

CAREC e-CERT Hub

Pilot Project on Electronic Exchange and Mutual Recognition
of Product Conformity Certificates / Test Reports
in the CAREC Region

Kickoff Workshop

1–2 June 2026 · Incheon, Republic of Korea · TA-10730 REG



ESCAP
Economic and Social Commission
for Asia and the Pacific



Session 4

Selection Criteria for Pilot Products

S4-1. Why Product Selection Matters

Product selection determines whether the 24-month pilot can demonstrate its outcomes; preliminary candidates should prioritize items where actual CoC/TR exchange and authenticity verification are feasible.

Four Reasons Why Product Selection Matters

① Determines whether pilot outcomes can be demonstrated

Selecting items where actual exchange and verification are not feasible within 24 months may put the 60-transaction KPI at risk.

② Confirms issuing-body authority/accreditation

For each candidate item, the authority and accreditation scope of TR and CoC issuing bodies must be confirmed.

③ Minimizes legal and regulatory conflicts

Prioritize items with simpler regulations → confirm mandatory/voluntary certification, EAEU Technical Regulations, and country-specific rules.

④ First step for trust-based exchange/verification

Successful early demonstrations form the basis for stepwise expansion → "start with the simpler items" principle.

Four Principles for Product Selection

● Today: share candidates; confirm at M5

Items presented today are preliminary candidates, not final selections. They will be validated through M1–M5 and confirmed at M5.

● Exchange/verification feasibility > trade volume

Items where actual CoC/TR exchange and authenticity verification are feasible within 24 months should take priority over items with higher trade volume.

● CoC and TR are reviewed separately

CoC (Certificate of Conformity, ISO/IEC 17065) and TR (Test Report, ISO/IEC 17025) differ in issuing bodies and verification conditions, so they are reviewed separately.

● Multilateral and bilateral candidates together

Agri-food candidates suitable for multilateral application across countries and electrical-appliance candidates with strong bilateral trade flows are reviewed together.

S4-2. TR and CoC — Two Document Types

TR and CoC differ in issuing bodies, ISO standards, and document purpose. This pilot treats them as distinct document types and reviews both in the pilot product selection process.

TR — Test Report

Issued by testing laboratories · ISO/IEC 17025

- **Definition**

Technical record of measurement results, test conditions, and pass/fail data

- **Issuing Body**

ISO/IEC 17025-accredited testing laboratories

- **Typical Applicable Products**

Agri-food, composition/safety analysis, materials

- **Example**

Dried fruits - pesticide residue, heavy metals, mycotoxin testing

CoC — Certificate of Conformity

Issued by certification bodies · ISO/IEC 17065

- **Definition**

Formal declaration that a product conforms to specified standards

- **Issuing Body**

ISO/IEC 17065-accredited certification bodies

- **Typical Applicable Products**

Electrical and electronic equipment, items requiring mandatory safety certification

- **Example**

Home appliances - electrical safety · IEC 60335-series standards

S4-3. Five-Country Industry and Trade Profiles — Preliminary Candidate Groups

The five countries’ industry and trade profiles provide the starting point for identifying preliminary candidate groups. Final selection will be confirmed through M1–M5 validation.

UZ Uzbekistan	KG Kyrgyz Republic	PK Pakistan	AZ Azerbaijan	TJ Tajikistan
Industrial upgrading + Construction	Fixed investment + Manufacturing	LSM + Energy (Large-scale manufacturing)	Energy + Capital investment	Hydropower + Transmission
Agriculture/fisheries +4.4%	Agriculture +2.8% (NSC KG, 2026 Q1)	LSM +10.37% (Nov 2025, monthly YoY)	Energy-industry focus	Hydropower expansion
Retail +10.3%			Caspian hub	Transmission grid
Services +11.7%	Manufacturing capacity expansion	Finished-goods manufacturing	Infrastructure modernization	CAREC projects

* Sources: UZ NSC 2025 (Retail Jan–Oct · Services Jan–Jul) · NSC KG Q1 2026 (Agriculture) · PBS Pakistan (LSM Nov 2025 monthly YoY) · AZ State Statistics Committee 2026 · CAREC Project Portfolio 2025

Note: Figures are preliminary references for candidate identification and will be re-confirmed during M1–M5 validation.

