

EUR.1 OR CERTIFICATE OF ORIGIN: THE DECISION TREE

The buyer writes "send me the certificate of origin", and the forwarder replies "you need the EUR.1". They're two different documents. Which one you need depends on the country, the value and a check nobody will do for you.

FIRST QUESTION · DOES THE COUNTRY HAVE A PREFERENTIAL AGREEMENT WITH THE EUROPEAN UNION?

Answer	What follows
No (e.g. United States, China, Brazil)	No EUR.1, no preferential declaration: there's no preference to claim, and the buyer pays full duty. Go to the fourth question.
United Kingdom	There is an agreement, but the EUR.1 doesn't exist in this relationship. Go to the second question, then the third: the proof is an origin declaration made by you.
Yes (e.g. Switzerland, Norway, Turkey, Tunisia, Morocco)	Go to the second question.

SECOND QUESTION · DOES THE PRODUCT MEET THE AGREEMENT'S RULES OF ORIGIN?

Answer	What follows
No, or I don't know	No preferential declaration until the answer is Yes. A product processed in Italy from foreign raw materials can be Italian for "made in" purposes and not for the agreement. A wrong declaration is a false declaration: the check is done agreement by agreement, with your forwarder or customs broker.
Yes	Go to the third question.

THIRD QUESTION · IS THE SHIPMENT WORTH MORE THAN €6,000?

Answer	Country with an agreement	United Kingdom
No, up to €6,000	Origin declaration written by you on the invoice. No body issues it and nobody endorses it.	Origin declaration written by you on the invoice, or the importer's knowledge.
Yes, above €6,000	EUR.1 endorsed by customs, usually through your forwarder, in the same step as the export declaration. Alternatively, approved exporter status or REX registration.	Origin declaration with your REX number. No EUR.1.

FOURTH QUESTION · HAS THE BUYER OR A LETTER OF CREDIT ASKED FOR THE CERTIFICATE OF ORIGIN?

Answer	What follows
Yes	Certificate of origin from the Chamber of Commerce in your province, with the invoice as supporting evidence. It proves the "made in" (non-preferential origin) and doesn't reduce any duty. The Lecce Chamber states €10 with a copy and two working days; yours publishes its own figures.
No	No Chamber of Commerce certificate. This applies to any country: it's independent of the three questions above.

THE SIX CASES, ONE LINE EACH

Case	Preferential proof	Chamber of Commerce certificate
Switzerland, €4,000, origin checked	Invoice declaration	Only if requested
Switzerland, €15,000, origin checked	Endorsed EUR.1, or approved exporter	Only if requested
United Kingdom, €4,000	Invoice declaration, without REX	Only if requested
United Kingdom, €15,000	Invoice declaration with REX number	Only if requested
United States, China or Brazil, any value	None: there's no preference	Yes, if the buyer or a letter of credit asks for it
Any country with an agreement, origin not checked	None, until it's checked	Only if requested

The amounts are examples built to show the threshold, not real shipments. The EX-1, the export declaration, is a third document again: it isn't about origin, but about the goods leaving.

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