



# Facilitating global business.

Global Market Access.



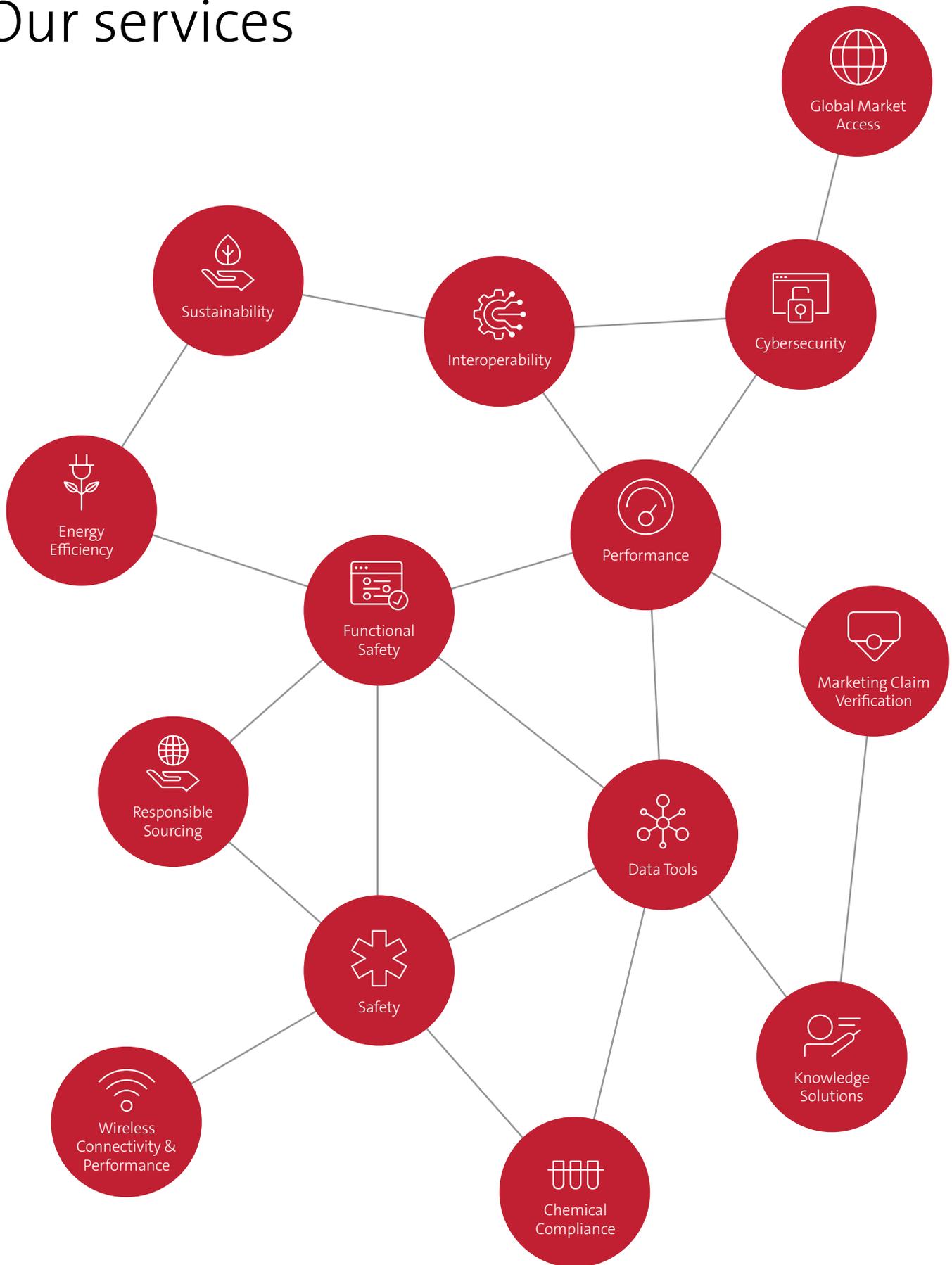
Empowering Trust™



Gaining market access comes with a distinct set of challenges, and UL provides global services and expertise in standards development, testing and certification to help you every step of the way. We deliver a comprehensive range of services – including certification, validation, testing, inspection, auditing, advising and educating – to help manufacturers gain the compliance credentials they need to compete in the ever-changing regional and global marketplace. From compliance and regulatory issues to trade challenges and market access – our experts remain aware of changes and are prepared to offer you the most up to date guidance possible.

With laboratories, technical expertise and partnerships strategically located around the world, UL has become synonymous with consumer safety while also helping manufacturers identify key markets, navigate compliance changes and stay up-to-date on regulatory and trade issues relevant to certification.