4 Preliminary Candidate Groups Identified - Based on macro indicators and Annex A-1 preliminary trade-flow analysis

① Agri-food Candidates

Regional agricultural growth and agri-food trade flows → potential for standardizing pesticide-residue, heavy-metal, and mycotoxin testing

③ Textile / Apparel Candidates

PK–TJ and PK–AZ textile/apparel flows in Annex A-1 → candidate area for conformity certification

② Electrical / Electronic Candidates

PK–UZ appliance/electrical flows in Annex A-1 + expanding consumption → mandatory certification area for appliances and electrical items

④ Pharmaceutical Candidates

PK–KG pharmaceutical flow in Annex A-1 + demanding standards such as GMP and CoA → further review needed for pilot feasibility

S4-4. Major Trade Flows Among Participating Countries - Preliminary Analysis

Based on the preliminary trade-flow analysis in Annex A-1, this slide summarizes the applicability of TR/CoC and the priority review direction for the four candidate groups. Agri-food is reviewed as a TR-based multilateral candidate, while appliances/electrical items are reviewed as CoC-based bilateral candidates.

TR Priority Candidates Agri-food · Multilateral review

CoC Priority Candidates Appliances & electrical (focus) · Bilateral review

① Agri-food Flows

- UZ → PK : raisins, processed fruits
- TJ → PK : dried apricots
- *Direct exchange target: Test Report (TR)*
- *Reference document: phytosanitary certificate*

② Electrical Appliance Flows

- PK ↔ UZ (both directions) : electric heaters, home appliances
- *Priority document: Certificate of Conformity (CoC)*

③ Textile / Apparel Flows

- PK ↔ TJ : cotton, textiles
- PK → AZ : finished apparel
- *Priority document: Certificate of Conformity (CoC)*

④ Pharmaceuticals and Other Flows

- PK → KG : pharmaceuticals
- AZ → PK : aluminum · KG → PK : petroleum products
- *Reference: Good Manufacturing Practice(GMP) · sanitary certificates · composition analysis · Material Safety Data Sheet(MSDS)*

Note: **The direct exchange targets are CoC/TR**; other certificates and documents are references for regulatory context. Trade flows and values will be re-confirmed at M5.

S4-5. HS Code Framework - 6-Digit Common Basis and Country-Specific Sub-codes

Pilot items are organized on the HS 6-digit common basis, with each country’s 8/10-digit sub-codes mapped in the SOP Annex and used alongside.

- **HS Code Structure — Application by Tier**

Tier 1 — HS 6-digit

International common baseline (WCO Harmonized System)

Tier 2 — 8/10-digit national extension

Country-specific extended classification, mapped where needed

- **How Each Tier Is Used in the e-Cert Hub**

**Pilot Operational Arrangement and SOP
(Uses HS 6-digit as Common Basis)**

- Pilot product scope expressed at HS 6-digit level
- Commonly referenced by all participating bodies
- Avoids forcing harmonization of national tariff classifications

**SOP Annex
(Country-Specific Sub-code Mapping)**

- Mapped in the SOP Annex when item-level detail is needed
- Used by issuing bodies for reference
- Country-specific sub-codes managed via the Annex

S4-6. Six Weighted Evaluation Criteria for Pilot Products

The six criteria balance exchange/verification suitability, data, feasibility, and risk. Where core legal conditions or designated issuing bodies are missing, mandatory check conditions apply.

