

# Exporting warm treated beef to China

Step-by Step Guideline for Mongolian Business and Producers



Implemented by

**giz** Deutsche Gesellschaft  
für Internationale  
Zusammenarbeit (GIZ) GmbH



# Support of Regional Economic Cooperation in Asia (SRECA)

## Overall Goal

- Strengthening economic cooperation and agricultural trade between selected neighbouring developing countries and China

## Focus Countries

- Cambodia, Lao PDR, Mongolia, Viet Nam

## Commissioned by

- German Federal Ministry for Economic Cooperation and Development (BMZ)

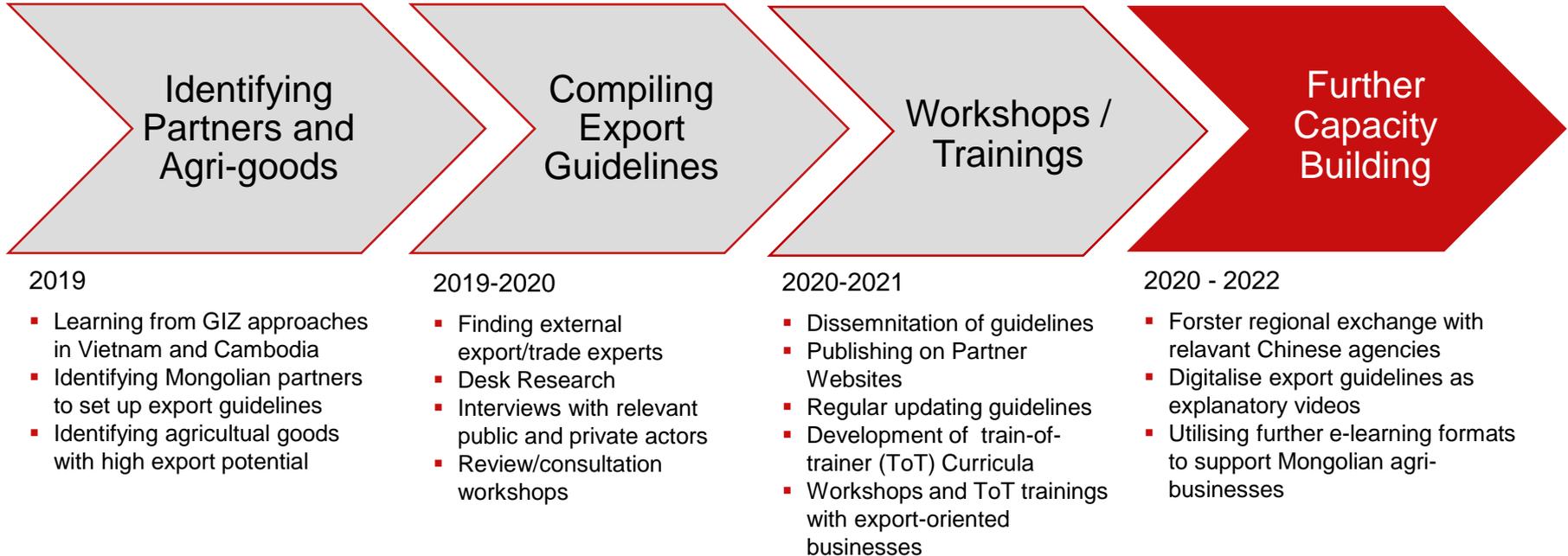
## Overall term

- 04/2019 – 03/2022



# GIZ SRECA Approach to Trade Promotion

## Establishing step-by-step Export Guidelines for Mongolian Agri-Businesses



# CONTENT OF GUIDELINES

**ONE.** GENERAL INFORMATION

**TWO.** EXPORT POSSIBILITY AND REGULATIONS ON WARM TREATED BEEF AND BEEF PRODUCTS TO PRC MARKET

**THREE.** PREPARATION FOR EXPORTING WARM TREATED BEEF AND BEEF PRODUCTS TO PRC

**FOUR.** EXPORTING PROCESS OF WARM TREATED BEEF AND BEEF PRODUCTS TO PRC

# CONTENT OF GUIDELINES

**FIVE.** RECOMMENDATION FOR COMPANIES TO EXPORT WARM TREATED BEEF AND BEEF PRODUCTS TO PRC

**SIX.** REQUIRED LIST OF DOCUMENTS TO EXPORT WARM TREATED BEEF AND BEEF PRODUCTS TO PRC

**SEVEN.** KEY STAKEHOLDERS FOR EXPORTING WARM TREATED BEEF AND BEEF PRODUCTS TO PRC

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# General layout and stages of exporting beef and warm treated beef from Mongolia to PRC



# ONE. GENERAL INFORMATION

1.1 Harmonized System of Codes (HS codes) to export beef from Mongolia to PRC

1.2 Beef consumption and market price in PRC

1.3 Beef production and resources of PRC

1.4 Characteristics of the beef market in PRC

1.5 Domestic consumption and export of beef in Mongolia

1.6 Beef production and resources of Mongolia

1.7 Outlook of beef export to PRC

# 1.1 HS codes of export beef from Mongolia to PRC

HS codes for beef and beef products are introduced in this guidelines:

1. HS 0201 code for fresh beef and cooled meat;
  2. HS 0202 code for frozen beef;
  3. HS 1602 code for meat, products made of meat offal and blood or other preserved products.
- HS codes are used in custom tariffs, rules of origin, and international trade statistics in about 200 countries.
  - The China Customs Commodity HS Code use 13-digit HS code; the first 6-digit is the Commodity HS code; the following 2 digit is for national HS code; 9, 10 digits are customs supervisory additional numbers, and 11-13 are additional numbers for inspection and quarantine.

# 1.1 BEEF CONSUMPTION AND PRICE

## Beef consumption and its composition, mln ton



## CONSUMPTION PER CAPITA



5.8 kg /per year

## MARKET PRICE

Average price of beef per kg in PRC is 65.2 Yuan or 25800 Mongolian togrog (by official Mongol bank exchange rate in 12<sup>th</sup> January 2020)

### BY DOMESTIC PRODUCTION (2014-2019):

95.4% 92.9% 91.5% 90.3% 86.5% 81.0%

### BY IMPORTS (2014-2019):

4.6% 7.1% 8.5% 9.7% 13.5% 19.0%

# 1.2 BEEF PRODUCTION AND RESOURCES IN CHINA

## RESOURCES

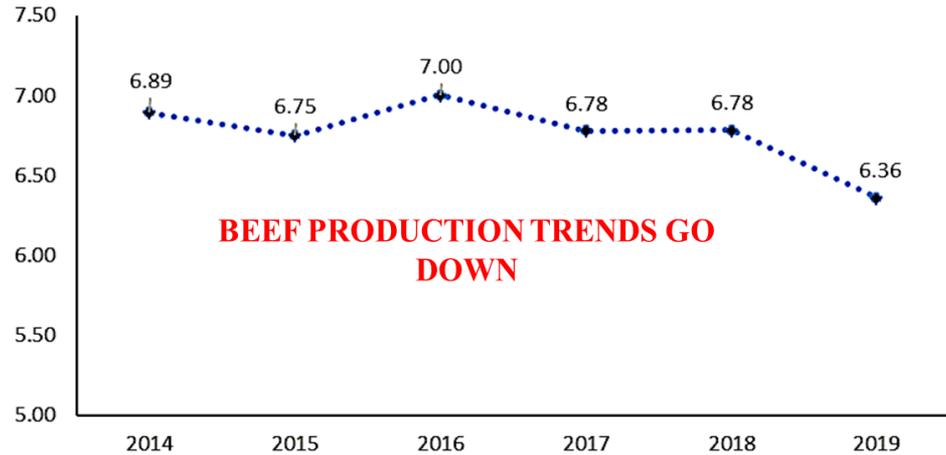
Cattle reached 90 mln by 2018.

Cattle has decreased by 1.3 % at the average per year between of 2007-2018.



## TOTAL BEEF PRODUCTION AND ITS COMPOSITION

Beef production, mln tons



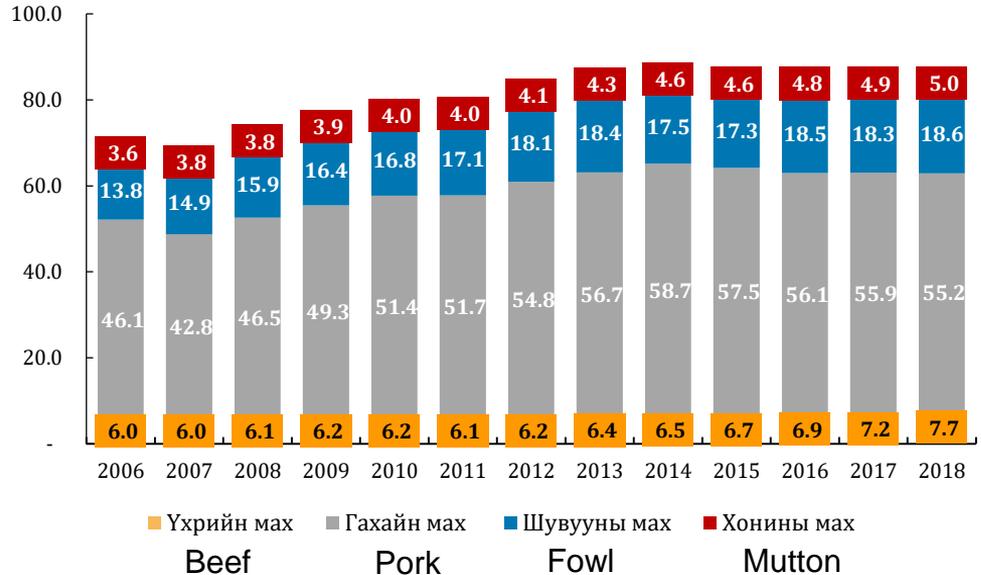
	2014	2015	2016	2017	2018	2019
DOMESTIC MARKET:	89.4%	92.4%	89.7%	95.6%	98.0%	98.3%
INTERNATIONAL MARKET:	10.6%	7.6%	10.3%	4.4%	2.0%	1.7%
TOTAL:	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: [www.oecd.org](http://www.oecd.org), [www.intracen.org](http://www.intracen.org), [www.knoema.com](http://www.knoema.com), [www.chnci.com](http://www.chnci.com)

# 1.3 SOME CHARACTERISTICS OF BEEF MARKET IN PRC

- Growth of living standards
- Consumption trend shifting slightly from pork to beef (also due to swine fever)
- In terms of the composition of total meat imports, beef imports occupied around 44.06 % for PRC in 2018. This consumption is increased by 55.76 % compared to the previous year (China Chamber of Commerce, 2019).

Meat consumption composition of PRC, mln ton



# 1.4 BEEF PRODUCTION AND RESOURCES

## RESOURCES

### TOTAL CATTLE:

- Reached 4.4 million,
- 1.9 % growth at the average per year (2013-2018), and
- tends to grow further in the near future (NSO, 2018).

### BEEF RESOURCES:

- Beef resources based on the carrying capacity of pasture is 279.8 thousand tons (NSO, 2018).
- Tends to grow further in the near future.

## PRODUCTION

### CONSUMED NUMBER OF CATTLE :

- 22.9 percent or 1002.2 thousand cattle was used for consumption (NSO, 2018),
- Approximately 18 percent of total cattle was consumed between 2010-2018, and
- Tends to grow further in the near future.

### BEEF PREPARATION:

- 126.6 thousand tons of beef prepared (NSO, 2018),
- 17 % of growth per year at the average in 2013-2018,
- Expected to be growing in the near future

### PRODUCED MEAT IN MEAT PLANT

- 4.4 % or 5.5 thousand tons of beef was prepared at meat plant or factories (NSO, 2018),
- 2.3 % of growth at the average per year in 2014-2018, and
- Expected to be growing up in the near future.

### SLAUGHTERING PLANT:

- Totally 88 slaughtering plants are operating in Mongolia (GASI, 2019),
- Production capacity of slaughtering plants is 9.7 million cattle for small-sized and 1.9 million cattle for big sized annually (GASI, 2019).

Source: MoFALI, NSO and GCAM statistics and estimated results

# 1.5 DOMESTIC CONSUMPTION AND EXPORT OF BEEF

## MEAT SUPPLY

### TOTAL PRODUCED MEAT:

- 126.6 thousand tons (NSO, 2018)

Supplied meat at the domestic market:

- 99.2 % or 125.4 thousand tons of total beef production supplied to the domestic market
- 18.9 % growth at the average per year in 2013-2018 years.

At the foreign market:

- 0.8 % or 1.05 thousand tons of total beef produced is exported,
- 1.2 % growth at the average per year in 2013-2018.

