# INTRODUCTION TO PREFERENTIAL CERTIFICATE OF ORIGIN (PCO)

Trade Cooperation & Industry
Coordination Section
Trade Cooperation Division
MITI



### **Presentation Outline**

Free Trade Agreement (FTA)

Preferential Certificate of origin (PCO)



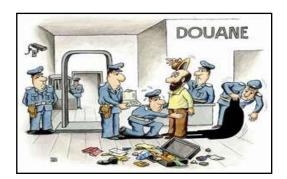
## Application Procedure



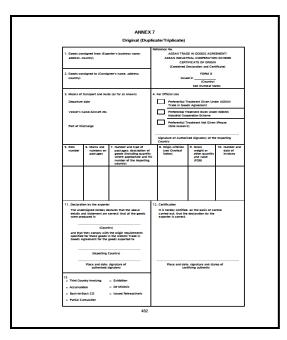
## Concept of Preferential Certificate of Origin (PCO)







Human





**Product** 





## Preferential Certificate of Origin (PCO)

A document to **prove the origin status** of a product.

and

Presented as an import document to the customs of importing country for a product to



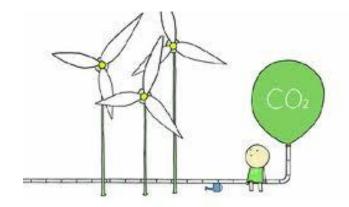


## Rules of Origin (ROO)

To determine the **Country of** 

**origin** of a product for purpose of international trade.

Vary from different FTA agreements.



Ensure that **only FTA partners**will **benefit** from the tariff
concessions or preferential treatment.



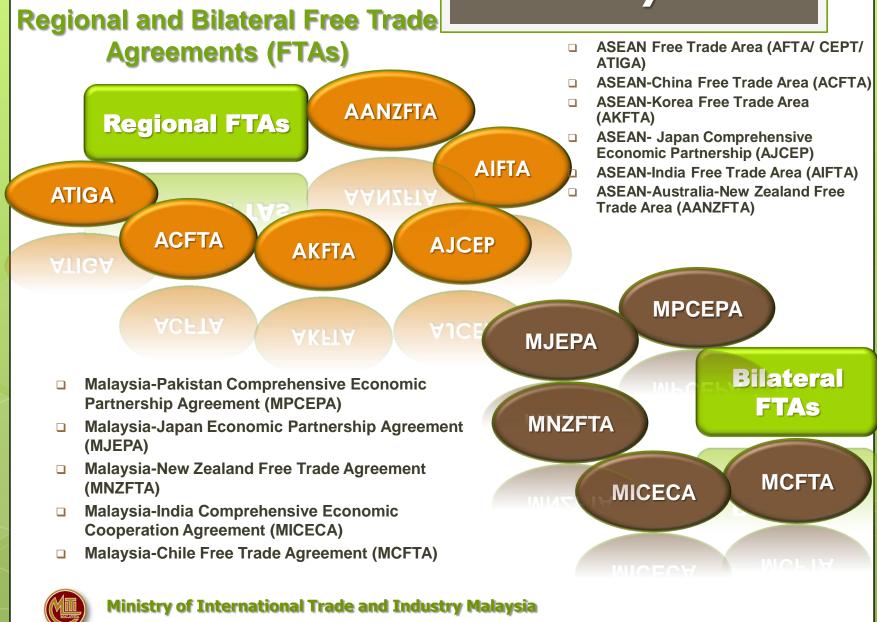
### What is FTA?

A Free Trade Agreement (FTA) is a legally binding agreement between two or more countries where member countries provide each other more favourable treatment such as:



- lower or zero tariffs of export of goods;
- relaxed or removal of quantitative import restriction;
- □ hassle free customs procedures;
- improve market access for various services;
- □ easier entry for businessmen; and
- □ better terms of investment.