A. Exchange & Verification Suitability — 50%		B. Data & Feasibility — 45%	
Exchange & Verification 30%	Standardization 20%	Data Availability 15%	
Are acceptance criteria simple, with few exceptions, and well aligned with international standards?	Can test items and methods be aligned with international standards?	Can sample documents be obtained and required data fields be defined?	
B. Data & Feasibility — 45% (continued)		C. Risk — 5% (mandatory check)	
Implementation 15%	Pilot Feasibility 15%	Risk Level 5%	
Can IT capacity and system integration complexity be managed? (Lower complexity is favorable.)	Can 60+ actual exchanges be completed within 24 months?	Are legal, institutional, and data-access risks low? (Lower risk is favorable.)	

Total 100% | A. Exchange & Verification 50% + B. Data & Feasibility 45% + C. Risk 5%

Note: Risk has a 5% weight, but **mandatory check conditions can exclude candidates regardless of total score** (legal basis, restrictions, designated CABs).

S4-7. Candidate Screening List

The candidate list is illustrative, not final. It is to be compared and validated against the six evaluation criteria.

Candidate Item	Document Type for Review	Strengths	Risks / Constraints
Dried fruits	TR	Relatively straightforward standardization; applicable across countries	Trade volumes to be confirmed; statistical accuracy to be reviewed
Home appliances	CoC	High demand for mandatory certification; safety standards are clear	Complex regulations; product diversity across countries
Textiles	CoC / TR	Trade flows confirmed; both document types applicable	Broad standard scope; complex product compositions
Pharmaceuticals	CoA / GMP and related regulatory documents	High public-health relevance; potential to leverage existing certification and testing infrastructure	High regulatory complexity; specialized acceptance rules to be confirmed — lower priority in early pilot stage
Aluminum / materials	Test Report	Composition analysis — well suited for TR exchange	Transaction volume may fall short of the pilot KPI target

Note: Complexity and risk differ by item; final products will be confirmed after country responses, validation, and evaluation.

S4-8. Priority Candidate A - Dried-Fruit Group (centered on HS 0813)

Dried fruits are an e-TR priority candidate suited for application across countries. The pilot examines test report exchange for pesticide residue, heavy metals, etc., rather than phytosanitary certificates.

e-TR Priority Candidate	Multilateral-type Candidate
<p>● Item Profile</p> <p>HS Code: Centered on HS 0813.xx (HS 0806 considered)</p> <p>Document: Test Report (e-TR)</p> <p>Standard: ISO/IEC 17025 (testing laboratory accreditation)</p> <p>Arrangement: Multilateral-type candidate</p>	<p>● Preliminary Grading — to be scored by M5</p> <p>Exchange/Verify High (international references such as Codex available)</p> <p>Standardization High (aligned with international standards)</p> <p>Data Availability High (multiple sample documents obtainable)</p> <p>Implementation Low (simple testing procedure)</p> <p>Pilot Feasibility High (high feasibility for the 60-transaction KPI)</p>
<p>Statistical Basis — preliminary</p> <ul style="list-style-type: none"> ▪ Agri-food trade flows such as UZ→PK and TJ→PK to be confirmed ▪ Dried fruits and processed fruits retained as e-TR review candidates ▪ Trade values remain TBD and will be re-confirmed by M5 	<p>Industry · Regulatory Suitability</p> <ul style="list-style-type: none"> ▪ Test reports for pesticide residue, heavy metals, and mycotoxins ▪ International references such as Codex Alimentarius available ▪ ISO/IEC 17025-accredited testing CABs to be reviewed ▪ Low procedural complexity; favorable for early pilot verification

*Note: **Phytosanitary certificates are reference documents — NOT the direct exchange target.** Trade values remain TBD and will be re-confirmed before M5 using official customs data and country responses.*

S4-9. Priority Candidate B - Home Appliances / Electric Heaters (HS 8516)

Home appliances and electric heaters are an e-CoC priority candidate with notable PK–UZ trade flows. They are first reviewed as a bilateral-type candidate, with stepwise expansion considered thereafter.