## TOTAL CONSUMPTION

### TOTAL DOMESTIC CONSUMPTION:

- 125.4 thousand tons of products consumed at the domestic market,
- Tends to grow up in the near future

### EXPORT:

- 1.05 thousand tons of beef is exported to PRC, RF and Kazakhstan,
- 1 kg of beef costs 3.01 USD or 8294 MNT at the average (at the rate as of the date of 13 February 2020),
- Tends to grow further in the near future

## CONSUMPTION PER CAPITA

### DOMESTIC USERS:

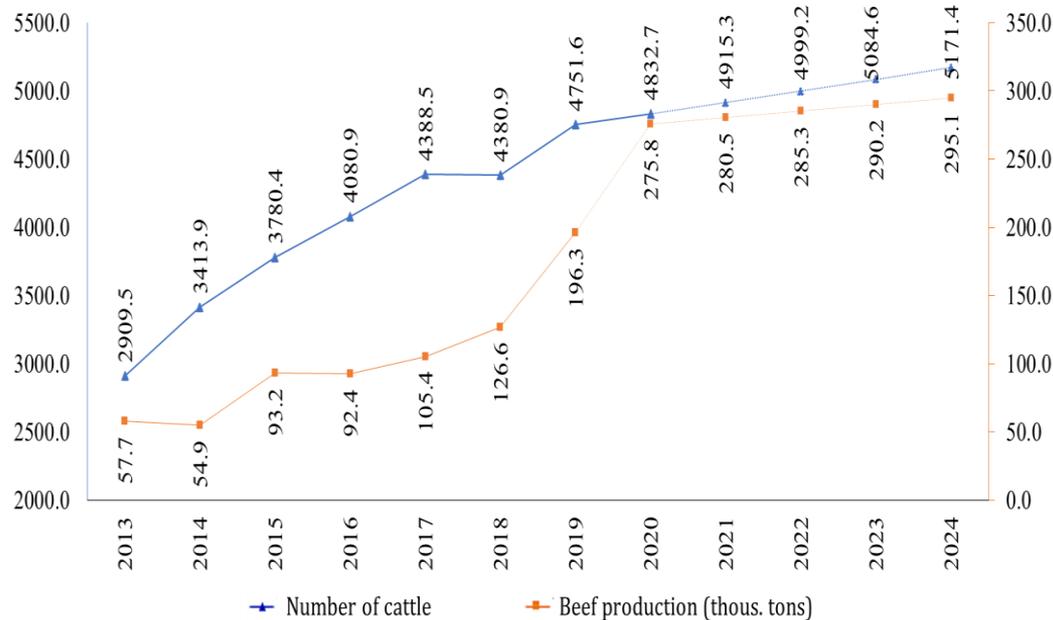
- The population of Mongolia is growing continuously and reached 3.2 million people by 2018.

### CONSUMPTION PER CAPITA

- 38.7 kg of beef per capita in a year.

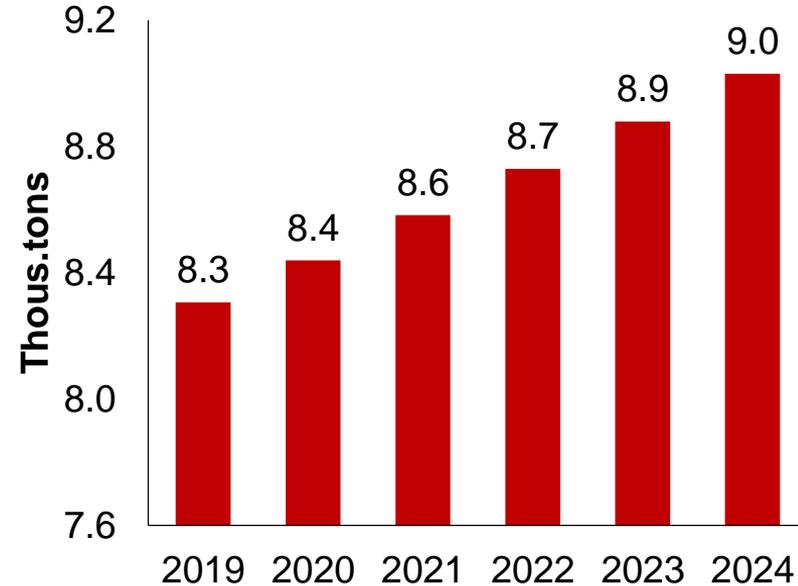
# 1.6 PREDICTION OF BEEF EXPORT TO PRC

NUMBER OF CATTLE IN MONGOLIA AND TRENDS OF DOMESTIC PRODUCTION OF BEEF



Source: NSO and GCAM statistics and estimated results

EXPORT TREND OF WARM TREATED BEEF AND BEEF PRODUCTS FROM MONGOLIA TO PRC



Source: NSO and GCAM statistics and estimated results

# TWO. EXPORT POSSIBILITY AND REGULATIONS ON WARM TREATED BEEF AND BEEF PRODUCTS TO PRC MARKET

2.1 INTERNATIONAL TRADE REGULATIONS

2.2 APPLICATION OF POLICY AND REGULATIONS FOR EXPORTING WARM TREATED BEEF AND BEEF PRODUCTS IN MONGOLIA

2.3 MARKET REGULATION AND ACCESS TO MARKET IN PRC

2.4 QUARANTINE REQUIREMENTS FOR EXPORTING WARM TREATED BEEF AND BEEF PRODUCTS TO PRC

2.5 CHECKLIST FOR CHAPTER

# Considerations exporting warm treated beef and beef products to PRC



## 2.1 INTERNATIONAL TRADE REGULATIONS

**Mongolia and China joined with international conventions and ratified key policy documents of WCO and WTO \***

No	Name of the documents	Mongolia	PRC
1	Convention on set up the Customs cooperation council in WCO (Convention on WCO establishment)	1991	1983
2	Convention on the harmonized system of codes in WCO	1993	1993
3	International convention on harmonization and facilitation of customs applications of WCO	2006	2001
4	WCO package standards on Safety and Facilitation of international trades	2005	2005
5	Negotiation on establishing the World Trade Organization (WTO agreement, Marrakesh negotiation )	1997	2011
6	Agreement on Implementation of Article VII of the GATT 1994 (Customs Valuation Agreement)	1997	2011
7	WTO Trade Facilitation Agreements	2016	2015

# 2.1 INTERNATIONAL TRADE REGULATIONS

## The Internationally applicable standards for meat safety and hygiene

No	Applicable standards	Index, code	National standards of Mongolia
1	Meat hygiene practices	CAC/RCP 58; 2005	MNS CAC RCP 58:2013
2	Food safety management system	ISO/MNS 22000	MNS ISO/IEC 22000:2007
3	General principles of food hygiene	CAC/MNS 1- 2003	MNS CAC/ RCP 1 :2003
4	Implementation, evaluation and certification principles of food import and export control and inspection system	CAC/GL 26- 1997	MNS CAC/ GL 26- 2006
5	The general standard for pollutants and toxins in food products	CAC/MNS 193:2007	MNS CAC 193:2007
6	Tolerance limits of animal drug residues in food products	CAC/MNS/ MRL 2:2009	MNS CAC MRL 2:2009
7	Origin of food and animal fodders – General 7 principles and general requirements for planning and implementation	ISO 22005	
8	Prerequisite program of food safety – Section 1. Food industry	ISO/TS 22002- 1:2009	
9	Prerequisite program of food safety – Section 2. Food supplies	SO/TS 22002- 2:2013	
10	Prerequisite program of food safety - Section 3. Farmer husbandry	ISO/TS 22002- 3:2011	
11	Prerequisite program of food safety - Section 4. Food packaging	ISO/TS 22002- 4:2013	
12	Prerequisite program of food safety – Section 5. Transportation and Storage	ISO/NP TS 22002-5:	
13	Prerequisite program of food safety – Section 6. Production of animal fodder and animal originated products	ISO/TS 22002- 6:2016	

## 2.2 APPLICATION OF POLICY AND REGULATIONS FOR EXPORTING WARM TREATED BEEF AND BEEF PRODUCTS IN MONGOLIA

**Policies and regulations of Parliament of Mongolia and Government of Mongolia, activities implementing by MoFALI aiming to:**

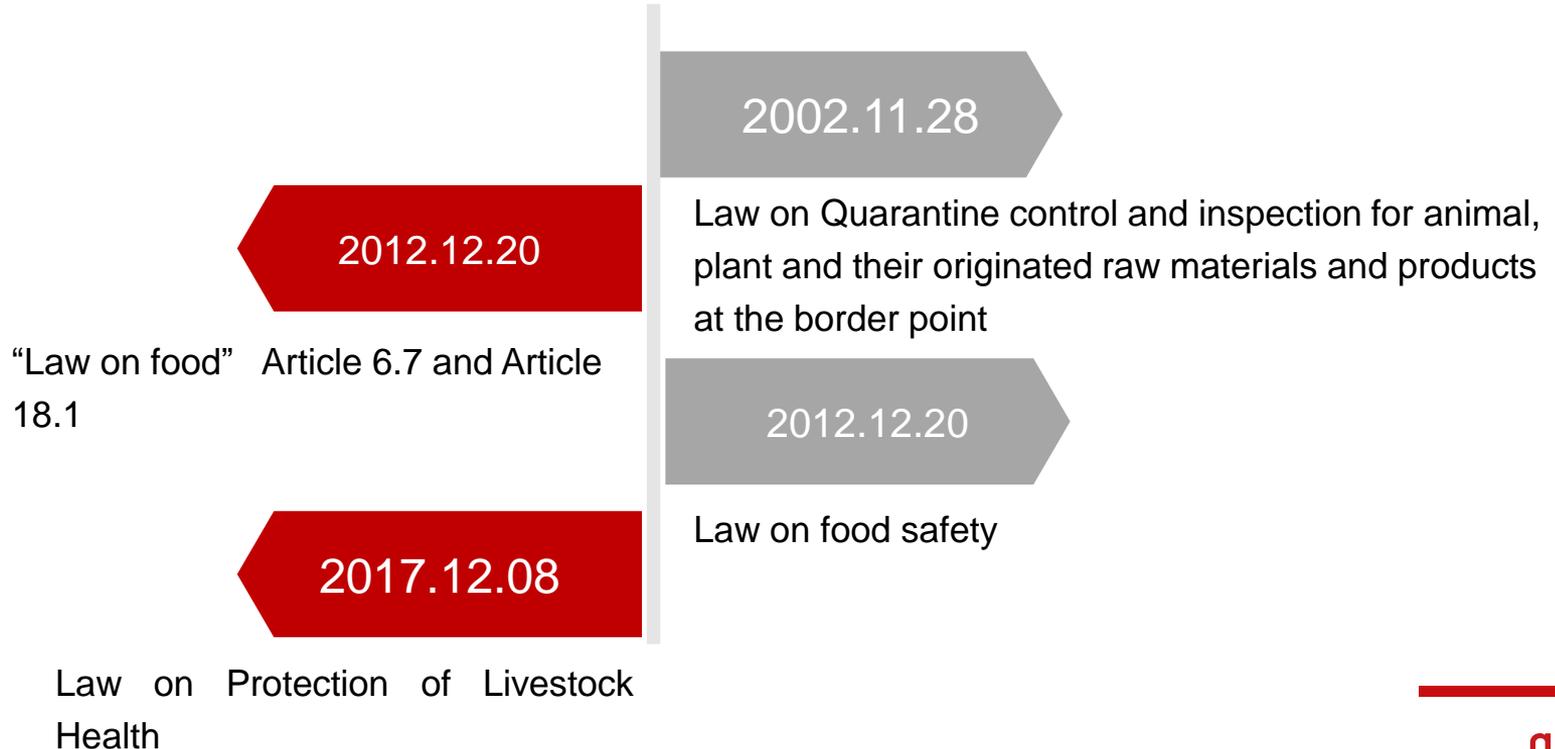
- Keep sustainable livestock to resilience climate change and adapt pasture carrying capacity,
- Maintain optimal herd number,
- Protecting animal health,
- Improve breeding and increase productivity,
- Well prepare hay and fodder stocks,
- Increase herders' income and thus improve the contribution of the livestock sector to the national economy.

To find out more about the law, resolutions and other policy documents, please visit the Ministry of Foreign Affairs' website <http://mofa.gov.mn/exp/blog/7/240>.

