

EU market access is earned through structure.

Emerald Advisory helps Indonesian exporters and EU companies identify where labelling, certification, documentation and buyer-readiness gaps create market access risk.

For Indonesian companies selling into the EU - or EU companies sourcing from Indonesia - product requirements, labelling, packaging, certification and buyer documentation can affect buyer acceptance, pricing power and continued access to EU markets. Membantu eksportir Indonesia menyiapkan label, sertifikasi, dokumen produk dan buyer file untuk pembeli di Uni Eropa.

<p>THE PROBLEM</p> <p>EU buyers need credible product documentation, correct labelling, certification evidence and traceability before products can be accepted.</p>	<p>START HERE</p> <p>EU Market Access Gap Scan. A focused diagnostic of labelling, certification, documentation, traceability and buyer-readiness gaps.</p>	<p>OUTCOME</p> <p>A management-ready view of gaps, priorities and buyer-facing actions before EU buyer onboarding or distributor discussions.</p>
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What we assess

- Which EU product requirements may apply
- Which labelling, packaging or certification gaps may exist
- Which documents an EU buyer, distributor or importer may request
- Where traceability or supplier-verification gaps may create buyer risk
- Which actions require management attention before EU market entry or buyer onboarding

Typical deliverables

- EU requirements map
- Labelling and packaging gap overview
- Certification and documentation gap list
- Traceability and buyer-readiness risk overview
- Supplier or client action list
- Buyer-readiness first step note

Who this is for

- Indonesian exporters preparing for EU market entry
- EU companies sourcing from Indonesia or Southeast Asia
- Suppliers facing buyer questions on labelling, certification or traceability
- Trade intermediaries helping suppliers meet EU buyer expectations

Why now

EU buyer acceptance is becoming more conditional. Buyers increasingly need credible product documentation, labelling, certification evidence and traceability before onboarding or purchasing.

**Product Requirements + Labelling +
Documentation =
Buyer Readiness**

Follow-up path

1. Gap Scan	Map requirements and gaps
2. Buyer Readiness File	Buyer-facing file and gap closure plan
3. Market Entry Memo	Decision support for buyer acceptance

Typical use case

An Indonesian exporter wants to sell into the EU or has received questions from a European buyer. Product labels, certifications, traceability evidence or documentation are incomplete or unclear. Emerald Advisory maps the requirements, identifies gaps and translates them into practical actions for management, sales and operations.

Request an EU Market Access Gap Scan

Contact Emerald Advisory for an initial review of product labelling, certification, documentation and buyer-readiness. Anggara Kasih | anggara.kasih@emeraldadvisoryid.com | www.emeraldadvisoryid.com | Jakarta | Amsterdam