e-CoC Priority Candidate	Bilateral-type Candidate
<p>● Item Profile</p> <p>HS Code: HS 8516.xx (electrical equipment · heaters)</p> <p>Document: Certificate of Conformity (e-CoC)</p> <p>Standard: ISO/IEC 17065 + IEC 60335 (illustrative)</p> <p>Arrangement: Bilateral-type candidate, PK–UZ first</p>	<p>● Preliminary Grading — to be scored by M5</p> <p>Exchange/Verify Medium (mandatory certification area)</p> <p>Standardization Medium (IEC standards applicable)</p> <p>Data Availability Medium (scope of certification-body accreditation to be confirmed)</p> <p>Implementation Medium (API/portal integration required)</p> <p>Pilot Feasibility Medium (feasibility of 60-transaction KPI to be reviewed)</p>
<p>Statistical Basis — preliminary</p> <ul style="list-style-type: none"> PK–UZ home appliance / electric heater flows are notable KG heater products may be reviewed as a potential market candidate PK and UZ industrial / consumption indicators support further review Trade values remain TBD and will be re-confirmed by M5 	<p>Industry · Regulatory Suitability</p> <ul style="list-style-type: none"> Mandatory certification area for public safety IEC 60335 and IECEE CB Scheme may be referenced ISO/IEC 17065 certification-body accreditation to be confirmed EAEU applicability, safety-rule compatibility, and accredited CABs to be checked

Note: EAEU applicability, where relevant, safety-rule compatibility, and the number of accredited CABs must be confirmed before M5.

S4-10. Product Evaluation Matrix — Preliminary Grading

Current grades are preliminary. Final scores and candidate priorities will be confirmed at M5 after country-response analysis and M1–M5 validation.

Category	HS Code Item	Exchange & Verification(30)	Standardization (20)	Data (15)	Implementation (15)	Pilot (15)	Risk (5)	Total
Candidate A	HS 0813 Dried fruits	High	High	High	Low	High	Low	TBD
Candidate B	HS 8516 Home appliances	Medium	Medium	Medium	Medium	Medium	Medium	TBD

Preliminary Evaluation Summary

Priority Candidate A (Dried fruits)	→ Retained as priority review candidate
Priority Candidate B (Home appliances)	→ Prioritized as PK–UZ bilateral-type candidate
Score (TBD)	→ TBD; to be calculated after validation
Total Score	→ Six criteria × weights = 100 points

Items to Confirm by M5

- 1. Trade and CAB Data**
 - Official trade statistics
 - Accredited CABs / issuing bodies
- 2. Legal and Regulatory Checks**
 - EAEU Technical Regulations compatibility
 - Mandatory vs. voluntary certification
- 3. Final Evaluation**
 - Final weighted scoring
 - Additional country-proposed candidates

Note: Scores remain TBD and will be finalized at M5 after trade data, CAB information, legal/regulatory checks, and country inputs are reviewed.

S4-11. Engagement Approach Comparison - Multilateral and Bilateral Types

Multilateral and bilateral types are not legal MRAs. They are two engagement approaches for operating CoC/TR exchange and verification within the pilot scope.

Multilateral-type Candidate : (Several countries participate together)

- **Definition**
 - Several countries jointly test CoC/TR exchange and verification on the same item under a common SOP.
- **Candidate**
 - Dried fruits (HS 0813)
- **Strengths**
 - Easier to align under a common SOP
 - Easier to expand to more countries and items
 - Manageable through the Pilot Operating Committee
- **⚠ Weaknesses**
 - Coordination may take longer
 - One country's delay may affect the overall schedule

Preliminary High — easier to expand to more countries

Bilateral-type Candidate : (Start with two countries first)

- **Definition**
 - Two countries with strong trade flows start first, then additional countries may be added step by step.
- **Candidate**
 - Home appliances / electric heaters (HS 8516), PK–UZ first
- **Strengths**
 - Faster to start initial operation
 - Easier to reflect country-specific conditions
 - Countries can be added sequentially
- **⚠ Weaknesses**
 - Arrangements may become complex as country pairs increase
 - Management burden may rise when scaling to all five countries