MICECA Form MICECA 1 Jul 2011 MJEPA Form MJEPA 13 Jul 2006

History of Malaysia's FTA Involvement

**AJCEP** 

Form AJ 1 Feb 2009 **CEPT/ATIGA** 

Form D - 1993

**AKFTA** 

Form AK 1 Jun 2007

MCFTA Form MCFTA 25 Feb 2012

**MNZFTA** 

Form MNZ 1 Aug 2010

**MPCEPA** 

Form MPCEPA

Early Harvest
1 Oct 2005
Fully Implemented
1 Jan 2008

**AIFTA** 

Form Al 1 Jan 2010

**AANZFTA** 

Form AANZ 1 Jan 2010 **ACFTA** 

Form E

Early Harvest
1 Jan 2004
Fully Implemented
1 Jul 2005

## General Rules for Regional FTAs

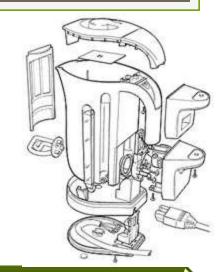
ASEAN REGIONAL FTAs	Wholly Obtained (WO/ X) / Produced entirely (PE)	Regional Value Content (RVC) 40% / Qualifying Value Content (QVC) 40%	CTH	Back- to - back	Third Party Invoicing
CEPT/ ATIGA	$\sqrt{}$	<b>√</b>	~	$\checkmark$	$\checkmark$
ACFTA	V	$\checkmark$	,	1	V
AKFTA	V	V	<b>√</b>	<b>√</b>	V
AJCEP	V	V	<b>√</b>	1	V
AANZFTA	V	V	<b>√</b>	V	V
AIFTA	V	√ 35% +CTSH	,	<b>V</b>	1

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## **General Rules for Bilateral FTAs**

ASEAN REGIONAL FTAs	Wholly Obtained (WO / X)	Single Country Content / Qualifying Value Content (QVC) 40%	CTH	Back - to - back	Third Party Invoicing
MPCEPA	$\sqrt{}$	$\sqrt{}$	√	1	-
MJEPA	V	V	√	,	V
MNZFTA	V	V	-	1	V
MICECA	V	√ 35% +CTSH	-	-	V
MCFTA	V	$\sqrt{}$	√	ı	V

Originating materials of a party used in the production of a product in another party shall be considered as originating materials.



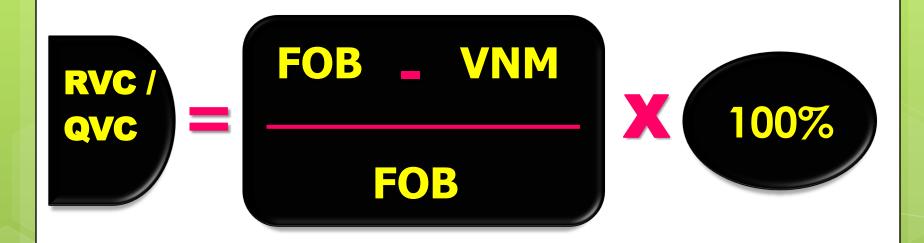
### Is Cumulation Allowed?

Originating materials will be taken into account in the calculation of Regional Value Content (RVC).





## Calculation of RVC/QVC



**RVC** = Regional Value Content

**QVC** = Qualifying Value Content

**FOB** = Free on board value

**VNM** = Value of non-originating materials



## Wholly Obtained (WO) or Produced Entirely (PE)

### **Example:**

Parts / Materials Used	HS Code	Country of Origin / Name of supplier	Value (RM)	%
Material 1	HS Code 1	Malaysia / Supplier 1	0.50	45.5
Total			0.50	45.5
Labour cost			0.10	9.1
Overhead cost			0.10	9.1
Other cost (if any)			0.15	13.6
Profit			0.25	22.7
FOB			1.10	100

