

1. What are the rules and regulations on radiation regarding Japanese exports into Saudi Arabia, Bahrain, UAE, India and other West Asian countries?

All Gulf countries monitor food products imported into the countries to make sure that it is in compliance with international health regulations. No contaminated food will be allowed entry. (This applies not only radiation contamination but all kind of contamination including that occurs during transit.)

Every consignment arrived at a port of entry will be sampled by the concerned department of the public health affairs. The consignment will be cleared by the customs only after the approval of the public health department. GCC countries continued to monitor Japanese imported products due to concerns over nuclear radiation at the Fukushima plant. If any item found containing radiation that exceed the level set by the International Commission on Radiological Protection, they will be prohibited from going into the market. It is a routine check and there was no known issue of any item prohibited entry due to radiation.

Japanese authorities have assured GCC countries that food produced in area where the nuclear plant is located is severely monitored by the Japanese authorities and If they are found containing radiation that exceed the level set by the International Commission on Radiological Protection, they are prohibited from going into the market. Generally speaking if the consignment is in compliance with Japanese regulations for consumption in Japan then it is good for consumption in GCC countries too. Japanese products continue to be available to people in GCC without any problems

2. What are the regulations on MRLs regarding tea?

As a rule of thumb GCC countries, generally follows WTO regulations.

3. What are the requirements for quarantine?

It is understood that bulk unpacked tea leaves will require quarantine. However importing of such tea requires license on the part of importer and the importer will look into the detailed requirement. Packed, branded, processed, ready for consumption products will not require quarantine.

4. Can we distribute pre-packaged tea leaves?

Yes

5. What are the requirements regarding

Bahrain updated its packaging and product labelling standards on the GSO norms. Some GCC standards, in particular shelf-life standards, have been criticized for being too restrictive. To address this situation, on 18 February 2004, Bahrain replaced its GCC production shelf-life requirements on the basis of Ministerial Order No. 3/2004.

Labels must be in Arabic; although a small number of products with labels only in English may be approved, on a case-by-case basis, for marketing test purposes. Food labels must contain product and brand names, production and expiry dates, country of origin, name of the manufacturer, net weight in metric units, and the list of ingredients and additives in descending order of importance.

6. Can we do business with other member companies solely in English?

English and Arabic is predominantly the business language in GCC countries.

7. What kind of tea leaves are in demand? Is it only Matcha, or are other tea leaves such as Sencha, Gyokurocha, Houjicha, Genmai popular?

Black tea is more popular however all other types are consumed as well.

8. How is Matcha consumed in corresponding countries? Is it used solely for personal consumption, or is it used as an ingredient for other processed foods?

Not popular and needs research.

9. What are the rules regarding payment in business? Can we ship after we confirm payment?

Imports are generally done against a Letter of Credit issued by an International bank. Any other forms of payment arrangements involve a high risk of default.

10. Is trade primarily initiated directly between Japanese and West Asian partners, or is it initiated through distributors?

Both models are possible.

11. What is the difference between buying price and selling price?

Retailers generally look for a 20-30% margin and wholesale distributors too will look for such margins.

12. How much should we expect to pay in order to participate in conventions?

It depends on the country and the event and could range anywhere between \$2500 to \$25000.