

# 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.

# 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.



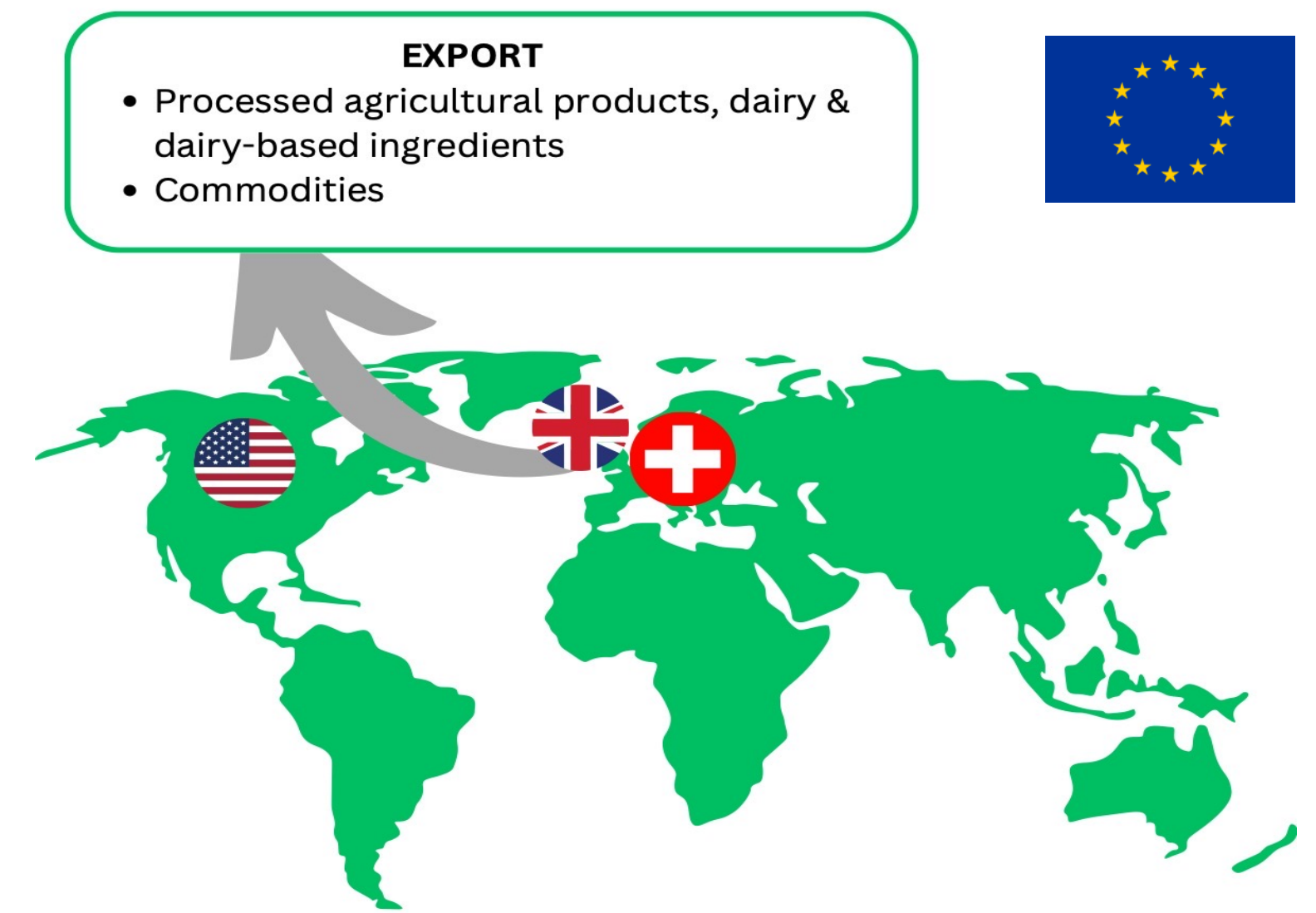
## 2 Organic processors

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



# 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\*, Japan\*, Korea\*, Mexico, New Zealand\*, Singapore\*, Switzerland, Taiwan\*, Thailand\*, United States + Colombia, + Revision UK, Switzerland

**UNDER NEGOTIATION**

Rules of origin



Tariffs



Technical Barriers to Trade



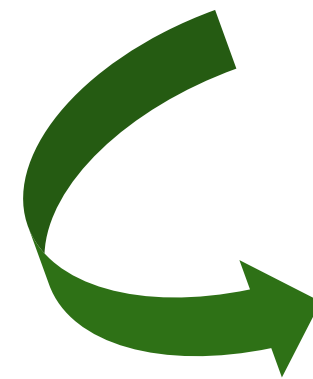
# PRIORITIES IN REGARD TO INTERNATIONAL ASPECTS OF AGRICULTURE

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

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## Raise the trade ambitions for organics

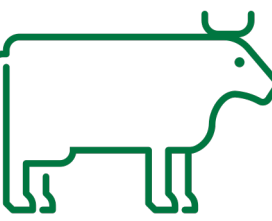
- ✓ **Equivalence agreements in place by deadline** with main markets (US, UK, Switzerland...) and high potential ones (Japan, Canada, India...)



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

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

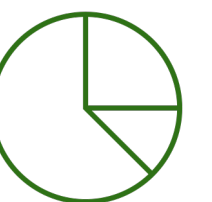
- ✓ Progress towards **international convergence** of organic standards



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## 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

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