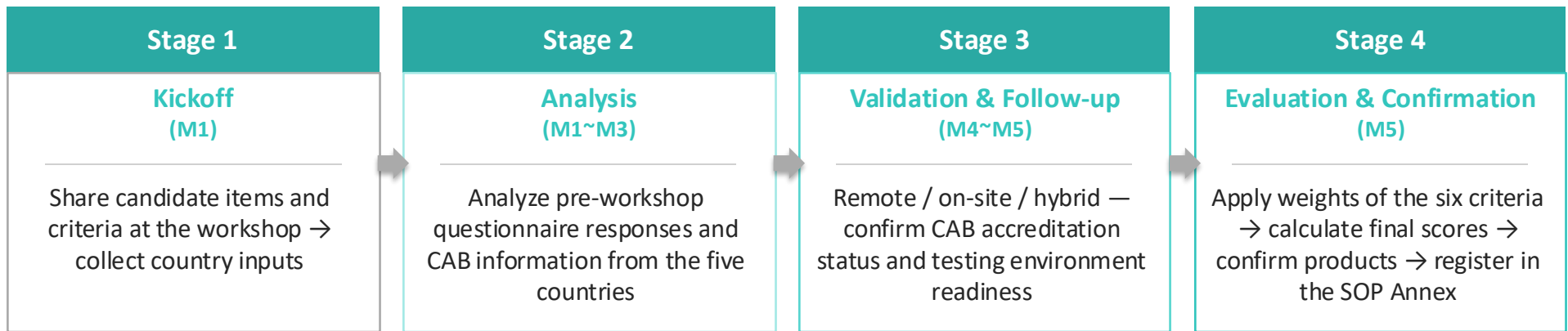
Preliminary Medium–High — easier to start quickly

Note: The feasibility of multilateral expansion will be assessed after pilot operating experience has accumulated.

S4-12. Product Confirmation Process

Kickoff → Analysis → Validation & Follow-up → M5 Confirmation

Product confirmation is not a unilateral designation. It is a stepwise, participation-based process spanning kickoff, response analysis, validation, evaluation, and Operating Committee review.



Country Input Channels - Active until Product Confirmation

① **Official Email**

paperse@ktnet.co.kr — responses · inquiries (reply within 24 hours)

③ **Focal Point Consultation**

Regular bilateral consultation with each country's administrative and technical focal points

② **Weekly Online Meetings**

Held weekly from M1 - progress sharing and issue discussion

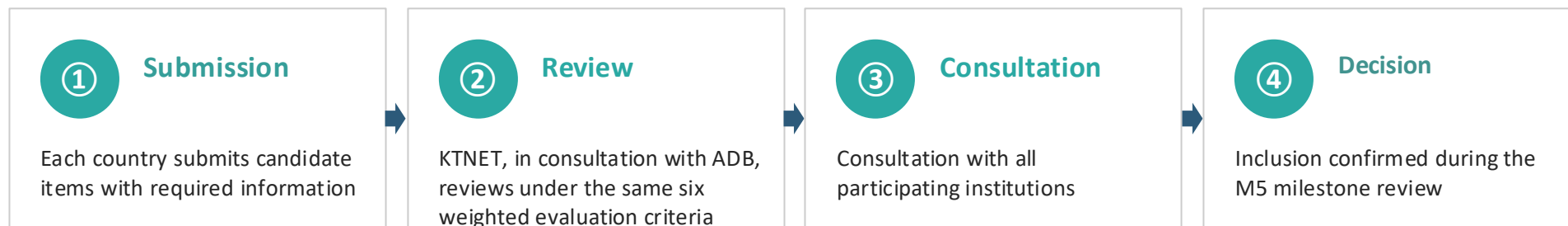
④ **Pilot Operating Committee**

Major decisions discussed at the quarterly Operating Committee

S4-13. Procedure for Proposing Additional Items

Each country may propose additional candidates. Proposed candidates are reviewed under the same evaluation criteria, with inclusion decided during the M5 review.

