

CHAPTER VI Proposal for development of agricultural sector as leading industry

VI.1 ODA assistance and private business

Based on this survey, the theme of the next step should be set as the agricultural development support for exportation. This support contributes the less poverty and the food security through the crop export which increases the farmers' income. This chapter mentions the demarcation among the ODA assistance, co-working of the private sector and JICA, and private sector on the Component 1, Master plan of the industrial development, and the Component 2, Improvement of the business circumstance, the Component 3, Human resource development, and the Component 4, Infrastructure, though the provision of the infrastructure is not the main theme.

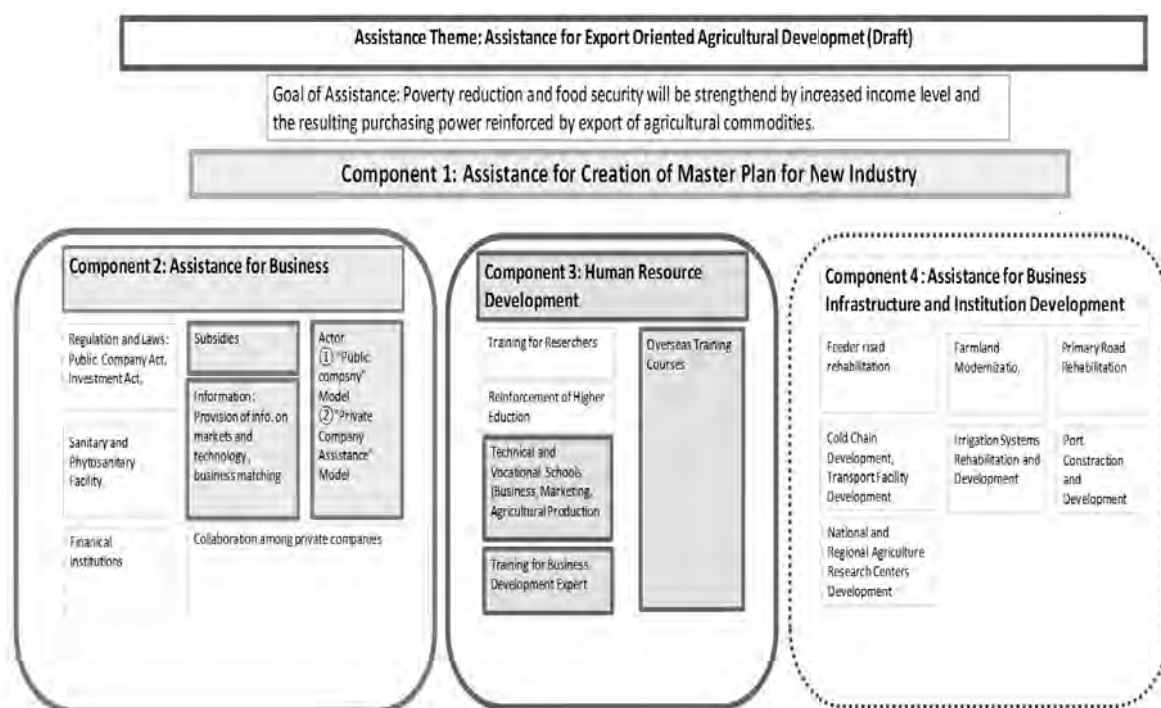


Figure VI-1 Image of the agricultural development support for exportation

VI.1.1 To be assisted with ODA

A) Human resource development

There are not enough local human resources specialized in agricultural technology, marketing, management, and SPS.

Extensionists, who are in charge of the technical transfer in each region, require the ability of teaching the field out of his own specialty. Especially, it is necessary to develop their ability of the cultivation

of various crops and the quality control to be able to solve comprehensive problems that the local farmers face. In order to train them, they may take advantage of JICA senior volunteers, or experts from ASEAN countries to give training in the cascade system. Application for the training in JICA in Japan could be another choice.

The budget distributed to MAF is relatively small, and few local resources have a skill as a trainer. Therefore, MAF has difficulty in training the specialists by their own resources.

Considering the making use of an existing organization, the IADE, under the MICE, could be an option. This institution has various business training courses under the support by ILO. It already has much experience in giving training to farmers. Besides, it provides the services like the provision of the governmental tender information, business matching, support for business planning, and microfinance. Based on this scheme, IADE can be a counterpart who can offer the inclusive support co-working with JICA, for instance, in the selection of potential farmers, giving lectures, giving the opportunity of OJT, certifying the course.

B) Infrastructure

From the viewpoint of the improvement of the business circumstance, donors and international organizations have constructed lots of infrastructures. For instance, roads, ports, buildings, warehouses and irrigation equipment, have been built till now.

Japanese supports in this field are mentioned in the support policy of the Ministry of Foreign Affairs of Japan issued in April, 2012. This policy includes the action plan of on-going infrastructural supports.

- Plan for building route No.1
- Project for capacity building for road management
- Project for building a community road with the cooperation of JFPR/ADB
- Expert dispatch of road policy advisor
- Plan for protecting the shore along the Mora bridge
- Expert dispatch of port facility, safety advisor
- Project for re-construction of Oecussi port
- 3 irrigation systems installations and 3 rebuild of the agricultural center

Necessity of infrastructures is mention in various reports issued by donors, and the support in this field will remain as one of the most important. So, this survey rather focuses on software like a system structuring or human resources.

VI.1.2 Local private enterprises

ASEAN countries must be markets for exporting products. Most flights and vessels reach Indonesia and Singapore except Darwin, Australia. Some local enterprises has already connected with this area, and provided market-based products, even if the volume is small.

Timor Global is a Singaporean enterprise in Dili. It has already exported peanut to Singapore, green bean, pepper and clove to Singapore and Thailand, and turmeric to India by way of Hong Kong. A local enterprise which cultivates freshwater fish has been once contacted for an inquiry by a Singaporean enterprise. It was not successful because this enterprise could not meet a quantity requirement as a result.

As shown in these examples, an attractive product based on market demands is created, reasonably that product will match the demand to be exported to the neighbor countries.

A foreign coffee producers like CCT and ATJ contract with hundreds of local farmers which helps the organizing of farmers and technical assistance.

A Japanese voluntary group “See-D” (<http://see-d.jp/>) holds an annual contest of newly developed products which enables the improvement the quality of life in developing countries. This group consists of engineers and students. In September 2012, 16 members visited a non-electrified village in Los Palos, Timor-Leste for the purpose of the implementation of a pilot project. These invented products make most of local abundant resources; a simple kit to standardize the quality of coco liquor and to improve its presentation, and a simple writing tool made by burned cores of corn. This BOP approach will continue under the cooperation of a professor in the department of engineering, the National University of Timor-Leste, to target the local entrepreneurship, a pilot production, and up to mass production.



Simple kit of a coco liquor



Writing tools made by the core of corns
(From See-D contest website)

VI.1.3 Cooperation between ODA and the Japanese private sector

The Agency of Investment and Trade invited some Japanese enterprises in Indonesia and JETRO three years ago. As this case shows, the cooperation with JETRO could bring an opportunity to access to Japanese market. JETRO has its branch in Singapore and in Jakarta. JETRO also participate an annual big exhibition of the food industry held in Tokyo, FOODEX. They have a booth to exhibit agricultural products made in developing countries. It would be possible if JETRO make a survey on local potential products in Timor-Leste to recommend to such kind of exhibitions.

A trading company of the spices is developing the cultivation of red chili in Morocco under the subsidy scheme of JETRO for the project of development and import. They try to find an import

substitute and to minimize the risks of price increase or unstable supply caused by the import from only one country, China.



(A poster of the red chili project in Morocco)

In other Japanese enterprises that the Study Team interviewed, they consider the security of import substitute. In this aspect, Timor-Leste has a possibility to start business with Japanese companies.

It is not easy for Japanese experts to make strategic solutions to approach the detailed ASEAN market even if they investigate the industries in a developing country. On the contrary, they can easily access to detailed market information. This suggests that the ODA can help effectively not only the industry in developing countries but Japanese enterprises' marketing activities in the foreign market.

VI.1.4 Collaboration with local private sectors

The agriculture in this country remains in primitive level, due to various constraints. However, there are a few very potential farmers.

Josefina farm, in Maubissi, acts as a remarkable organic farming enterprise, whose mind and policy start from market requirements. Their business plan includes exportation, integration with sightseeing. Besides, they are acting as a service provider toward local other farming groups with technical assistance. The director joined in the technical training by JICA, and he has much reliance to Japan. This kind of advanced farming enterprise could be a good pilot case to support in terms of the export-directed agriculture not only as a farmer but also technical trainer to disseminate the scheme.

However, this kind of talented person sometimes receives too much support from donors to be exhausted by attending them, even though he has a good leadership and various abilities. Donors should make sure if the supporting activities could never be an obstacle for their sales/production.

VI.2 Business development model -1: Public Corporation model

As an industrial development method of component 2, two models of promotion entity and support system are proposed. Those are the Public Corporation model and the private enterprise model. This ten years project is an ieda based upon business practice. This project period can be divided into three stages; first stage is preparation period one year plus three years, second stage three years, and third stage three years. The image of each stage is illustrated as follows.

The Public Corporation model as a model-1 is explained follows. The Public Corporation means a company owned by the government. The annual income of the Public Corporation belongs to the government as shareholder as a rule. That is, when the deficit has come out at the end of the year the government is to compensate, when the surplus has come out the government is to absorb as dividends. As a support system, the funding agency and the information support agency will be established. The information support agency will provide information, especially will offer business matching opportunities with the destination sales channel. The funding agency will provide two grants; market development grant and product development grant in order to reduce the initial cost and risk especially early stage.

VI.2.1 First stage

After about one year preparation period, the first stage of three years will start. The internal organization of the Public Corporation will be four divisions, management, marketing, logistics, and farming division. It is important to support business matching with export sales channels, and to grant funding to market development and product development.

The Public Corporation establishment can be time-consuming procedures because Corporation Act has not been established. And it is necessary to recruit the management (President), to hire employees (10 people in the example below), and educate and train them. So, it would require time and energy to start.

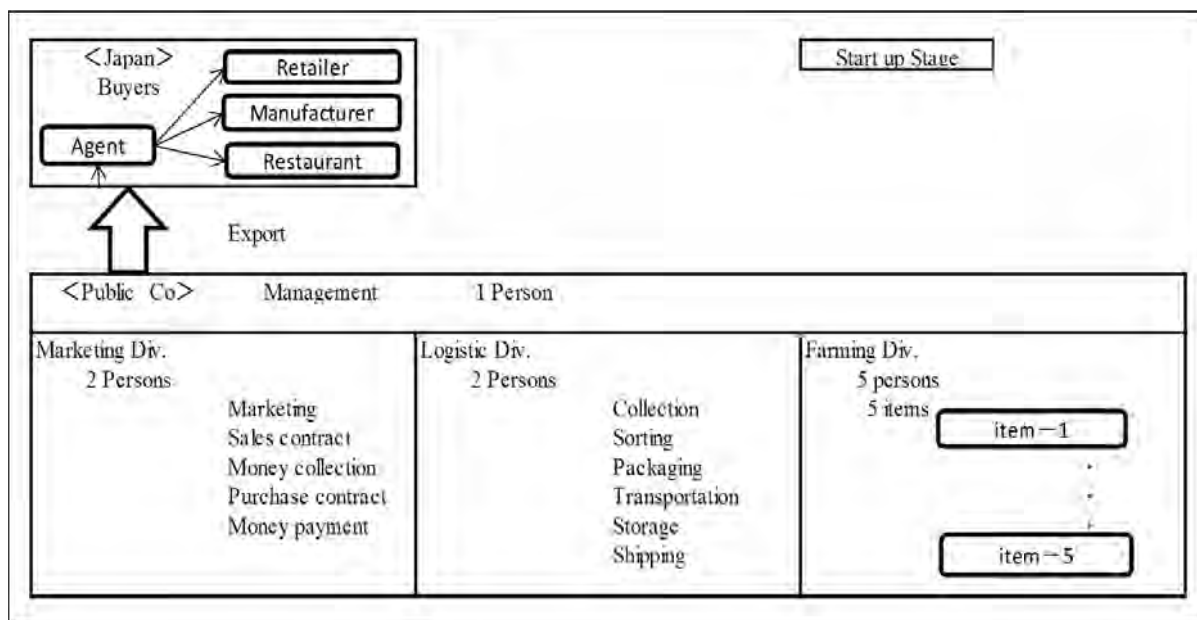


Figure VI-2 Public company model first stage

VI.2.2 Second stage.

The second stage three years is the stage of the company's business expansion and the birth of

related companies. Change of farming items has happened. Item-1 for example is discontinued of cultivation for any reason, and item-6 will start instead. Quantity of item-4 for example is increasing and is to purchase products additionally from external contract farmers. Item-5 will be profitable then it will be spun out and privatized. Farming sector of the Public Corporation is responsible for the demonstration farming.

As a logistic company of subcontractor, a domestic private shipping company for example is to start a business. The Public Corporation will purchase cultivation technology for example from the supplier which would be foreign companies in early stage. It is the mission of the Public Corporation not only as an organizer of contract farmers and spun out farming company outside, but as an incubator of the development of related companies. If there are good management skills of the Public Corporation president and adequate support of the government as shareholder, it is expected the unique effect of the Public Corporation.

