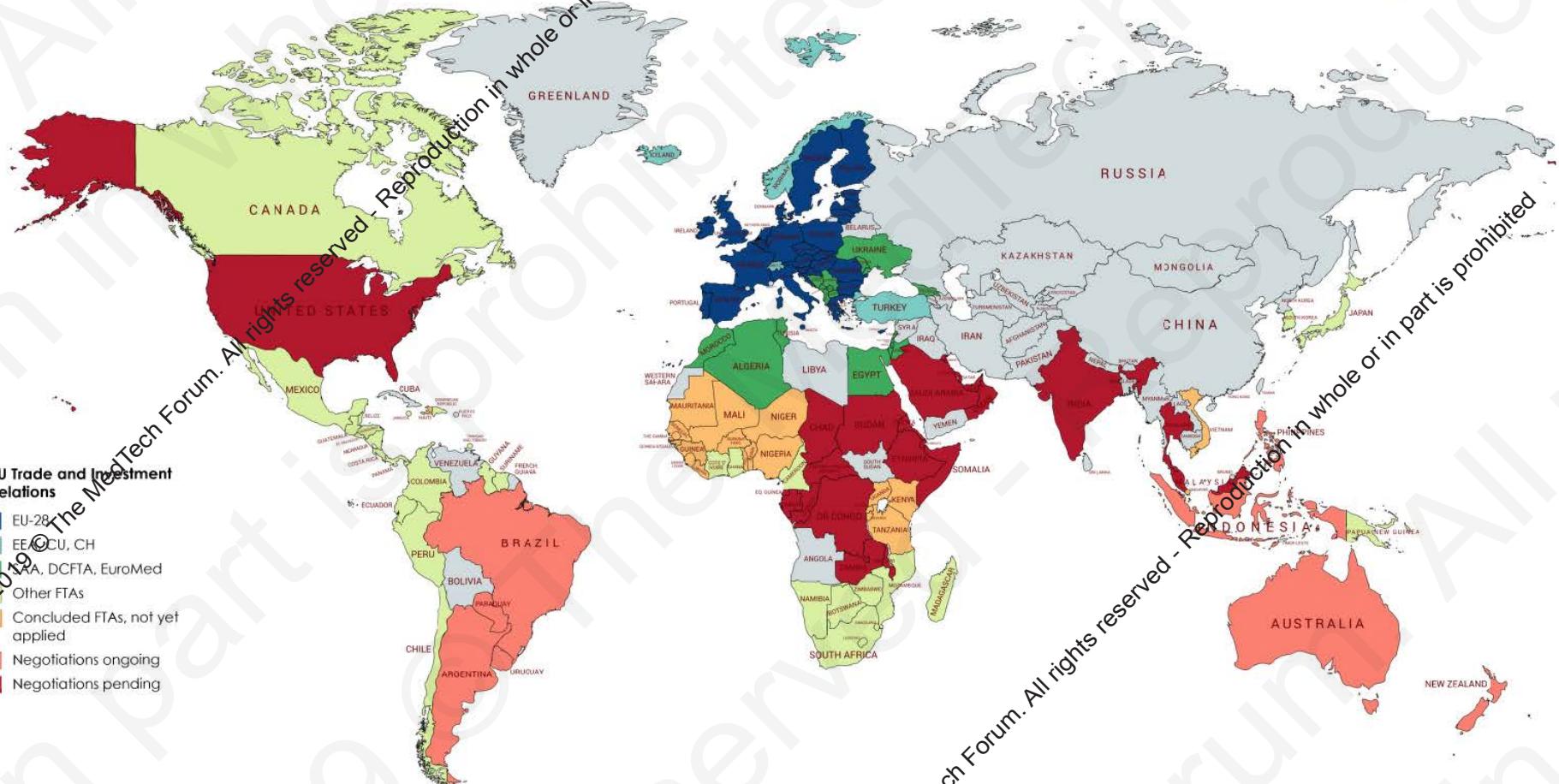
« EU FTAs: Make it your trade deal »

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Overview: 36 FTAs applied, 3 pending

- **New generation FTAs:** South Korea, Central America, Colombia-Ecuador-Peru; Canada, Japan
- **Deep and comprehensive FTAs:** Georgia, Moldova, Ukraine
- **First Generation FTAs:** EEA, Switzerland, Turkey, 5 Western Balkans, 8 South Mediterranean and Middle East countries
- **Economic Partnership Agreements (EPAs):** Africa, Pacific, Caribbean
- **Negotiations finalised:** Singapore, Vietnam, Mexico
- **Negotiations on-going:** Mercosur, Chile, Indonesia, Tunisia, Australia, New Zealand

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1. Why EU FTAs matter for the MedTech industry

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Medtech is strongly export oriented....

