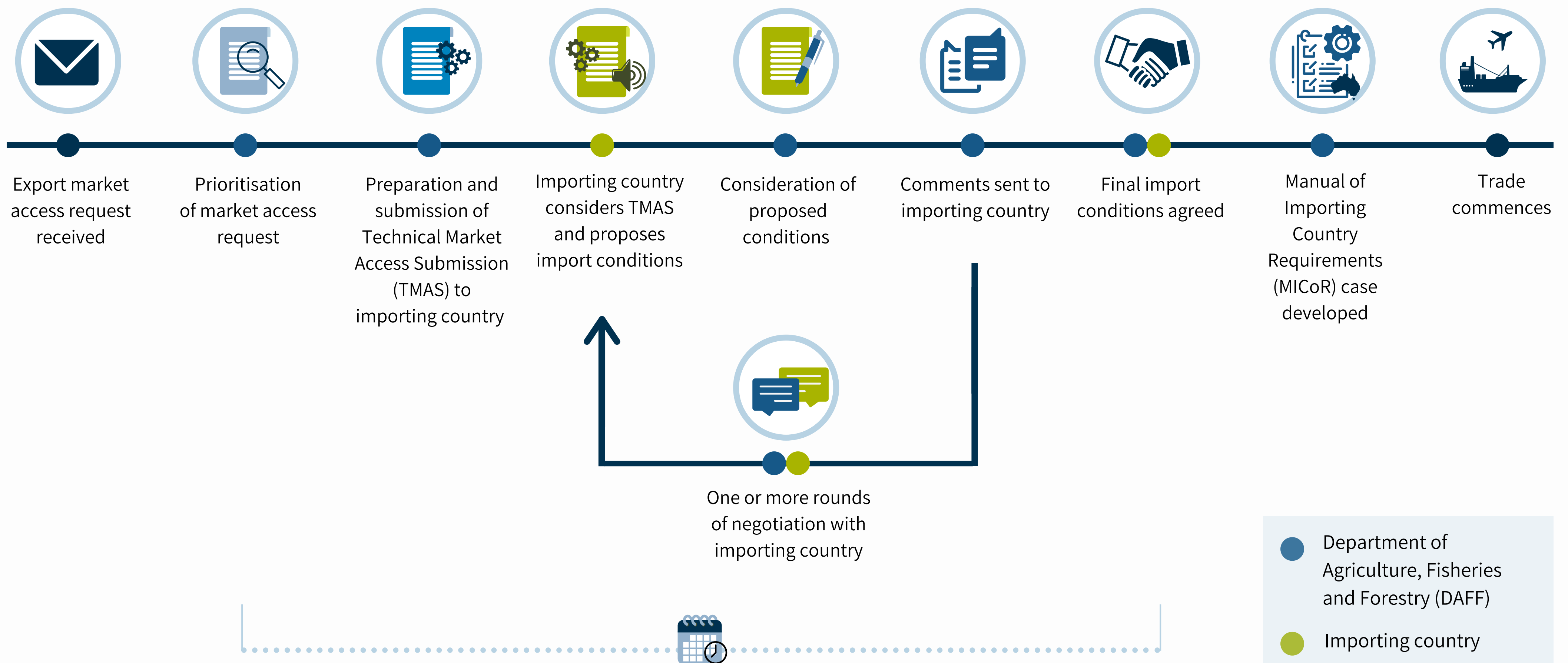




TECHNICAL MARKET ACCESS PROCESS FOR PLANTS & PLANT PRODUCTS

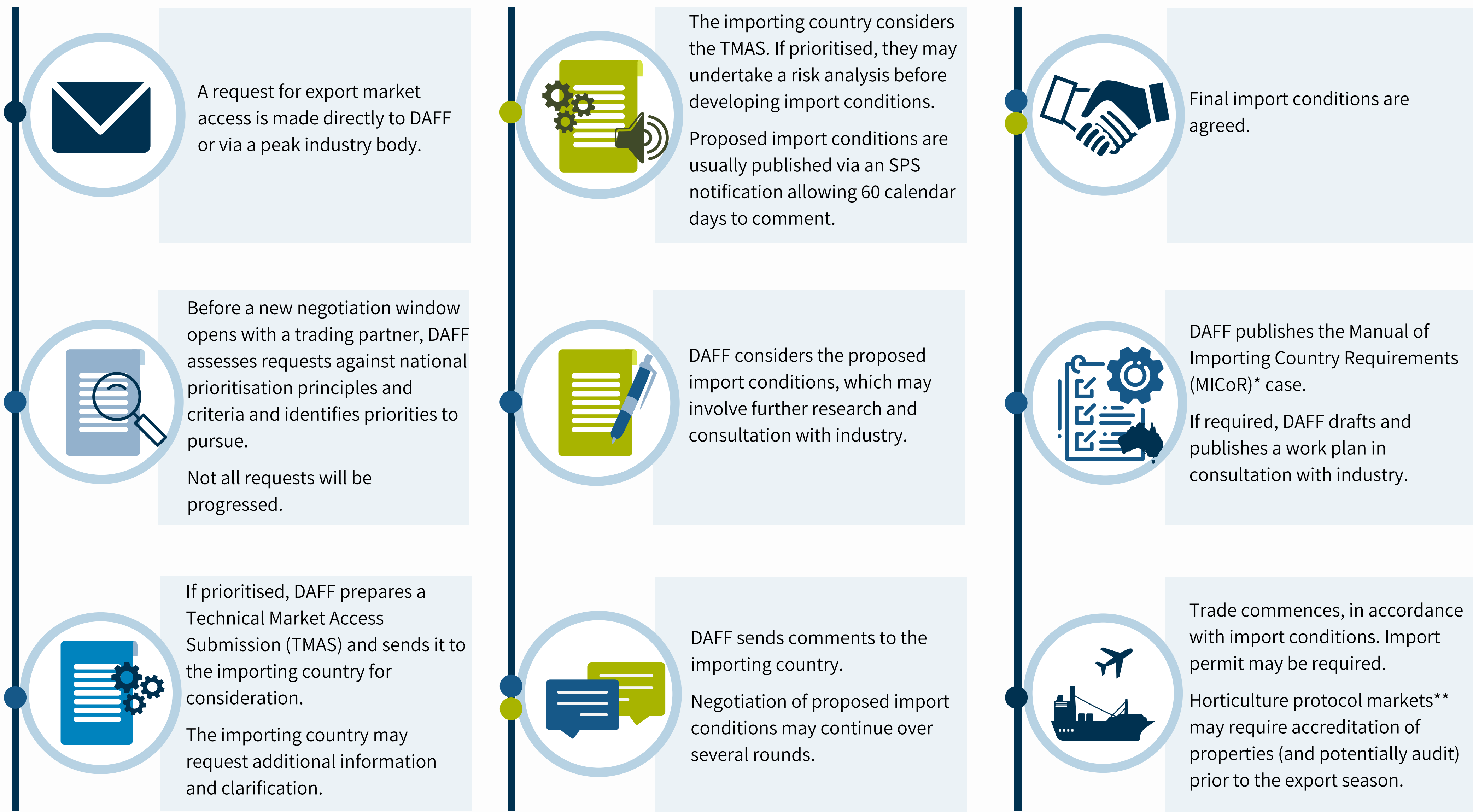
The Department of Agriculture, Fisheries and Forestry (DAFF) creates new agricultural export opportunities by negotiating technical market access for prioritised Australian commodities. We consult with export industry groups throughout the technical market access process.



Timeframes vary depending on each country's prioritisation, the duration of research and consultation by both countries, and the negotiation process which can be complex, lengthy and dynamic.