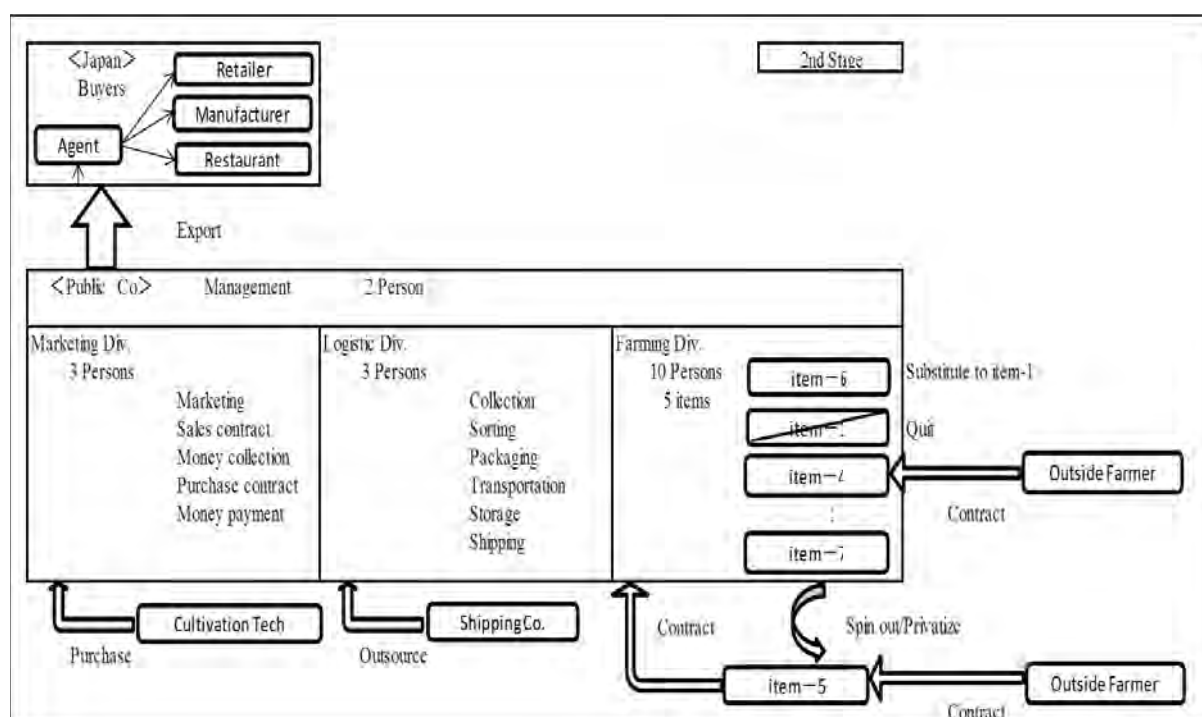


Figure VI-3 Public company model second stage

VI.2.3 Third stage.

The third stage three years is the stage of development and expansion of the industry as a whole. At this stage would have begun exports towards ASEAN 4 countries. Production items are steadily rotating. Item-2 for example also stopped to cultivate following item 1. Spun out and privatized items after profitable would increase to item-3, -4, and -5. Newly launched items would be item-6, -7, -8, -9, and -10 at the moment. Contract farming with outside farmers has been increasing to item-3, -4, -5, and item-6 and ripple effects are becoming extended to a number of external farmers. Domestic

logistic subcontractors would have been increase little by little, and the related companies as the purchase source would have been gradually transferred to the domestic from foreign companies as well.

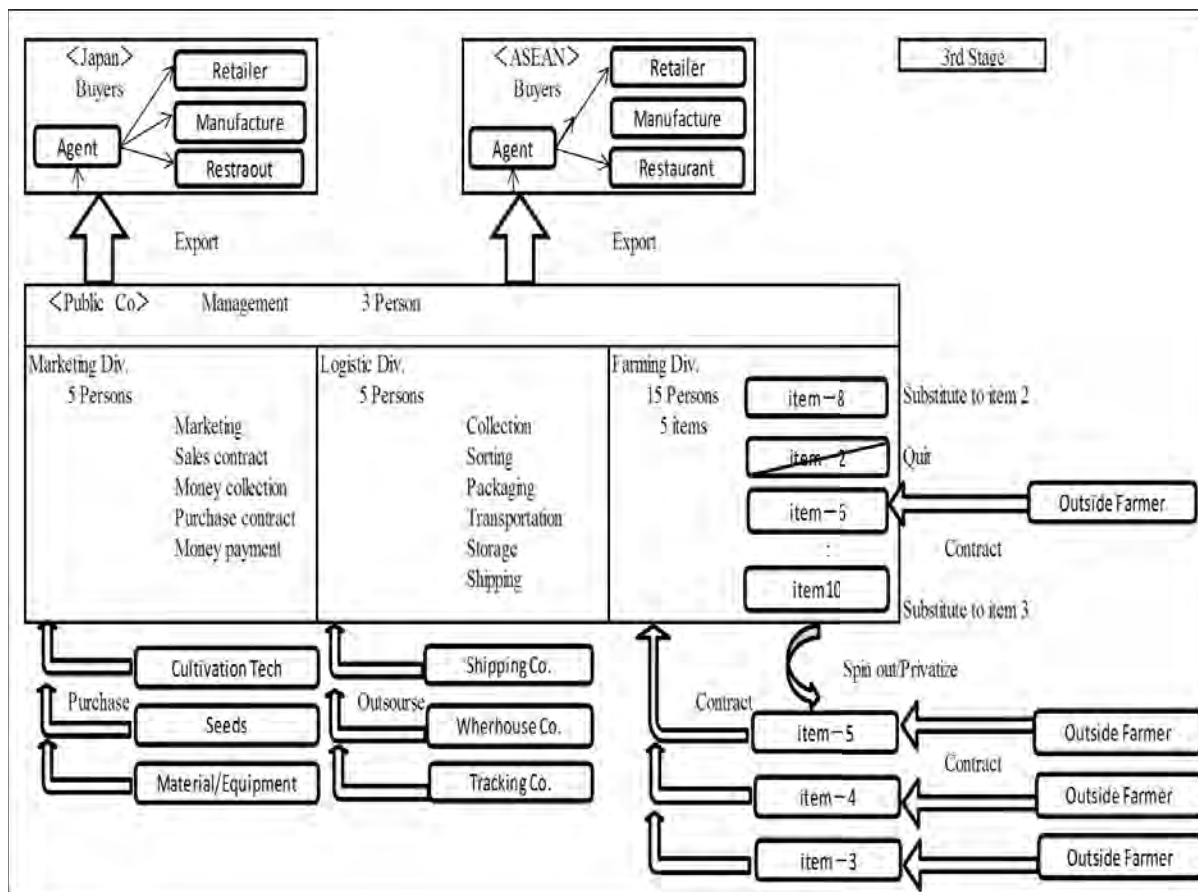


Figure VI-4 Public company model third stage

VI.3 Industrial development model -2: Private enterprise model:

As the second model of industrial development method, the private enterprise model is proposed. It is to select the production company engaged in agricultural production from domestic private companies and the sales company engaged in the marketing and wholesale trade. And to make the group in combination of those two companies. It is to foster this group as export industry by information support and business matching with export sales channels, and by grant support to market development and product development in particular. Although there is a grant aid, the final profit or loss will belong to the group as the private sector and the risk and cost will be born by the group to some extent. Instead, when the profit came out then the groups also can enjoy return. The Study Team could find two candidates of production company and also two candidates of marketing companies. It is expected that there is a large number of candidates a little more.

VI.3.1 First stage

The first stage will start in two groups for example. It is important to support business matching with export sales channels and to grant for market development and product development, same as in the case of Public Corporation model. It will be able to start business activities fast since production company and marketing company already exist, then establishment procedure, scout of management, and education of employees are on a certain level.

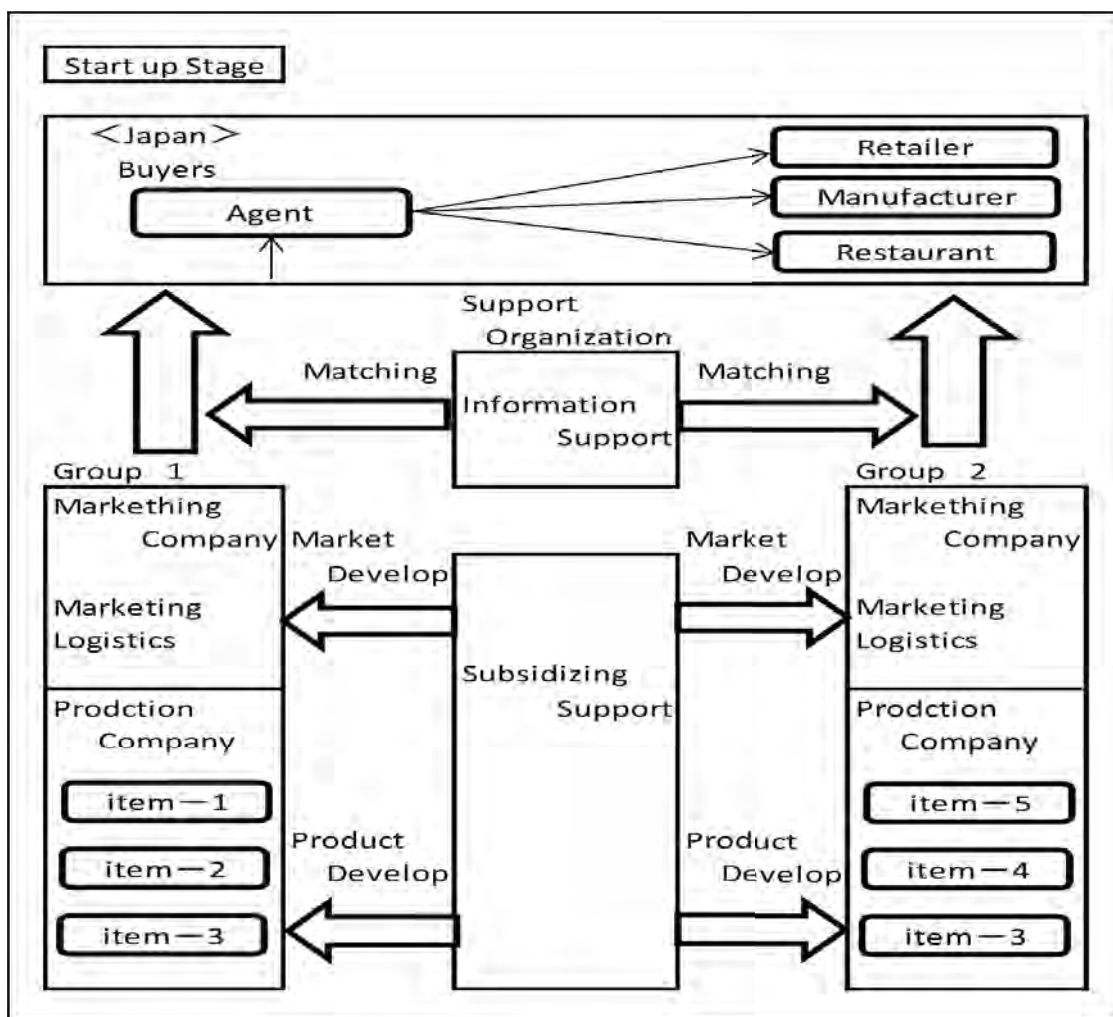


Figure VI-5 Private enterprize model first stage

VI.3.2 Second stage

The second stage three years is the stage of the business expansion and the birth of related companies. It is to foster and support similarly as industrial development to following groups such as group 3 and 4 for example. Group 1 and Group 2 will continue to promote business expansion autonomously. It might happen to run for profit too much because the group is a private company and not focus on the development of outside contract farmers and related companies. Also, it might be on the verge of bankruptcy because of certain management risk even though there is grant aid. These can

be a drawback of the private sector model.

