

The EU-Canada Comprehensive Economic and Trade Agreement (CETA)

Opening up a wealth of opportunities
for people in Greece



CETA will benefit people across Greece

It'll do so by:



Scrapping **customs tariffs** for Greek exporters and importers



Creating new opportunities for Greek **farmers** and **agri-food** producers



Opening up the Canadian **services** market to Greek firms



Enabling Greek firms to bid for more **public contracts** in Canada



Protecting Greek **research** and **creativity**



Making it easier for Greek **professionals** to work in Canada



Encouraging more **investment** between Greece and Canada



Helping Greece's **small businesses** export more to Canada

Greece's economy is open to trade

Over 330,000 Greek jobs
rely on exports outside Europe

**And Greece and Canada already have a close
trading and investment relationship**

12th

When it comes to services, Canada is
Greece's 12th biggest trade partner outside the EU

€287 m

The value of Greece's
trade surplus with Canada

€419 m

The value of Greek goods
and services exports to Canada

€132 m

The value of Greek
imports from Canada



Scrapping customs tariffs on Greek goods exports

Greek exports to Canada: €142m (2015)

In 2015 Greece enjoyed a **surplus** in trade in goods with Canada of €56 million.

CETA will bring big **savings on customs duties** by eliminating duties on 99% of all tariff lines, of which 98% will already be scrapped at entry into force. Greece will benefit from tariffs being removed on virtually all of its exports, in particular:

- **Machinery and electrical equipment**

Greek exports to Canada €10m (2015)

These face low average tariffs but certain products face tariff peaks of 9%.

Apart from big savings on customs duties, CETA will enable Greek companies to do away with costs of double testing thanks to the provisions on **recognition of conformity assessment certificates** in sectors such as machinery, electrical goods and electronic equipment.

These sectors will also benefit from CETA's provisions on public procurement and movement of professionals (*see below*).

- **Mineral fuels (including petroleum)**

Greek exports to Canada €9m (2015)

These exports face tariffs up to 5%.

- **Pharmaceuticals**

Greek exports to Canada €4m (2015)

The industry faces very low tariffs but will particularly benefit from CETA's intellectual property provisions (*see below*).

The protocol on mutual recognition of **Good Manufacturing Practices (GMP)** will make it easier to trade in this sector, by allowing one Party's authorities to accept GMP compliance certificates issued by the other Party.



Creating new opportunities for Greek farmers and food producers

CETA also offers **important opportunities for Greek farmers and the agri-food industry.**

Canada will eliminate duties for 90.9% of all its agricultural tariff lines when CETA enters into force.

Greek agricultural and food exports to Canada that will see benefits include:

- **Prepared or preserved vegetables (mainly olives)**

Greek exports to Canada: €20m (2015)

This sector faces **average tariffs of 5.8% with a tariff peak of 14%**. In 2015 Greece also exported €13 million worth of olive oil to Canada tariff-free.

Greek olives and olive oil will also benefit from CETA's provisions on the **protection of Geographical Indications** (*see below*).

- **Cheese**

Greek exports to Canada: €4m (2015)

Greece is the EU's 6th largest exporter of dairy products to Canada.

EU cheese exports to Canada are limited by the EU's portion of an existing World Trade Organization duty free quota; outside this quota, exports face prohibitive tariffs of on average 227% which make them uncompetitive.

CETA offers two new annual duty free quotas, or permanent Tariff Rate Quotas, for EU cheese:

- 16,800 tons of high-quality cheese (16,000 tons in CETA, and 800 tons that will be added to the EU portion of the existing World Trade Organization quota thanks to CETA)
- 1,700 tons of industrial cheese.

- **Preparations of flour or malt extract**

Greek exports to Canada: €2m (2015)

In 2015 this export faced tariffs ranging from 4% to almost 270%.

- **Wine**

Greek exports to Canada: €4.2m (2015)

In 2015 Greek exports of wine to Canada amounted to **€4.2 million**.

Wine exports face specific tariffs of 1.87-4.68 CAN cents per litre (depending on the alcohol strength).

For wine and spirits, tariff elimination is complemented by the removal of other relevant trade barriers, including several 'behind the border' barriers that make it difficult for EU exporters to penetrate the Canadian market.

The cost-of-service-differential fee imposed by the Provincial Liquor Boards on imported wines and spirits will for instance be:

- applied based on volume and not value
- calculated more transparently

This lowers the costs for EU producers to sell their products in Canada.

CETA will ensure that EU wine and spirit producers can compete on the Canadian market, for example by:

- freezing the number of shops selling only Canadian products, and
- preventing businesses with a local monopoly from expanding into neighbouring provinces.

Regarding wine and spirits CETA also:

- abolishes the Canadian requirement to blend imported bulk spirits with local spirits before bottling – a requirement that made it impossible for EU makers of products classified as Geographical Indications from labelling them as such.
- incorporates the 2004 EU-Canada Wines and Spirits Agreement. Because this will be made subject to CETA's general rules, notably dispute settlement, the legal guarantees become stronger.

- provides a forum for further discussions in the future on any other issue of concern for the EU and Canada related to wines and spirits.

We expect that the combined effect of these measures will be to further increase the EU market share of the Canadian wine and spirit sector.

CETA also provides a high level of protection for **143 distinctive EU food and drink products** that hold a geographical indication (GI) – a sign to show they have a specific geographical origin and possess qualities or enjoy a reputation because of it.

With CETA, Canadian producers won't be able to sell local or foreign products as European GIs if they are not the real thing. So, for example, they won't be able to market cheese as **Feta** unless it actually comes from Greece.