# Our services



# A few tips to help you successfully reach new markets around the world.

Today's market is more global than ever. Whatever products you manufacture, chances are there's a global market for them and expansion into that market presents massive growth potential; however, crossing borders, whether close to home or halfway around the world, presents multiple challenges, and it's helpful to know what to expect to avoid surprises, unforeseen costs and/or a delayed product launch.

## 1 Learn the language

Working in the local language might not always be necessary, but it's helpful. It's also a great way to make a first impression. Of course, it's impractical to try and learn a language just to launch a product. Having a local guide or a contact with local language skills can help ease the process.



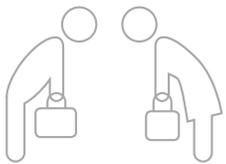
## 2 Learn the other language

Spoken language is one thing, but a country's or region's technical language (e.g., certifications and testing requirements) is something else entirely. Even if you have all required testing for your current markets, you might not have everything you need to enter a new country or region. With some countries joining together to help reduce the number of different requirements and marks, this process is becoming easier, but deciding exactly what you need to ensure your product is compliant can seem daunting.



## 3 Respect the culture

Culture goes hand in hand with language. In some ways, business culture feels similar from place to place thanks in part to the global market, but remaining aware of specific cultural differences is helpful. This can include everything from traditions to presentation styles and showing respect for a given culture goes a long way. For example, you might find that texting is more popular than email when communicating with colleagues in Africa, but that same standard might not hold true in South America.



## 4 Double check your documents

Every time you cross a border, paperwork is critical. If anything is missing or incorrect, you risk held shipments and big headaches, not to mention a delayed launch. Double checking your documents — including customs documents, safety certifications and test reports — can help prevent avoidable issues. Working closely with your shipping department and freight partners will help ensure that you have everything you need to cross a border and make it to your potential customers as quickly as possible.



## 5 Get the help you need

UL has a global team of respected technical experts, so finding someone who speaks the language you need is easy, allowing you to demonstrate cultural awareness and show respect from the beginning. Our local representatives also speak just about every technical language and routinely work within the industry to stay aware of global requirements, allowing us to guide you through the process. In other words, UL can help guide you around the globe.



# Certification and beyond.

**Market compliance solutions to expand your product reach and boost your brand.**

## **UL delivers the difference**

With a global guide, accessing new markets becomes easier than you thought possible.

- Reduce time to global markets through well-proven programs.
- Take advantage of bundled testing and certification services for all your target markets with only one product submission.
- Enjoy peace of mind knowing you are working with a leader in standards development and an active driver in international committees of standards harmonization.
- Benefit from the strength of a globally respected, independent third party known for integrity and rigor.

## **Testing and certification**

UL regularly leads and participates in initiatives to help protect consumers and guard against counterfeiting practices. All of this helps UL ease your compliance challenges through product testing and certification for all requirements and target markets:

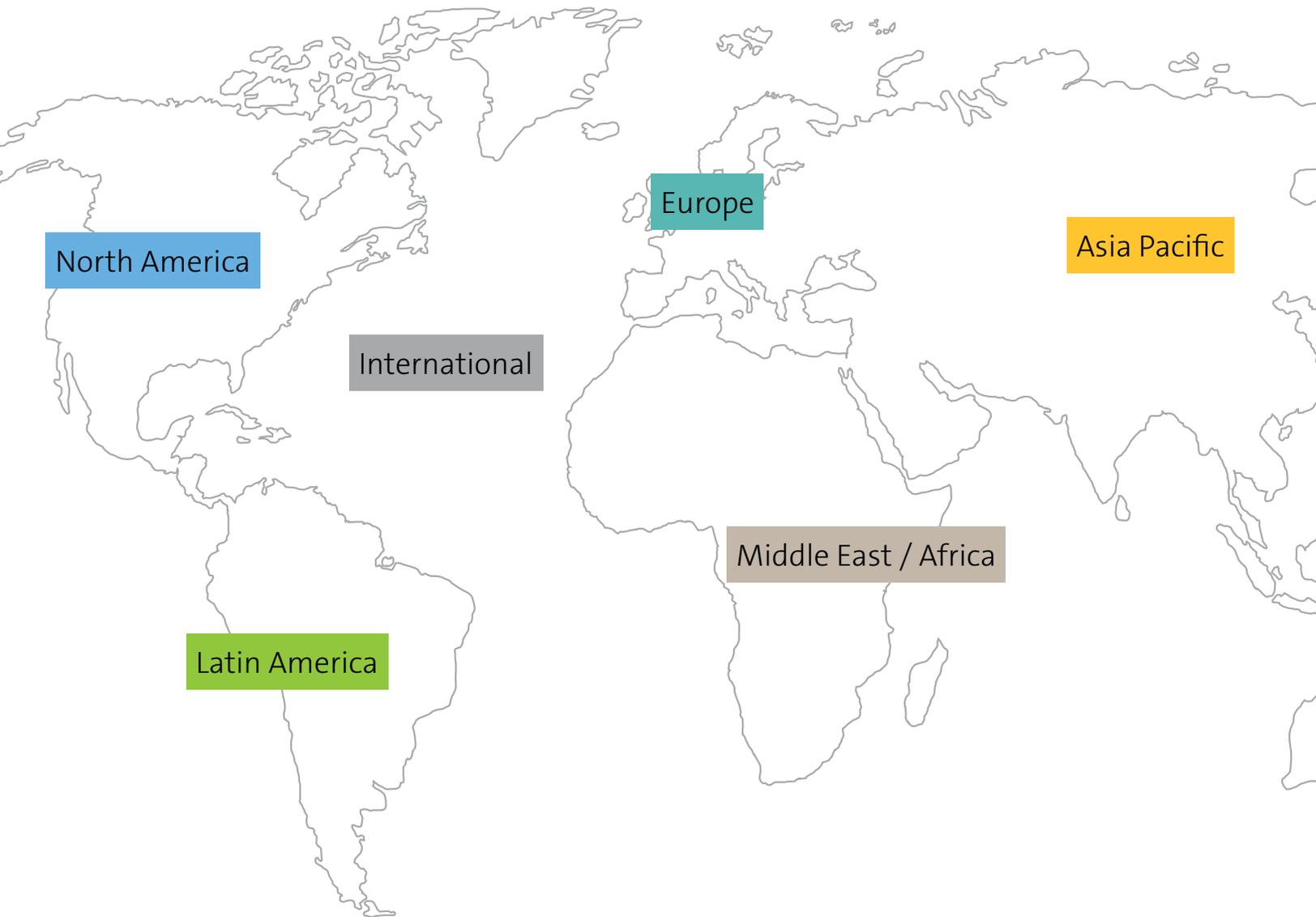
- Safety
- EMC
- Wireless
- Energy efficiency
- Sustainability
- Performance

# Global market access

Global presence, local expertise



Select your region



# International



International					
Country	Marks / Certificates	Voluntary / Mandatory	Requirements		
Participating countries	IEC IECEx Scheme	V	S	E	EE
Participating countries	IEC IECEx Scheme	V	S		
Global	ENERGY STAR®	V			
Global	UL Verified Mark (Marketing Claim Verification)	V			
Global	Zhaga Certification	V			



International Sustainability Services					
Global	UL Environmental Product Declaration (EPD) Mark	V			SS
	UL GREENGUARD Certification	V			SS
	UL Ecologo	V			SS

## Requirements

**S** Safety   **E** EMC   **W** Wireless   **EE** Energy Efficiency   **SS** Sustainability Services

### Please note

This information is only a selection of some of the most popular markets and marks for guidance and illustration purposes only. The map and tables above represent some of the marks and certificates that UL may be able to assist you in obtaining if your products meet all the applicable requirements. Mark and certificate requirements may vary from product to product and region to region. For the most updated information regarding your specific needs for market access, please contact your local UL representative.

\*V / M Regulations can be mandatory or voluntary, depending on several factors including product type. Please contact us for more information on the requirements for your specific product.

# North America



Canada



United States



Mexico



CoC



CONATEL

Venezuela

Colombia

# North America



North America					
Country	Marks / Certificates	Voluntary / Mandatory	Requirements		
Combined Certifications for US and Canada	Combined UL Listing Mark	V	S		
	Combined UL Mark for Canada, US, Europe	V	S		
	Combined UL Recognized Component Mark	V	S		
Canada	Canadian UL Listing Mark	V	S		
	Canadian Recognized Component Mark	V	S		
	ISED Canada (Innovation, Science and Economic Development Canada)	M		E	W
	NRCan NRCan Certification	M			EE
United States	UL Listing Mark	V	S		
	UL Recognized Component Mark	V	S		
	HAZLOC HAZLOC	M	S		
	Federal Communications Commission Mark	M		E	W
	CEC California Energy Commission	M			EE
	DOE Department of Energy	M			EE
	CRRC Cool Roof Rating Council	V			EE