Medtech industry 2018 (HS 9018-9022):

- EU exports = 44 billion EUR
- EU imports = 30 billion EUR
- Trade surplus = ~14 billion EUR
- Top 3 export destinations: US, China, Japan
- EU exports under modern FTAs grew by 8.6%, imports by 10% (2016-2018).



Advantages of EU FTAs.....

1. Commitments beyond WTO (GPA+; TBT+)
2. More predictable framework for services trade
3. Binding of de facto tariffs
4. Trade talks as catalyst to remove trade irritants
5. Dedicated structures to discuss any issue (FTA committees and subgroups)
6. Meetings at political level (minister and Commissioner)
7. Bilateral Dispute settlement mechanism
8. Path to regulatory & standards cooperation
9. All agreements are periodically evaluated by the COM



European
Commission

EU MedTech industry uses tariff preferences...

- ✓ EU Medical devices industry saved 40 million EUR in 2017 under 20 FTAs

Future savings potential:

- ✓ CETA, EU- Japan EPA and Vietnam FTA liberalise 100% of tariff lines relevant for Medical devices



EU trade agreements also offer.....

1. Access to public tenders
2. An instrument to avoid/address technical barriers
3. A set of rules to obtain a “level playing field”
4. Provisions for small and medium companies
5. A Platform to foster regulatory coherence (e.g. standards, mutual recognition of inspections, conformity certificates, etc.)

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2. The Market Access Strategy

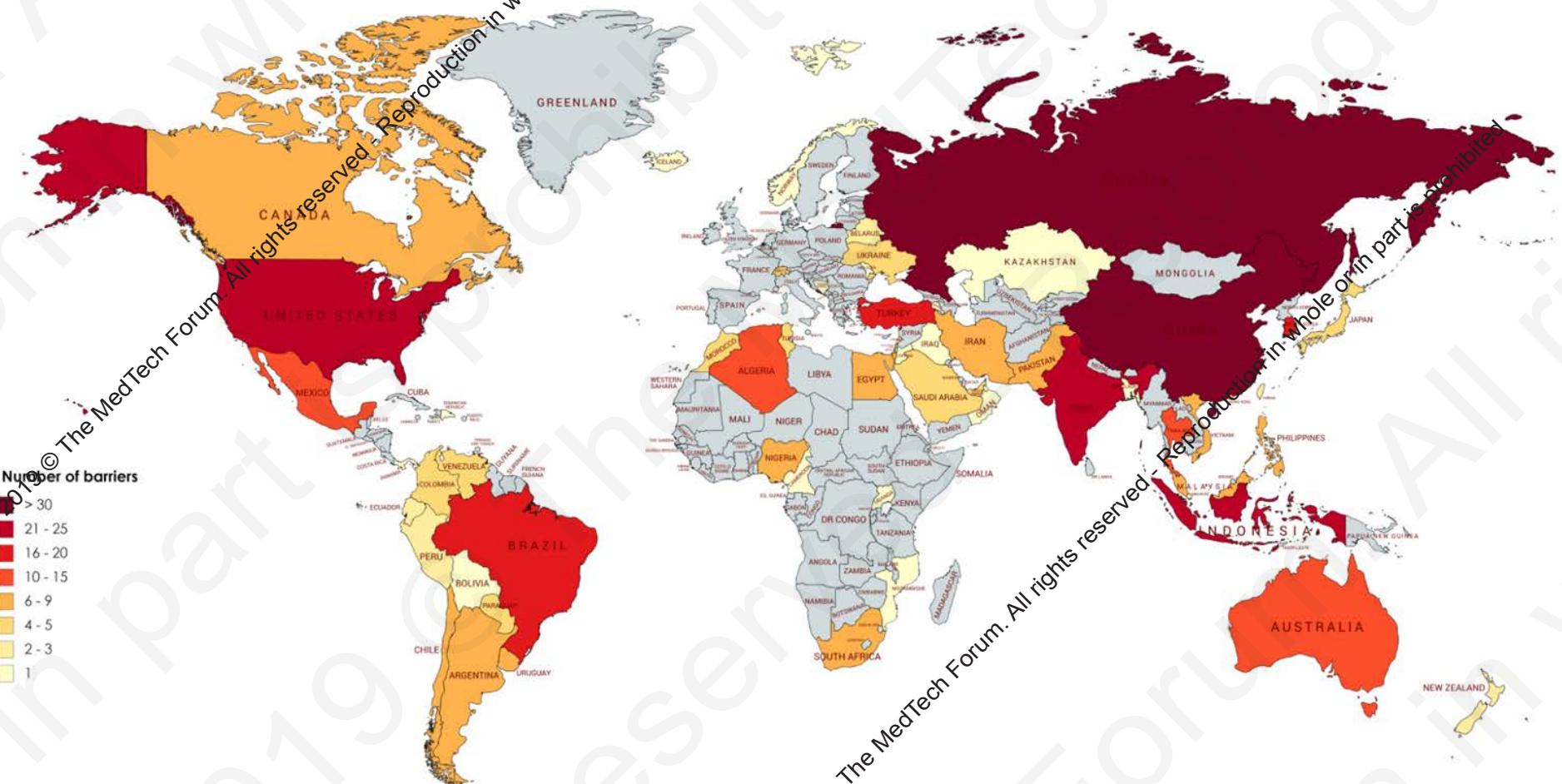
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Market Access Strategy:

- Aim:
 - Preventing new trade barriers
 - Identifying barriers
 - Removal strategy
 - Communication
 - Turn opportunities created by negotiations into economic reality





Facing a new barrier outside the EU?

- EU Market Access Partnership = joint work of the Commission, Member States and business to eliminate barriers
- **How can we help?**
- **Step 1: Contact DG Trade about the barrier** (as well as your Member State and industry association)
 - a) reach out via email
 - trade-dir-g3@ec.europa.eu
 - b) fill in a barrier sheet in the Market Access Database
 - http://madb.europa.eu/madb/complaint_register_form.htm



TRADE

Market Access Database

European Commission > Trade > Market Access database

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Report Export Barriers

For general contact form go to [Contact](#) page.

If you have encountered a specific trade barrier you can report your problems using the online form and we will analyse the situation and take appropriate action.

Compulsory fields are marked with a *****.

Contact person: *

Company or organisation: *

Address or Registered Office: *

E-mail address: *

Telephone number:

Fax number:

Specify your type of company or organisation: *

Other organisation, please specify:

Select the third country (outside the 28 EU Member States) that you allege to be introducing or to have a market access barrier in place (other please specify in the description field): *

Select the type of measure which most accurately describes the market access trade

Contact person:	*	<input type="text"/>
Company or organisation:	*	<input type="text"/>
Address or Registered Office:	*	<input type="text"/>
E-mail address:	*	<input type="text"/>
Telephone number:		<input type="text"/>
Fax number:		<input type="text"/>
Specify your type of company or organisation:	*	<input type="text"/>
Other organisation, please specify:		<input type="text"/>

Association of SMEs
EU or National trade association
Larger Company

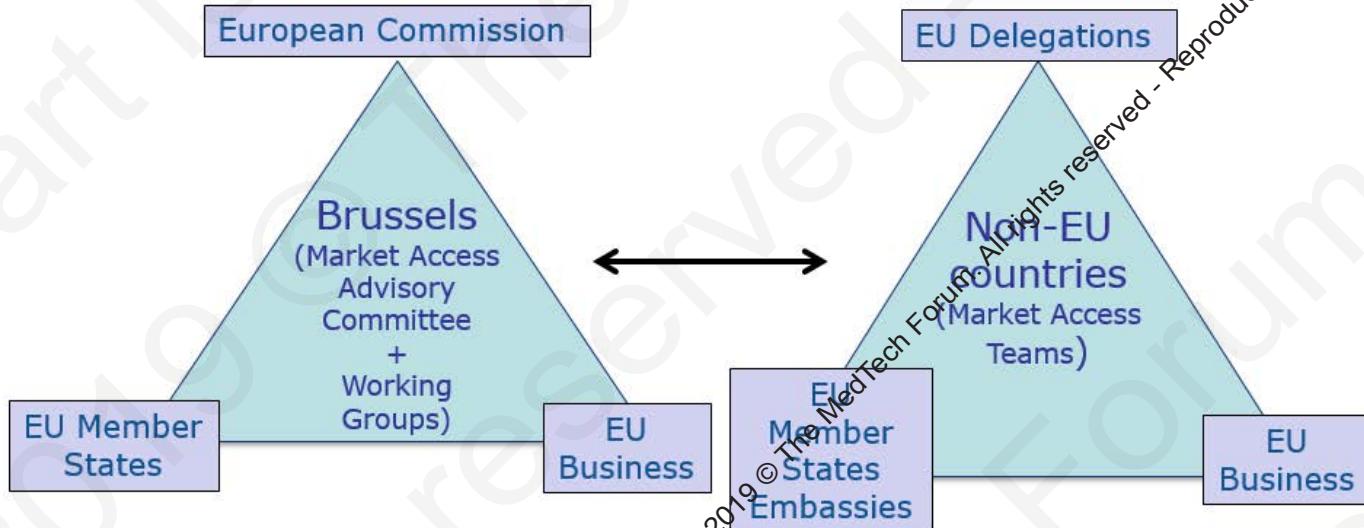
Afghanistan
Albania
Algeria
American Samoa
Andorra
Angola
Anguilla

Select the measure

Tariffs and Duties

What can we do for you?