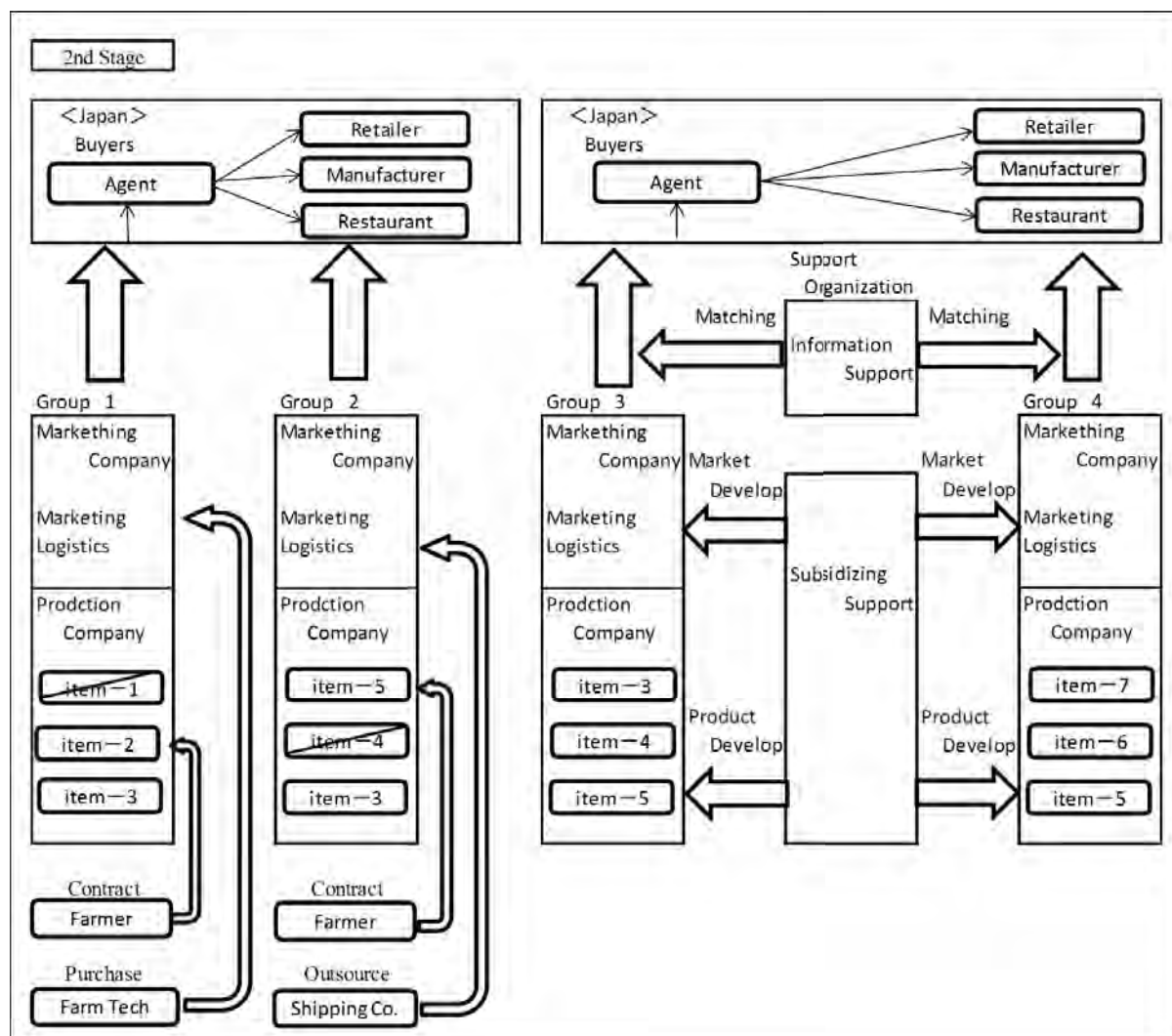


Figure VI-6 Private enterprize model second stage

VI.3.3 Third stage

The third stage of three years is the stage of development and expansion of the industry as a whole. At this stage would have begun exports towards ASEAN. In the third stage, group 1, 2, 3, 4 would have been expanding and developing autonomously as an independent private company group. In addition, since the scale of the business has expanded, related companies of subcontractors and suppliers would have become increasing. It is to support of information and to fund on the following group of 5, 6, number of the groups like to help may increase accordingly due to success stories to come more.

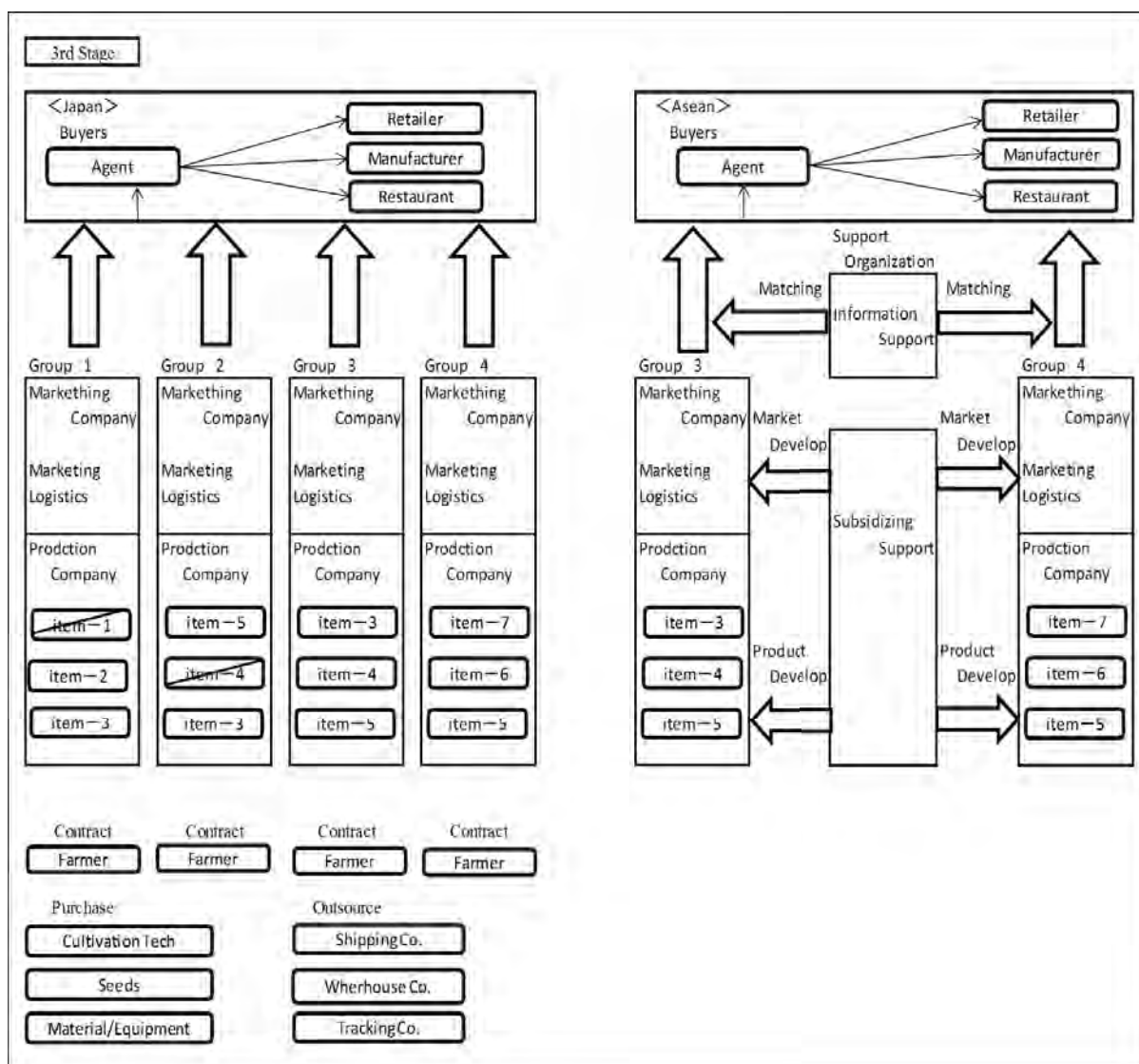


Figure VI-7 Private enterprise model third stage

VI.4 Required competence and human resources development

To execute exporting the Timor-Leste agricultural product to other countries, there are so many opinions to driving organization such as public company, cooperative and private company. For any type of organization, the members have to be Timorese. Because the achievements of exporting agricultural products of Timor-Leste shall be increasing job opportunities through the business, increasing of income of Timorese through the jobs and growing the opportunities of participation of Timorese. The continuity of the business is a minimum requirement to those achievements to be realities.

The business continuity have to be based on the efficient supply chain such as production which can produce valuable ones, delivery which can distribute the products in a timely manner, and sales which

can sell the products to customers. Management is also required to the business to control those supply chain functions and to use resources efficiently. Followings are the development schemes of management, marketing and sales, logistics and production.

VI.4.1 Management

The board members of the exporting company are required expertise for his area of responsibility, and management knowledge shall also be required to. Accounting & financing, and administration & human resources have to be controlled by appropriate persons.

There are management courses in universities and colleges in Timor-Leste, and the fairly large amount graduates exist in this country. But due to the limitation of number of corporations here, they do not have opportunity to demonstrate their knowledge and acquire practical experience from business.

That is why, for a meantime, the top managements of the organization shall be experienced Japanese who are responsible for management of the organization as well development of successors of local people. The monitoring party which monitors and advise the management shall be also need to be established.

Staff member of the administration function such as accounting & financing and administration & human resources shall be university or college graduates, and give them an opportunity for experience of actual business.

VI.4.2 Marketing and sales

An achievement required to this function would be planning and implementing the sales strategy to Japan and ASEAN countries.

Staff member of this section can be fulfilled by university or college graduates who have proper knowledge of marketing, sale and promotion. They may also need to get knowledge of Japanese and ASEAN market and it would be quite useful to send them to the market for a certain period of time and let them acquire knowledge of importing countries.

VI.4.3 Management of logistics

An achievement required to this function would be control of quality, cost and delivery for exporting. There are some tracking systems in this country, but their packing and preserve freshness are not appropriately controlled, the cost not based on cost accounting would be relatively high, and collection of the products not in consideration of harvest timing, there are so many areas need to be improved.

It would be the most effective that logistics required for exporting the agriculture products shall be developed by the importers side. Japanese specialist in logistics shall teach how to maintain quality, how to achieve delivery, and how to calculate costs to the local logistics staffs.

The logistics section will be become independent once the section members can generate profit

regularly, and it would be of help to Timor-Leste to develop the independent trackers so that fair competition will be generated and the price or cost would be determined at the appropriate level. Creating this situation, education of entrepreneurship, marketing and accounting will be necessary which is just as same as Improve your Business program by IADE. Accelerating to become independent shall be required monetary support for purchase of track, fuel and maintenance, Youth Employment Promotion by GIZ can be appropriate.

VI.4.4 Agricultural production

An achievement required to this function would be producing the right product at the right time with right quantity. Communication and administration are need to be done carefully since the number of members are quite big and physical distance between the headquarters and farming land are quite far.

As the Study Team watched over the farmers, their education level is not the same. It would be effective that the organization shall appoint the leaders of the groups, and the leaders will cooperate with extensionists and transfer their knowledge at the demonstration farm.

If the product is the brand new to Timor-Leste, the organization shall call trainers of the products cultivation from Indonesia or from Japan, or the extensionist will go out of country and stay there to learn.

For quality assurance, the traceability and the quarantine system have to be secured at the first stage. Activities for increase of literacy will be necessary to take place at the farming lands and quality assurance method will also be necessary. In terms of quarantine system, laboratory and equipments will be required, and also development of laws and the officials are required. In the future, privatizing or becoming independent farmers will be increasing, and education of farming shall be required to those who become independent.

Once the exporting business becomes profitable, primary processing and cold chain will be strongly demand from Japan side, the training of food process shall be required at the stage.

Agricultural production section shall demand of support both inside and outside of the countries, and the collaboration of existing donor's program would be very effective.

For implementing the human resources development, it would be effective to set so called Japan Center where the provider can concentrate its resources in one place and the receiver can get the total education or training at one place, and the Japan Center will provide management school curriculums and agricultural production techniques trainings.

Following table gives an image about the required trainings by the function of the exporting organization.

Phase		Phase I				Phase II			Phase III		
Year		1	2	3	4	5	6	7	8	9	10
Management	Management & Organization	➡		➡	➡		➡				
	Accounting & Finance	➡		➡	➡		➡				
	General Admin. & Human Resources	➡		➡	➡		➡				
Marketing Promotion Sales	Marketing	➡		➡	➡		➡				
	Presentation			➡	➡						
	Sales	➡		➡	➡						
Transportation	Transportation & Packaging	➡	➡								
	Trade & Custom	➡		➡	➡		➡				
Agriculture Production	Farming		➡		➡						
	Agricultural Technique	➡		➡	➡		➡				
	Processing			➡	➡	➡	➡	➡			
	SPS & Quarantine	➡		➡	➡	➡					



Figure VI-8 Trainings required for the functions of exporting company

CHAPTER VII Conclusion of the study

VII.1 Conclusion of this survey

This study has been investigated the physical possibility of agricultural export industry in Timor-Leste and has come to the positive conclusion as described in each chapter of the above. Market acceptability.

A) Market acceptability

It is judged there is a movement of decentralization and diversification of the importing country by the Japanese food market, there are major opportunities for new entrants with respect to items of imports from China and ASEAN countries. However, there are strict requirements for quality and safety, particularly strong demand for traceability.

On the other hand, it is necessary to take the countermeasure so that it is not with a bottleneck because the quarantine inspection system and the quality guarantee system are undeveloped in Timor-Leste. There are some countermeasures such as

- a) to look up at the instruction of the achievement method clarified by the export partner company
- b) to perform the primary processing such as shredding, heating, drying etc
- c) to consider the acquisition of the GAP or Organic certification of Japan or EU.

In either case, the export destination company (and the agent) and the choice of the export item are important.

B) Production supplyability.

It is judged there is a good possibility of cultivation and development of a wide variety of items since natural conditions with difference in elevation and actual example of new items cultivated in recent years. It seems that export by material or simple primary processing is possible, and the start should choose such an item at first. However, it may be necessary to start on cold chain by technology introduction and investment on sometime during the project period. because the demand of the candidate export partners is strong.

C) Business motivation and business capacity.