## Requirements

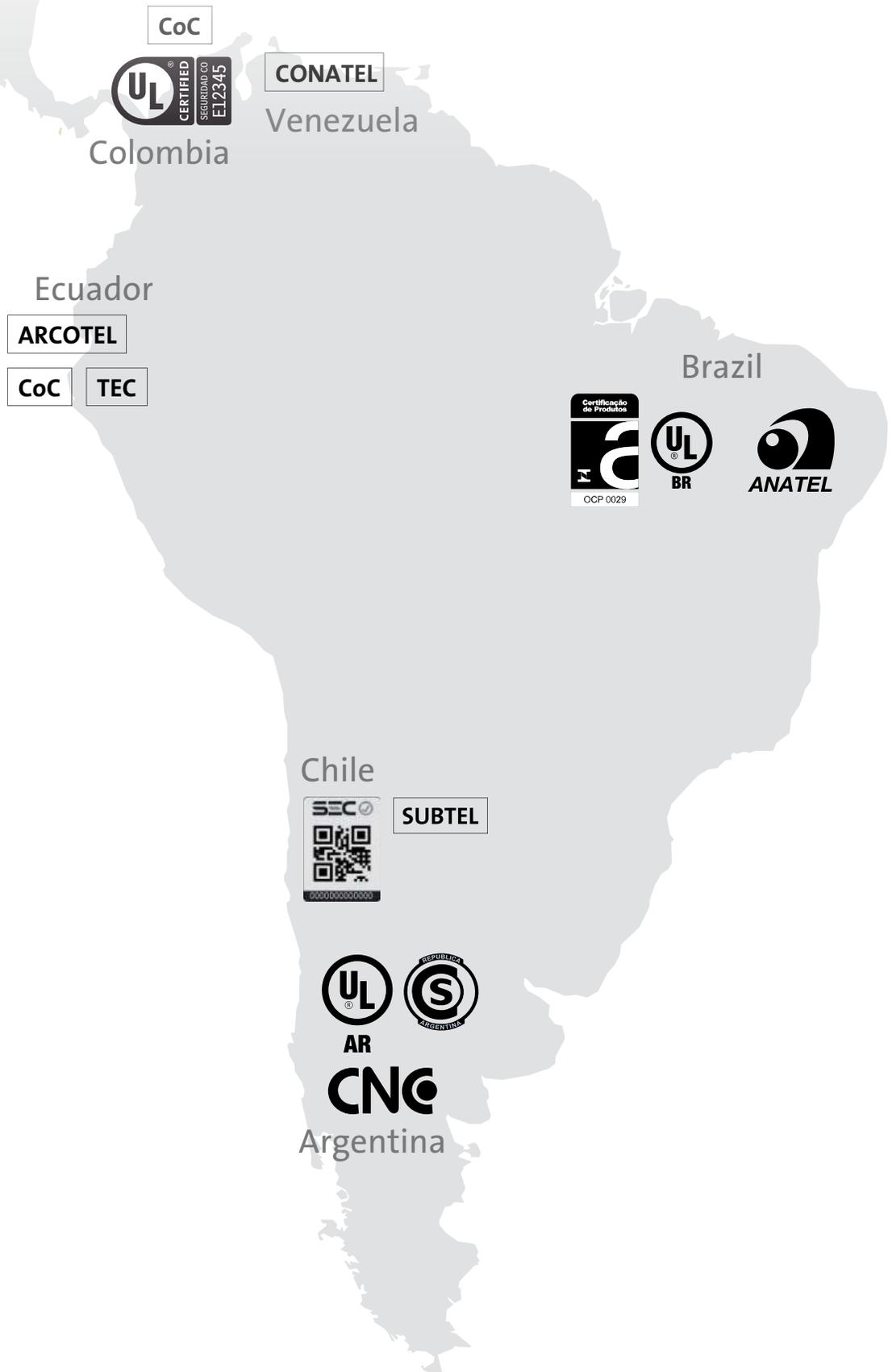
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# Latin America



# Latin America



Latin America						
Country	Marks / Certificates	Voluntary / Mandatory	Requirements			
Argentina	UL-AR S Mark	M	S			
	UL-AR Mark	M				EE
	ENACOM	M			W	
Brazil	UL-BR Mark / UL-BR INMETRO Mark* <small>* Full scope on <a href="http://www.ul.com.br">www.ul.com.br</a></small>	V / M*	S	E		EE
	ANATEL Mark	M	S	E	W	
Chile	SEC Certification	M	S			EE
	SUBTEL Subsecretaria de Telecomunicaciones	M			W	
Colombia	Certificate of Compliance (UL CO Colombia Mark is voluntary)	M	S			EE
Ecuador	CoC Certificate of Conformity	M	S			
	TEC Type Examination Certificate	M	S			
	ARCOTEL Agencia de Regulación y Control de las Telecomunicaciones	M			W	
Mexico	UL-MX NOM Mark	M	S			EE
	IFT Instituto Federal de Telecomunicaciones	M			W	
Venezuela	CONATEL Comision Nacional de Telecomunicaciones	M			W	

