

FTA Outcomes for Māori

New Zealand – United Kingdom Free Trade Agreement



New Zealand – European Union Free Trade Agreement



Māori and Trade

- **1 in 3 Māori jobs** depend on agriculture, forestry and fishing exports
- Māori workers in exporting firms **earn 12% more** than those in non-exporting firms
- Māori-led exporting firms derive a **higher proportion of sales** from exports (39%) than non-Māori-led firms (25%)

UK and EU-FTAs: Outcomes for Māori

- These Agreements contain the **broadest set of outcomes for Māori** that New Zealand has negotiated in any FTA.
- They recognise Māori interests and priorities in the UK and EU markets, and in the case of the UK, the unique relationship with the British Crown as an original signatory to Te Tiriti o Waitangi/the Treaty of Waitangi.
- During negotiations for both agreements there was substantial engagement with Māori.
- Māori were significant in determining the outcomes - from co-creating New Zealand proposals, presenting to the UK and EU and ensuring negotiators delivered meaningful results for Māori.



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New Zealand – United Kingdom

Free Trade Agreement

UK FTA: Māori Trade and Economic Cooperation Chapter

- The chapter recognises the **value of increased Māori participation in international trade and investment** and promotes cooperation between the Parties to the NZ-UK FTA to **enable and advance Māori economic and wellbeing aspirations**, for example through collaboration to enhance the ability of Māori-owned enterprises to access and benefit from the trade and investment opportunities created under the FTA.
- The chapter also recognises the **value of Māori leadership** and a **Te Ao Māori perspective** in protecting and promoting Māori economic aspirations, including realising opportunities created by the Agreement and enhancing cultural and people-to-people links between Māori and the UK.
- The chapter complements the range of other areas across the Agreement to enhance Māori participation in trade and investment opportunities. These include the Treaty of Waitangi exception clause, as well as chapters on: Government Procurement, Digital Trade, Intellectual Property, Trade and Gender Equality, Trade and Environment, and Small and Medium-Sized Enterprises.

UK FTA - Fish and Seafood Highlights

- 46% of New Zealand's current fish and seafood and trade now enters the UK duty free, 99.5% within 3 years, and 100% within 7 years.
- **Hoki: 6% tariffs** – eliminated on 31 May 2023.
Levels playing field with: Norway, Namibia, Iceland, Chile, Viet Nam. Tariff advantage over: US, China, India and Argentina.
- **Mussels: 8–20% tariffs** – eliminated after 3 years (export value \$6.4 million).



UK-FTA: Additional Outcomes for Māori

- For New Zealand, recognising the Crown's obligations under Te Tiriti/the Treaty was a central consideration. New Zealand retains flexibility to respond to Tiriti/Treaty obligations like those in WAI 262.
- New Zealand and the UK also agree to cooperate at the World Intellectual Property Organisation (WIPO) Intergovernmental Committee on Genetic Resources, Traditional Knowledge and Folklore (IGC) to work towards a multilateral outcome.
- Treaty of Waitangi Exception - preserves unique status
- The NZ-UK FTA contains one of the most far-reaching Trade and Environment chapters New Zealand has ever negotiated. It acknowledges the important role that sustainable Māori environmental approaches (including references to concepts such as kaitiakitanga and mauri) can play in areas such as fisheries, forestry and agriculture.
- The chapter includes commitments to prohibit subsidies that increase fishing capacity, and to take steps to eliminate harmful fossil fuel subsidies. It prioritises the elimination of tariffs on 293 environmentally beneficial products



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New Zealand – European Union Free Trade Agreement

EU FTA: Maori Trade and Cooperation Chapter

- The chapter acknowledges Te Tiriti/The Treaty as a foundational document of constitutional importance to Aotearoa New Zealand, and incorporates references to Mātauranga and Tikanga Māori to contribute toward achieving well-being.
- It provides a definition for ‘mānuka’ as the Māori word used exclusively for the *Leptospermum scoparium* tree grown in Aotearoa New Zealand and derivative products such as honey and oil. It describes ‘mānuka’ as culturally important to Māori as a tāonga and traditional medicine (rongoā).
- The cooperation areas in the chapter include collaborating to enhance the ability for Māori enterprises to benefit from the Agreement’s trade and investment opportunities, strengthen links between EU and Māori enterprises (with a particular emphasis on SMEs), supporting science, research and innovation links, and cooperating on geographical indications.

EU FTA: Fish and Seafood Highlights

- **Mussels: 8-20% tariffs – eliminated.** Levels playing field with: Chile (single most important competitor exports nearly \$250m to EU/UK – NZ <\$55m)
- **Hoki: 6-15% tariffs – eliminated.** Levels playing field with: Norway, Namibia, Iceland, Chile, Viet Nam. Tariff advantage over: US, China, India and Argentina
- **Squid: 8-20% tariff: eliminated.** Levels playing field with: Morocco, Peru, Viet Nam, South Africa. Tariff advantage over: US, China, India, Thailand and Indonesia



EU-FTA: Further Outcomes for Māori

- **Treaty of Waitangi Exception** - preserves unique status
- **Digital Trade** – new safeguards for Māori rights and interests (EU)
- **Intellectual Property** – policy space for Wai 262; Māori interests in Geographical Indications
- **Trade and Sustainable Development** – innovative outcomes on climate, gender, marine fisheries and illegal logging (EU)
- **Sustainable Food Systems** – first of its kind: promotes cooperation, including on indigenous knowledge (EU)

Fisheries Outcomes in other NZ FTAs

- **CPTPP:** All of New Zealand's fish and fish products imported into Japan previously faced tariffs. 99 percent of these are being progressively eliminated over 11 years, and the remainder progressively eliminated over 16 years.
- **RCEP:** Delivers additional tariff elimination on a number of New Zealand food products into Indonesia through tariff outcomes better than AANZFTA, including fish and fish products.
- **NZ-China FTA:** Prior to the FTA's elimination of tariffs on fish in 2008, New Zealand exported \$163.3 million worth of seafood to China. In 2022, New Zealand exported \$709 million to China – a 334% increase.
- **NZ-Korea FTA:** The 20% tariff on fresh and smoked Pacific salmon was removed on the FTA's entry-into-force. Live, fresh and chilled oysters are similarly now duty free with the 20% tariff on frozen oysters gradually reducing to zero by 2024. Fish exports to Korea peaked in 2019 at \$39 million.
- **NZ-Malaysia FTA:** The Malaysian FTA confirms the outcome secured in the AANZFTA of 'binding in' existing duty free access for New Zealand (fish) exports. This means Malaysia cannot legally change this duty free level of access for New Zealand exporters, while it can change it for others.
- **NZ-Thailand CEP:** High tariffs (20-30%) on New Zealand seafood products into Thailand were eliminated by 2010.

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