TECHNICAL MARKET ACCESS PROCESS FOR PLANTS & PLANT PRODUCTS



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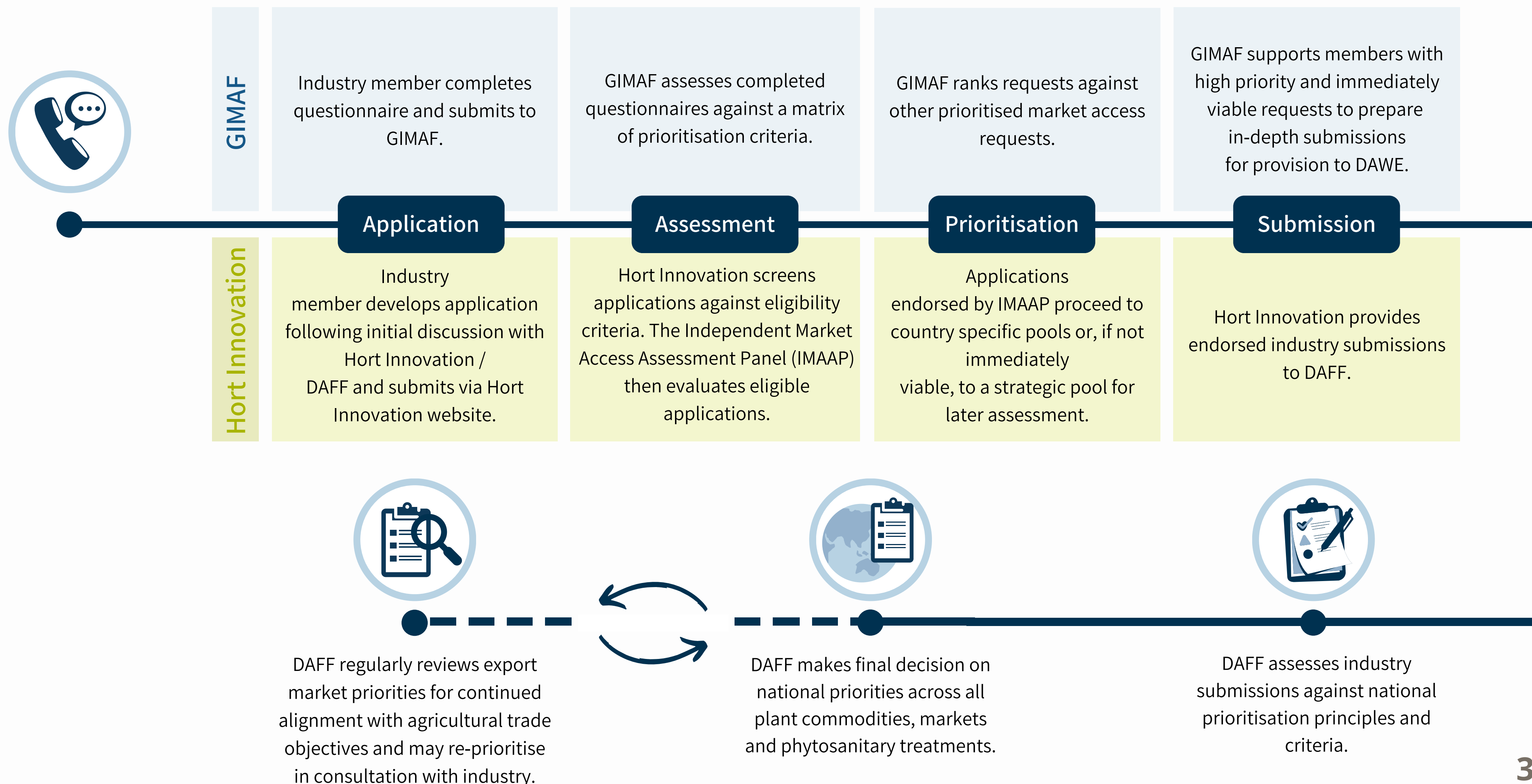
*MICoR is only provided as a guide. Exporters must confirm with their importer or the importing country's relevant authority that they meet the importing country requirements.
**Protocol markets are those with a specific agreement or understanding in place between that country and Australia regarding a specific product.



PRIORITISATION OF TECHNICAL MARKET ACCESS REQUESTS FOR PLANTS & PLANT PRODUCTS

The Department of Agriculture, Fisheries and Forestry (DAFF) prioritises which market access requests to pursue to ensure efforts in trade negotiation and technical research are directed towards activities most likely to advance Australia’s agricultural trade objectives.

