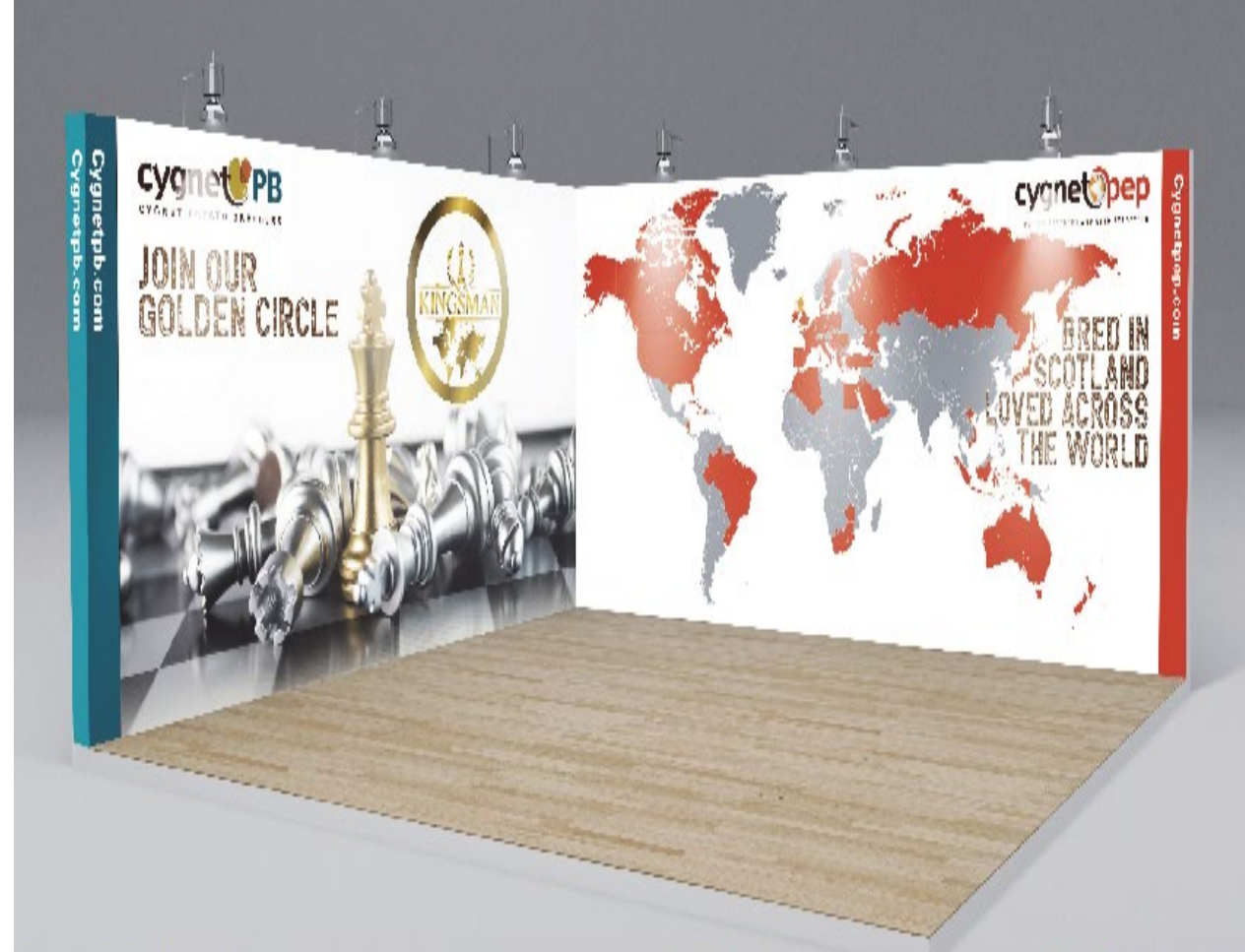




Brexit – An exporters view

- Cygnet PEP – Leading Exporter of Scottish Seed Potatoes
- JV business specialising in exports of proprietary and free varieties
- Annual supply of around 28,000t basic seed potatoes
 - 43 Scottish based suppliers
 - 45 Export markets supplied with Scottish seed
 - Multiple licence agreements for Scottish Bred proprietary varieties
- Direct supply to multiple EU customers and growers
 - Processing – crisp and French fry
 - Fresh
 - Seed Multiplication – Scottish Elite = high health
 - 4 year program of multiplication
 - 15% of production to EU markets





Brexit – Current Position

- End of Transition = 3rd Country Status = No supply to EU from UK
- 3rd Country Equivalence Applied for post Brexit referendum
- No agreement from EC until Brexit took place – Jan 2020
- Still no confirmation of when application will be presented to standing committee
- Extension granted for 6 months for imports from EU to UK!



Brexit – Short Term

- Deliveries must be 'Free in Circulation' before 31/12/2020 – midnight
- Customers unaware of Brexit implications
- Availability of suitable storage in EU, cost, quality, risk!
- Logistics requirements – not just seed potatoes
- Cygnet PEP require over 200 trucks before Christmas alone
- Movement of 'high grade' seed to European production?



Brexit – Long Term

- 3rd Country Equivalence – essential process for whole of UK potato industry
 - Tariff Trade
 - Phyto requirements
 - Plant Passports etc
- All represent issues – not insurmountable
- Planting 2021 – Equivalence achievable?
- Risk of planting EU specific varieties
- Loss of access to ‘secondary’ market for export varieties
- New opportunities? Are the major trade ‘targets’ potential seed customers?
- EU trade deals with major export countries
 - Egypt
 - Morocco
 - Others



BPTA Brexit Engagement

- Direct comms with Defra – Andy Mitchell and team
- Cross sector trade association collaboration – Import extension
- EUROPATAT Membership – Brussels Based Association
- Member comms and coordination
- Wider discussion with EU trade associations