- **Step 2: We put you in touch with the right experts.**
- **Step 3: We liaise with Members States, business associations, embassies and delegations to discuss possible strategies.**





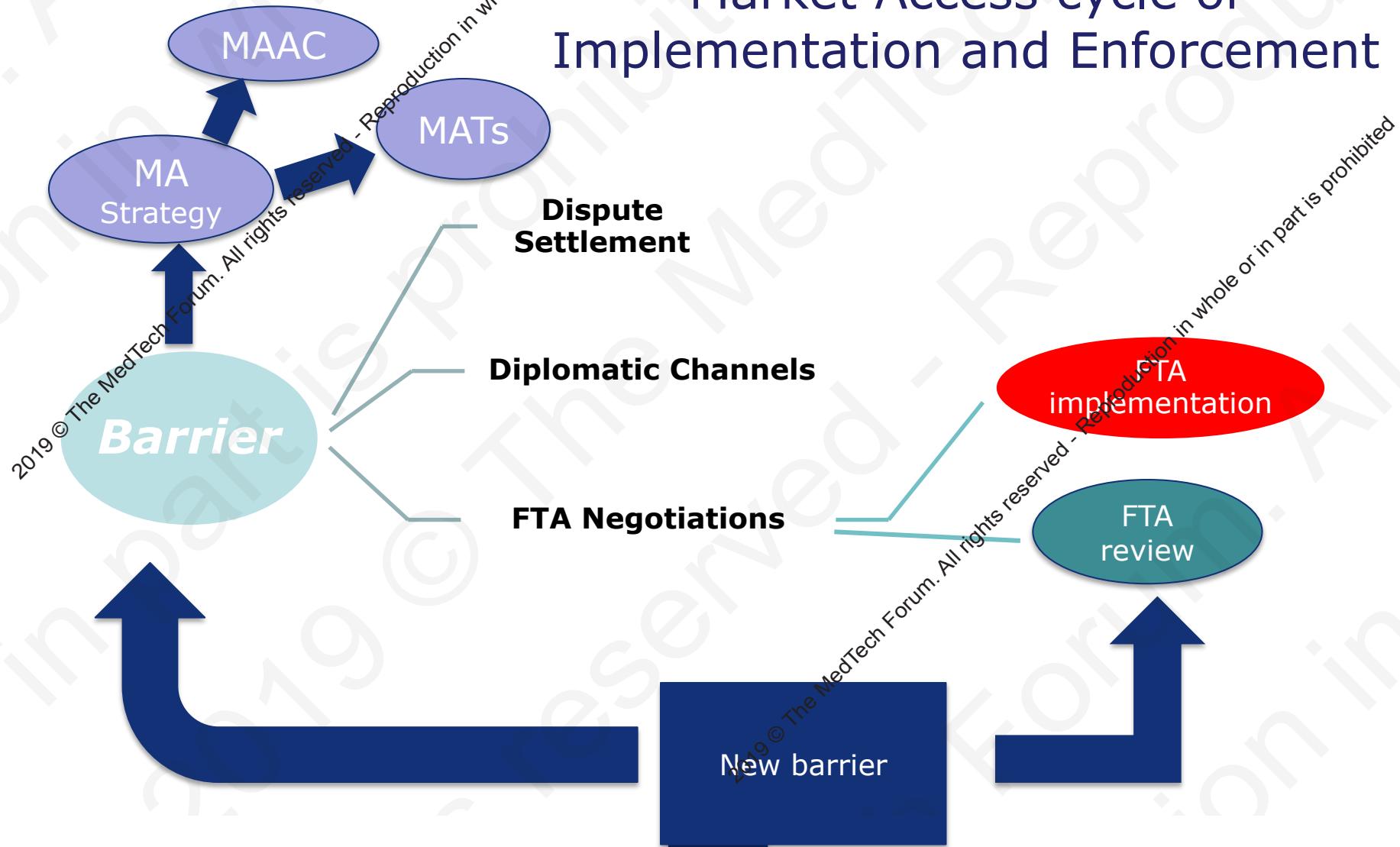
How can we remove barriers?

The Commission uses a panoply of soft and hard tools:

- Diplomatic channels with the country concerned
- Cooperation projects with the country concerned
- Raise our concerns in WTO Committees
- Undertake legal action
- Serve as a liaison with other major trading blocs and identify possible joint actions.

→ **Step 4: We design a tailor-made barrier removal strategy for your business and keep you informed about the developments.**

Market Access cycle of Implementation and Enforcement





Thank you for your attention!

- **Useful links:**
 - [Annual report on FTA implementation](#)
 - [Trade and Investment Barriers Report](#)
 - [Market Access Database](#)
 - [EU Trade Helpdesk](#)