## 2.2 APPLICATION OF POLICY AND REGULATIONS FOR EXPORTING WARM TREATED BEEF AND BEEF PRODUCTS IN MONGOLIA

### Effective legislative acts concerning meat exports in Mongolia

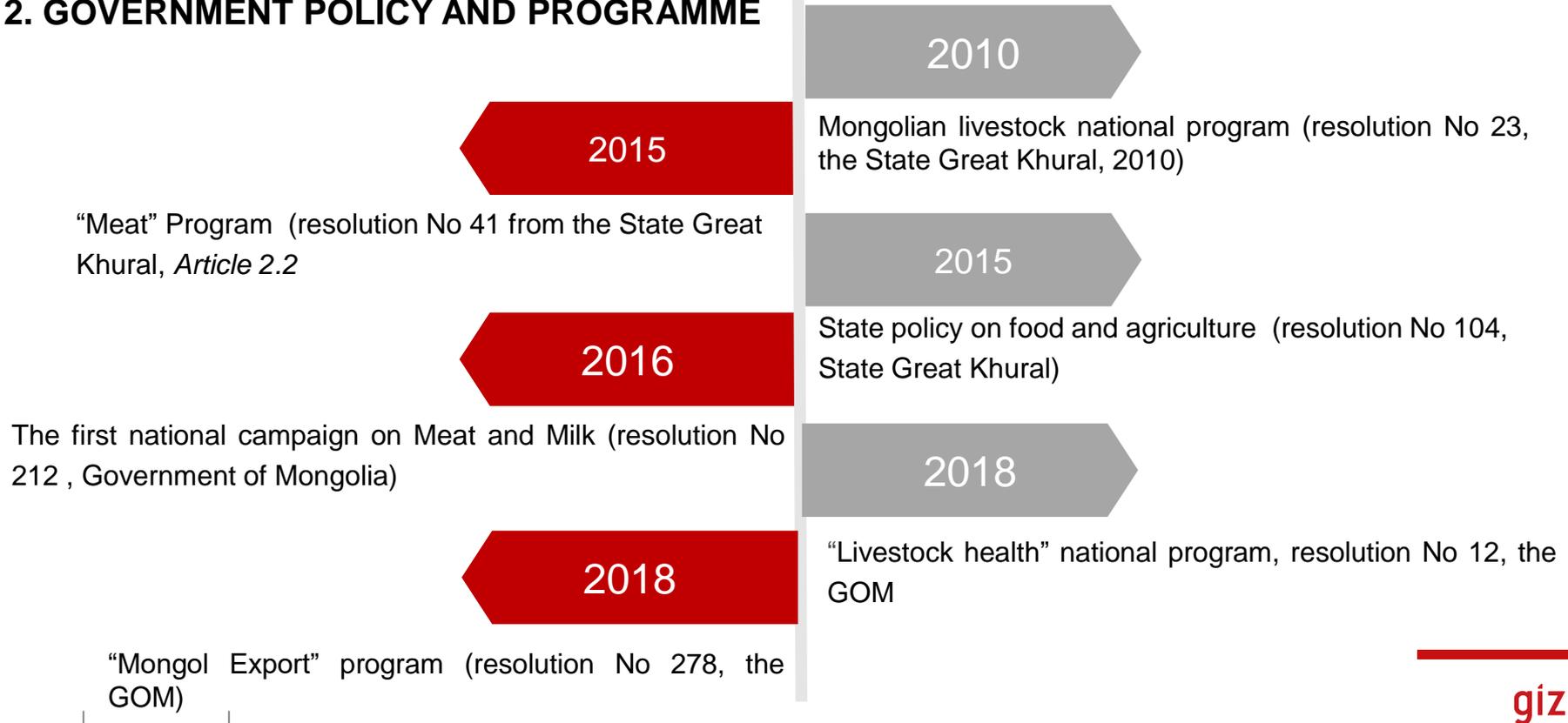
#### 1. LAW AND LEGISLATIVE ACT



## 2.2 APPLICATION OF POLICY AND REGULATIONS FOR EXPORTING WARM TREATED BEEF AND BEEF PRODUCTS IN MONGOLIA

### Effective legislative acts concerning meat exports in Mongolia

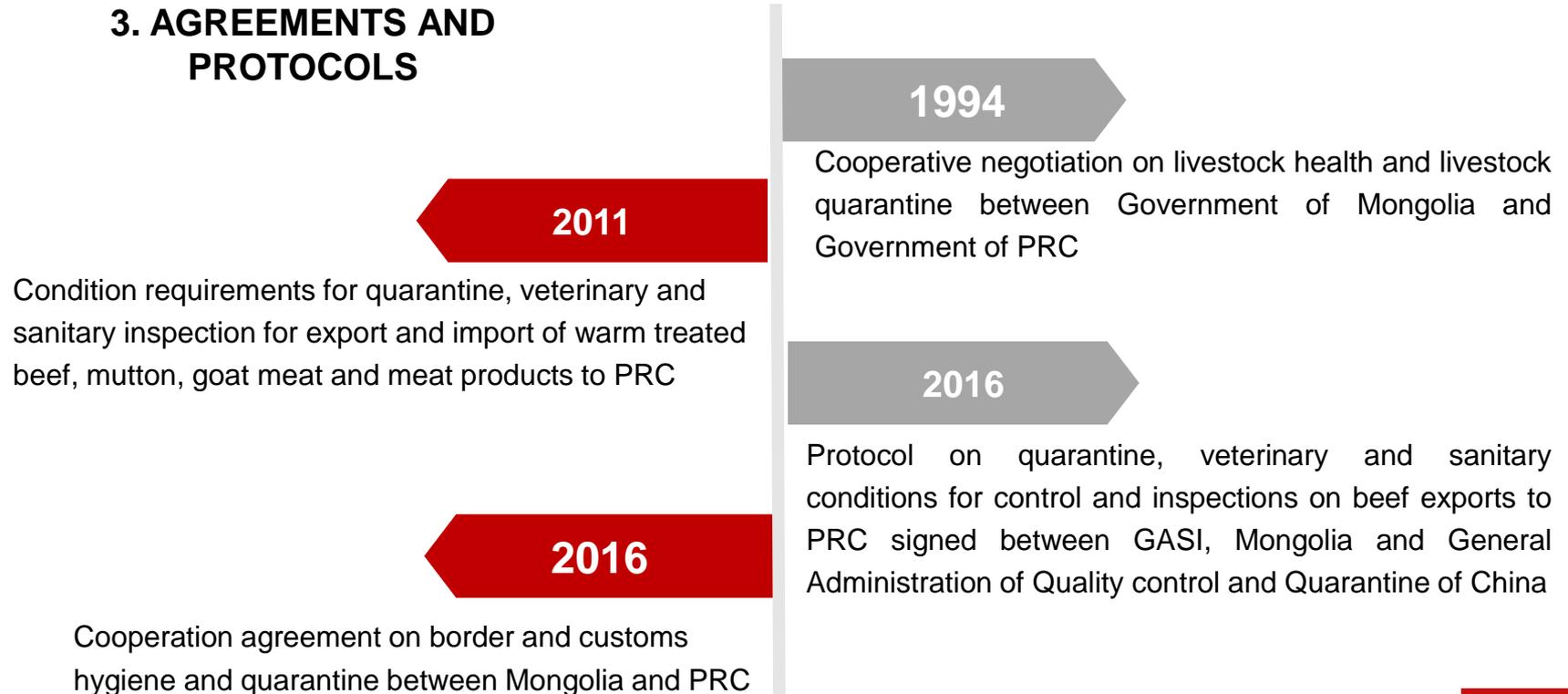
#### 2. GOVERNMENT POLICY AND PROGRAMME



## 2.2 APPLICATION OF POLICY AND REGULATIONS FOR EXPORTING WARM TREATED BEEF AND BEEF PRODUCTS IN MONGOLIA

### Effective legislative acts concerning meat exports in Mongolia

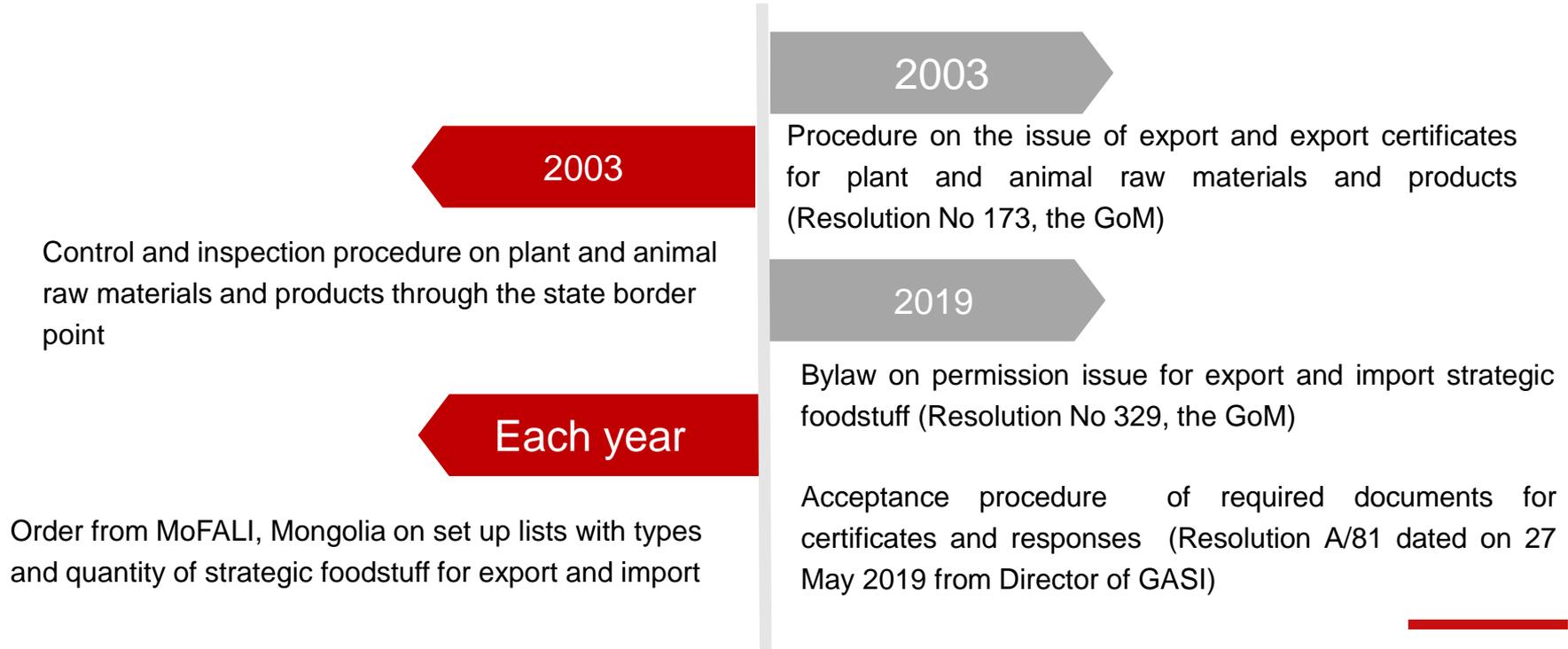
#### 3. AGREEMENTS AND PROTOCOLS



## 2.2 APPLICATION OF POLICY AND REGULATIONS FOR EXPORTING WARM TREATED BEEF AND BEEF PRODUCTS IN MONGOLIA

### Effective legislative acts concerning meat exports in Mongolia

#### 4. PROCEDURE AND BYLAWS



## 2.2 APPLICATION OF POLICY AND REGULATIONS FOR EXPORTING WARM TREATED BEEF AND BEEF PRODUCTS IN MONGOLIA

### National standards and legal acts applicable to meat plants and factories

No	Name of the legal acts	Code, index
1	Recommendation on the introduction of food manufacturing and hygiene practices at the nationwide level	Resolution No 156 from Director of GASI, 2014
2	Slaughtering plant. HACCP model standard	MNS 5998:2009
3	Meat and meat products. "Sorted beef" technical requirements	MNS 2456:2009
4	Boiling processing meat, general technical requirements	MNS 6790:2019
5	Tolerance ceiling limits of heavy metal residues in food products	MNS 4504:2008
6	Tolerance ceiling limits of pesticides residues in food products	MNS 5868:2008
7	Bylaw on drawing on food raw materials and goods from the food supply chain	Decree A/98 from Minister of FALI, 2013
8	Allowed limits of microorganisms and hygiene requirements for food products	MNS 6308:2012
9	Residues of medicine and bio extracts, mg/kg	MNS CAC MRL 2:2017

## 2.2 APPLICATION OF POLICY AND REGULATIONS FOR EXPORTING WARM TREATED BEEF AND BEEF PRODUCTS IN MONGOLIA

### Effective standards for receiving meat and meat products

1	Procedure on examination of meat and meat products for receiving, sampling and assess by sensory testing	MNS 2551:89
2	Microbiology of meat and meat products. Sampling and preparing samples for analysis.	MNS ISO 3100-1:2000
3	Meat and meat products. Analysis method for meat freshness	MNS 1161:2002
4	Meat and meat products. Analysis method for meat and veterinary and sanitary analysis principles	MNS 4080:88
5	Microbiology. General instruction for determining salmonella	MNS ISO 6579:99
6	Competitive immuno-fermentation method for determining animal medicine and extracts residues in food products	MNS 6569:2016

## 2.2 APPLICATION OF POLICY AND REGULATIONS FOR EXPORTING WARM TREATED BEEF AND BEEF PRODUCTS IN MONGOLIA

Meat processing factories should comply with applicable laws and standard requirements of Mongolia. Inspections from GVD and GASI shall be conducted according to:

1. Checklist for preliminary processing plant of meat
2. Checklist for hygiene requirements in meat and meat product processing factories and industries
3. Checklist for meat storage conditions
4. Checklist for labor safety
5. Checklist for export of food raw materials and products
6. Checklist for preliminary control and inspection for the new business runner in the food production sector.

Please refer to <https://www.mongolchamber.mn/p/41> for more detailed information.

# 2.3 MARKET REGULATION AND ACCESS TO MARKET IN PRC

## GENERAL MARKET REGULATIONS

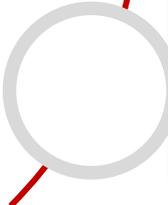
Standards for  
beef processing  
plants exporting  
to China



“Hazard Analysis and Critical Control Point (HACCP) System - General Requirements for Food Processing Plant”, National Standard of the PRC, GB/T 27341-2009



“National Food Safety Standard Hygienic Specification for Livestock and Poultry Slaughtering and Processing “, National Standard of the PRC, GB 12694-2016



General Rules for the Labelling of Prepackaged Foods, National Standard of the PRC, GB 7718 2011

The above-listed standards and other standards are available at the website of (<http://www.sac.gov.cn/>) of Standardization Administration of China (SAC)

## 2.3 MARKET REGULATION AND ACCESS TO MARKET IN PRC

### Tariff regulations

Export from Mongolia to PRC

- HS 0201 by Most-Favored-Nation (MFN) for frozen beef is 12%,
- HS 0201 by Most-Favored-Nation (MFN) for warm treated beef is 5%
- HS 0201 by Most-Favored-Nation (MFN) for fresh and cooled beef is 12% respectively.