The prioritised list of 143 products concerns the most traded European food products and **includes 16 Greek products** (*see annex*). These were priority GIs requested by Greece, either because Greece already exports them to Canada, or because of their future export potential.



Opening up the Canadian services market to Greek firms

Greece's services exports to Canada: **€277m** (2015)

Canada is Greece's **12th largest market for services exports outside the EU.**

Greek services imports from Canada **€46m** (2015)

Greece's main services exports to Canada are:

- tourism
- transport.

CETA will **improve and secure the access of Greek companies to the Canadian services market.**

For example in the professional services sector, Canada has removed a number of limitations on citizenship and residency conditions for Greek professionals to practice in Canada, who are:

- lawyers
- accountants
- architects
- engineers.

CETA also brings legal certainty for EU services exporters: Canada has locked in its current level of openness towards EU companies, for example in:

- financial services
- telecoms
- postal and courier services.

CETA also offers **new market access in key areas**. In particular, Canada agreed to new liberalisation in **maritime transport**, which is an important sector for Greece. Canada takes market access commitments on **dredging**, on **repositioning of empty containers** and on **feeder activities** on the route Halifax-Montreal, which was limited to national operators under previous agreements.



Enabling Greek firms to bid for more public contracts in Canada

With CETA, **EU companies will get access to the large Canadian public procurement market.**

Greek companies will have the opportunity to bid to supply goods and services for tenders at all levels of government in Canada (federal, provincial and municipal).

Canada has also agreed to make the tendering process more transparent by publishing its federal and provincial public tenders on a single procurement website.

Canada's government procurement commitments in CETA are **the most ambitious Canada has ever granted.**



Protecting Greek research and creativity

CETA gives Greek innovations, copyrights and trademarks a **similar level of protection** in Canada as they enjoy in Europe.

Canada will bring its copyright protection in line with international standards.

This is important because it will protect the intellectual property of EU's creative industries (artworks, publications, music and software) including its dissemination through online distribution channels.

CETA also covers **intellectual property rights for pharmaceuticals.**

The agreement includes:

- the possibility of up to two years of additional patent protection to compensate for undue delays in granting the marketing authorisation that reduce the useful life of the patent
- a commitment to ensure that all litigants have an **effective right of appeal** under Canada's patent linkage regime (the link between the marketing authorisation for a generic drug and the patent status of the originator drug)
- a commitment to maintain Canada's current practice of offering eight years of data protection.



Making it easier for Greek professionals to work in Canada

CETA includes provisions to make it easier for European professionals to work in Canada (and vice versa) and to have their qualifications recognised. This is a big plus for companies that:

- provide services such as after sales services for exported machines or information and communication technologies software
- make complex products that require after sales services such as installation or maintenance of machinery

Provisions to facilitate movement of people can be particularly beneficial for small and medium-sized firms, as they may not be able to provide permanent staff on the ground to directly supply the service.

CETA establishes legal certainty and significantly **improves mobility for services suppliers** because it:

- makes it easier to transfer key personnel across the Atlantic
- allows companies to send staff for after sales services for machinery, software and equipment
- creates a framework for the recognition of professional qualifications for regulated sectors like architects and accountants.



Encouraging investment between Greece and Canada

Canadian Foreign Direct Investment in Greece: **€1.3 billion** (2015)

Canadian Foreign Direct Investment is an important source of growth and job creation for Greece.

Many large Canadian investors are present in Greece, including:

- Eldorado Gold Corp
- McCain Hellas S.A.
- IBI
- Bombardier
- Coffee Time Hellas

Greece also has some interests in Canada, worth €2 million in 2015.

Greek companies operating in Canada include:

- Converge ICT Solutions & Services S.A.
- M.J. Maillis Group
- Neoset S.A.
- Optimum S.A.
- Titan Cement Company S.A.

Greece does not have a bilateral investment treaty with Canada.

This makes the investment protection and the dispute settlement provisions in CETA all the more relevant to Greek investors in Canada and Canadian investors in the Greece.

Once CETA enters into force definitively, these provisions **will provide Greek and Canadian investors with greater predictability, transparency, and protection** for their investments in Canada and in the Greece respectively



Helping Greece's small businesses export more to Canada

Greek small businesses are very export oriented and make up almost two thirds of the total number of Greek exporters. They will be able to take full advantage of CETA.

Reduced trade barriers, tariff elimination, simplified customs procedures and more compatible technical requirements all make it easier and cheaper to export.

This allows smaller firms to:

- compete more easily with large companies
- sell the same product (or with fewer modifications) into both markets
- participate more in supply chains and e-commerce.

Specific provisions reinforce the CETA benefits for small companies, such as:

- taking into account their needs in electronic commerce
- improved access to information on public procurement tenders
- the use of the Investment Court System.

The Investment Court System provisions in CETA allow for faster proceedings and reduced costs for smaller firms that bring a case.

**Distinctive Greek food products
(Geographical Indications) protected by CETA**

Cheeses

- Feta
- Kefalograviera
- Graviera Kritis,
- Graviera Naxou,
- Manouri
- Kasserli.

Olive oils

- Kalamata
- Kolyvari Chanion Kritis
- Sitia Lasithiou Kritis
- Lakonia.

Olives

- Elia Kalamatas
- Konservolia Amfissis.

Spices

- Krokos Kozanis.

Fresh and processed vegetables

- Fassolia gigantes elefantes Prespon Florinas,
- Fassolia gigantes elefantes Kastorias.

Confectionery and baked products

- Masticha Chiou.