

Five essential steps: EXPORTING to the EU after 1 Jan 2021

1. Get an EORI number

- A UK **EORI number** (Economic Operator Registration and Identification) is essential for businesses wishing to trade with the EU. If you interact with EU customs you also need an **EU EORI number** from the country where you first lodge a declaration.
- **Apply** for a UK EORI number online and you will receive it straight away. If you already have one, check it begins with GB. If you already have an EU EORI number, you will need to apply for a new GB EORI.

2. Check your commodity codes

- **Commodity codes** are used to ensure goods have the correct tariff classification. Using the wrong codes for your products in customs declarations risks paying the wrong tariff, costly delays at the border or even goods being blocked entry into the EU.
- **Search** for your commodity code. **HMRC** can advise if further help is needed. Ensure you are aware of the no-deal implications for your exports by checking the EU's Common External Tariff rate which is listed with the UK's **Global Tariff**.

3. Know what certificates your products need

- To ensure your product can enter the EU, it will need to be able to pass EU regulatory checks for third country goods. Exports of **animal** or **plant** products will be subject to additional requirements, such as health certification (EHCs and PCs) signed by a vet or relevant official. You need to be listed as an **approved establishment** to export products of animal origin.
- Animal and plant products must enter the EU via a **Border Control Post** (BCP) for checks and be pre-notified by the EU importer on **TRACES-NT**. Most fish products will need a **catch certificate**.

4. Check your product labelling

- Exported products must be **labelled correctly** to reflect the UK's third country status. UK products can no longer use 'EU' in country of origin labelling, while products marketed as **organic** may face EU export restrictions until either the UK or its organic certification bodies are officially recognised as equivalent by the EU.
- The name and address of the EU/NI importer or Food Business Operator established in the EU/NI will be required on product labels. Products of animal origin must include the new **UK health and ID mark**.

5. Decide if you will use a customs agent

- Most businesses use a **customs broker, agent, or freight forwarder** to make **customs declarations** for them. This can make exporting simpler and faster. Alternatively, you can make **declarations** yourself by obtaining **approved software**.
- You may want to check with the EU importer if they are ready to submit an **import declaration** when the goods arrive in the EU. Customs requirements will differ at each EU port, you can find these in the **Border Operating Model** (annex b).