Please refer (<https://www.macmap.org/en/query/compare-competitor?reporter=156&partner=All&product=0205>)

## 2.3 MARKET REGULATION AND ACCESS TO MARKET IN PRC

### Non tariff regulations

The beef export of Mongolia has to comply with non-tariff regulations in PRC as follows:

- Standard requirements for slaughter and meat processing plants and factories
- Requirements of livestock origin
- Veterinary requirements
- Quarantine requirements for products
- Requirements for the transportation
- Requirements for packaging and labelling of products

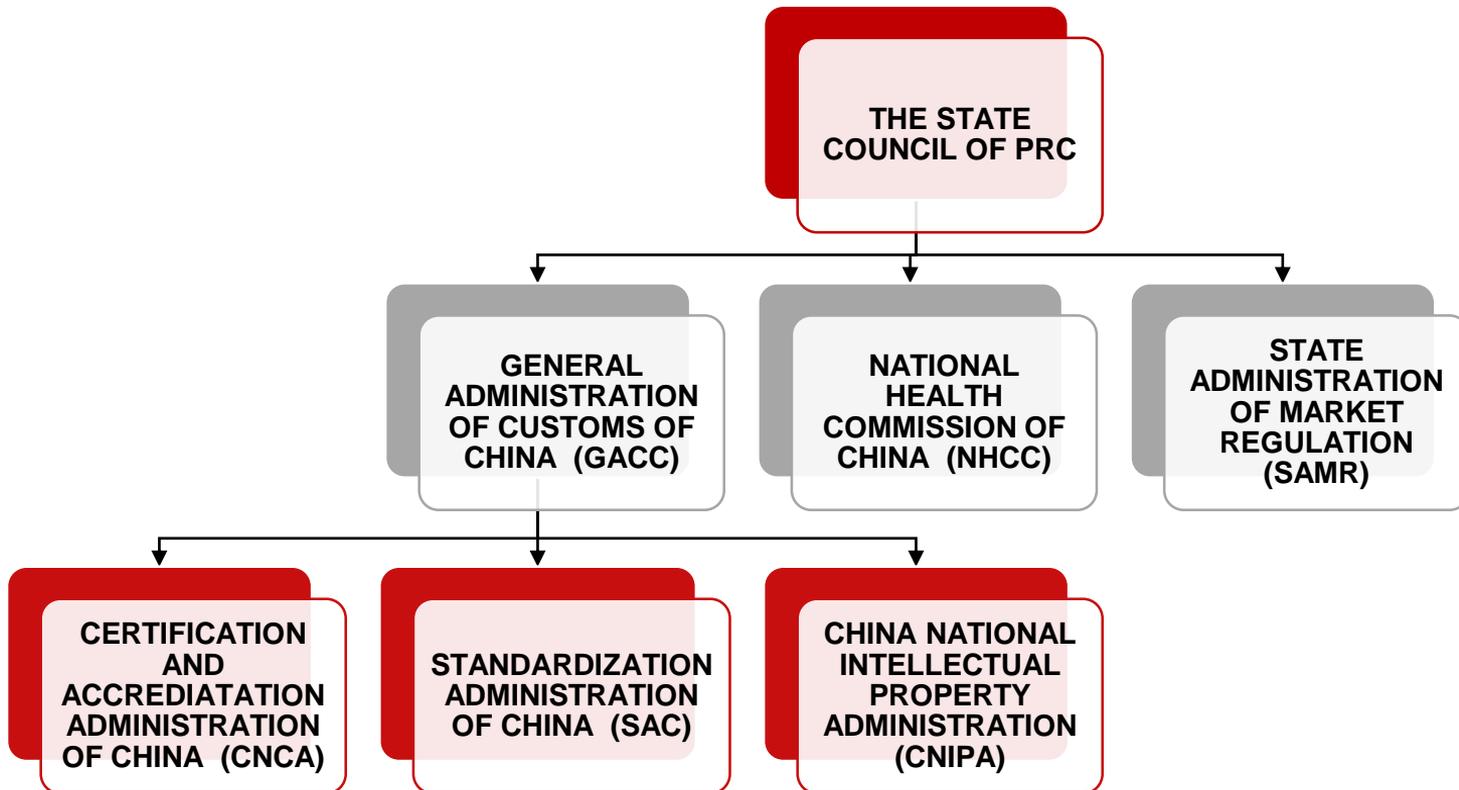
## 2.3 MARKET REGULATION AND ACCESS TO MARKET IN PRC

### The governing laws and legislative acts in PRC

1. “Law on food safety”
2. “Law on control and inspection for export and import food products” and implementation procedure
3. “Law on plant and animal quarantine of PRC” and implementation procedure
4. “Law on border health and quarantine of PRC” and implementation procedure  
“Special procedure from the State council on strengthen the management and control for food and other types of food products”
5. “Control measures for imported and exported meats and quarantine inspection” Customs regulations

# 2.3 MARKET REGULATION AND ACCESS TO MARKET IN PRC

The regulatory institutions for food imports in PRC



## 2.3 MARKET REGULATION AND ACCESS TO MARKET IN PRC

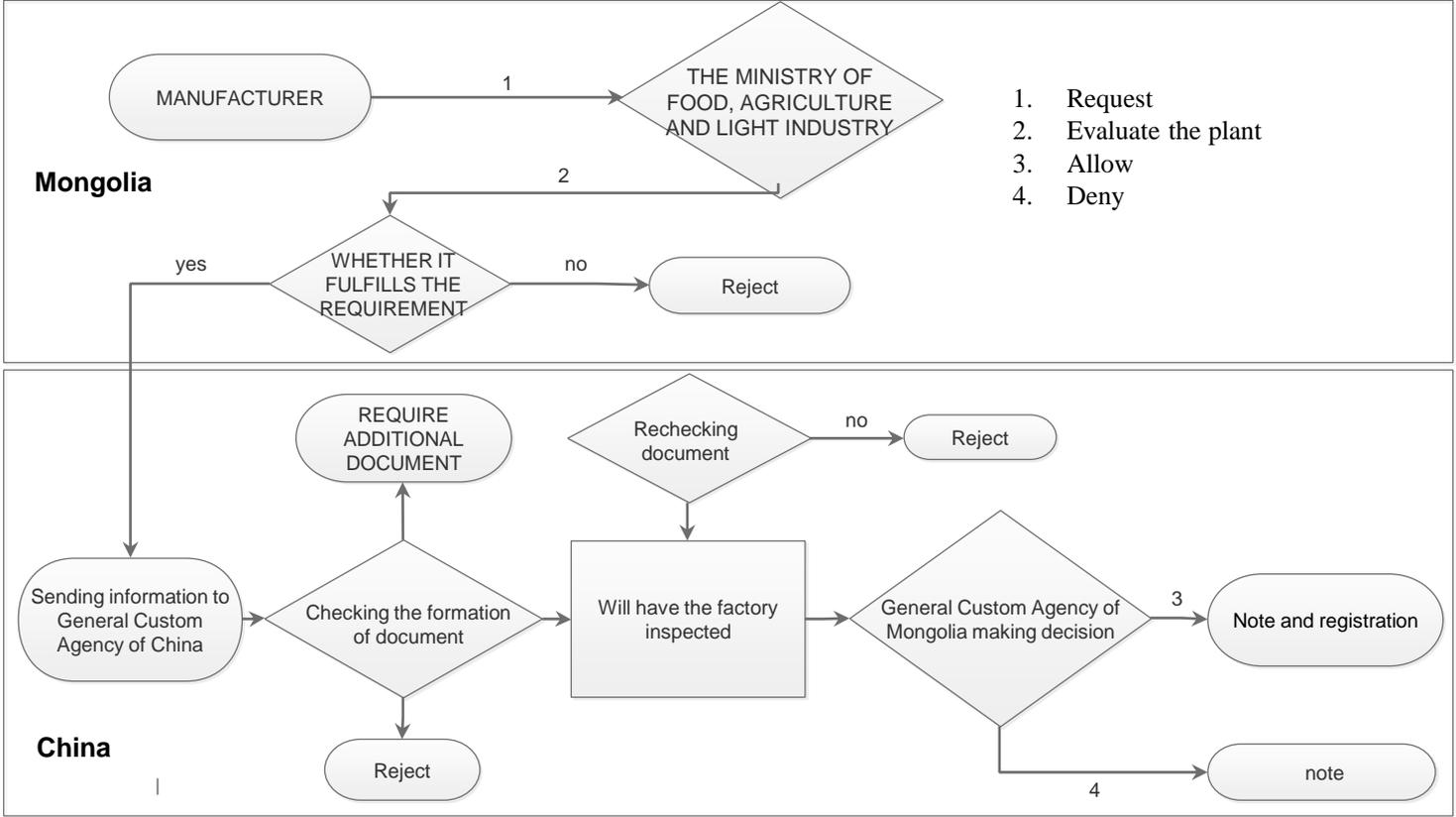
### Permission for exporting countries (regions)

Exporters of warm treated beef and beef products to PRC should be accepted and certified by exporting country (region) as Mongolia under the governing agreements and protocols including:

- Protocols on condition requirements for quarantine, veterinary and sanitary inspection for export and import of warm treated beef, mutton, goat meat and meat products to PRC signed by vice-ministers of Agriculture of Mongolia and PRC
- Mongolia is approved as exporting country (region) of beef and warm treated meat and meat products since signed in the protocol on quarantine, veterinary and sanitary conditions for control and inspections on beef exports to PRC between GASI, Mongolia and General Administration of Quality control and Quarantine of China

# 2.3 MARKET REGULATION AND ACCESS TO MARKET IN PRC

## Process of the inspection conducted in factories to the export of meat and meat products to PRC



## 2.3 MARKET REGULATION AND ACCESS TO MARKET IN PRC

### Process of the inspection conducted in factories to the export of meat and meat products to PRC

**Under the process, following activity and related documents are properly inspected and monitored in the meat plants and factories including:**

1. Profile of slaughtering and meat processing plant or company: (State registration of the company, HACCP and ISO certificates and certificate of conformity and others)
2. Origin of slaughtering cattle (Certificate of origin and Veterinary laboratory analysis records)
3. Water supply (water testing and analysis reports)
4. Human resources (Medical examination records for plant or factory staff, copies of professional diplomas and documents of veterinarians and veterinary inspectors, etc.)

## 2.3 MARKET REGULATION AND ACCESS TO MARKET IN PRC

### Process of the inspection conducted in factories to the export of meat and meat products to PRC

5. Slaughtering process and house (Technological line and flow diagram, sanitation, hygiene and sanitary requirements, testing and analysis reports and records)
6. Processing facilities of meat and meat products (compliances of exporting meat and meat products with governing law and regulations, obtaining license and permission and certifications for processing and treatment of meat and meat products)
7. Product quality and safety control (HACCP, ISO, CMP management system)
8. Sanitary and Sterilization operating process (SSOP) for industry building, technological equipment and tools as packages of products
9. The procedure of storage and transportation of raw materials and control on storage houses and facilities
10. Control and measurement devices and tools
11. Structural organization of storage facilities of industrial raw materials, ready products and non-food products and product packages

## 2.3 MARKET REGULATION AND ACCESS TO MARKET IN PRC

### Process of the inspection conducted in factories to the export of meat and meat products to PRC

12. Point or area for the sterilizations and conditions
13. Sterilization and disinfection in coolers and shipping vehicle for insects and rodents
14. Temporary storing of final products and temperature-moisture regimes during the storage and loading of products
15. Document collection for veterinary control and inspection during loading, unloading and shipping of products
16. The ID number of Ammonium and pherone, types used for coolers, fridges and deep freezer and warehouses and capabilities
17. Canteen or catering for employees
18. Hand washers and sinks
19. Accreditation by Veterinary Department

Refer to (<http://www.cnca.gov.cn/bsdt/ywzl/jkspjwscpqzc/wjxz/>) for more detailed information

## 2.3 MARKET REGULATION AND ACCESS TO MARKET IN PRC

### Register as exporter in E-registration system and obtain an ID number

- When the company exporting warm treated beef and beef products to PRC passed the inspections, it should register in the information system of imported food products in PRC (<http://ire.customs.gov.cn>)
- Application form for exporters of warm treated beef and beef products to PRC is available for download at link of <http://www.cnca.gov.cn/bsdt/ywzl/jkspjwscpqzc/wjxz>
- If the exporting company successfully registered in the information system, a public announcement shall be published in SAC and GACC websites of <http://www.cnca.gov.cn/bsdt/ywzl/jkspjwscpqzc> and <http://www.customs.gov.cn/customs/jyiy/dzwjyiy/qymd/index.html> accordingly.