Horticulture Innovation Australia Limited (Hort Innovation) and the Grains Industry Market Access Forum (GIMAF) provide the department with key market access priorities for respective commodities to particular export markets.





Australian Government

Department of Agriculture,
Fisheries and Forestry

PLANT MARKET ACCESS PRIORITISATION

The Department of Agriculture, Fisheries and Forestry (DAFF) works to obtain new and improved market access for Australian agricultural exports. Negotiations with trading partners can be technically complex, resource intensive and lengthy. DAFF prioritises which market access requests to pursue - and periodically reviews priorities - to ensure efforts and resources are directed towards activities most likely to advance Australia's trade objectives and maximise benefits for agricultural industries.

1 RECEIVE

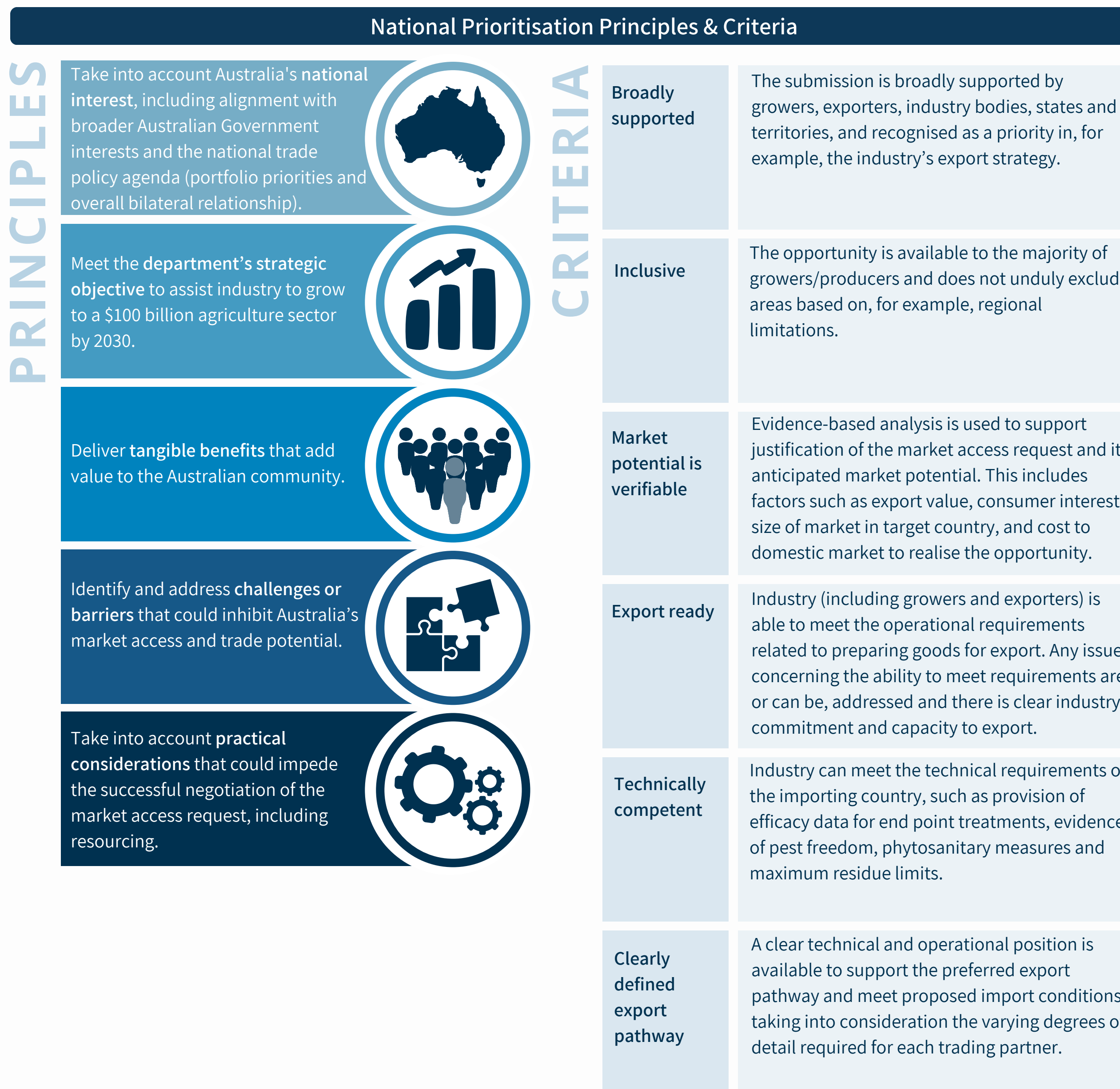
Horticulture Innovation Australia Limited (Hort Innovation) and the Grains Industry Market Access Forum (GIMAF) provide DAFF with key market access priorities for respective commodities to particular export markets.