It is judged there may be a couple of candidates in private companies having the business motivation and capacity since the Study Team could find a few candidates this time. However, it might be necessary toward general farmers to give the success stories and to let them change mind. These companies will mainly promote the export business as "corporation" or "sales company + production company" and moreover have a role to bring up outside farmers as the contract farmers.

Appendix 1 Study report presentation in Timor-Leste

1. The Presentation and the Participants

The Study Team carried out the study report presentation as a seminar style. The presentation was sponsored by the Study Team.

Date: 14th November, 2012

Time: 9:00-11:30

Venue: Meeting Room, Ministry of Agriculture and Fisheries

Attendants : 32 people

As a participant, the Study Team invited cooperators of the hearing investigation; MCIE and MAF, the both ministries will be necessary in time of exportation, and the international donors. In addition, Mr. Guido Ximenes Sequeira of Josephina Josephina Farm attended the seminar as a farmer.

2. Agenda and Explanation session

The purpose of the seminar was not only the presentation of study results, but also showing example for exporting of agricultural products to discuss among the various types of participants. The Study Team explained two key factors; one was about the business entity to realize exportation, the other was about the potential items for exportation.

Then, the Study Team showed the process of method on setting target and segment by strategic view point and the reason of choosing Japan as target country.

Next, the Study Team suggested four alternatives as the business entity; a farmer, a private company, cooperative, public company and showed the example of a business plan about three steps for ten years in case of taking a public company scheme. The Study Team also reported the four type of business entities as an alternative existed in Timor Leste.

Finally, the Study Team explained about the process of selecting the 23 items for Japanese market. The process was as follows; listing up the items that a Japanese market actuality imports, eliminating items that has legal regulations and need cold-chain, picking up items that climate condition is suitable for. In addition, the Study Team displayed 15 items requested by Japanese buyer candidates such as supermarket, food processing companies and restaurant chains. The Study Team requested to the attendants to have opinions about the selecting process rather than items themselves.

These are about the first half and took about an hour and half.

3. The discussion session

The Study Team made the discussion session meaning was as the chance of exchanging opinions; what type of business entity was suitable among the four options, what items had potential for export.

On the business entity, a public company gathered skepticism opinion; unclearness of the government involvement; concern of monopoly; and possibility of a squeeze on private-sector.

However, the best practices of a public company in agriculture sector in another country were pointed out.

Next about potential items, the first question was about coffee which was not included in the lists. The Study Team answered that coffee industry for export had already established and new support would not be needed. Other items such as sweet potatoes or cassava which were being cultivated in Timor Lest, the Study Team explained that Japan could not import them by regulations of plant quarantine.

The Study Team also asked whether consideration of herb tea which was presented by Japan External Trade Organization (JETRO) in a few years ago. The Study Team had not examined about tea and replied about the situation.

The attendants expressed various opinions, but not all participants could have a chance to announce their opinions because of time limitation.

4. The result of questionnaire

The Study Team provide questionnaire sheet for the attendants of the seminar, and made survey the precondition and items on the presentation. The questions about the precondition were; whether the agriculture sector should be the first priority of the development, whether the promotion of agricultural commodities for export is necessity. Then, question about potential items, the attendants were requested to choose maximum five items to be promoted.

As a result, almost all of the attendants approved of both about agriculture sector development and the promotion of export and the answers about the items dispersed. The high scored items tended to be popular in Timor Leste, then, this meant items that were not cultivated in Timor Leste was rarely chosen because people were hard to imagine. This thing indicated that it is needed to explain enough in case of unfamiliar items are selected by the market side needs.

Finally, the Study Team suggests this result is as materials to grasp a tendency because the attendance included only few farmers and the attribute of the attendance were partial, it is also not suitable to understand by volume of number. (Please see the data on the end of this appendix .)

[Questionnaire overview]

Date : 14th November, 2012

Venue : Meeting Room, Ministry of Agriculture and Fisheries

Population : The presentation participants (32 people including 4 JICA related.)

[Results]

Q1 Agriculture development is the first priority for Timor-Leste or not (Single Answer)

	Value	Ratio(%)
Yes	22	95.7
No	1	4.3

Q2 Timor-Leste needs to promote agricultural commodities for export or not(Single Answer)

	Value	Ratio(%)
Yes	23	100.0
No	0	0.0

Q3 Preferred items to promote among the potential items by the JICA Study Team (Multiple Answer. Maximum five)

Items	Value	Ratio(%)
Coconuts (Fresh)	11	47.8
Papaya (Dried)	10	43.5
Vanilla bean	9	39.1
Pepper	9	39.1
Mango (Dried)	9	39.1
Coconuts (Dried)	9	39.1
Banana (Dried)	9	39.1
Dates(Dried)	9	39.1
Mung bean (Dried)	7	30.4
Coriander seed	6	26.1
Cashew nut (Shelled, Dried)	6	26.1
Cloves	5	21.7
Turmeric	5	21.7
Dry onion	5	21.7
Nutmeg	1	4.3
Mace	0	0.0
Cardamom	0	0.0
Anise seed	0	0.0
Allspice	0	0.0
Fennel	0	0.0
Fenugreek	0	0.0
Pecan (Fresh)	0	0.0
Pecan (Dried)	0	0.0

Q4 Preferred items to promote among the items listed by Japanese buyers. (Multiple Answer. Maximum five)

Items	Value	Ratio(%)
Vanilla Bean	12	52.2
Pumpkin	11	47.8
Onion	9	39.1
Garlic (chopped or paste)	9	39.1
Pepper	9	39.1
Dried Fruit (Mango, Papaya & Fig)	9	39.1
Clove	7	30.4
Onion (Paste)	5	21.7
Fruit preserved in syrup	4	17.4
Pink Pepper	3	13.0
Frozen soybean in pod	3	13.0
Yam (grated)	2	8.7
Burdock root pre-cooked with other vegetables	2	8.7
Nutmeg	1	4.3
Cardamom	0	0.0

Questionnaire results

5. Follow-up Interview

The Study Team assumed that a participant might not announce the opinion from time limitation on the seminar presentation so that had Follow-up interviews with invited guests later.

On the interview, the Study Team was able to hear opinions that were hard to express in the venue, and also could had discuss about possibility on collaboration.

A) Government officials

The Study Team had meeting with the Director of Industrial Plants and Agribusiness of MAF and the Director for External Trade of MCIE as government officials.

a) The Director of Industrial Plants and Agribusiness of MAF

Mr. Fernando Egidio Amaral, the Director of Industrial Plants and Agribusiness evaluated the plan of the Study Team was a concrete business model.

He had a point of view that a public company was suitable on the business model. His opinion came from his experience of rural area for a long year and understood a cooperative system had never worked. He also mentioned the aspect of squeeze on private-sector businesses by a public company would not happen. On that time, the private sector was limited to only a transportation sub sector, might not work.

However he didn't have concrete idea about establishment of a public company, so that needed further consideration.

In addition, he was recommended the promotion of the herb tea by Japan External Trade Organization (JETRO) and point out further examination about items.

b) The Director for External Trade of MCIE

Mr. Anibal C. Martins, the Director for External Trade of MCIE said the presentation was based on well investigated fact so that was clear and plain.

About business entity, the realization of public company was difficult because of law system. He also mentioned that the agriculture sector was high risk business because of good or poor harvest by climate change, furthermore, the jurisdiction of the agricultural production belonged to MAF, so that MCIE might not in charge of. He recognized a financial problem of establishment of new business entity.

However, at the time of establishment, he would be to cooperate with them as well.

B) ODA organizations

a) Ms. Catherine Johnston, USAID, DAC

Ms. Johnston keenly aware that the farmers in Timor-Leste are self-sufficient base and it will take time to change their mindset to commercial, so it will be necessary to take enough time for preparation. To foster entrepreneurs, some backup system or compensation to his failure. It will be critical to establish SPS or quarantine system, and it is also significant for JICA to support for establishing the system in an effort to encourage export of agricultural products.

A collaboration scheme such as that Aus AID provides seeds, USAID supports production and JICA handles export, would be welcome and acceptable suggestion to USAID.

Their standpoint for the driving players or organization would not be on public company since they think that the profit generating operation shall be done by the private sector.

b) Mr. John Dalton, Australian Team Leader, Aus AID

He still thinks that the idea of export can be realistic in Timor-Leste where most farmers are self-sufficient. But the farmers are very sensitive for price and they sell their harvest when the price is high and they don't sell them when it is low and feed them to their livestock so that let them grow. Aus AID thinks cooperative is idealistic driver/player for export since it calls voluntary participation and organize a group with huge number of farmers, and the government will provide support such as spreading of exporting products and provide training of production technique.

Seed of Life Project promote increasing the genuine seed with forming groups among local farmers, and they hope that the farmers group will develop to become agricultural cooperative and to start saving and funding to the farmers. They also hope that the cooperative will contribute to export of agricultural products. Na therefore, collaboration of donors would be welcome for them.

c) Mr. Hans Anand Beck, Senior Economist, World Bank

The logic used for conducting the seminar was quite interesting.

The most important is human resources development while the drive/player or organization can be controversial. It would be realistic to introduce the methodology that one organization develops one product so that farmers can get wide and deep knowledge and experience.

There will be a scheme that the subsidy shall be paid to the private sector, but the amount of subsidy has to be considered in the scheme. And the idea of collaboration of the donors is very unique and interesting, and it can be happen if the goal and the roles are clearly shared among the donors.

Above are the opinions by the donors after the seminar.

There are so many opinions on public company, cooperative and private company, but it is important to establish the organization which is efficient for Timor-Leste and shall be sustainable one.

Appendix 2 470 importing items and process to examine

No	Category	Item	Critical Condition			Production	Processing	Competition	Marketing			Final	2011 Import		
			Legal restriction	Cold Chain	Critical COD				Quality	Price	Delivery		Weight (thousand Kg)	Amount (thousand USD)	USD/kg
1	1. Grain	Meize (corn), Seed	OK	Unnecessary	Pass	Possible	Possible	Hard					2,021	14,072	6.96
2		Flakes, granules and pellets of the dried leguminous vegetables of heading	OK	Unnecessary	Pass	Possible	Good	Possible	B	A	A		64	225	3.50
3		Flour, meal and powder of Potatoes	OK	Unnecessary	Pass	Possible	Possible	Hard					5,535	8,882	1.60
4		Flakes, granules and pellets of Potatoes	OK	Unnecessary	Pass	Possible	Possible	Possible	B	A	A		16,584	26,493	1.60
5		Rolled or flaked grains of Oats	OK	Unnecessary	Pass	Good	Difficult						3,632	3,872	1.07
6		Rye flour	OK	Unnecessary	Pass								580	597	1.03
7		Buckwheat	OK	Unnecessary	Pass	Possible	Good	Possible	C	B	A		56,525	55,865	0.99
8		Rolled or flaked grains of Oats	OK	Unnecessary	Pass	Good	Difficult						134	130	0.97
9		Maize (corn) flour	OK	Unnecessary	Pass	Possible	Possible	Hard					301	252	0.84
10		Groats and meal of Maize(corn)	OK	Unnecessary	Pass	Good	Difficult						999	782	0.78
11		Otherwise worked grains of Maize (Corn)	OK	Unnecessary	Pass	Good	Difficult						2,956	1,951	0.66
12		Millet	OK	Unnecessary	Pass	Possible	Good	Possible	A	B	A		9,878	5,895	0.60
13		Oats	OK	Unnecessary	Pass	Possible	Good	Hard					59,504	28,279	0.48
14		Meize (corn), Other	OK	Unnecessary	Pass	Good	Good	Hard					15,282,540	5,324,457	0.35
15		Rye	OK	Unnecessary	Pass								87,548	28,613	0.33
16		Grain sorghum	OK	Unnecessary	Pass	Possible	Good	Possible	A	C	A		1,395,841	436,719	0.31
17		Inulin	NG*Import Quotas Item	Unnecessary	Rejected								422	1,591	3.77
18		Maize (corn) starch	NG*Import Quotas Item	Unnecessary	Rejected								540	978	1.81
19		Potato starch	NG*Import Quotas Item	Unnecessary	Rejected								11,019	10,856	0.99
20		Other starches	NG*Import Quotas Item	Unnecessary	Rejected								19,193	17,375	0.91
21		Malt, Roasted	NG*Import Quotas Item	Unnecessary	Rejected								13,924	10,730	0.77
22		Malt, Not roasted	NG*Import Quotas Item	Unnecessary	Rejected								486,780	295,654	0.61
23		Manioc (cassava) starch	NG*Import Quotas Item	Unnecessary	Rejected								133,966	73,103	0.55
24		Groats and meal of Wheat	NG*Imported by the government	Unnecessary	Rejected								1	6	6.13
25		Wheat starch	NG*Imported by the government	Unnecessary	Rejected								1	7	5.36
26		Other Cereals	NG*Imported by the government	Unnecessary	Rejected								194	645	3.33
27		Wheat gluten	NG*Imported by the government	Unnecessary	Rejected								19,429	44,451	2.29
28		Other grain flour (Barley, Naked barley, Rye flour, Rice)	NG*Imported by the government	Unnecessary	Rejected								503	725	1.44
29		Wheat or meslin flour	NG*Imported by the government	Unnecessary	Rejected								2,228	2,807	1.26
30		Otherwise worked grains of wheat or Triticale	NG*Imported by the government	Unnecessary	Rejected								32,543	40,136	1.23
31		Durum wheat	NG*Imported by the government	Unnecessary	Rejected								246,463	131,926	0.54
32		Meslin and Other	NG*Imported by the government	Unnecessary	Rejected								5,967,577	2,568,204	0.43
33		Barley	NG*Imported by the government	Unnecessary	Rejected								1,313,151	440,276	0.34
34		Powder or Mir of edible fruit and nuts	Depends on Item	Unnecessary	Rejected								942	6,101	6.47