## 2.4 QUARANTINE REQUIREMENTS FOR EXPORTING WARM TREATED BEEF AND BEEF PRODUCTS TO PRC

### General quarantine requirements for meat preparation and traceability of animals as follows;

- Territory of Mongolia should be a disease free zone from “peste des petits ruminants (PPR)”, Bovina spongiform encephalopathy (BSE), rift valley fever, lymph abscess, PPR similar disease
- Not to have any proven records of food and mouth disease for the last 12 months in the disease free zone
- Use effective traceability system to inform of slaughtered cattle’s origin and breeding locations
- Mongolia prohibits to feed cows with fodder containing gelatin, collagen and dicalcium phosphate / no residues of protein and fat / produced by the skin and hide of ruminant animal/other than milk and milk products/ and must have a monitoring system
- Cows for slaughtering are from a disease free zone where vaccination for foot-and-mouth disease are not used; and it should have special identification numbers or signs to be used for the traceability later,
- No records of entrance of even-toed ungulates/animals in the disease free zone from other aimags in the recent 12 months,
- No contents and residues of chemicals toxins and medicine as well as harmful substances for human health are contented in the meat for export,
- No quarantine caused by animal contagious disease in the region for the last 6 months,
- No outbreak of animal contagious diseases namely as anthrax, rabies, bluetongue, Q fever, brucellosis, tuberculosis and heartwater in the region for the last 6 months,
- Cattle should be located in the soum or disease free zone for at least for 6 months prior to be slaughtered.

## 2.4 QUARANTINE REQUIREMENTS FOR EXPORTING WARM TREATED BEEF AND BEEF PRODUCTS TO PRC

### Requirements for meat slaughtering and meat processing plants:

- Meat plant or factory, slaughtering, processing and storing facility, exporting meat to PRC should locate in a disease free zone or no vaccination zone and comply with veterinary and hygiene requirements specified in applicable laws and regulation of both Mongolia and PRC,
- No clinical symptoms of infectious disease and parasites and disorder in the carcass and internal organs,
- Carcass meat must be left for at least 24 hours in temperature not higher than +2C before removal of meat from bones; pH of the carcass should be less than 5.9 in depth of meat no bones and completely separated from lymph nodes and gland tissues,
- Meat prepared in plant or factory uses HACCP and quality control system and is not contaminated with microorganisms of any diseases,
- Meat products don't contain residues of veterinary medicine, pesticides, heavy metals and dangerous and toxic substances or prohibited chemical toxins higher than applicable standards in both Mongolia and PRC,
- Meat products should be certified for food safety and requirements of human health,
- No meat processing with the meat taken from cattle that failed controls and inspections.

## 2.4 QUARANTINE REQUIREMENTS FOR EXPORTING WARM TREATED BEEF AND BEEF PRODUCTS TO PRC

### Requirements for packaging and labelling:

- Both inner and outer packages of meat products should be made from safe and non-toxic materials according to international standards and requirements
- All exporting procedures including packaging, storage and shipping of meat for export to PRC need to avoid any contaminations with toxic and dangerous substances or chemicals and meet the respective hygiene requirements

### Requirements for shipping:

- Meat shipments are not allowed to pass through territories under quarantine or which are suspended of production due to contagious diseases
- No changes and opening of meat product packages during the shipping with the temperature of frozen meat not higher than -18C

## 2.4 QUARANTINE REQUIREMENTS FOR EXPORTING WARM TREATED BEEF AND BEEF PRODUCTS TO PRC

In addition to the quarantine requirements, warm treated beef and beef products (HS 1602) should comply with requirements and specifications for heat processing or treatment as follows:

- Heat temperature of beef and meat products for boiling, steaming and frying process should be at +80C and more. Keep them at this temperature for exactly 5 minutes. If other methods are used, then the temperature should be at +70C and more, beef and meat products need to be heated for minimum 30 minutes and more.
- Meat factory or plant appoints officer or inspector responsible for heat measurements and sensory testing of meat products during the processing and production process.

## 2.4 QUARANTINE REQUIREMENTS FOR EXPORTING WARM TREATED BEEF AND BEEF PRODUCTS TO PRC

Sensory assessment is conducted for warm treated beef and beef products as shown below the table

No	Indications	Characteristics
1	Physical condition	Not dry, even colored, no remaining of scalp, no contamination
2	Color	The surface has an even yellow color and fat colored from white to light yellow
3	Smell	The unique smell of boiled meat, no exterior smell
4	In cuts	Sap during cuts has no red color and fully-fledged with even brown-yellowish colors

## 2.5 CHECKLIST FOR CHAPTER

*MEAT PROCESSING AND MEAT PLANT OR FACTORY COMPLIES WITH REQUIREMENTS IN APPLICABLE STANDARDS AND LEGISLATIVE ACTS IN BOTH MONGOLIA AND PRC*

*COMPLIED WITH STANDARD REQUIREMENTS OF PRC*

*EXPORTING BEEF IS REGULATED BY SIGNED AGREEMENT AND PROTOCOLS BETWEEN MONGOLIA AND PRC*

*INSPECTED BY GACC OF PRC*

*REGISTERED IN GACC E SYSTEM OF INFORMATION AND OBTAINED IDENTITY NUMBER*

*COMPLIED WITH QUARANTINE REQUIREMENTS FOR EXPORT PRODUCTS ACCORDING TO SIGNED MUTUAL AGREEMENT AND PROTOCOLS BETWEEN MONGOLIA AND PRC*

# THREE. PREPARATION FOR EXPORTING WARM TREATED BEEF AND BEEF PRODUCTS TO PRC

## PRODUCTS TO PRC

Preparation works for export of warm treated beef and beef products to PRC are managed by the following steps

01

- Checkup the obtained import permission

02

- Agree payment terms with buyer

03

- Conclude the trade contract

04

- Prepare labelling and packages for export products according to applicable standard requirements and specifications

05

- Shipping agreement with transportation company accredited by the customs

## 3.1 CONCLUDING THE CONTRACT



## 3.1 CONCLUDING THE CONTRACT

### Looking for and selection of right importer or buyer

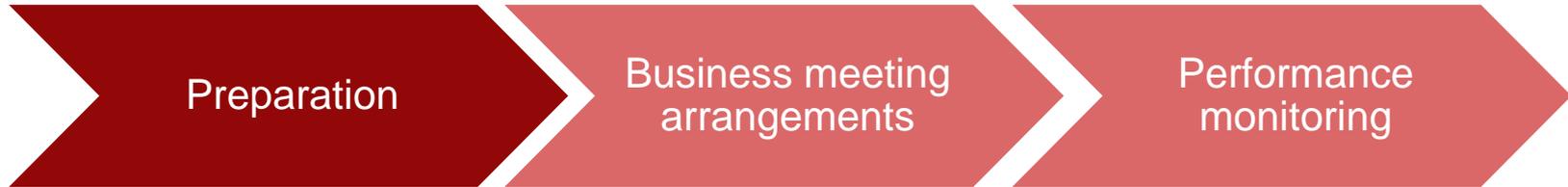
In order to look for and to select a potential or qualified importer or buyer, following methods and ways can support Mongolian exporters:

- Participation in international fair and exhibits
- Business meeting and discussions
- Contact by email and online networking
- Social networking such as WeChat, Weibo, QQ and other social media
- Website of suitable importers or buyers in PRC
- Utilising online selling systems and e-commerce platforms like [www.alibaba.com](http://www.alibaba.com), [www.taobao.com](http://www.taobao.com) and [www.womai.com](http://www.womai.com))
- Both direct and non-direct public announcements and advertisements, etc..

## 3.1 CONCLUDING CONTRACT

### Preparation for concluding contract

Negotiation with the competent importer of meat products shall be carried out in 3 phases described as below.



Preparation phase includes:

- Define own interests for participating in the negotiation
- Gather information and find out interests of potential buyer or importer
- List out, classify and assess the issues to be discussed during the negotiation
- Create a team to participate in the negotiation
- Develop a time schedule
- Develop an initial ideas
- Arrange a place or venue to organize the negotiation
- Develop negotiation strategy and tactics

# 3.1 CONCLUDING THE CONTRACT

## Concluding the contract

A contract is similar to purchase and sale contract, and it shall be made according to the UN convention for “International agreement for goods purchase and sale” (Vienna Convention).

Terms of the condition in purchase and sale contract

### GENERAL TERMS OF CONDITION

- Name of contracting parties
- Contract items
- Product quantity and quality assurance Product price including net and unit prices
- Payment terms
- Obligations and liabilities of the parties
- Formal address of parties and body for signature

### CONTRACT ADDITIONAL TERMS OF CONDITION

- Product delivery and acceptance
- Insurance terms
- Bill of loading and lading
- Packaging and labelling
- Major of forces
- Dispute settling and Arbitration
- Other provisions

# 3.1 CONCLUDING THE CONTRACT

## Conclude the EXPORTING CONTRACT

It is good to use terms and conditions of the Incoterms(international commercial terms) in the contracts to make many issues clearer Incoterms is a trade terminology dictionary that defines costs, risks and duties of the participants in the international trade and the International Chamber of Commerce adapted “**Incoterms 2020**” in September 2019

- The responsibility and liability of the party are different subject to selective incoterms during the delivery process
- See the detailed terms in Table 8 of the guideline

## 3.1 CONCLUDING THE CONTRACT

### Dispute settlement

Disputes concerned the agreement duties fulfillments shall be settled in methods as shown below for the selection by parties:

1. Settle the problems through having mutual agreement ( advantages to save expenses and time)
2. Arbitration (parties clarify in the agreement about international arbitration settlement mechanisms in Mongolia and PRC)
3. Settlement in court (takes time and expenses for advocacy and other related costs)

## 3.2 PAYMENT AND REIMBURSEMENTS

Any related costs of the exporter shall be studied in advance and the concerned payments to respective institutions should be paid. The payment slips are enclosed to the export documents.

### PREPARATION FOR PAYMENT:

1. Determine payment amount and payment terms in the agreement
2. Agreement of payment terms with importer or buyer
3. Selection of correspondence with bank of importer and exporter for payment reimbursements,
4. Documents required by banks,
5. Understanding and/or clarify again payment terms in the agreement,
6. Sign the agreement on purchase and sale.

## 3.2 PAYMENT AND REIMBURSEMENTS

There are 4 payment terms in foreign trade and commerce

Payment terms	Potential risks		Bank guarantee	A brief explanation
	Exporter	Importer		
Open account	++++	+	Required	“Open account” means payment paid to the client upon the acceptance of goods and payment usually is paid for terms of 30, 60 and 90 days.
Collection	+++	++	Required	“Collection” is that term bank sends the payment invoice to the buyer (importer) on behalf of the seller (exporter).
Letter of Credit - LC	++	+++	Required	“Letter of Credit” is the legal payment guarantee issued by the bank of the importer (buyer) to the exporter (seller).
Advance payment	+	++++	Required	“Advanced payment” means that buyer (importer) pays a certain amount of payment before shipping the products to the seller (exporter) via credit cards or money transfer methods (via the internet), the common methods of transactions.

### 3.3 LABELLING AND PACKAGING OF EXPORT PRODUCTS

The applicable standards for packaging in Mongolia are as follows:

MNS ISO 8367-2:1998	Packages and wrappings - the allowed size of purposed bags Chapter 2: Synthetic bags, amended by resolution No 05, 2010
MNS 6382:2013	Layered cartons for packaging. Technical requirements
MNS 5684:2006	Tolerance limits of chemicals in food packaging that may be absorbed by food products and contained in the packaging materials
MNS OIML R 87:2008	Quantity of packed products
MNS ISO 780:2004	Packaging – figure signs and markings for goods shipments
MNS 1640:1973	Boxes. Main types and terms

National food safety standard and General Rules for the labelling of prepackaged foods in PRC (GB7718-2011) shall have complied with export products, and more detailed information of labelling and packaging are available at website <https://www.chinesestandard.net>.

# 3.3 LABELLING AND PACKAGING OF EXPORT PRODUCTS

## Label, trademark and codes

Exterior or outer label shall be in Chinese or English languages including information as follows:

1. Country of Origin
2. Name of product
3. Destination country: (e.g. PRC in this case)
4. Manufacturing batch number of factory or plant
5. Date of production
6. Net weight in kg (in English)
7. Expire duration
8. Name of processing plant and technology used
9. Factory/Plant registration number as exporter (In English)
10. Storage temperature
11. Address of the production plant in country of origin (in this case Mongolia)
12. OPTIONAL on some labels: The stamp of inspection organization should be placed in the center of the label. In case of Mongolia, the stamp should be sealed by an inspector of General Authority of Special Inspection.

产地国家: 蒙古国 COUNTRY OF ORIGIN: 1	产地名称: NAME OF PRODUCT: 2
目的地: 中华人民共和国 DESTINATION: THE PEOPLE'S REPUBLIC OF CHINA 3	
生产批号: PRODUCTION LOT 4	生产日期 ( 年/ 月/ 日 ) PRODUCTION DATE 5
净重 (公斤) : 20 NET WEIGHT : 20 6	保质期: 12个月 EXP: 12 MONTHS 7
8 企业名称: 达尔汗肉食品有限公司 NAME OF PLANT: 	
工厂注册号: 9	保持在-18度下冷藏 KEEP FROZEN AT -18C 10
去也地址: ADDRESS OF PLANT: 11	

The inner label should be in Chinese or English language.