### Calculation of Single Country Content for ACFTA

**Single Country Content = 74.04%** 

Parts / Materials Used	HS Code	Country of Origin / Name of supplier	Value (RM)	%
Material 1	HS Code 1	Malaysia/ Supplier 1	7.50	26.32
Material 2	HS Code 2	China/ Supplier 2	3.30	11.58
Material 3	HS Code 3	France/ Supplier 3	2.40	8.42
Material 4	HS Code 4	USA/ Supplier 4	5.00	17.54
Total			18.20	63.86
Labour cost			5.00	17.54
Overhead cost				
Other cost (if any)			1.50	5.3
Profit			3.80	13.3
FOB			28.50	100

### Calculation of RVC for AIFTA

Finished product = 1234.56

**Origin Criteria = RVC 73.68%+CTSH** 

Parts / Materials Used	HS Code	Country of Origin / Name of supplier	Value (RM)	%
Material 1	2345.67	China/ Supplier 1	7.50	26.32
Material 2	1234.55	Singapore/ Supplier 2	3.30	11.58
Material 3	9876.54	India/ Supplier 3	2.40	8.42
Material 4	1478.52	Thailand/ Supplier 4	5.00	17.54
Total			18.20	63.86
Labour cost			5.00	17.54
Overhead cost				
Other cost (if any)			1.50	5.3
Profit			3.80	13.3
FOB			28.50	100

### **Change in Tariff Classification (CTC)**

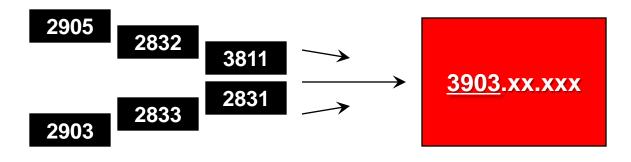
- Change in Tariff Chapter (CC)
  - Changes at first 2 digits HS Code
  - Example: XXxx.xx.xxx
- Change in Tariff Heading (CTH)
  - Changes at first 4 digits HS Code
  - Example: XXXX.xx.xxxx
- Change in Tariff Subheading (CTSH)
  - Changes at first 6 digits HS Code
  - Example: XXXX.xxxx



## Change in Tariff Classification (CTC)

### Example:

Change in Tariff Classification at <u>first four digit</u>
<u>level</u> (CTH - Change in Tariff Heading) for product classified under <u>3903</u>.xx.xxx:



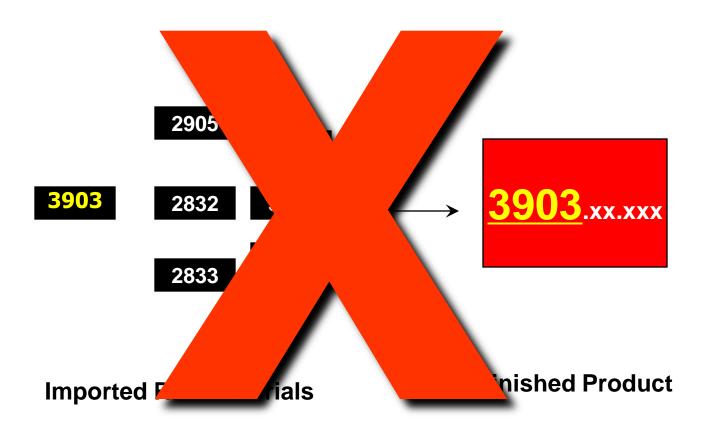
**Imported Raw Materials** 

**Finished Product** 



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## Change in Tariff Heading





### Product Specific Rules (PSR) for FTAs

- Products listed in the PSR are required to comply with the rules set out in the schedule.
- PSR schedules for FTAs with dialogue partners can be downloaded from MITI's official portal at www.miti.gov.my.



### **Non Qualifying Operations**

- Operations to ensure the <u>Preservation of</u>
   <u>Products</u> in good condition during transport and storage and other similar operations;
- Changes of packaging and breaking up and assembly of packages;
- Disassembly;
- Placing in bottles, cases, boxes and other simple packaging operations; and
- \* Mere making-up of sets of articles.



## GENERALISED SYSTEM OF PREFERENCES (GSP)



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## What is Generalised System of Preferences (GSP)?