No	Category	Item	Critical Condition			Production	Processing	Competition	Marketing			Final	2011 Import		
			Legal restriction	Cold Chain	Critical COD				Quality	Price	Delivery		Weight (thousand Kg)	Amount (thousand USD)	USD/kg
35	1. Grain	Rolled or flaked grains of Other Cereals	Depends on Item	Unnecessary	Rejected								282	469	1.66
36		Germ of cereals, whole, rolled, flaked or ground	Depends on Item	Unnecessary	Rejected								80	100	1.24
37		Groats and meal of Other	Depends on Item	Unnecessary	Rejected								712	729	1.02
38		Flakes, granules and pellets of sago or of roots or tubers of heading	Depends on Item	Unnecessary	Rejected								1,176	1,021	0.87
39		Husked (brown) rice	NG	Unnecessary	Rejected								1,617	1,761	1.09
40		Semi-milled or wholly milled rice, whether or not polished or glazed	NG	Unnecessary	Rejected								701,812	554,306	0.79
41		Broken rice	NG	Unnecessary	Rejected								38,424	22,064	0.57
42		Rice in the husk (paddy or	NG	Unnecessary	Rejected								N/A	N/A	N/A
43		ary Seed	N/A	Unnecessary	Rejected								1,081	995	0.92
44		Pellets	N/A	Unnecessary	Rejected								N/A	N/A	N/A
45	2. Vegetables, beans, spice	Saffron	OK	Unnecessary	Pass								2	3,486	1760.72
46		Truffles (Fresh or Chilled)	OK	Necessary	Rejected								17	7,110	412.89
47		Matsutake (Fresh or Chilled)	OK	Necessary	Rejected								1,215	73,896	60.82
48		Other mushrooms and truffles, dried	OK	Necessary	Rejected								73	3,771	51.87
49		Vanilla beans	OK	Unnecessary	Pass	Possible	Possible	Easier	A	A	A	Select ed	104	4,674	44.87
50		Mace	OK	Unnecessary	Pass	Possible	Possible	Easier	A	A	A	Select ed	65	2,156	33.32
51		Cardamoms	OK	Unnecessary	Pass	Good	Good	Easier	A	A	A	Select ed	379	8,859	23.35
52		Nutmeg	OK*Order for Testing on Aflatoxin by Food Sanitation Act	Unnecessary	Pass	Good	Good	Easier	A	A	A	Select ed	668	13,554	20.30
53		Mushrooms and truffles, dried	OK	Unnecessary	Pass								10	167	16.50
54		Mushrooms of the genus Agaricus Fresh or dried	OK	Necessary	Rejected								2	26	13.23
55		Shiitake mushrooms, dried	OK	Unnecessary	Pass								6,038	74,088	12.27
56		Olives, provisionally preserved	NG	Unnecessary	Rejected								3	34	11.68
57	Jelly fungi (Tremella spp.), dried	OK	Unnecessary	Pass								86	989	11.56	
58	Other edible brassicas, fresh or chilled	OK	Necessary	Rejected								63	719	11.41	
59	Wood ears (Auricularia spp.), dried	OK	Unnecessary	Pass								2,319	21,300	9.18	
60	Cloves (whole fruit, cloves and stems)	OK	Unnecessary	Pass	Possible	Good	Easier	A	A	A	Select ed	449	3,760	8.37	
61	Pepper, genus piper, neither crushed nor ground	OK	Unnecessary	Pass	Possible	Good	Easier	A	A	A	Select ed	8,855	69,051	7.80	
62	Mixtures of vegetables, dried	Depends on Item	Unnecessary	Rejected								31,113	219,818	7.07	
63	Brussels sprouts Fresh	OK	Necessary	Rejected								37	253	6.82	
64	Brussels sprouts Chilled	OK	Necessary	Rejected								37	253	6.82	
65	Other mushrooms Fresh or dried	OK	Necessary	Rejected								609	4,149	6.81	
66	Anise seed	OK	Unnecessary	Pass	Good	Good	Possible	A	A	A	Select ed	203	1,380	6.81	

No	Category	Item	Critical Condition			Production	Processing	Competition	Marketing			Final	2011 Import		
			Legal restriction	Cold Chain	Critical COD				Quaility	Price	Delivery		Weight (thousand Kg)	Amount (thousand USD)	USD/kg
67	2. Vegetables, beans, spice	Asparagus Fresh	OK	Necessary	Rejected								12,308	82,168	6.68
68		Asparagus Chilled	OK	Necessary	Rejected								12,308	82,168	6.68
69		Fruits of the genus Pimenta (eg. allspice)	Depends on Item	Necessary	Rejected								660	3,597	5.45
70		Sweet corn Fresh or dried	OK	Necessary	Rejected								7,111	38,379	5.40
71		Other spices	Depends on Item	Depends on Item	Rejected								2,340	12,644	5.40
72		Witloof chicory (Cichorium intybus var foliosum) Fresh	OK	Necessary	Rejected								469	2,472	5.27
73		Witloof chicory (Cichorium intybus var foliosum) Chilled	OK	Necessary	Rejected								469	2,472	5.27
74		Mixtures spices	Depends on Item	Unnecessary	Rejected								628	3,163	5.04
75		Seeds of caraway	OK	Unnecessary	Pass								14	70	4.99
76		Allspice	OK	Unnecessary	Pass	Good	Good	N/A	A	A	A	Selected	12,252	59,562	4.86
77		Fruits of the genus Capsicum (peppers) or of the genus Pimenta (eg. allspice), dried or crushed or ground	OK	Unnecessary	Pass	Good	Good	Easier	C	A	A		12,252	59,562	4.86
78		Fruits of the genus Capsicum (peppers) or of the genus Pimenta (eg. allspice), fresh	NG	Necessary	Rejected								12,252	59,562	4.86
79		Capers, provisionally preserved	OK	Unnecessary	Pass	Good	Difficult						110	516	4.69
80		Mixtures of vegetables of capers, provisionally preserved	Depends on Item	Depends on Item	Rejected								110	516	4.69
81		Fruits of the genus Capsicum (peppers)	OK	Necessary	Rejected								26,765	123,644	4.62
82		Cinnamon neither crushed nor ground	OK	Unnecessary	Pass								154	681	4.43
83		Cucumbers and gherkins, fresh or chilled	NG	Necessary	Rejected								3	13	4.25
84		Seeds of cumin	OK	Unnecessary	Pass	Good	Good	Hard					2,104	8,904	4.23
85	Beans (Vigna spp. Phaseolus	NG	Necessary	Rejected								1,384	5,709	4.13	
86	Tomatoes, fresh or chilled	NG	Necessary	Rejected								2,963	11,699	3.95	
87	Other Potatoes (Fresh or Chilled)	Depends on Item	Depends on Item	Rejected								2,041	7,999	3.92	
88	Other Chicory (Fresh)	Depends on Item	Necessary	Rejected								1,743	6,715	3.85	
89	Other Chicory (Chilled)	Depends on Item	Necessary	Rejected								1,743	6,715	3.85	
90	Turmeric (curcuma)	OK	Unnecessary	Pass	Good	Possible	Easier	A	A	A	Selected	5,093	19,558	3.84	
91	Peas (Pisum sativum) Fresh	OK	Necessary	Rejected								2,059	7,563	3.67	
92	Peas (Pisum sativum) Chilled	OK	Necessary	Rejected								2,059	7,563	3.67	
93	Onions: Powder or flour	OK	Unnecessary	Pass	Good	Good	Possible	A	A	A	Selected	6,700	23,842	3.56	
94	Shallots Fresh	OK	Necessary	Rejected								377	1,290	3.42	
95	Shallots Chilled	OK	Necessary	Rejected								377	1,290	3.42	
96	Eggplants (aubergines)	NG	Necessary	Rejected								68	228	3.33	
97	Shiitake mushrooms (Fresh or Chilled)	OK	Necessary	Rejected								5,321	17,295	3.25	
98	Cinnamon-tree flowers crushed or ground	OK	Unnecessary	Pass								960	2,968	3.09	

No	Category	Item	Critical Condition			Production	Processing	Competition	Marketing			Final	2011 Import			
			Legal restriction	Cold Chain	Critical COD				Quality	Price	Delivery		Weight (thousand Kg)	Amount (thousand USD)	USD/kg	
99	2. Vegetable, beans, spice	Seeds of fennel: juniper berries	OK	Unnecessary	Pass	Good	Good	Possible	A	A	A	Selected	487	1,501	3.08	
100		Other alliaceous vegetables Fresh	OK	Necessary	Rejected									4,298	12,943	3.01
101		Other alliaceous vegetables Chilled	OK	Necessary	Rejected									4,298	12,943	3.01
102		Mushrooms of the genus Agaricus, provisionally	OK	Depends on Item	Rejected									745	2,152	2.89
103		Cinnamon and cinnamon-tree flowers crushed or ground	OK	Unnecessary	Pass									824	2,321	2.82
104		Other leguminous vegetables	Depends on Item	Necessary	Rejected									883	2,383	2.70
105		Other mushrooms, provisionally preserved	OK	Depends on Item	Rejected									4,317	11,219	2.60
106		Bracken, provisionally	OK	Unnecessary	Pass	Good	Difficult							2,680	6,927	2.58
107		Mixtures of vegetables of bracken, provisionally	Depends on Item	Depends on Item	Rejected									2,680	6,927	2.58
108		Taro, fresh, chilled or dried	OK	Necessary	Rejected									1,780	4,093	2.30
109		Burdock, frozen	OK	Necessary	Rejected									7,685	17,242	2.24
110		Cauliflower Fresh	OK	Necessary	Rejected									12	27	2.17
111		Cauliflower Chilled	OK	Necessary	Rejected									12	27	2.17
112	Garlic (Fresh or Chilled)	OK	Necessary	Rejected									19,248	40,135	2.09	
113	Mixtures of vegetables chiefly consisting of sweet corn.	Depends on Item	Necessary	Rejected									980	2,043	2.09	
114	Beans of the species Vigna mungo (L.) Hepper or Vigna radiata (L.) Wilczek, dried	OK	Unnecessary	Pass	Good	Good	Easier	A	A	A	Selected		64,947	133,309	2.05	
115	Headed broccoli Fresh	OK	Necessary	Rejected									36,580	73,854	2.02	
116	Headed broccoli Chilled	OK	Necessary	Rejected									36,580	73,854	2.02	
117	Green soya beans, frozen	OK	Necessary	Rejected									70,222	138,840	1.98	
118	Scallion, provisionally	OK	Unnecessary	Pass	Good	Difficult							2,277	4,450	1.95	
119	Mixtures of vegetables of scallion, provisionally	Depends on Item	Depends on Item	Rejected									2,277	4,450	1.95	
120	Mixtures of vegetables, frozen	Depends on Item	Necessary	Rejected									25,957	50,412	1.94	
121	Taro, frozen	OK	Necessary	Rejected									38,347	74,484	1.94	
122	Ginger	OK	Unnecessary	Pass	Good	Good	Easier	C	A	A			65,459	122,492	1.87	
123	Peas (Pisum sativum), frozen	OK	Necessary	Rejected									13,030	23,423	1.80	
124	Broccoli, frozen	OK	Necessary	Rejected									31,360	56,278	1.79	
125	Other beans, frozen	Depends on Item	Necessary	Rejected									2,872	5,023	1.75	
126	Mixtures of vegetables of burdock, provisionally	Depends on Item	Necessary	Rejected									1,072	1,790	1.67	
127	Lettuce Fresh	OK	Necessary	Rejected									495	821	1.66	
128	Lettuce Chilled	OK	Necessary	Rejected									495	821	1.66	
129	Other vegetables, frozen	Depends on Item	Necessary	Rejected									151,931	250,692	1.65	
130	Seeds of coriander	OK	Unnecessary	Pass	Good	Good	Easier	A	A	A	Selected		4,092	6,604	1.61	
131	Spinach, New Zealand spinach and orache spinach (garden spinach), frozen	OK	Necessary	Rejected									33,443	51,684	1.55	
132	Beans (Vigna spp., Phaseolus spp.), frozen	Depends on Freezing Conditions	Necessary	Rejected									25,360	38,352	1.51	
133	Sweet potatoes, frozen	NG	Necessary	Rejected									6,181	9,215	1.49	