1. Name of product
2. Country of origin
3. Name of plant
4. Production batch number as given by the manufacture
5. Name of plant production

产品名称: 冻马肉 NAME OF PRODUCT: 1	
产地国: 蒙古国 COUNTRY OF ORIGIN: MONGOLIA 2	
马克肉制品进出口股份有限公司 NAME OF PLANT: 3	
MEAT PROCESSING FACTORY	
生产批号: PRODUCTION BATCH No: 4	
工厂注册号: PLANT REGISTRATION NO: 5	

## 3.4 SHIPPING CONTRACT

The requirements for shipping of meat and meat products to be exported have to fully comply with exporters and shipping shall be done by Customs Accredited Freight Forwarding Company. The Shipping contract with the freight forwarding company should consider and contain the concerns in details as follows:

- The transporter has containers with a cooling system
- Temperature for shipping meat and meat products is not warmer than – 18 C
- Destination and port should be clearly stated in the purchase and sale agreements according to Incoterms
- Payment terms
- Impose penalty percentage for product delay of unloading at the port
- If products are damaged or caused shipping failure due to the transporter's fault, then it should clearly reflect the liabilities of the transporters in the contract
- Detailed information on product delivery and process and related documents or forms for handing the products should be mentioned
- Include how to solve disputes and related disputes settlements ways

## 3.5 CHECKLIST FOR CHAPTER

FIND OR SELECT THE COMPETENT IMPORTER OR BUYER IN PRC

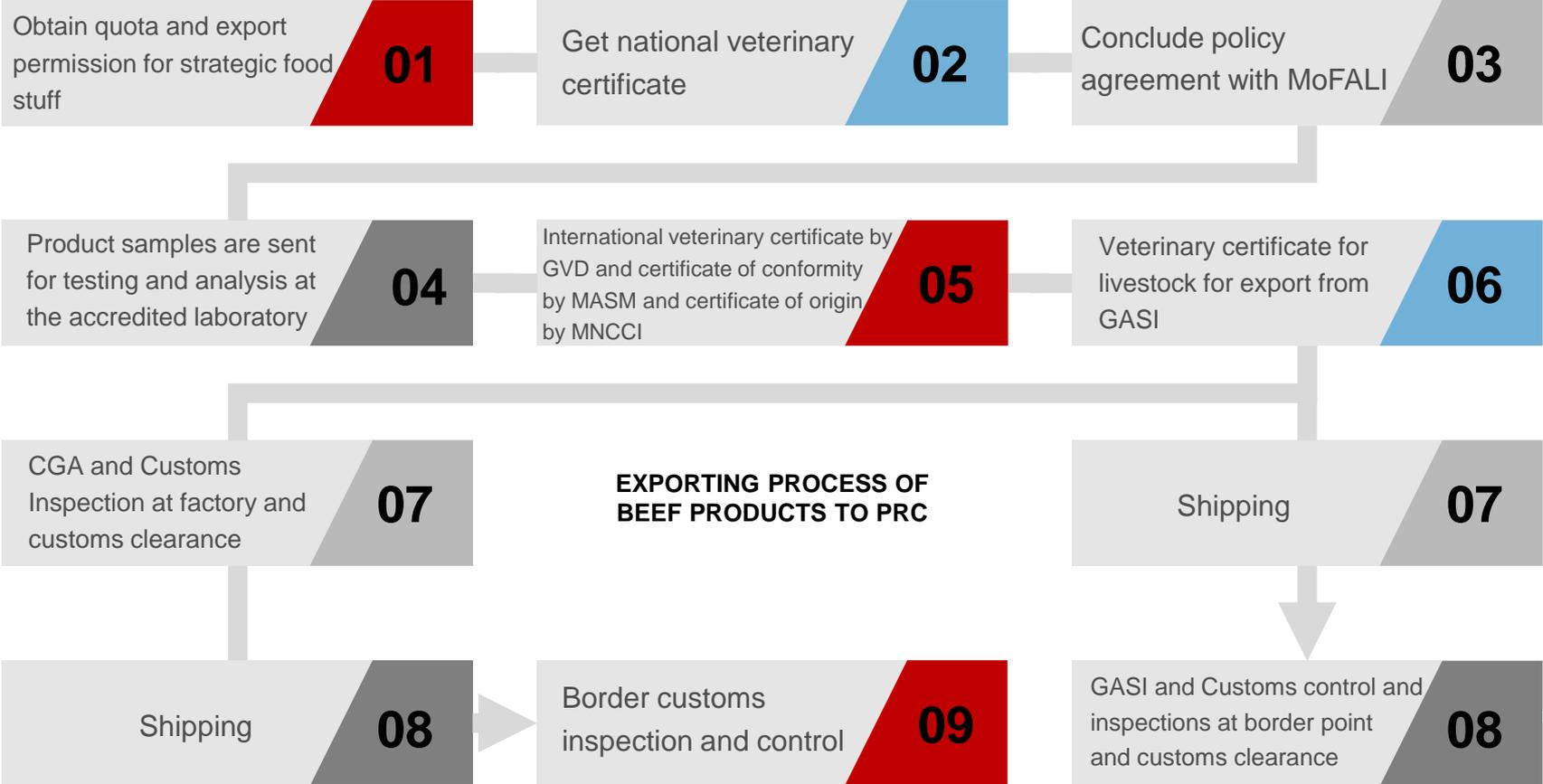
AGREE PAYMENT TERMS WITH YOUR BUYER

CONCLUDE THE TRADE AGREEMENT WITH YOUR BUYER

PREPARE LABELING AND PACKAGING OF EXPORT PRODUCTS WITH COMPLIANCE OF ACCEPTABLE STANDARD REQUIREMENTS

CONCLUDE THE SHIPPING CONTRACT WITH CUSTOMS ACCREDITED TRANSPORTATION COMPANY

# FOUR. EXPORTING PROCESS OF WARM TREATED BEEF AND BEEF PRODUCTS TO PRC



# 4.1 CERTIFICATE AND PERMISSION

The following certificate and permission required beef export to PRC market:

4.1.1 EXPORT PERMISSION FOR STRATEGIC FOODSTUFF

4.1.2 NATIONAL VETERINARY CERTIFICATE

4.1.3 POLICY AGREEMENT

4.1.4 CERTIFICATE OF CONFORMITY

4.1.5 CERTIFICATE OF ORIGIN

4.1.6 INTERNATIONAL VETERINARY CERTIFICATE

4.1.7 VETERINARY AND SANITARY CERTIFICATES

# 4.1 CERTIFICATE AND PERMISSION

## 4.1.1. Obtaining export permission for strategic food products

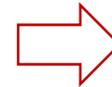
1. Submission of required documents to MoFALI

1. Formal letter on name and type of products as well quantity
2. Company profile
3. Reference letter from Taxation office
4. Copy of financial statement report verified by auditing
5. Power of attorney for representative for bidding and sign the contract
6. Reference letter from GASI
7. Trade contract
8. If required, accreditation certificate obtained for veterinary and quarantine institution in importing country
9. No objection letter for policy agreement with MoFALI under food supply and sustainable development

2. Document review and decision for issue the permission

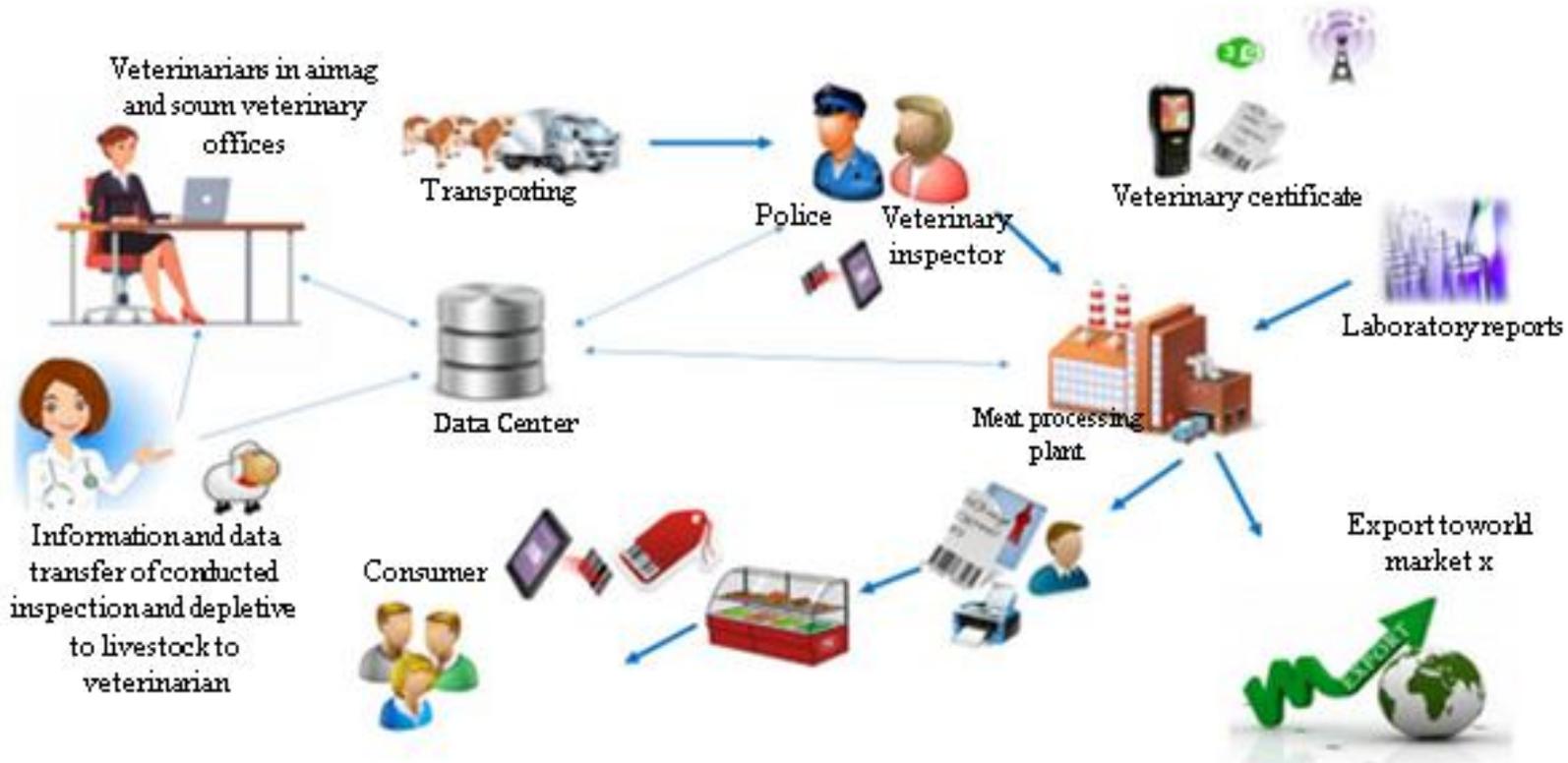


Producer, exporter



MoFALI

## 4.1.2 Veterinary Inspection and Control mechanism at the domestic market



Source: GASI, 2018

## 4.1.3 POLICY AGREEMENT

Meat plant that obtained quota and export permission of meat and meat products in Mongolia shall conclude the policy agreement with MoFALI

The list of required documents (Raw beef )

- |    |  |    |  |
|----|--|----|--|
| 01 | • <i>Plant profile at least 3 pages showing the production capacity</i>  | 08 | • <i>Stomach and internal organs: purchase and sale agreement, payment slips or invoice, storing products for export shown on photos</i>                                 |
| 02 | • <i>Monitoring camera system for control on operations and able to record</i>   | 09 | • <i>Jejunum: purchase and sale agreement, payment slips or storing products for export shown on photos</i>  |
| 03 | • <i>Information and annual plan for meat preparation and slaughtering</i>   | 10 | • <i>Copy notarized of general assessment of environmental impacts</i>   |
| 04 | • <i>Notarized copy of veterinary certificates</i>   | 11 | • <i>Bones: purchase and sale agreement and payment slips</i>  |
| 05 | • <i>Processing and usage of secondary raw materials</i>   | 12 | • <i>Contracts made with professional qualified organization or service providers for common waste disposal and collection and shipping the wastes; waste agreements</i> |
| 06 | • <i>Skin and hides: supply agreement of 30% and more prepared raw materials at domestic markets and factories, payment slips of agreement, stored products for export shown at photos or exporting contract made with other companies</i> | 13 | • <i>Storage and soring of common and animal wastes in special designated place, boxes and tanks; photos</i>   |
| 07 | • <i>Head and legs: purchase and sale contract and payment slip</i>  | 14 | • <i>Other</i>   |

# 4.1.4 CERTIFICATE OF CONFORMITY

The exporter obtains the certificate of conformity from the Mongolian Agency for Standardization and Metrology (MASM). This certificate verifies that the export products fully complies with applicable standard requirements during the production process.

## Process of obtaining the certificate of conformity



# 4.1.5 CERTIFICATE OF ORIGIN

Two types of certificates of origin and documents of proof should be collected properly:

- To show where the meat was prepared including data like name of herders, cooperatives, name and location of slaughter plant (as presented in section 4.1.2 and annexe 23 of this guideline).
- Proof and evidence of documents that the warm treated beef and beef products are manufactured in designated regions or zones of Mongolia and that Mongolia is the country of origin of the meat exports.

