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Every New Year's beginning is often accompanied by a factual account of previous year's results as well as the design of new plans for the New Year.

The available data for exports show that 2013 brought a historic record for Greece, reaching the 28 euro billions, while the importance of external trade as a percentage of the country's GDP has been enhanced, including the internationalized economy sectors (exports of services and products, tourism, transports, shipping) that reach the 28% of the national GDP.

At the same time, the materialization of the Roadmap for Trade Facilitation is continued and the structural reforms concerning the entrepreneurship's extroversion are shaping a more favorable framework towards international action and penetration in the foreign markets.

Some data which add optimism for the upcoming time period are the following:

- The accomplishment of the target for 20 Approved Traders of Fresh Fruit & Vegetables before the end of 2013,
- The realization of *Business Process Analysis (BPA)* studies for 5 more large categories of export products, *i.e.* olive oil, canned peach, aluminum products, natural cosmetics and dual use products,
- The beginning of an informative campaign for the direct advantages that export companies can have after obtaining the *Authorized Economic Operator* and *Simplified Export Procedures* certifications,
- The immediate actions to eliminate bureaucratic obstacles at the export procedures of dynamic Greek products as well as the real simplification of the legal framework for exports.

In conclusion, even if a list of wishes follow the beginning of each New Year, the **Operational Steering Committee for Trade Facilitation (OSC)**, strongly believes that through the cooperation of public and private sector, including the participation of export companies at the internationalization of our external trade, 2014 will be a key turn point for more POSITIVE, TARGETED AND COMPETITIVE Extroversion.

HAPPY NEW YEAR

OSC

The Newsletter of OSC is also available at the following websites:

- Ministry of Development & Competitiveness (www.mindev.gov.gr/?p=6807)
- Ministry of Rural Development and Food (www.minagric.gr)
- Customs Administration – ICISNet (<http://portal.gsis.gr/portal/page/portal/ICISnet>)
- HEPO-Hellenic Foreign Trade Board (www.hepo.gr/)
- PEA-Panhellenic Exporters Association (www.pse.gr/)
- SEVE-Greek International Business Association (www.seve.gr/)
- Exporter's Association of Crete (<http://crete-exporters.com/>)
- SEV Hellenic Federation of Enterprises (www.sev.org.gr/online/index.aspx)
- EXPORTGATE.GR (www.exportgate.gr)



THE RECORDS OF EXPORTS

According to the last available data from the Hellenic Statistical Authority and the analysis of the OSC Communications WG, during 2009-2013 (12 months base calculations), there was an increase of 63% of the Greek exports, leading to more than double participation at the country's GDP (from 7,6% in 2009 to 15,5% in 2013).

Moreover, if we add the services' exports, then the participation of extroverted sectors at the Greek economy (export companies, tourism, transports, shipping, communications and financial services) is exceeding 28%, reaching the European average.

Greek Exports per year 2009-2013 (in million euros)

YEAR	VALUE OF EXPORTS	CHANGE (%)
2009	17.584,1	-17,5%
2010	21.083,4	19,9%
2011	24.352,9	15,5%
2012	27.612,6	13,4%
* 2013	28.704	4%

*Based on estimations for the increase of exports in 2013, taking into account the numbers of Hellenic Statistical Agency for the 10 months of the previous year.

REMARKABLE RESULTS OF THE NATIONAL STRATEGY

THE TARGET FOR 20 APPROVED TRADERS WAS ACHIEVED

The successful implementation of the structural reforms designed by the Ministry of Rural Development and Food is ongoing and the first results regarding the institution of the Approved Trader for Fresh Fruits and Vegetables have been delivered.

The recent data show that the target for 20 Approved Traders was reached before the end of 2013 (for exports within EU member countries). The Approved Traders registered before the end of 2013 at the "Registration Depository of Approved Trader for Fresh Fruits and Vegetables" are 21. The competent authorities of MRDF are expecting 5 more approvals in the 1st quarter of 2014.

The Registration Depository is available at MRDF's webpage:

http://www.minagric.gr/index.php/el/for-farmer-2/crop-production/oporokipeytika/287-nopa-oporokipeytika#empor_nopon_opor



5 MORE BPA STUDIES WILL BE CONDUCTED IN THE UPCOMING QUARTER

The realization of *Business Process Analysis (BPA)* studies for 5 more large categories of export products will be completed within the 1st quarter of 2014. The studies will be conducted with the cooperation of the national Exports Associations and the sectoral associations.

In particular, under the supervision of special researchers and the participation of export companies per product category, there will be an analysis of the whole existing framework of export procedures for the following products, per target country and mean of transport:

- Aluminum products /Azerbaijan/Track
- Olive Oil/USA/Ship
- Cosmetics/Russian Federation/Track
- Canned peach/USA/Ship
- Metallic pipes (dual use)/Qatar/Ship

During the examination and the recording of all the pre-custom, custom and other procedures, the study will also include all the necessary actions that an export company should undertake, such as the registration in particular registries, associations etc., related to each export action and destination country. Also, there will be examined and recorded all the certifications and guarantees that are requested from the clients even if there is no official legislation (eg. certifications, paper of origin).

In this way, certain suggestions will be given to the Public Administration in order to simplify further the export procedures, wherever it is necessary. In addition, easy to use manuals will be issued for possible exporters per product and per destination country.

LEGAL MANUAL FOR E-TRANSACTION IN GREECE

The OSC's Legal Working Group, having identified the fact that the promotion of exports would be impossible without the use of internet tools and means such as e-transacting and e-commerce, has proceeded to a systematic recording of European and National legislation, aiming to record the legal framework of e-transaction in Greece and the progress made in this sector during the last years.

In this useful guide, which aims at existing extrovert businesses as well as to all others who are now planning to engage in foreign trade, you can find main legislation (Laws , Presidential Decrees , Regulations, etc.) as well as normative regulations (Ministerial decisions interpretative circulars, instructions, etc.) concerning e-transactions and e-commerce .



The basic objective of the guide author (Mrs Sophia POLYCHRONEA, lawyer-legal counselor of PEA and OAEF), which is the result of cooperation between members of the Ministry of Finance and the Ministry of Development and Competiveness, is the provision of legal information in a concise and simple way for everyone as well as the presentation of the existing means and platforms for the e-transacting of the citizens and the enterprises with the public administration.

HIGHLIGHTS

«The institution of the Approved Trader constitutes another stamp of quality at the “passport” of Greek agricultural products that conquer the international markets. The direct benefits for entrepreneurs come from the radical decrease of administrative and economic burdens and the time needed to complete the export/shipment of their products ».

Minister of Rural Development and Food, Mr. Athanasios TSAFTARIS

«My certification as Approved Trader is a reward of my efforts and gives an added value to the exports of my products ».

Mr. Nikos PROTOFANOUSIS, Proto Fruits S.A.

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Με τη συγχρηματοδότηση της Ελλάδας και της Ευρωπαϊκής Ένωσης- Ευρωπαϊκό Ταμείο Περιφερειακής Ανάπτυξης

Σημείωση: Το περιεχόμενο του παρόντος ενημερωτικού δελτίου της ΕΣΕ δεν δεσμεύει τα μέλη της Επιτροπής.