Developed countries **Grant**preferential treatment

to eligible products imported from developing countries.



#### **Preferential treatment**

- in the form of reduced import duty; and
- granted without reciprocal obligation.

Malaysia enjoyed the GSP since 1971.



### **Preference Giving Countries**

- European Union (27 countries)
- Turkey
- Japan (76 imported HS Code only)
- EFTA :-
  - Norway
  - Switzerland
- Socialist:
  - Russia
  - Belarus



### **Product Coverage for GSP**

- Agricultural products:
  - (a) HS Chapters 1-25; and
- Processed and semi-processed industrial products:
  - (b) HS Chapters 25-97
- Chapter 93 is excluded from GSP Scheme;
- ✓ <u>Chapter 15</u> has <u>graduated</u> from GSP.



### **Benefits of GSP**

 To enable exports of developing countries to be <u>COMPETITIVE</u> in the developed countries' markets.

The <u>Ower duty or duty free</u> entry make it attractive for importers in the GSP donor countries to import from exporters in the beneficiary countries.

### **Rules of Origin for GSP**

	Identifying the Origin Criterion (Box 8 in Form A) for finished product						
Type of Origin Criterion	'P'	'W (first for digits 'P' finished product HS Code)' waterials used)					
Rules of Origin (ROO)	100% raw materials used from Malaysia (Wholly Obtained) or/and from ASEAN Cumulation	Based on the product's ROO (GSP Handbook)	Ranging from 0 – 50% of raw imported used				
Importing Countries	EU, Norway, Switzerland, Turkey, Russia, Belarus & Japan	EU, Norway, Switzerland & Turkey	Russian Federation and Belarus				

## Calculation of Ex-work (Import)

- Ex-work Price = Free on board value Other Cost
- ☐ VNM = Value of Non originating materials (Import)

To enjoy all GSP countries' preferential Treatment for selected products, the percentage of **Ex-work Import** must be **less than 50%**.



### For GSP Scheme:

Total Production Cost (TPC) = Raw material cost (local + ASEAN + Import) + Overhead Cost + Labor Cost.

**Ex-Work Price = TPC + Profit** 

**FOB = Ex-Work price + Other Cost** (Transportation, Warehouse & etc)



## Wholly Obtained (WO)

### **Example:**

Parts / Materials Used	HS Code	Country of Origin / Name of supplier	Value (RM)	Group Country of origin	%
Material 1	HS Code 1	Malaysia / Supplier 1	0.50	Local	58.8 2
Total			0.50		
Labour cost Overhead cost Total production Profit (+)			0.10 0.10 0.70 0.15		11.7 7 11.7 7 17.6 4
Ex Work Price			0.85		100

### **Wholly Obtained**

The following products shall be considered as originating in a beneficiary country:

products wholly obtained in that country within the meaning of **Article 75**;

products obtained in that country incorporating materials which have not been wholly obtained there, provided that such materials have undergone Sufficient Working or processing within the meaning of Article 76 (Annex 13a).

## Calculation of mix contain (1) (local and import)

W..... (first four digit of HS Code) & Y=37.54%

Parts / Materials Used	HS Code	Country of Origin / Name of supplier	Value (RM)	Group Country of origin	%
Material 1	HS Code 1	Malaysia/ Supplier 1	7.50	Local	26.32
Material 2	HS Code 2	China/ Supplier 2	3.30	Import	11.58
Material 3	HS Code 3	France/ Supplier 3	2.40	Import	8.42
Material 4	HS Code 4	USA/ Supplier 4	5.00	Import	17.54
Total			18.20		
Labour cost			5.00		17.54
Overhead cost			1.50		5.27
Total production			24.70		
Profit (+)			3.80		13.33
Ex-Work price			28.50		100

#### Note: refer to Calculation of mix contain (1)

- \* Percentage of imports (Y) can be changed if there is Certificate of Origin (CO) is provided by the supplier of raw materials from France. Therefore any raw materials from European countries can be considered as local raw materials (wholly obtained) if their European suppliers can provide certificate of origin which is called <a href="EUR1">EUR1</a> to Malaysia company during applying the cost analysis (CA).
- Then the new figure and percentage can be seen in Calculation mix contain (2).