## Obtaining the certificate of origin

1. Request letter to MNCCI



Producer, exporter

2. Submission of required documents to MNCCI

1. Copy of foreign trade contract (Purchase and sale contract)
2. Application form B
3. Payment invoice and packing list
4. Copy of state registration certificate
5. Copy of special license for product and copy of quality and hygiene certificates for the products

3. Document review and make decision to issue the certificate



# 4.1.5 Trace the origin of product and traceability

 Мал эмнэлгийн гэрчилгээ

Үүсгэсэн эмч : Ч.Чимэдюндэн 2017-10-26

МЭГ дугаар : Meg7

**1. Амьд мал**

Төрөл	Хүйс	Нас	RFID	Төврийн хэрэгсэл	Зориулалт	Хавсралт
Адуу	Эм	1	E2008000 62190157 21903247	135	Надла х	1
Адуу	Эм	1	E2008000 62190158 22202E38	135	Надла х	2

**2. Малын гаралтай бүтээгдэхүүн**

Малын төрөл	Бүт.төрөл	Хэмжих нэгж	Тоо	Төврийн хэрэгсэл
-------------	-----------	-------------	-----	------------------

Хүчинтэй хугацаа : 2017-10-25 - 2017-10-25

Маршрут : Архангай Өндөр-Улаан -> Архангай Тариат

Дүнгийн хуудас : х

**Хаанаас**

Малчны нэр : ГАНЗОРИГ

Хаяг :

Утас : 11111111 null

**Хаашаа**

Малчны нэр : ТҮМЭНДЭЛГЭР

Хаяг :

Утас : 11111111 null

 Санамж: Энэхүү МЭГ нь МУ-ын МЭГ-ний нэгдсэн санд хадгалагддаг тул лавлагаа мэдээллийг [www.its.digitalmedic.mn](http://www.its.digitalmedic.mn) сайтаас шууд авах, дахин хэвлэх боломжтой. Ажлын өдрүүдэд 09:00-18:00 цагийн хооронд оператортой холбогдон тайлбар мэдээлэл авч болно.

## Stakeholders:

- Herders
- Veterinary unit in aimags and soums
- Veterinarians in soum unit
- General Veterinary Department
- State Central Veterinary Laboratory
- National statistical office
- Inspector of GASI
- Police department
- Meat plants
- Individuals – consumers of end products



## 4.1.6 INTERNATIONAL VETERINARY CERTIFICATE

The exporter shall obtain the international veterinary certificate at GVD to verify that product manufacturing is complied with all veterinary and sanitary standard requirements for the particular origin of meat raw materials and products. In order to get the certificate, formal letter together with required documents for the certificate should submit to GVD.

### Documents required for an international veterinary certificate

01

• *Veterinary lab testing and analysis reports for cattle and animal originated raw materials and animal products and Veterinary certificate*

02

• *Purchase and sales contract, gifting contract or similar documents from the applicant*

03

• *Copy of state registration certificate if applicant is legal body or copy of citizen ID card*

04

• *Shipping route of meat and animal originated raw materials and products, mode of shipping vehicle, name of destination or port at the borders and access timings*

05

• *Information on processing modes of livestock and animal originated raw materials and products (semi-processing, raw, frozen, dried or fresh), product names and types, quantity of packages, labelling and safety status of the products*

06

• *Processing plant batch number, name, location and address*

## 4.1.7 VETERINARY AND SANITARY CERTIFICATES

The exporter shall obtain the veterinary and sanitary certificates issued by GASl shown up the obtained international veterinary certificate from GVD.

### Submission of required documents

1. Copy of state registration certificate and citizen ID card
2. Purchase and sale contract and other similar documents
3. Quota for strategic food stuff for export approved by MoFALI
4. Formal letter to conclude the policy contract and issue the certificate from MoFALI
5. International veterinary certificate, GVD
6. Packaging and label information and quantity in English
7. Notice on product sampling from the inspector
8. Lab analysis records and result reports
9. Copy of registration records of exporting in PRC
10. Payment slips for public service charges or fee

Request letter to GASl



Producer, exporter

Making decision to issue the export certificate



GASl

## 4.2 SHIPPING



**Producer ,exporter**



**CUSTOMS ACCREDITED SHIPPING**



**Authority as stated in the contract**

### **Bill of landing or Transporting acts**

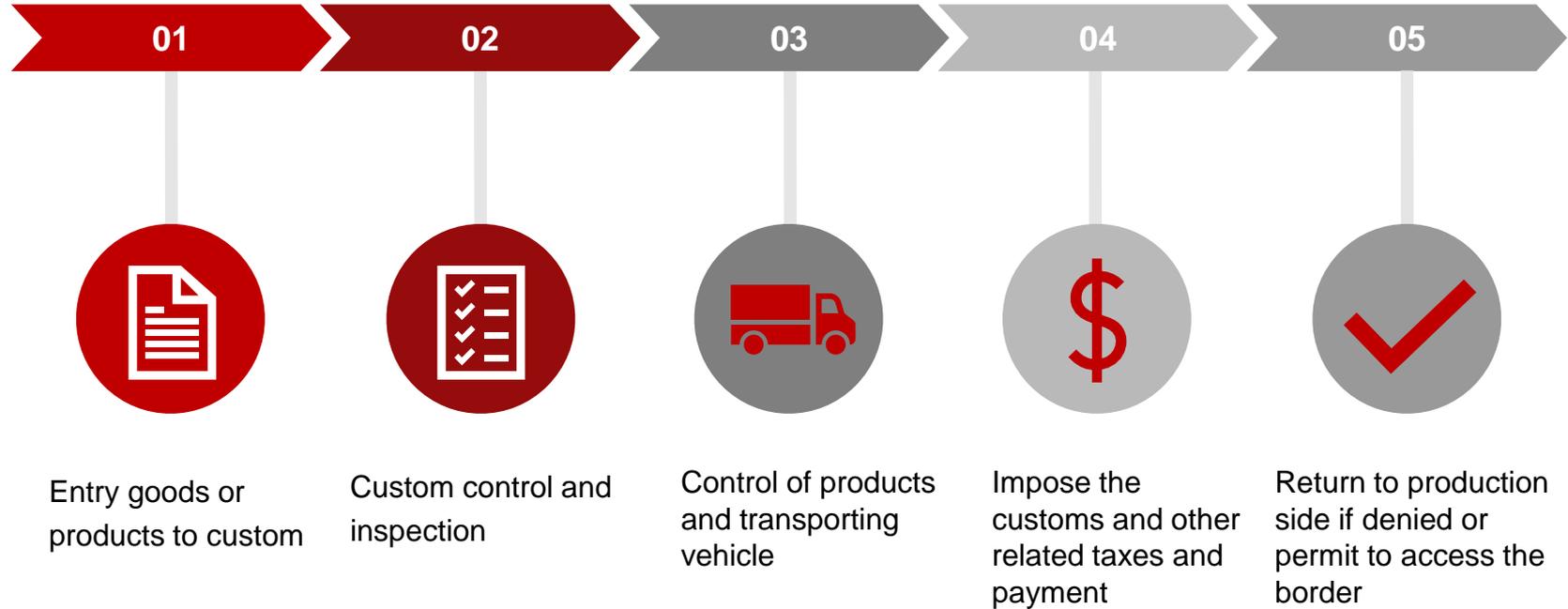
- Payment invoice from exporter
- From letter on export of strategic food stuff from MFALL
- Veterinary and sanitary of certificate from GASI
- Testing analysis reports for the products
- Declaration form for loading products

### **Luggage manifest**

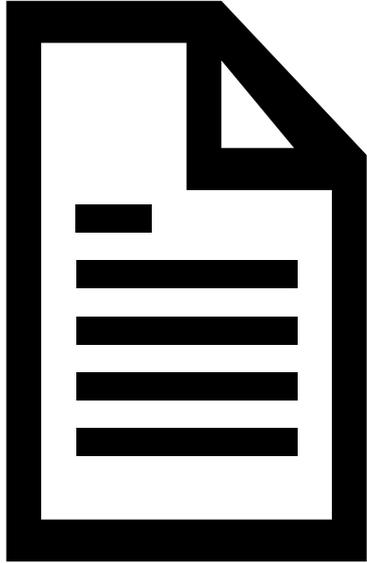
- Luggage manifest shall be collected with reference of Annex 4 and 5 decree 256 dated 2011 from head of GCA

# 4.3 PROCEDURE OF CUSTOMS CLEARANCE

## CUSTOMS CLEARANCE



## 4.3 PROCEDURE OF CUSTOMS CLEARANCE



The required documents for customs clearance are:

**According to article 60 in law on customs:**

- Foreign trade contract or payment invoice
- Shipping documents and bill of lading
- Product license or permission to non-tariff regulations
- Conclusion letters from GASI for products specially specified in the applicable law and regulations

**According to 8.2 in law on customs tariff and customs taxes:**

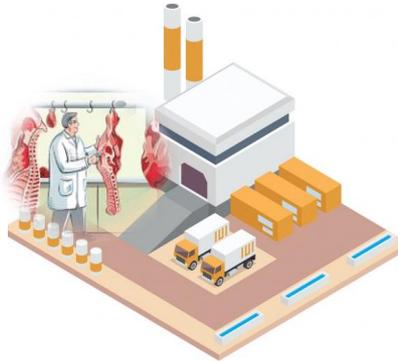
- If the applicant submits the not competent and sufficient proof documents to checkup customs duties and rates, may ask for additional documents for evidence from the applicant or exporter.

# 4.3 PROCEDURE OF CUSTOMS CLEARANCE

## CUSTOMS DECLARATION



1. GENERAL INFORMATION (BOXES 1-20 AND TABLE A)
2. INFORMATION CONCERNING PRODUCTS AND SHIPPING VEHICLE (BOXES 21-43)
3. CUSTOMS TARIFF AND TAXES (BOXES 44-51)
4. INFORMATION ABOUT DOCUMENTS (BOX 51)



FILL THE APPLICATION FORM OF CUSTOMS DECLARATION

SUBMIT FILLED FORM WITHIN THE 5 WORKING DAYS BY ONLINE

APPROVE FILLED APPLICATION

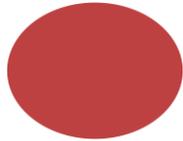
Customs control and inspection



# 4.3 PROCEDURE OF CUSTOMS CLEARANCE

## CUSTOMS CONTROL AND INSPECTION

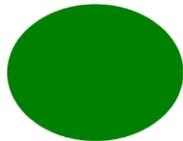
### STATUS OF CUSTOMS CONTROL



“Red”, physical inspection and document control are required and to be conducted.



“Orange”, only document control and review shall be conducted



“Green”, no physical inspection and document control

# 4.3 PROCEDURE OF CUSTOMS CLEARANCE

## TYPES OF CUSTOMS INSPECTION AND CONTROL

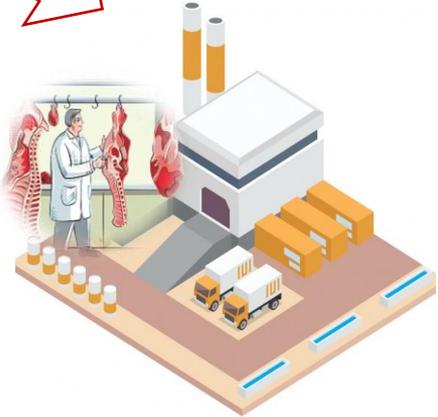
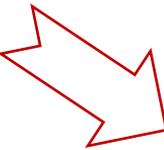
### TYPES OF CUSTOMS INSPECTION AND CONTROL

Inspection and control  
inside of customs  
control area

Learn more >



Inland customs inspection and  
control



## 4.3 PROCEDURE OF CUSTOMS CLEARANCE

### CUSTOMS RATE AND TARIFF

CUSTOMS  
RATE

- Contract price
- Transportation cost till border point of Mongolia
- Document compilation on expenses or payments concerning shipping and exporting of the products
- Insurance payment
- Expenses for loading, unloading, storing and transshipping of the products.

# 4.3 PROCEDURE OF CUSTOMS CLEARANCE

## PREPARATION FOR INITIAL IMPORT TO CHINA

### 国外食品进口中国流程图

#### Foreign Foods Import to China Flow Chart

##### Preparation for Initial import 首次进口中国准备

###### Preapproval for Foreign and China Company

1. All Foreign Food Facility/Exporter/Agent need **AQSIQ** filing
2. Meat/Aquatic/Dairy Manufacturer need **CNCA** registration
3. All China Importer / Consignee need **AQSIQ** filing
4. All China Importer / Consignee need **Food business license**.

Time need 1 week to Several months

###### 国外公司及中国公司预审批项目

1. 所有境外食品工厂/出口商/代理商需要办理**AQSIQ**登记备案；
2. 肉类/水产品/乳品境外生产企业需要办理**认监委CNCA**注册；
3. 所有中国进口商/收货人需要办理**AQSIQ**登记备案；
4. 所有中国进口商/收货人需要办理**食品经营许可证**；

办理时间需要1周到几个月

###### Preapproval License/Certificate for Food Products

1. Prepackaged Food Chinese Label need **CIQ** approval.
2. Function health foods, Nutritional supplements, Foods for Special Medical Purpose need **CFDA** approval.
3. Transgenic foods need **MOA** identification approval.
4. New foods, New food additives, New food pigments New food contact substances need **CFDA** approval.
5. Part of bulk foods need **Import license** of **MOFCOM**
6. All food products need meet the quality requirements of china, need proof documents such as **Lab.Test Report**.