No	Category	Item	Critical Condition			Production	Processing	Competition	Marketing			Final	2011 Import			
			Legal restriction	Cold Chain	Critical COD				Quaility	Price	Delivery		Weight (thousand Kg)	Amount (thousand USD)	USD/kg	
134	2. Vegetables, beans, spice	Sweet corn, frozen	OK	Necessary	Rejected								46,217	67,830	1.47	
135		Chickpeas (garbanzos), dried	OK	Unnecessary	Pass	Good	Good	Easier	A	N/A	A			1,259	1,843	1.46
136		Aubergines (egg-plants), provisionally preserved	NG	Unnecessary	Rejected									1,767	2,434	1.38
137		Mixtures of vegetables of aubergines (egg-plants), provisionally preserved	Depends on Item	Depends on Item	Rejected									1,767	2,434	1.38
138		Small red (Adzuki) beans (Phaseolus or Vigna angularis), dried	NG	Unnecessary	Rejected									25,101	33,651	1.34
139		Salad beetroot Fresh	OK	Necessary	Rejected									1,590	2,075	1.30
140		Salad beetroot Chilled	OK	Necessary	Rejected									1,590	2,075	1.30
141		Radishes and similar edible roots Fresh	OK	Necessary	Rejected									1,590	2,075	1.30
142		Radishes and similar edible roots Chilled	OK	Necessary	Rejected									1,590	2,075	1.30
143		Head lettuce (cabbage lettuce) Fresh	OK	Necessary	Rejected									6,177	7,887	1.28
144		Head lettuce (cabbage lettuce) Chilled	OK	Necessary	Rejected									6,177	7,887	1.28
145		Leeks (Fresh or Chilled)	OK	Necessary	Rejected									52,479	63,545	1.21
146		Potatoes, frozen	Depends on Freezing Conditions	Necessary	Rejected									40,576	47,421	1.17
147		Lotus roots, provisionally preserved	OK	Unnecessary	Pass									7,506	8,027	1.07
148		Mixtures of vegetables of lotus roots, provisionally preserved	Depends on Item	Depends on Item	Rejected									7,506	8,027	1.07
149		Mixtures of other vegetables, provisionally preserved	Depends on Item	Depends on Item	Rejected									39,361	41,860	1.06
150	Bambara beans (Vigna subterranea or Voandzeia)	Depends on Item	Unnecessary	Rejected									28,171	29,464	1.05	
151	Burdock (Fresh or Chilled)	OK	Necessary	Rejected									45,569	40,052	0.88	
152	Celery other than celeriac	OK	Necessary	Rejected									6,662	5,795	0.87	
153	Celery other than celeriac Chilled	OK	Necessary	Rejected									6,662	5,795	0.87	
154	Pumpkin Fresh or dried	NG	△	Rejected									114,574	98,504	0.86	
155	Other Potatoes, frozen	Depends on Item	Depends on Item	Rejected									12,079	9,992	0.83	
156	Mixtures of aubergines (egg-plants) and other vegetables, provisionally preserved	Depends on Item	Depends on Item	Rejected									3,461	2,671	0.77	
157	Cucumbers and gherkins, provisionally preserved	NG	△	Rejected									26,144	18,009	0.69	
158	Other Potatoes (Fresh or Chilled)	NG	Necessary	Rejected									8,234	5,607	0.68	
159	Sovbean	OK	Unnecessary	Pass	Good	Good	Possible	B	B	A			2,830,773	1,802,665	0.64	
160	Carrots Fresh	OK	Necessary	Rejected									80,059	44,195	0.55	
161	Carrots Chilled	OK	Necessary	Rejected									80,059	44,195	0.55	
162	Turnips Fresh	OK	Necessary	Rejected									80,059	44,195	0.55	
163	Turnips Chilled	OK	Necessary	Rejected									80,059	44,195	0.55	
164	Chinese cabbage (Fresh or Chilled)	OK	Necessary	Rejected									757	401	0.53	

No	Category	Item	Critical Condition			Production	Processing	Competition	Marketing			Final	2011 Import		
			Legal restriction	Cold Chain	Critical COD				Quaility	Price	Delivery		Weight (thousand Kg)	Amount (thousand USD)	USD/kg
165	2. Vegetables,	Onions Fresh	OK	Necessary	Rejected								373.123	174.334	0.47
166		Onions Chilled	OK	Necessary	Rejected								373.123	174.334	0.47
167		Sweet potatoes, fresh or	NG	Necessary	Rejected								11.119	5.126	0.46
168		spice	Sweet potatoes, dried	OK	Unnecessary	Pass	Good	Difficult					11.119	5.126	0.46
169		Cabbages Fresh	OK	Necessary	Rejected								27.025	10.455	0.39
170		Cabbages Chilled	OK	Necessary	Rejected								27.025	10.455	0.39
171		Cassava (manioc) fresh	NG	Necessary	Rejected								31.455	8.843	0.28
172		Cassava (manioc) dry	OK	Unnecessary	Pass	Good	Possible	Easier	A	C	A		31.455	8.843	0.28
173		Lentils, dried	OK	Unnecessary	Pass	Good	Good	Hard					65.040	8.844	0.14
174		Pigeon peas (Cajanus cajan), dried	Depends on Item	Unnecessary	Rejected								3.858	423	0.11
175		Kidney beans, including white pea beans (Phaseolus vulgaris),	NG	Unnecessary	Rejected								389.811	15.969	0.04
176		Peas (Pisum sativum), dried	OK	Unnecessary	Pass	Good	Good	Easier	A	N/A	A		333.681	11.558	0.03
177		Potatoes seed	NG	Necessary	Rejected								N/A	N/A	N/A
178		Tomatoes, dried	OK	Necessary	Rejected								N/A	N/A	N/A
179		Radishes, dried	OK	Unnecessary	Pass	Good	Difficult						N/A	N/A	N/A
180		Spinach, fresh	OK	Necessary	Rejected								N/A	N/A	N/A
181		Spinach, chilled	OK	Necessary	Rejected								N/A	N/A	N/A
182	New Zealand spinach, fresh	OK	Necessary	Rejected								N/A	N/A	N/A	
183	New Zealand spinach, chilled	OK	Necessary	Rejected								N/A	N/A	N/A	
184	Pumpkin, dried	OK	Unnecessary	Pass	Good	Difficult						N/A	N/A	N/A	
185	Broad bean, dried	OK	Unnecessary	Pass	Good	Possible	Possible	A	N/A	A		N/A	N/A	N/A	
186	Chinese yam, dried	OK	Unnecessary	Pass								N/A	N/A	N/A	
187	Curry	Depends on Item	Unnecessary	Rejected								N/A	N/A	N/A	
188	Thyme: bay leaves	OK	Unnecessary	Pass	Good	Difficult						N/A	N/A	N/A	
189	Laurel	OK	Unnecessary	Pass								N/A	N/A	N/A	
190	Fenugreek	OK	Unnecessary	Pass	Good	Good	Possible	A	A	A	Selected	N/A	N/A	N/A	
191	Dill	OK	Unnecessary	Pass	Good	Good	N/A	A	N/A	A		N/A	N/A	N/A	
192	Dried gourd shavings	OK	Unnecessary	Pass	Good	Difficult						N/A	N/A	N/A	
193	3. Fruits, Nuts	Raspberries, blackberries, mulberries and loganberries, fresh	OK	Necessary	Rejected								483	11,960	24.76
194		Berries, dried	Depends on Item	Depends on Item	Rejected								19	399	20.81
195		Mixtures nut or dried fruit	Depends on Item	Unnecessary	Rejected								6	102	17.84
196		Ginkgo nut	OK	Unnecessary	Pass	Good	Good	Possible	C	A	A		7	110	15.95
197		Pecans fresh	OK	Unnecessary	Pass	Possible	N/A	Possible	A	A	A	Selected	217	3,219	14.85
198		Pecans dry	OK	Unnecessary	Pass	Possible	Good	Possible	A	A	A	Selected	217	3,219	14.85
199		Macadamia (Shelled or not; Fresh or dried)	OK	Unnecessary	Pass								2.317	34,330	14.82
200		Cranberries, bilberries and other fruits of the genus Vaccinium, fresh	OK	Necessary	Rejected								1,833	23,475	12.81
201		Figs, fresh	NG	Unnecessary	Rejected								19	238	12.61
202		Apples, dried	OK	Unnecessary	Pass								18	198	11.01
203		Pistachios (Shelled or not; Fresh or dried)	OK	Unnecessary	Pass	Good	Difficult						2,151	22,329	10.38

No	Category	Item	Critical Condition			Production	Processing	Competition	Marketing			Final	2011 Import		
			Legal restriction	Cold Chain	Critical COD				Quaility	Price	Delivery		Weight (thousand Kg)	Amount (thousand USD)	USD/kg
204	3. Fruits, Nuts	Strawberries, fresh	NG	Necessary	Rejected								3.395	34.977	10.3
205		Cherries, fresh	NG	Necessary	Rejected								10.351	102.709	9.92
206		Pineapples, dried	OK	Unnecessary	Pass	Good	Difficult						13	125	9.81
207		Guavas, dried	OK	Unnecessary	Pass	Good	Difficult						42	385	9.08
208		Mangoes, dried	OK	Unnecessary	Pass	Good	Good	Easier	A	A	A	Selected	42	385	9.08
209		Mangosteens, dried	OK	Unnecessary	Pass	Good	Difficult						42	385	9.08
210		Other nuts fresh or dried	Depends on Item	Depends on Item	Rejected								671	6,033	8.99
211		Brazil nuts (Shelled; Fresh or Dried)	OK	Unnecessary	Pass								16	145	8.87
212		Cashew nuts (Shelled; Fresh)	NG	Unnecessary	Rejected								6.190	54.052	8.73
213		Cashew nuts (Shelled; Dried)	OK	Unnecessary	Pass	Possible	Good	Easier	A	A	A	Selected	6.190	54.052	8.73
214		Walnuts (Shelled; Fresh)	OK	Necessary	Rejected								9.872	85.794	8.69
215		Walnuts (Shelled; Dried)	OK	Unnecessary	Pass	Possible	Possible	Easier	B	A	A		9.872	85.794	8.69
216		Papayas, pawpaws, dried	OK	Unnecessary	Pass	Good	Good	Possible	A	A	A	Selected	12	94	8.05
217		Guavas and mangosteens	NG	Unnecessary	Rejected								138	1,072	7.78
218		Shelled, Hazelnuts or filberts (corylus spp)	OK	Unnecessary	Pass	Good	Possible	Hard					664	5,004	7.54
219		Chestnuts (Castanea spp.), provisionally preserved	OK	Unnecessary	Pass	Good	Possible	Possible	C	A	A		751	5,168	6.88
220		Berries containing added sugar, frozen	Depends on Item	Depends on Item	Rejected								6	43	6.74
221		Apricots, dried	OK	Unnecessary	Pass								738	4,915	6.66
222		Other, dried	N/A	Unnecessary	Rejected								1.182	7,372	6.24
223		Betel palm fresh	NG	△	Rejected								7	45	6.06
224		Betel palm dried	NG	Unnecessary	Rejected								7	45	6.06
225		Rambutan, passionfruit, litchi and carambola (star-fruit).	NG	Unnecessary	Rejected								457	2,738	6
226		Figs, dried	OK	Unnecessary	Pass	Good	Possible	Hard					1,346	7,868	5.85
227	Hazelnuts, Filberts (In Shell; Fresh or Dried)	OK	Unnecessary	Pass	Good	Good	Hard					1	4	5.84	
228	Almond (Shelled; Fresh or Dried)	OK	Unnecessary	Pass								26.862	145.161	5.4	
229	Papayas, pawpaws, containing added sugar, frozen	NG	Necessary	Rejected								6	30	5.17	
230	Other limes (Fresh or Dried)	NG	Necessary	Rejected								6	30	5.06	
231	Almond (In Shell; Fresh or Dried)	OK	Unnecessary	Pass								321	1,598	4.97	
232	Chestnuts, castanea spp (Shelled or not; Fresh)	OK	Necessary	Rejected								11,690	58,134	4.97	
233	Chestnuts, castanea spp (Shelled or not; Dried)	OK	Unnecessary	Pass	Good	Difficult						11,690	58,134	4.97	
234	Limes (Citrus aurantifolia).	NG	Unnecessary	Rejected								1,883	9,305	4.94	
235	Limes (Citrus aurantifolia).	OK	Unnecessary	Pass	Good	Possible	Hard					1,883	9,305	4.94	
236	Raspberries, blackberries, mulberries, loganberries, black, white or red currants and gooseberries other, frozen	NG	Necessary	Rejected								1,759	8,422	4.79	
237	Berries, frozen	Depends on Item	Necessary	Rejected								14.072	65.428	4.65	
238	Mangoes, fresh	NG	Unnecessary	Rejected								10.055	46.224	4.6	