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## Calculation of mix contain (2) (local and import)

W.... (first four digit of HS Code) & Y=29.12%

Parts / Materials Used	HS Code	Country of Origin / Name of supplier	Value (RM)	Group Country of origin	%
Material 1	HS Code 1	Malaysia/ Supplier 1	7.50	Local	26.32
Material 2	HS Code 2	China/ Supplier 2	3.30	Import	11.58
Material 3	HS Code 3	France/ Supplier 3*	2.40	Local	8.42
Material 4	HS Code 4	USA/ Supplier 4	5.00	Import	17.54
Total			18.20		
Labour cost			5.00		17.54
Overhead cost			1.50		5.27
Total production			24.70		
Profit (+)			3.80		13.33
Ex-Work price			28.50		100

### **Invoice Declaration**

The STATEMENT ON ORIGIN, can be replace the EUR1 if the product value are less than Euro 6,000

Make sure the statement as stated in the supplier invoice of the raw materials : -

"The exporter (Number of Registered Exporter — unless the value of the consigned originating products does not exceed EUR 6 000 (2)) of the products covered by this document declares that, except where otherwise clearly indicated, these products are of ... preferential origin (3) according to rules of origin of the Generalized System of Preferences of the European Union and that the origin criterion met is ... (4).



### Calculation of mix contain (3) (Asean and Import)

W..... (first four digit of HS Code) & Y=34.74%

Parts / Materials Used	HS Code	Country of Origin / Name of supplier	Value (RM)	Group Country of origin	%
Material 1	2345.67	China/ Supplier 1	7.50	Import	26.32
Material 2	1234.55	Singapore/ Supplier 2	3.30	ASEAN	11.58
Material 3	9876.54	India/ Supplier 3	2.40	Import	8.42
Material 4	1478.52	Thailand/ Supplier 4	5.00	ASEAN	17.54
Total			18.20		
Labour cost			5.00		17.54
Overhead cost			1.50		5.27
Total production					
Profit (+)			3.80		13.33
FOB			28.50		100

#### Note: refer to Calculation of mix contain (3)

- Percentage of imports (Y) can be changed if there is Certificate of Origin (CO) is provided by the supplier of raw materials from ASEAN. Therefore Any material which purchased from ASEAN countries are consider as local material in condition ASEAN supplier provide Form A for the raw material and enclose in application then exporter can still remain ASEAN status in the Group Country of Origin column.
- This is due to :-

Total Local Raw Material = Local (Malaysia) + ASEAN

Otherwise if ASEAN supplier cannot provide Form A for the raw material, exporter should change ASEAN material value from ASEAN/ local to import in the Group Country of Origin column. Then the new figure and percentage can be seen in Calculation mix contain (4).



## Calculation of mix contain (4) (Asean and Import)

W..... (first four digit of HS Code) & Y=63.85%

Parts / Materials Used	HS Code	Country of Origin / Name of supplier	Value (RM)	Group Country of origin	%
Material 1	2345.67	China/ Supplier 1	7.50	Import	26.32
Material 2	1234.55	Singapore/ Supplier 2	3.30	Import	11.58
Material 3	9876.54	India/ Supplier 3	2.40	Import	8.42
Material 4	1478.52	Thailand/ Supplier 4	5.00	Import	17.54
Total			18.20		
Labour cost			5.00		17.54
Overhead cost			1.50		5.27
Total production					
Profit (+)			3.80		13.33
FOB			28.50		100

# Non Qualifying Operations

- Operations to ensure the <u>preservation of products</u> in good condition during transport and storage and other similar operations;
- Changes of packaging and <u>breaking up</u> and <u>assembly of packages;</u>
- Disassembly;
- Placing in bottles, cases, boxes and other simple packaging operations; and
- Mere <u>making-up</u> of <u>sets of articles</u>.
- For details insufficient working / process, please refer to

