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MARKET FOCUS

More German companies are fast-forwarding their plans to engage Asian suppliers to seek out better total costs of operation and also establish themselves in the Asian market. IE Singapore's Centre Director for Frankfurt offers insider tips and insights.

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CASE STUDY

Market analysis helped a local clothing chain choose a suitable market for their products by assessing consumer behaviour and other various factors in Germany and Australia.

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Grow your business by exploring opportunities in Germany

Global experts are ready to help.

UPS EXPORT SERIES

Exporting to Germany

Germany is Europe's largest economy and second most populous country. Located in Central Europe, it has developed a high standard of living and is well-known as a leader in various scientific and technological fields.

Germany is home to some of the world's largest and most technologically advanced producers of iron, steel, coal, cement, chemicals, machinery, vehicles, machine tools, electronics, food and beverages, shipbuilding and textiles.

With a population of 82 million and the third-largest number of international migrants worldwide, the country's gross domestic product reached an estimated US\$ 3.8 trillion in 2008.

Singapore - Germany Trade

Some of Singapore's government and private institutions have assisted in facilitating vigorous economic activity between the two nations, making Singapore Germany's most important ASEAN economic partner.

Singapore's top exports to Germany include electronic valves, parts for office and duplicating machines, refined petroleum products, telecommunications equipment and electrical circuit apparatus.

Meanwhile, major imports from Germany comprise electronic valves, parts for tractors and motor vehicles, motor cards, measuring instruments and specialised machinery.

Commodity-specific Requirements

There are special stipulations on certain commodities when shipping to Germany. Adhering to the following stipulations will help avoid delays and holds at customs:

- A health certificate is required for all **animal products** except processed leather, processed horn or varnished feathers. The health certificate has to be original and stamped and signed by the official agency in the export country. A veterinarian will inspect the shipment upon arrival into the EU.
- **Exhibition goods** may be subjected to duty and tax. Proforma invoice should list the name of a contact person and a valid phone number for liaison purposes.
- **Food supplements** are classified by customs as medicine, which private individuals cannot import without a license. Food supplements without an import license will be returned to the shipper or destroyed under customs control.
- All commercial shipments of **textiles** require a Certificate of Origin. Customs may require an import license for some commercial textile shipments depending on the harmonised tariff code. The importer must obtain the import license from the Ministry of Foreign Trade. In addition, an export license from the shipper is required.

Need further information? UPS can advise you on any restrictions or special requirements for shipping to Germany.



UPS in Germany

UPS has daily flights from Singapore to UPS's European air hub in Cologne, Germany.

Trading with the EU

Since Germany is part of the European Union (EU), certain items such as fresh or frozen poultry products, pet food products and pharmaceutical processing must follow EU requirements.

Imports from territories outside the EU into Germany is subject to import turnover tax, while movement of goods into Germany from another territory within the EU is subject to acquisition value-added tax.

All industrial imports will be levied an import sales tax of 19 percent. A discounted tax of 7 percent will be given for food products, books, newspapers and art pieces.

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