

Navigating free trade agreements

Free trade agreements can help your export business. This guide explains the steps you can take to make sure you get the most out of them.

1

Market Scoping

This step will help you identify which FTAs are available, what benefits they provide, and what you need to investigate further.



SEARCH ONLINE:

Use the Tariff Finder tool tariff-finder.govt.nz to find information on tariffs for products exported to different countries.

Country-specific free trade agreement (FTA) guides are available at: mfat.govt.nz/trade



USE TARIFF FINDER TO:

- a. **Identify market**
Access every FTA and quickly see the FTA status of your destination market.
- b. **Classify your product(s)**
Find the product classification code.
- c. **Quickly check Rules of Origin (ROO)**
- d. **Compare multiple FTAs** (if relevant)
- e. **Determine what tariff benefits the FTA provides.**

2

Detailed Assessment

This step will help you work out which FTA requirements you need to complete so that your business benefits.



CONFIRM:

- a. **Product classification codes and tariff rates**
Use the Tariff Finder for an initial assessment. For specific advice contact New Zealand Customs' Valuation, Origin and Classification Unit at: voc@customs.govt.nz
- b. **Rules of Origin (ROO)**
Your product will need to meet requirements to be eligible for 'New Zealand origin' status. If you need more information refer to the Rules of Origin chapter of the relevant FTA on: mfat.govt.nz/en/trade/inforce or contact Customs by emailing: voc@customs.govt.nz.
- c. **Documentation requirements**
You may need to obtain a Certificate of Origin (COO) or make a Self-Declaration of Origin (DOO) if this applies under the FTA.
- d. **Shipping requirements**
If your goods will be transited through an intermediary country, they need to stay under Customs control or you may lose your ROO eligibility.
- e. **Other requirements**
There may also be other requirements that you need to meet. Some products may need new approvals. Some may need to comply with existing requirements, such as food, animal or plant safety, and labelling or packaging requirements, before exports can take place. Talk to your importer for further information or email: exports@mfat.net.



ENGAGE IN-MARKET

You are now ready to start exporting using a free trade agreement, but there are some things to be aware of:

- your importer/distributor is responsible for claiming your tariff benefits in the destination market
- keep your in-market partners informed and active in the process
- confirm acceptable freight content with freight forwarder.

If you need in-market help, including sourcing local rulings and translations, contact New Zealand Trade and Enterprise.

3

Start Exporting

This step helps you make sure you get the benefits from a free trade agreement.



PAPER WORK

Provide the right documentation, including:

- a. Verification that the goods are of New Zealand origin – either a Country of Origin (COO) form from a New Zealand authorised certifier, or make a Self-Declaration. Lists of authorised COO certifying bodies can be found in the tariff finder and in the Customs factsheets for each FTA at: customs.govt.nz/features/fta
- b. Proof of compliance with any transit requirements (if necessary) to retain origin status. If the destination market is China, a Certificate of Non-Manipulation (CNM) may be required.

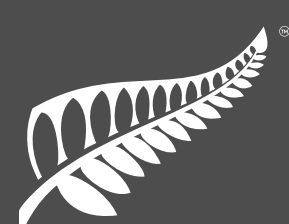
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Keep up to date

REASSESS PERIODICALLY

- keep an eye out for any FTA amendments that will help your business
- reassess tariff updates and ensure you are meeting all the requirements as your business evolves
- review supply chain opportunities
- notify key parties of any changes in business/process.

tariff-finder.fta.govt.nz



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