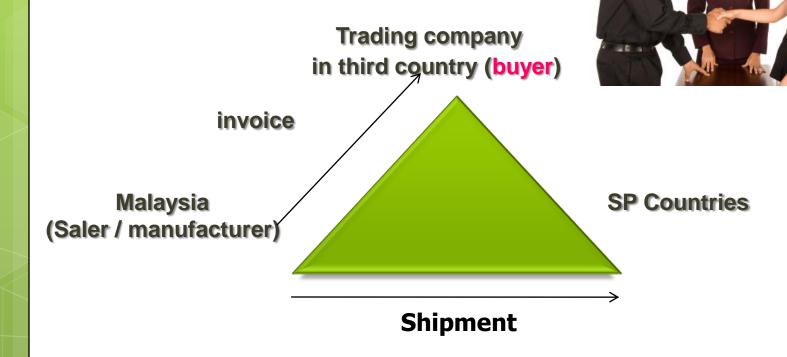
Article 78 paragraph 1 (a - q), 2 and 3

# **Cumulative Origin Under GSP**

- ✓ ASEAN Cumulation is permitted for GSP for semi-finished products provided that the Form A or invoice declaration from the originating country (ASEAN Member States) is presented upon application of Certificate of Origin Form A;
- The ASEAN Member States are:
  - (a) Brunei, Cambodia, Indonesia, Lao People Democratic Republic, Malaysia, Philippines, Singapore, Thailand and Vietnam (Myanmar is exclude)

# **Third Party Invoicing Arrangement**

- Application of Third Party
- Example : Form A application



# **Back-to-Back (BTB) Arrangement**

- \*Goods <u>trans-shiped</u> or <u>temporarily</u> <u>stored</u> under <u>customs control</u> for <u>re-exportation</u> to a <u>third country</u>.
- Example: Form A application



Malaysian Company has to obtain the Form A issued in Thailand and apply back-to-back Form A in Malaysia. BTB only to EU

#### **Application Procedures**

### **Online Application**

No hardcopy for cost analysis application;
Only form have to be endorsed by MITI;
Operated by DagangNet Technologies Sdn Bhd.



Ministry of International Trade and Industry (MITI) is the sole Issuing Authority for preferential Certificate of Origin (COs).

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### **APPLICATION STEPS**

#### **STEP ONE**

Cost Analysis Application
Client Charter
Five Working Days





#### **STEP TWO**

COs Application
Client Charter
One Working Day

# **Cost Analysis Application**

- ✓ Pre-Exportation Verification;
- ✓ Certify Product's Origin;
- Origin Criterion of Product; and
- ✓ Factory visit if necessary.

Application must be done online through ePCO System.

# Back-to-Back Arrangement: Documentation Requirement

- ✓ An <u>original PCO</u> issued by the first exporting country;
- ✓ Back-to-Back Application Form;
- ✓ A <u>Back-to-Back PCO</u> which contains some of the same information as the original PCO, such as <u>Origin Criterion</u>;
- ✓ Customs Declaration Form; and
- ✓ Monitoring Sheet.

# **Origin Verification**

- ✓ The importing country may <u>conduct a</u> <u>verification</u> through its customs authority, by means of:
  - i. request information from the <u>Issuing</u>
     Authority of the exporting member state;
  - ii. <u>request information</u> from the <u>exporter</u> or <u>producer</u>.