Time need Several weeks/months to years

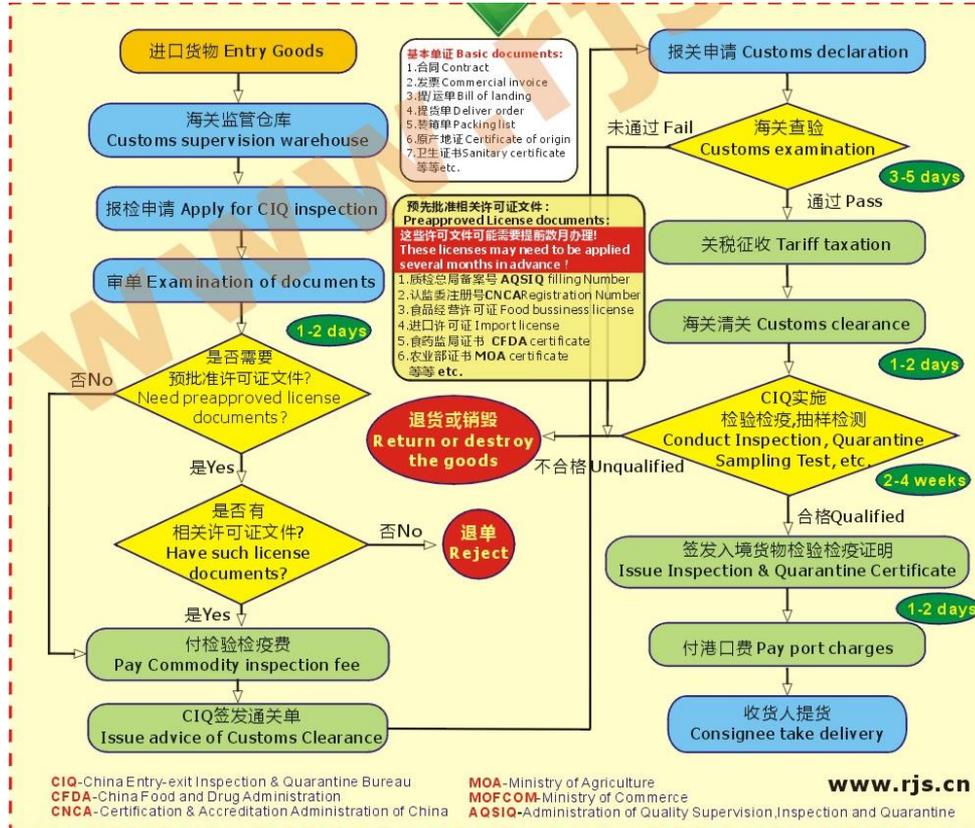
###### 首次进口食品预批准许可证/证书等项目

- 1 进口预包装食品需要办理中文标签**CIQ**批准备案；
2. 保健食品/营养补充剂/特殊医用食品需要办理**CFDA**注册备案；
- 3 进口转基因食品需要办理**农业部MOA**转基因标识审批；
- 4 新食品/新食品添加剂/新食品色素/新食品接触材料需要办理**食药监局CFDA**相关注册审批；
5. 部分进口散装大宗食品需要**中国商务部**的进口许可证；
6. 所有进口食品产品都要符合中国食品质量标准，有相关实验室检测报告或证明文件；

办理时间需要数周/数月乃至数年

# 4.3 PROCEDURE OF CUSTOMS CLEARANCE

## PREPARATION FOR INITIAL IMPORT TO CHINA



## 4.4 CHECKLIST FOR CHAPTER

*Obtained export permission for strategic food stuff from MoFALI*

*Veterinary certificate of domestic market from local Veterinary Office*

*Policy contract with MoFALI*

*Certificate of origin from MNCCI*

*Certificate of conformity from MASM*

*International Veterinary Certificate at GVD*

*Veterinary and sanitary certificates at GASI*

*Bill of landing and shipping documents*

*Required documents for custom clearance*

# FIVE. RECOMMENDATION FOR COMPANIES TO EXPORT BEEF PRODUCTS TO PRC

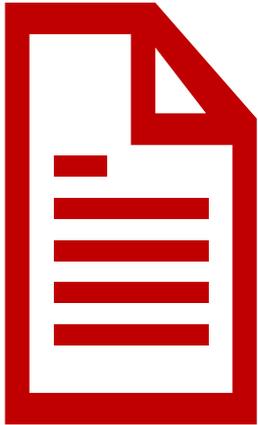
1. Meat and raw materials should be prepared from non epizootic region or zone verified by GVD, the Government regulatory agency of Mongolia with proper certifications
2. Use the “Integrated information system for livestock origin” introduced 2018 in Mongolia for the origin traceability to prepare raw materials and meat.
3. Meat slaughtering and processing should be performed under the control of state veterinary inspectors from GVD and GASI or plant veterinarian in the plant with compliance of requirements specified in mutual signed contracts and protocols between Mongolia and PRC.
4. Only export meat and meat products manufactured and processed in meat plants or factories
5. The right selection of market segments; try to target high-income consumers.
6. Export value-added processed meat products in large quantities with considerable demands by target consumers in the PRC. Small-sized dried meat, vacuum meat and internal organs and barbecue meats may be preferred to be exported in fully-fledged and semi-processed manners.
7. Research and feedback of companies in the PRC show that you have to carefully select a qualified importer of your export products before building cooperation and partnership

# FIVE. RECOMMENDATION FOR COMPANIES TO EXPORT BEEF PRODUCTS TO PRC

8. The partner or importer in the PRC should have close relations and communication with relevant public agencies and institutions in the PRC to allow you to receive export related information and changes in governing policies and regulations quickly.
9. Communication with different levels of government, public agencies and further authorities in the PRC are vital to ease access to the Chinese market and settle disputes.
10. The expenses for customs clearance may be modified or increased depending on border points in the PRC, therefore try to always access the same border point for your product exports.
11. Correct packaging is very important. Weight or volume preferences are different in PRC. Packing of dried, vacuumed and smoked meat should be in relatively small portions (if aimed for convenient stores or similar shops) and focus on correct packing materials that can be easily handled by customers.
12. Set up a strategy on marketing and advertisements. Products that are ecologically friendly and naturally produced from high land areas of Mongolia should aim for high-income consumers.
13. Search and look for dependable marketing agencies in the PRC

# SIX. REQUIRED LIST OF DOCUMENTS TO EXPORT BEEF PRODUCTS TO PRC

## 6.1 DOCUMENTS TO BE SUBMITTED BY MONGOLIAN COMPANY OR EXPORTER



1. Veterinary and quarantine certificates and associated acts (GVD)
2. International veterinary certificate and associated documents (GVD)
3. Veterinary and sanitary certificates (export permission) and other related documents (GASI)
4. Certificate of origin and other related documents (MNCCI)
5. Accreditation certificates and other acts (GASI)
6. Certificate of conformity and other associated acts (MASM)
7. Export permission for strategic foodstuff and associated documents required to submit (MoFALI)
8. Documents required for customs clearance and declaration (CGA)

# SIX. REQUIRED LIST OF DOCUMENTS TO EXPORT BEEF PRODUCTS TO PRC

## 6.2 List of the documents required by PRC



**For registration as an exporter, required documents are:**

1. Company profile
2. Filled in application form
3. Lab testing and analysis report in product samples and hygiene and sanitary certificates, etc.
4. Veterinary and sanitary certificates (export permission or certificate)



**At customs administration of China, required documents are:**

1. Payment invoice
2. Packing list
3. Certificate of origin (international)
4. Export permission for strategic food products
5. Veterinary and sanitary certificates (international veterinary certificate)
6. Cargo manifest

# SEVEN. KEY STAKEHOLDERS AND INSTITUTIONS RESPONSIBLE FOR EXPORT OF BEEF PRODUCTS TO PRC

## The respective governmental institutions and agencies in Mongolia

- GOM and Ministry of Food, Agriculture and Light Industry
- General Veterinary Department of Mongolia
- General Authority for the Specialized Inspection
- Customs General Administration of Mongolia
- Agency for the Standardization and Metrology
- Veterinary Office of UB city

## The respective governmental institutions and agencies in PRC;

- General administration Customs of China
- (SAMR) State Administration for market regulations (SAMR)
- National Health Commission of China (NHCC)
- (CNCA) Certification and Accreditation Administration of China (CNCA)
- Standardization Administration of China (SAC)

# SEVEN. KEY STAKEHOLDERS AND INSTITUTIONS RESPONSIBLE FOR EXPORT OF BEEF PRODUCTS TO PRC

## Key participants, Non-Governmental Organizations in both Mongolia and PRC

- Mongolian National Chamber of Commerce and Industry
- Mongolian Meat Association
- Mongolian Association of Exporters
- All-China Federation of Industry and Commerce (ACFIC)

## FREIGHT FORWARDING COMPANIES accredited by the General Customs Administration of Mongolia

- Export shipping of products shall be conducted by transportation companies accredited by GCA (around 190 transporters registered)

# EIGHT. ANNEXES AND WEBSITE LINKS

Website links for detailed information are introduced at the annexes of the present guideline for exporters at [www.inrae.mn/appendix\\_beef/](http://www.inrae.mn/appendix_beef/):

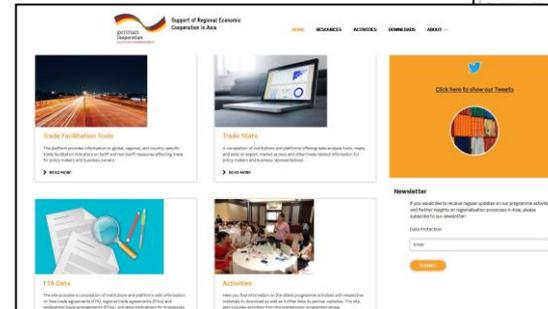
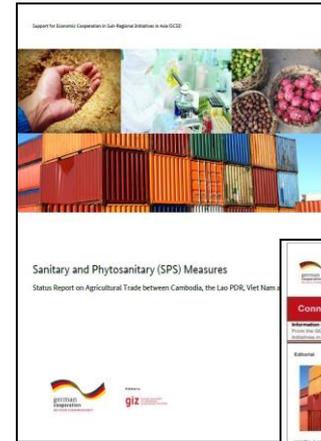
- ANNEX 1. ISO STANDARD CERTIFICATES
- ANNEX 2. HACCP CERTIFICATIONS
- ANNEX 3. “MNS CAC GAL 24:2014” STANDARD CERTIFICATES
- ANNEX 4. ACCREDITATION FROM GASI
- ANNEX 5. APPLICATION FORM FOR INSPECTIONS BY STANDARDIZATION ADMINISTRATION OF PRC AT MEAT PROCESSING FACTORIES FOR EXPORT OF WARM TREATED BEEF AND BEEF PRODUCTS TO PRC AND NOTE OF EXPLANATION FOR REQUIRED DOCUMENTS
- ANNEX 6. IMPORT PERMISSION AT PRC
- ANNEX 7. A SAMPLE OF GOODS INTERNATIONAL SUPPLY CONTRACTS
- ANNEX 8. CARGO TO SHIP AND SHIPPING CONTRACT
- ANNEX 9. VETERINARY CERTIFICATE AT NATIONAL LEVEL
- ANNEX 10. POLICY AGREEMENT
- ANNEX 11. LAB TESTING AND ANALYSIS REPORTS
- ANNEX 12. VETERINARY LAB ANALYSIS RECORDS AND REPORTS
- ANNEX 13. OBTAINING BARCODE AT INFORMATION DATABASE OF “RESPONSIBLE NOMADS”

# EIGHT. ANNEXES AND WEBSITE LINKS

- ANNEX 14. INTERNATIONAL VETERINARY CERTIFICATE
- ANNEX 15. CRITERIA FOR CUSTOMS ACCREDITATION FOR TRANSPORTATION COMPANIES
- ANNEX 16. NOTICE OF SPECIALIZED INSPECTIONS FOR ANIMAL, PLANT, CHEMICALS, GOODS AND PRODUCTS
- ANNEX 17. APPLICATION FORM FOR CUSTOMS CLEARANCE AND INSTRUCTIONS
- ANNEX 18. CUSTOMS DECLARATION FORM FOR PRODUCTS TO BE ACCESS TO BORDER POINT
- ANNEX 19. BORDER POINTS OR PORTS FOR EXPORT OF MEAT AND MEAT PRODUCTS FROM MONGOLIA TO PRC
- ANNEX 20. PROTOCOL BETWEEN GENERAL AUTHORITY FOR THE SPECIALIZED INSPECTION OF MONGOLIA AND QUALITY ASSURANCE AND QUARANTINE ADMINISTRATION OF CHINA ON HYGIENE CONDITION, QUARANTINE AND MONITORING OF BEEF TO EXPORT FROM MONGOLIA TO PRC
- ANNEX 21. SIGNED PROTOCOLS AND AGREEMENTS BETWEEN MONGOLIA AND PRC ON EXPORTING OF WARM TREATED BEEF, MUTTON AND GOAT MEAT
- ANNEX 22. BOILING PROCESSING MEAT. GENERAL TECHNICAL REQUIREMENTS (MNS 6790:2019)

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