- ◆ Non levy-paying horticulture industries may also submit requests via Hort Innovation.
- ◆ For plant products not covered by Hort Innovation or GIMAF, market access requests may be made directly to DAFF.

2 ASSESS

DAFF assesses industry submissions against **national prioritisation principles and criteria**.

Additional information is considered from across DAFF, industry, the overseas agriculture counsellor network, trading partners, and other government departments (state/territory and federal).



3 DECIDE

The Market Access Risk Analysis (MARA) Governance Board (comprised of DAFF executive) makes final decision on national priorities across all plant commodities, markets and phytosanitary treatments.

4 REVIEW

DAFF regularly reviews export market priorities for continued alignment with agricultural trade objectives and may re-prioritise in consultation with industry, following the Plant Market Access Priority Review Process.



Australian Government

Department of Agriculture,
Fisheries and Forestry

PLANT MARKET ACCESS PRIORITY REVIEW

The Department of Agriculture, Fisheries and Forestry (DAFF) periodically reviews active export market access negotiations for continued alignment with agricultural trade objectives and a continued focus on those most likely to deliver outcomes of maximum benefit to Australian agricultural industries.

1 ASSESS

DAFF assesses each active market access negotiation and identifies any that meet one or more triggers for review.

2 EXAMINE

DAFF re-examines all requests flagged for review to analyse concerns and identify possible solutions.

Additional information is considered from across DAFF, industry, the overseas agriculture counsellor network, trading partners, and other government departments (state/territory and federal).

3 DETERMINE

DAFF determines an outcome and refers significant changes to the Market Access Risk Analysis (MARA) Governance Board (comprised of DAFF executive) for decision.

TRIGGERS

Lack of industry commitment to the market access priority	Access to that market is no longer an industry priority.
Market access no longer economically viable	The market is no longer economically viable due to expected long term changes (e.g. global prices, importing country consumer interest, cost to domestic industry due to changed treatment requirements).
Operational or technical requirements cannot be met	Industry can no longer meet the operational or technical requirements, due to changes in domestic management practices, evidence demonstrating new pests are affecting commodity which entail additional requirements or changes to Pest/Pest Free status/recognition.
Changes to importing country requirements cannot be met	Importing country lists new prohibited pests that are present in Australia but previously not of concern for the pathway or new measures are introduced (MRLs, phytosanitary requirements, treatments).
Country strategy has changed	The relationship has changed, which is impacting upon this particular market access negotiation, or intel from Post suggests the submission will not progress, or political/strategic decisions made relating to transactional wins for partner countries.
No progress on market access request since last review	Extended time has elapsed with no foreseeable progress.

OUTCOMES

- The division continues progressing the market access request as usual.
- Industry provides the division with additional information to progress the market access request.
- The division narrows scope of the request to achieve a more satisfactory result.
- The division advises industry to accept the import conditions offered (i.e. non-preferred trade pathway) to finalise the market access request.
- Industry withdraws the market access request and it returns to the country's pool of approved applications.

4 DECIDE

The MARA Governance Board makes the final decision on changes to existing market access priorities.

If a market access request is withdrawn this prompts the Plant Market Access Prioritisation Process to identify a new priority for that country.