### **ASEAN Self-Certification**

 Involving four (4) participating member states – Malaysia, Singapore, Brunei and Thailand

 Self-certification is a system which enables the Certified exporter to make out an invoice Declaration for the export of goods

### **ASEAN Self-Certification Procedure**

- □ Keep and maintain up-to-date accurate books and records for at least 3 years
- Extend full co-operation to MITI and Royal Malaysian Customs
- Officers from MITI and Royal Malaysian Customs may inspect your factory and operations as and when required. Failure to comply with the above conditions may result in termination of registration as a Certified Exporter

### **ASEAN Self-Certification Procedure**

#### Authorization

- ✓ Applicant will be informed by MITI in writing on the authorization to act as Certified Exporter within the framework of the ATIGA
- ✓ Certified Exporter agrees to the conditions under Rule 12A, 12B, 12C and 12D of the OCP

### **Invoice Declaration**

The Certified Exporter shall, in the case of export of products satisfying the origin criteria of the Agreement, put the following declaration on the invoice:

"The exporter of the product(s) covered by this document (Certified Exporter No.....) declares that, except where otherwise clearly indicated, the products satisfy the Rules of Origin to be considered as ASEAN Originating Products under ATIGA (ASEAN country of origin: ......), with origin criteria: ........

FTAs

i. Mr. Ezral Uzaimi

Email : ezral@miti.gov.my

Tel : 03 62000130

ii. Ms. Noor Haizan Mat

Email : aizan@miti.gov.my

Tel : 03 6200 0129

iii. Mr. Muhammad Faris Sameon

Email : faris@miti.gov.my

Tel : 03 6200 0138

iv. Mr. Lukman Jusoh

Email : lukman@miti.gov.my

Tel : 03 6200 0387

v. Ms. Siti Sarah Abdul Mujib

Email : sitisarah.mujib@miti.gov.my

Tel : 03 6200 0242

\* GSP

i Mr. Gan Chee Koon

Email: ckgan@miti.gov.my

Tel: 03 6200 0132

ii Mr. Ariffatri Mohammad

Email: ariffatri@miti.gov.my

Tel: 03 6200 0137

iii Mr. Anuar Safian

Email: anuar.safian@miti.gov.my

Tel: 03 6200 0386

#### ATIGA / Self-Certification

i Mr. Azmir Musyabri Abdul Mutallib

Email: azmir@miti.gov.my

Tel: 03 6200 0133

ii Mr. Aizul Kamil Ibrahim

Email: aizul@miti.gov.my

Tel: 03 6200 0131

iii Mrs. Yupa a/p Bon Choi /

Mr. Rock Edward A/L Anthonysamy

Email: yupa@miti.gov.my / rock.edward@miti.gov.my

Tel : 03 6200 0388 / 03 - 62000444

#### MITI's Branch Offices:

#### Johor

Officer in-charge: Ms. Aida Shukrena Mohd Idris

Tel: 07 - 224 4639

Email: aidasyukrena@miti.gov.my

#### Penang

Officer in-charge: Mr. Mohd Iqbal Mohd Noor

Tel: 04 - 262 5133

Email: iqbal@miti.gov.my

#### Perak

Officer in-charge: Mr. Shuhardi Turaz Radzik

Tel: 05 - 241 7751

Email: shuhardi@miti.gov.my

#### Sabah

Officer in-charge: Mr. Azman Poji

Tel: 088 - 236 758

Email: azmanpoji@miti.gov. my

#### MITI's Branch Offices:

#### Kelantan

Officer in-charge: Mr. Azran Hj. Deraman

Tel: 09 -748 3457

Email: azran@miti.gov. my

#### Pahang

Officer in-charge: Mr. Noor Zainal Osman

Tel: 09 - 513 0851

Email: nzainal@miti.gov. my

#### Sarawak

Officer in-charge: Ms. Sabariah Mohd Sofian

Tel: 082 - 257 164

Email: sabariah@miti.gov.my

#### MITI Service Counter (for online (e-PCO) application only):

#### Malacca

Officer in-charge: Ms. Haslina Mahjar

Tel: 06-232 6334

Email: haslina.mahjar@miti.gov.my



# **THANK YOU**

Ministry of International Trade and Industry (MITI)

Office Address:

Block 8 & 10, Government Offices Complex Jalan Duta 50622 Kuala Lumpur, MALAYSIA

website: http://www.miti.gov.my