No	Category	Item	Critical Condition			Production	Processing	Competition	Marketing			Final	2011 Import		
			Legal restriction	Cold Chain	Critical COD				Quaility	Price	Delivery		Weight (thousand Kg)	Amount (thousand USD)	USD/kg
239	3.Fruits, Nuts	Raspberries, blackberries, mulberries, loganberries, black, white or red currants and gooseberries containing added sugar, frozen	NG	Necessary	Rejected								91	413	4.53
240		Kiwifruit, fresh	OK	Necessary	Rejected								65.895	263.099	3.99
241		Other fruits, fresh	N/A	Necessary	Rejected								1.338	5.204	3.89
242		Other Citrus Fruit (Fresh or Dried)	N/A	Necessary	Rejected								3	10	3.67
243		Avocados, fresh	NG	Unnecessary	Rejected								37.173	131.657	3.54
244		Avocados, dried	OK	Unnecessary	Pass	Good	Difficult						37.173	131.657	3.54
245		Prunes, dried	OK	Unnecessary	Pass								10.371	36.246	3.5
246		Other fruits, frozen	Depends on Item	Necessary	Rejected								8.498	28.650	3.37
247		Durians, fresh	OK	Necessary	Rejected								168	534	3.19
248		Papayas, pawpaws, frozen	NG	Necessary	Rejected								7.171	22.434	3.13
249		Peaches and pears containing added sugar, frozen	NG	Necessary	Rejected								27	82	3.06
250		Grapes, dried(including	OK	Unnecessary	Pass	Possible	Good	Possible	B	A	A		29.591	90.015	3.04
251		Papayas (papayas), fresh	NG	Unnecessary	Rejected								2.774	8.211	2.96
252		Coconuts Desiccated	OK	Unnecessary	Pass	Good	Good	Easier	A	A	A	Select ed	1.730	4.986	2.88
253		Grapes, fresh	NG	Necessary	Rejected								15.410	43.925	2.85
254		Pears and quinces, fresh	NG	Necessary	Rejected								13	36	2.81
255		Persimmons, dried	OK	Unnecessary	Pass	Good	Difficult						1.749	4.672	2.67
256		Sour cherries (Prunus cerasus) containing added	NG	Necessary	Rejected								31	81	2.64
257		Plums and sloes, fresh	NG	Unnecessary	Rejected								28	70	2.45
258		Peel of citrus fruit or melons	N/A	△	Rejected								2.498	6.035	2.42
259		Bananas, dried	OK	Unnecessary	Pass	Good	Good	Easier	A	A	A	Select ed	621	1.475	2.38
260		Peanuts containing added sugar	NG*Import Quotas Item	Unnecessary	Rejected								63.104	145.583	2.31
261		Cherries, provisionally	NG	Unnecessary	Rejected								80	182	2.28
262		Apples, fresh	NG	Unnecessary	Rejected								148	327	2.21
263		Other fruits containing added sugar, frozen	Depends on Item	Depends on Item	Rejected								1.216	2.594	2.13
264		Pineapples, frozen	OK	Necessary	Rejected								1.096	2.280	2.08
265		Strawberries containing added sugar, frozen	Depends on Freezing Conditions	Necessary	Rejected								14.051	27.845	1.98
266		Peanuts (Not Roasted or Otherwise Cooked)	NG*Import Quotas Item	Unnecessary	Rejected								30.910	60.420	1.95
267		Strawberries other, frozen	OK	Necessary	Rejected								13.514	25.434	1.88
268		Other fruits, provisionally preserved	N/A	Necessary	Rejected								24.786	39.103	1.58
269		Mandarins, fresh	NG	Unnecessary	Rejected								21.317	32.818	1.54
270		Mandarins, dried	OK	Unnecessary	Pass								21.317	32.818	1.54
271		Peaches and pears, frozen	NG	Necessary	Rejected								3.576	5.149	1.44
272		Lemons (Citrus limon, Citrus limonum), fresh	NG	Unnecessary	Rejected								51.898	70.498	1.36
273		Lemons (Citrus limon, Citrus limonum), dried	OK	Unnecessary	Pass	Good	Possible	Hard					51.898	70.498	1.36
274		Dates, fresh	NG	Unnecessary	Rejected								1.736	2.181	1.26

No	Category	Item	Critical Condition			Production	Processing	Competition	Marketing			Final	2011 Import		
			Legal restriction	Cold Chain	Critical COD				Quality	Price	Delivery		Weight (thousand Kg)	Amount (thousand USD)	USD/kg
275	3. Fruits, Nuts	Dates, dried	OK	Unnecessary	Pass	Good	Good	Possible	A	A	A	Selected	1,736	2,181	1.26
276		Watermelons, fresh	NG	Unnecessary	Rejected								3,055	3,734	1.22
277		Oranges, fresh	NG	Unnecessary	Rejected								115,330	133,363	1.16
278		Oranges, dried	OK	Unnecessary	Pass	Good	Possible	Hard					115,330	133,363	1.16
279		Melons, fresh	NG	Unnecessary	Rejected								32,948	37,882	1.15
280		Grapefruit, fresh	NG	Unnecessary	Rejected								160,004	174,386	1.09
281		Grapefruit, dried	OK	Unnecessary	Pass	Good	Possible	Hard					160,004	174,386	1.09
282		Coconuts fresh	OK	Unnecessary	Pass	Good	N/A	Easier	A	A	A	Selected	142	151	1.07
283		Bananas, fresh	NG	Unnecessary	Rejected								1,064,125	899,519	0.85
284		Pineapples, fresh	OK	Necessary	Rejected								152,864	126,878	0.83
285		Papayas, pawpaws, avocados, guavas, durians, bilimbi, champeder, jackfruit, bread-fruit, rambutan, rose-apple jambo, jambosa diamboo-kaget, chicomamey, cherimoya, kehapi, sugar-apples, mangoes, bullock's-heart, passion-fruit, dookoo kokosan, mangosteens, sourson and litchi	NG	Unnecessary	Rejected								15	10	0.7
286		Brazil nuts (In Shell; Fresh or Dried)	OK	Unnecessary	Pass								N/A	N/A	N/A
287		Brazil nuts (In Shell; Fresh)	NG	Unnecessary	Rejected								N/A	N/A	N/A
288		Cashew nuts (In Shell; Dried)	OK	Unnecessary	Pass	Good	Good	Easier	A	N/A	A		N/A	N/A	N/A
289	Walnuts (In Shell; Fresh or Dried)	OK	Unnecessary	Pass	Good	N/A	Possible	A	N/A	A		N/A	N/A	N/A	
290	Mangoes, dried	OK	Unnecessary	Pass	Possible	Good	Easier	B	A	A		N/A	N/A	N/A	
291	Apricot, fresh	NG	Necessary	Rejected								N/A	N/A	N/A	
292	Peaches, fresh	NG	Necessary	Rejected								N/A	N/A	N/A	
293	4. Meet	Meat of bovine animals, fresh or chilled, Carcasses and half-carcasses	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								N/A	N/A	N/A
294		Meat of bovine animals, fresh or chilled, Other cuts with bone in	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								61	644	10.62
295		Meat of bovine animals, fresh or chilled, Boneless	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								213,399	1,449,384	6.79
296		Meat of bovine animals, frozen, Carcasses and half-carcasses	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								N/A	N/A	N/A
297		Meat of bovine animals, frozen, Other cuts with bone in	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								1,596	10,516	6.59
298		Meat of bovine animals, frozen, Boneless	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								302,236	1,176,105	3.89

No	Category	Item	Critical Condition			Production	Processing	Competition	Marketing			Final	2011 Import		
			Legal restriction	Cold Chain	Critical COD				Quality	Price	Delivery		Weight (thousand Kg)	Amount (thousand USD)	USD/kg
299	4. Meet	Meat of swine, fresh or chilled, Carcasses and half-carcasses	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								783	17	0.02
300		Meat of swine, fresh or chilled, Hams, shoulders and cuts thereof, with bone in	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								338	1,967	5.82
301		Meat of swine, fresh or chilled, Carcasses and half-carcasses	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								254,077	1,666,698	6.56
302		Meat of swine, frozen, Carcasses and half-carcasses	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								1	17	21.50
303		Meat of swine, frozen, Hams shoulders and cuts thereof, with bone in	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								1,367	9,024	6.60
304		Meat of swine, frozen, Other	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								537,309	3,531,334	6.57
305		Meat of Lamb, Carcasses and half-carcasses of lamb, fresh or chilled	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								6	138	24.44
306		Meat of sheep, Carcasses and half-carcasses of lamb, fresh or chilled	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								N/A	N/A	N/A
307		Meat of sheep, Other cuts with bone in, fresh or chilled	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								881	16,775	19.03
308		Meat of sheep, Boneless, fresh or chilled	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								5,119	50,032	9.77
309		Meat of Lamb, frozen, Carcasses and half-carcasses	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								403	2,385	5.92
310		Meat of sheep, frozen, Carcasses and half-carcasses	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								875	3,220	3.68
311		Meat of sheep, frozen, Other cuts with bone in	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								5,253	28,700	5.46
312		Meat of sheep, frozen, Boneless	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								7,102	58,153	8.19
313		Meat of goats, fresh, chilled or frozen	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								225	1,256	5.59
314		Meat of horses, asses, mules or hinnies, fresh, chilled or frozen	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								4,512	26,151	5.80
315		Meat of bovine animals, fresh or chilled	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								16,247	175,895	10.83

No	Category	Item	Critical Condition			Production	Processing	Competition	Marketing			Final	2011 Import			
			Legal restriction	Cold Chain	Critical COD				Quaility	Price	Delivery		Weight (thousand Kg)	Amount (thousand USD)	USD/kg	
316	4. Meet	Meat of bovine animals, tongues, frozen	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								16,381	174,415	10.65	
317		Meat of bovine animals, livers, frozen	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected									1,248	2,373	1.90
318		Meat of bovine animals, others, frozen	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected									10,316	57,609	5.58
319		Meat of swine, fresh or chilled	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected									2	16	9.47
320		Meat of swine wine liver, frozen	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected									30	33	1.12
321		Meat of swine, other, frozen	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected									16,051	46,224	2.88
322		Other meat, fresh or chilled	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected									1	8	11.10
323		Other meat, frozen	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected									108	415	3.84
324		Meat of fowls, not cut in pieces, fresh or chilled	Designated Quarantine Item	Necessary	Rejected									6	98	16.19
325		Meat of fowls, not cut in pieces, frozen	Designated Quarantine Item	Necessary	Rejected									5,028	12,118	2.41
326		Meat of fowls, cut in pieces, fresh or chilled	Designated Quarantine Item	Necessary	Rejected									0	3	7.78
327		Meat of fowls, cut in pieces, frozen	Designated Quarantine Item	Necessary	Rejected									466,810	1,621,830	3.47
328		Meat of turkeys, not cut in pieces, fresh or chilled	Designated Quarantine Item	Necessary	Rejected									1	16	19.94
329		Meat of turkeys, not cut in pieces, frozen	Designated Quarantine Item	Necessary	Rejected									133	566	4.26
330		Meat of turkeys, cut in pieces, fresh or chilled	Designated Quarantine Item	Necessary	Rejected									0	7	15.21
331		Meat of turkeys, cut in pieces, frozen	Designated Quarantine Item	Necessary	Rejected									400	1,365	3.41
332	Meat of ducks, not cut in pieces, fresh or chilled	Designated Quarantine Item	Necessary	Rejected									N/A	N/A	N/A	
333	Meat of ducks, not cut in pieces, frozen	Designated Quarantine Item	Necessary	Rejected									534	2,474	4.63	
334	Meat of ducks, fatty livers, fresh or chilled	Designated Quarantine Item	Necessary	Rejected									205	9,345	45.67	
335	Meat of ducks, other than fatty livers, fresh or chilled	Designated Quarantine Item	Necessary	Rejected									77	1,765	22.95	
336	Meat of ducks, other than fatty livers, frozen	Designated Quarantine Item	Necessary	Rejected									4,263	59,947	14.06	

No	Category	Item	Critical Condition			Production	Processing	Competition	Marketing			Final	2011 Import				
			Legal restriction	Cold Chain	Critical COD				Quaility	Price	Delivery		Weight (thousand Kg)	Amount (thousand USD)	USD/kg		
337	4. Meert	Meat of rabbits, fresh, chilled or frozen	Designated Quarantine Item	Necessary	Rejected								24	236	9.69		
338		Meat of primates, fresh, chilled or frozen	N/A	Necessary	Rejected									N/A	N/A	N/A	
339		Meat of whales, fresh, chilled or frozen	N/A	Necessary	Rejected									503	5,499	10.94	
340		Meat of reptiles, fresh, chilled or frozen	N/A	Necessary	Rejected									14	149	10.65	
341		Meat of other animals, fresh, chilled or frozen	N/A	Necessary	Rejected									194	2,349	12.11	
342		Pig fat, free of lean meat, and poultry fat	Meat of primates, fresh, chilled or frozen	NG*Domestic Animal Infectious Diseases Control Law	Necessary	Rejected								22,900	38,256	1.67	
343		Meat of swine, salted, in brine, dried or smoked, Bellies		NG*Domestic Animal Infectious Diseases Control Law	Unnecessary	Rejected								243	5,018	20.68	
344		Meat of swine, salted, in brine, dried or smoked, Hams, shoulders and cuts thereof.		NG*Domestic Animal Infectious Diseases Control Law	Unnecessary	Rejected								215	2,633	12.26	
345		Meat of swine, salted, in brine, dried or smoked, Other parts		NG*Domestic Animal Infectious Diseases Control Law	Unnecessary	Rejected								1,637	27,990	17.10	
346		Meat of bovine, salted, in brine, dried or smoked		NG*Domestic Animal Infectious Diseases Control Law	Unnecessary	Rejected								1	7	14.39	
347		Meat of primates, salted, in brine, dried or smoked		N/A	Necessary	Rejected								N/A	N/A	N/A	
348		Meat of whales, salted, in brine, dried or smoked		N/A	Necessary	Rejected								N/A	N/A	N/A	
349		Meat of reptiles, salted, in brine, dried or smoked		N/A	Necessary	Rejected								28	1,650	58.26	
350		Meat of other animals, salted, in brine, dried or smoked		N/A	Necessary	Rejected								1,415	6,274	4.43	
351		Sole, fresh or chilled		OK	Necessary	Rejected								0	10	60.66	
352		5. Fish	Rock lobster, not frozen	OK	Necessary	Rejected								339	19,450	57.43	
353			Eels, live	OK	Necessary	Rejected									9,668	426,785	44.15
354			Sharks, frozen	OK	Necessary	Rejected									447	17,268	38.66
355			Lobster, frozen	OK	Necessary	Rejected									711	20,529	28.87
356			Rock lobster, frozen	OK	Necessary	Rejected									2,226	60,431	27.15
357	Southern bluefin tunas, frozen		OK	Necessary	Rejected									7,433	187,393	25.21	
358	Lobster, not frozen		OK	Necessary	Rejected									945	19,855	21.00	
359	Snails, other than sea snails		OK	Necessary	Rejected									1	29	20.86	
360	Crabs, frozen		OK	Necessary	Rejected									37,092	647,008	17.44	
361	Fish fillet, dried		Depends on Item	Unnecessary	Rejected									1,390	22,242	16.01	
362	Fish fillet, Salted or in brine		Depends on Item	Necessary	Rejected									1,390	22,242	16.01	
363	Seabass, fillet, frozen		OK	Necessary	Rejected									89	1,386	15.53	
364	Cod, dried		OK	Unnecessary	Pass									3	38	15.24	
365	Others, live		OK	Necessary	Rejected									9,125	129,494	14.19	
366	Other fishes, fillet, fresh or chilled		OK	Necessary	Rejected									7,313	93,369	12.77	
367	Seabass, frozen		OK	Necessary	Rejected									1,480	18,649	12.60	

