



CARIFORUM-EU EPA

A Partnership that Counts



Some Tips for Entering the EU Market for Fresh Coconuts

CARIFORUM States have been exporting fresh coconuts and by-products made from coconuts for many years. Small scale coconut farmers in the region benefited from development assistance such as the Coconut Industry Development Project: [Launch of Phase II of the Coconut Industry Development Project - ACIDEES \(cardi.org\)](#) and the EPA-related 11th EDF Sanitary and Phytosanitary Measures Project: [ABOUT THE PROJECT \(edfspscariforum.online\)](#) financed by the European Union.

As the health benefits of coconut water become more widely known there is an increased demand for fresh coconuts on the international market. The market for fresh coconuts is divided into drinkable young nuts and mature nuts in shells or pieces. According to the Centre for Promotion of Imports, the largest markets in the EU are Germany and France. Freshness and sustainable production are key to penetrating the EU market.

Fresh Coconuts entering markets in the European Union must meet the requirements for fresh fruit and vegetables. The European Union's Access to Markets Portal is a useful tool to obtain important information. The relevant product classification codes are: HS code 08011200 and HS code 08011900 [Welcome home page | Access2Markets \(europa.eu\)](#)

The Centre for Promotion of Imports recommends that coconut farmers should practice integrated pest management during cultivation and research the pesticide residue limits allowed in the European Union. Farmers must adhere to the quality standards for fresh fruit in order to ensure freshness and work with buyers to meet packaging requirements. Global G.A.P certification for good agricultural practices is a necessity although it can be costly and difficult for small farmers to attain. It is worthwhile to implement at least one social and environmental standard as RainForest Alliance [Transforming Business Practices | Rainforest Alliance \(rainforest-alliance.org\)](#) for traceability and transparency. Specialised importers facilitate entry into the EU market due to connections with supermarkets, wholesalers and processors. Participating in trade fairs is a good way to meet importers. Learning from the best practices of major suppliers to the EU market such as Ivory Coast and Thailand is recommended.

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