● Four-Stage Proposal Procedure



→ Required Information for Candidate Proposals

- | | |
|-------------------------------------|--|
| ▪ HS Code | HS 6-digit code, product name, and country-specific 8/10-digit sub-codes if available |
| ▪ Trade Flow | Exporting and importing countries, estimated trade volume, transaction frequency, major firms, or item flows |
| ▪ Issuing / Verifying Bodies | Name, role, accreditation status, and relevant standards of CABs capable of issuing/verifying TR or CoC |
| ▪ Sample Documents | Representative CoC or TR samples; sensitive information may be removed or masked; PDF, XML, data-field lists, etc. |
| ▪ Regulatory Requirements | Mandatory vs. voluntary certification, import rules, relevant laws, applicable standards, and exceptions |

Note: All proposals will be evaluated fairly under the same criteria.

S4-14. Scenarios for Meeting the 60-Transaction KPI

The 60-transaction KPI is not pre-allocated by country. The realistic approach - product-centered, country-pair-centered, or hybrid - will be decided by M5.

Scenario A Several countries participate together on the same items	Scenario B Start with two countries with strong trade flows	Scenario C Combine multilateral and bilateral approaches
<p>Several countries exchange CoC/TR for the same product group</p> <ul style="list-style-type: none"> • Easier to apply a common SOP • Easier to expand to other countries • Multilateral operating approach can be reviewed 	<p>Initiate CoC/TR exchange between a specific country pair first</p> <ul style="list-style-type: none"> • Begin with country pairs that have notable trade flows • Easier to start initial operations quickly • Narrower product and participation scope, easier to manage • Bilateral operating approach can be reviewed 	<p>Pursue common-item exchange and country-pair exchange together or in stages</p> <ul style="list-style-type: none"> • Combines multi-country participation and bilateral exchange • Engagement approach adjustable to each country's readiness • Countries may join in stages as they become ready • Most flexible, but operational management can be complex

Note: Country- or country-pair-level allocation of the 60 transactions is not pre-determined. The final approach will be confirmed by M5.

S4-15. Items to Confirm with Countries Before M5

Today’s session is not about finalizing products. It is about identifying the data each country will provide and the issues requiring further confirmation before M5.

Item	Our Proposed Direction	To Confirm with Participating Countries	To Be Decided by M5
Selection Criteria	Compare and review candidates using the six criteria	Are the criteria, weights, and mandatory check conditions appropriate?	Final evaluation criteria confirmed
Priority Candidates	Prioritize dried-fruit e-TR and home-appliance e-CoC	Is participation in Candidates A and B feasible?	Final pilot products confirmed
Validation Data	Data needed to confirm CoC/TR exchange feasibility	List of CABs, accreditation status, and availability of sample CoC/TR	Data and document requirements per item confirmed
Additional Candidates	Country-proposed candidates reviewed under the same criteria	Can additional candidate items, HS codes, trade flows, and regulatory requirements be submitted?	Inclusion of additional candidates decided
Operating Approach	Review the realistic approach: multilateral, bilateral, or hybrid	Which approach is realistic for each country?	SOP-based operating approach confirmed
60-Transaction KPI	Achieve 60 actual electronic exchanges and authenticity verifications	Identify feasible country pairs, items, and document volumes for exchange	KPI achievement scenario confirmed
Additional Check Items	Identify legal and technical constraints in advance	EAEU, domestic legislation, CAB accreditation, and system infrastructure issues	Risks and mitigating measures confirmed

Note: These items are validation points for M5 product confirmation — country inputs → M1–M5 validation → final confirmation by the Pilot Operating Committee at M5.

S4 Key Messages

S4 does not finalize the pilot products. It confirms the selection criteria and the validation process leading up to M5, prioritizing items where actual electronic CoC/TR exchange and authenticity verification are feasible within 24 months.