No	Category	Item	Critical Condition			Production	Processing	Competition	Marketing			Final	2011 Import		
			Legal restriction	Cold Chain	Critical COD				Quaility	Price	Delivery		Weight (thousand Kg)	Amount (thousand USD)	USD/kg
368	5. Fish	Octopus, live, fresh or chilled	OK	Necessary	Rejected								4	43	11.13
369		Swordfish, fresh or chilled	OK	Necessary	Rejected								922	10,201	11.06
370		Other soles, fresh or chilled	OK	Necessary	Rejected								29	292	9.96
371		Shrimp and prawn, frozen	OK	Necessary	Rejected								2,895	28,746	9.93
372		Shrimp and prawn, not frozen	OK	Necessary	Rejected								2,895	28,746	9.93
373		Swordfish, fillet, frozen	OK	Necessary	Rejected								1,159	11,425	9.86
374		Octopus frozen	OK	Necessary	Rejected								38,355	355,445	9.27
375		Octopus, dried	OK	Unnecessary	Pass	Good	Possible	Possible	C	A	A		38,355	355,445	9.27
376		Octopus, salted and in brine	OK	Necessary	Rejected								38,355	355,445	9.27
377		Other fishes, fillet, frozen	OK	Necessary	Rejected								223,523	2,057,357	9.20
378		Crabs, not frozen	OK	Necessary	Rejected								12,050	109,443	9.08
379		Albacore or longfinned tunas, fresh or chilled	OK	Necessary	Rejected								229	1,935	8.45
380		Halibut, frozen	OK	Necessary	Rejected								24,847	193,944	7.81
381		Ebi, frozen	OK	Necessary	Rejected								1,592	12,302	7.73
382		Swordfish, other than fillet, frozen	OK	Necessary	Rejected								20	153	7.65
383		Scallops, frozen	NG*Import Quotas Item	Necessary	Rejected								660	5,002	7.58
384		Scallops, dried	NG*Import Quotas Item	Unnecessary	Rejected								660	5,002	7.58
385		Scallops, salted and in brine	NG*Import Quotas Item	Necessary	Rejected								660	5,002	7.58
386		Octopus frozen	OK	Necessary	Rejected								73,554	545,277	7.41
387		Octopus, dried	OK	Necessary	Rejected								73,554	545,277	7.41
388		Octopus, salted and in brine	OK	Necessary	Rejected								73,554	545,277	7.41
389		Other fishes, fresh or chilled	OK	Necessary	Rejected								8,208	58,330	7.11
390		Mussels, live, fresh or chilled	OK	Necessary	Rejected								22	155	6.98
391		Sockeye salmon, frozen	OK	Necessary	Rejected								40,827	281,715	6.90
392		Sole, frozen	OK	Necessary	Rejected								39	260	6.65
393		Cod, frozen	OK	Necessary	Rejected								4,447	28,558	6.42
394		Mussels, frozen	OK	Necessary	Rejected								111	696	6.29
395		Mussels, dried	OK	Unnecessary	Pass								111	696	6.29
396		Mussels, salted and in brine	OK	Necessary	Rejected								111	696	6.29
397		Flours, meals and pellets of fish, fit for human consumption	OK	Necessary	Rejected								5	32	6.03
398		Seabass, other than fillet, frozen	OK	Necessary	Rejected								39	227	5.88
399		Octopus, live, fresh or chilled	OK	Necessary	Rejected								63,728	365,970	5.74
400		Anchovies, Salted and in brine	OK	Necessary	Rejected								13	66	5.23
401		Hake, frozen	OK	Necessary	Rejected								21	86	4.04
402		Ebi, not frozen	OK	Necessary	Rejected								193	728	3.77
403		Other fishes, frozen	OK	Necessary	Rejected								197,132	716,458	3.63
404		Other fishes, fillet, frozen	OK	Necessary	Rejected								259,346	908,787	3.50
405		Albacore or longfinned tunas, frozen	OK	Necessary	Rejected								17,981	62,749	3.49
406		Other soles, frozen	OK	Necessary	Rejected								25,108	64,324	2.56
407		Skipjack or stripe-bellied bonito, frozen	OK	Necessary	Rejected								42,244	69,200	1.64
408		Skipjack or stripe-bellied bonito, fresh or chilled	OK	Necessary	Rejected								4	6	1.45
409		Herrings, frozen	OK	Necessary	Rejected								31,382	39,583	1.26
410		Halibut, fresh or chilled	OK	Necessary	Rejected								N/A	N/A	N/A
411		Plaice, fresh or chilled	OK	Necessary	Rejected								N/A	N/A	N/A

No	Category	Item	Critical Condition			Production	Processing	Competition	Marketing			Final	2011 Import		
			Legal restriction	Cold Chain	Critical COD				Quaility	Price	Delivery		Weight (thousand Kg)	Amount (thousand USD)	USD/kg
412	5. Fish	Cod, fresh or chilled	OK	Necessary	Rejected								N/A	N/A	N/A
413		Haddock, fresh or chilled	OK	Necessary	Rejected								N/A	N/A	N/A
414		Coalfish, fresh or chilled	OK	Necessary	Rejected								N/A	N/A	N/A
415		Sharks, fresh or chilled	OK	Necessary	Rejected								N/A	N/A	N/A
416		Eels, fresh or chilled	OK	Necessary	Rejected								N/A	N/A	N/A
417		Plaice, frozen	OK	Necessary	Rejected								N/A	N/A	N/A
418		Haddock, frozen	OK	Necessary	Rejected								N/A	N/A	N/A
419		Coalfish, frozen	OK	Necessary	Rejected								N/A	N/A	N/A
420		Eels, frozen	OK	Necessary	Rejected								N/A	N/A	N/A
421		Seabass, frozen	OK	Necessary	Rejected								N/A	N/A	N/A
422		Swordfish, fillet, fresh or chilled	OK	Necessary	Rejected								N/A	N/A	N/A
423		Seabass, fillet, fresh or	OK	Necessary	Rejected								N/A	N/A	N/A
424		Herrings, smoked	OK	Necessary	Rejected								N/A	N/A	N/A
425		Herrings, Salted and in brine	OK	Necessary	Rejected								N/A	N/A	N/A
426		Cod, Salted and in brine	OK	Necessary	Rejected								N/A	N/A	N/A
427		Scallops, live, fresh or	NG*Import Quotas Item	Necessary	Rejected								N/A	N/A	N/A
428		Atlantic and Pacific bluefin tunas, frozen	NG*Import Quotas Item	Necessary	Rejected								3,242	88,762	27.38
429		Tara and other fishes, smoked	NG*Import Quotas Item	Necessary	Rejected								4,291	64,024	14.92
430		Fish eggs, dried or smoked	NG*Import Quotas Item	Unnecessary	Rejected								11,469	159,987	13.95
431		Fish eggs, salted or in brine	NG*Import Quotas Item	Necessary	Rejected								11,469	159,987	13.95
432		Fish eggs, frozen	NG*Import Quotas Item	Necessary	Rejected								49,650	493,600	9.94
433		Fish eggs, fresh or chilled	NG*Import Quotas Item	Necessary	Rejected								1,982	15,093	7.62
434		Squid frozen	NG*Import Quotas Item	Necessary	Rejected								36,206	273,442	7.55
435		Squid, dried	NG*Import Quotas Item	Unnecessary	Rejected								36,206	273,442	7.55
436		Squid, salted and in brine	NG*Import Quotas Item	Necessary	Rejected								36,206	273,442	7.55
437		Mackerels, fresh or chilled	NG*Import Quotas Item	Necessary	Rejected								632	3,746	5.93
438		Mackerels, frozen	NG*Import Quotas Item	Necessary	Rejected								59,380	183,865	3.10
439		Sardines, frozen	NG*Import Quotas Item	Necessary	Rejected								8,636	8,751	1.01
440		Herrings, fresh or chilled	NG*Import Quotas Item	Necessary	Rejected								N/A	N/A	N/A
441		Sardine, fresh or chilled	NG*Import Quotas Item	Necessary	Rejected								N/A	N/A	N/A
442		Squid, live, fresh or chilled	NG*Import Quotas Item	Necessary	Rejected								N/A	N/A	N/A
443		Other tunas, fresh or chilled	Depends on Item	Necessary	Rejected								N/A	N/A	N/A
444		Atlantic and Pacific bluefin tunas, fresh or chilled	NG*Import Approval Item	Necessary	Rejected								2,621	66,206	25.26
445		Southern bluefin tunas, fresh or chilled	NG*Import Approval Item	Necessary	Rejected								1,214	28,745	23.68
446		Pacific salmon, smoked	NG*Import Approval	Unnecessary	Rejected								417	7,771	18.63
447	Salmon and other fishes, Salted and in brine	NG*Import Approval Item	Necessary	Rejected								204	2,605	12.76	
448	Salmon, herrings and otehrs, Dried	NG*Import Approval Item	Necessary	Rejected								1,103	13,478	12.22	
449	Bigeve tunas, fresh or chilled	NG*Import Approval	Necessary	Rejected								12,159	133,400	10.97	
450	Trout, fresh or chilled	NG*Import Approval	Necessary	Rejected								646	6,995	10.83	
451	Bigeve tunas, frozen	NG*Import Approval	Necessary	Rejected								62,083	632,327	10.19	
452	Other salmon, frozen	NG*Import Approval	Necessary	Rejected								7	68	9.33	
453	Pacific and Atlantic salmons, fresh or chilled	NG*Import Approval Item	Necessary	Rejected								23,085	205,945	8.92	
454	Atrantic salmon, frozen	NG*Import Approval	Necessary	Rejected								1,766	13,164	7.45	
455	Traut, frozen	NG*Import Approval	Necessary	Rejected								39,569	274,355	6.93	

No	Category	Item	Critical Condition			Production	Processing	Competition	Marketing			Final	2011 Import		
			Legal restriction	Cold Chain	Critical COD				Quaility	Price	Delivery		Weight (thousand Kg)	Amount (thousand USD)	USD/kg
456	5. Fish	Other Pasific Salmons, Frozen	NG*Import Approval	Necessary	Rejected							100,512	598,006	5.95	
457		Atlantic and Pacific bluefin tunas, live	NG*Import Approval Item	Necessary	Rejected								N/A	N/A	N/A
458		Trout, live	NG*Import Approval	Necessary	Rejected								N/A	N/A	N/A
459		Southern bluefin tunas, live	NG*Import Approval	Necessary	Rejected								N/A	N/A	N/A
460		Other simon, fresh or chilled	NG*Import Approval	Necessary	Rejected								N/A	N/A	N/A
461		Yellowfin tunas, fresh or	NG*Prior Confirmation	Necessary	Rejected								13,697	146,637	10.71
462		Seabass, fresh or chilled	NG*Prior Confirmation	Necessary	Rejected										
463		Yellowfin tunas, frozen	NG*Prior Confirmation	Necessary	Rejected								47,817	209,078	N/A
464		Other tunas, frozen	NG*Prior Confirmation	Necessary	Rejected										
465		Carps, live	NG*Act on the Protection of Fishery Resources		Necessary	Rejected									
466		Seaweed	NG*Import Quotas Item	Unnecessary	Rejected								66,987	264,530	3.95
467		Gulf weed	NG*Import Quotas Item	Unnecessary	Rejected								N/A	N/A	N/A
468		Wakame	NG*Import Quotas Item	Unnecessary	Rejected								N/A	N/A	N/A
469		Glue plant	NG*Import Quotas Item	Unnecessary	Rejected								N/A	N/A	N/A
470		Agar weed	NG*Import Quotas Item	Unnecessary	Rejected								N/A	N/A	N/A
471	Kelp	NG*Import Quotas Item	Unnecessary	Rejected								N/A	N/A	N/A	