S4. Selection Criteria for Pilot Products

1

Selection is based on actual exchange/verification feasibility, not trade volume

Candidates are compared on six criteria: Exchange & Verification Suitability 50%, Data & Feasibility 45%, Risk 5%.

2

Dried fruits (e-TR, multilateral) and home appliances (e-CoC, bilateral) are prioritized

An agri-food candidate applicable across countries and a home-appliance candidate with PK–UZ trade flows are reviewed together.

3

Final products confirmed at M5 through country consultation

Today is not a stage for finalization but for building common understanding. Final products will be confirmed through analysis of country responses → M1–M5 validation → Pilot Operating Committee decision at M5.

→ Next Session (S5): Key Technical, Legal and Regulatory Issues

A-1. Trade-Flow Analysis — Reference

This Annex complements the qualitative flows in S4-4 with a preliminary trade-flow reference table for candidate identification.

Rank	Item (HS 6-digit basis; some 4-digit groups included)	Exporter	Importer	Trade Value (USD)	Related Conformity / Regulatory Documents
1	Raisins (HS 0806.20)*	UZ	PK	<i>TBD · M5</i>	Phytosanitary certificate, TR
2	Electric heaters (HS 8516)*	PK	UZ	<i>TBD · M5</i>	CoC
3	Dried apricots (HS 0813)*	TJ	PK	<i>TBD · M5</i>	Phytosanitary, sanitary certificates
4	Cotton, textiles (HS 5208)*	PK	TJ	<i>TBD · M5</i>	CoC
5	Home appliances (HS 8516)*	UZ	PK	<i>TBD · M5</i>	TR, CoC
6	Finished apparel/textiles	PK	AZ	<i>TBD · M5</i>	CoC
7	Pharmaceuticals (HS 3004)	PK	KG	<i>TBD · M5</i>	GMP, sanitary certificates
8	Processed fruits (HS 2008)*	TJ	PK	<i>TBD · M5</i>	Phytosanitary certificate
9	Aluminum raw materials	AZ	PK	<i>TBD · M5</i>	Composition analysis
10	Petroleum products (HS 2710)*	KG	PK	<i>TBD · M5</i>	Quality certification, MSDS

Note: The direct exchange targets are CoC/TR.

Trade values remain TBD and will be re-confirmed during M1–M5 against official customs data and finalized at M5.

A-2. Misconceptions vs. Actual Selection Criteria — Reference

This Annex supports S4-1’s four principles, clarifying that this pilot is not for selecting flagship industries or largest-trade items.

Not a Selection Criterion	Actual Selection Criterion
<p>Selecting the highest-trade items High trade volume does not automatically qualify an item as a pilot candidate.</p>	<p>Whether actual exchange can occur within 24 months Whether sufficient transaction volume can be secured for pilot validation.</p>
<p>Selecting each country's flagship industry items Items of high political or industrial symbolism are not a criterion for this project.</p>	<p>TR/CoC issuing-body authority and availability of sample documents Whether designated issuing bodies exist, and whether sample CoC/TR can be obtained.</p>
<p>Selecting items with the largest market potential Long-term market value is not a criterion for this pilot.</p>	<p>Simplicity of standardization Whether test items and methods can be aligned without complex adjustments.</p>
<p>Promoting a particular industry or sector This project is not an activity to promote any specific industry or sector.</p>	<p>Legal and institutional complexity at a manageable level Few exceptions, with low likelihood of legal conflicts during pilot operation.</p>

Note: This pilot is a technical validation project to identify items where actual exchange and verification are feasible within 24 months, not to select politically significant or flagship items.

Thank You · 감사합니다 · Rahmat · Спасибо · شكراً

— With participation and cooperation of 5 countries, opening a new chapter in CAREC digital trade together —



ESCAP
Economic and Social Commission
for Asia and the Pacific

25
CAREC
Central Asia Regional
Economic Cooperation




KOREA
e-Asia Fund