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# Europe



Denmark



Germany



Belarus

Ukraine



Moldova



Serbia

EAC

Customs Union

Minsvyaz

FAC



Uzbekistan



MITC

EE

CERT

Tunisia

Israel

MoC



SII CoC

TRC

Jordan

# Europe



Country	Marks / Certificates	Voluntary / Mandatory	Requirements
EU Countries	Combined UL Mark for Europe, Canada, US	V	S
	UL-EU Mark	V	S
	CE Marking	M	S E W EE
	ENEC Mark	V	S
	ENEC Plus Performance Mark	V	
	ATEX Directive Marking	M	S
Belarus	Energy Label / STB Mark	M	EE
EAEU / Customs Union (Russia, Kazakhstan, Belarus, Armenia, Kyrgyzstan)	Eurasian Conformity Mark	M	S E
Denmark	UL D Mark	V	S
Germany	UL GS Mark	V	S E
Moldova	INSM Mark	M	S E
	National Radio Frequency Center	M	W
Russia	Gost-R Mark	V / M*	S E
	Ministry of Information Technology and Communications of the Russian Federation in Moscow	M	W
	Federal Agency of Communication	M	W
	Energy Label	M	EE
Serbia	Kvalitet 3A Mark	M	S E
	RATEL Mark	M	W
Ukraine	UkrSEPRO Mark	M	S E W
	Energy Label	M	EE

## Requirements

- Safety
- EMC
- Wireless
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# Middle East / Africa



Tunisia  
CERT



Israel  
MoC  
SII CoC

Jordan  
TRC

Kuwait  
KUCAS  
CITRA

SASO IECEE

CITC

SASO CoC



Saudi Arabia



United Arab Emirates  
ECAS  
Emirates Quality Mark

Nigeria



NCC

Kenya

CAK



South Africa

NRCS LoA

SABS CoC



# Middle East / Africa



Middle East / Africa		Voluntary / Mandatory	Requirements
Country	Marks / Certificates		
Gulf States (Bahrain, Kuwait, Oman, Qatar, Saudi Arabia, United Arab Emirates, Yemen)	Gulf Conformity Marking	M	S E
Israel	SII CoC Certificate of Compliance	M	S E EE
	SII Safety Mark	V	S E
Jordan	MoC Ministry of Communications	M	W
Jordan	TRC Telecommunications Regulatory Commission	M	W
Kenya	PVoC (Pre-export Verification of Conformity) Import Standardization Mark (ISM)	M	S
	CAK Communication Authority of Kenya	M	W
	Energy Efficiency Label	M	EE
Kuwait	KUCAS Kuwait Conformity Assurance Scheme	M	S
	CITRA Communication and Information Technology Regulatory Authority	M	W
Nigeria	SONCAP Pre-shipment Inspection Certificate	M	S
	NCC Nigerian Communications Commission	M	W
Saudi Arabia	CoC SASO Pre-shipment Inspection Certificate of Conformity	M	S
	SASO SQM Mark	V / M*	S
	SASO IECEE SASO IECEE Recognition Certificate (SIRC Certificate)	M	S
	CITC Communications and Information Technology Commission	M	W
	Energy Efficiency Label (SASO)	M	EE
South Africa	NRSC LoA NRCS Letter of Authority	M	S EE
	SABS APPROVED	V	S
	CoC SABS Certificate of Compliance	M	E
	ICASA (Independent Communications Authority of South Africa)	M	W
Tunisia	CERT Centre d'Etudes et de Recherche des Telecommunications	M	W
United Arab Emirates	Emirates Quality Mark (EQM)	V	S EE
	ECAS Certification (RoHS ECAS CoC is mandatory)	M	S EE
	TRA Telecommunications Regulatory Authority	M	W

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# Asia Pacific



China  
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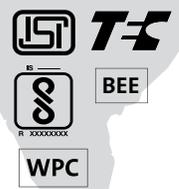


Korea



Japan

India



Hong Kong



Taiwan



Thailand



Philippines



Vietnam



Cambodia



Malaysia



Singapore



Indonesia



Australia



MEPS

Uxxxxx EA  
Certificate of  
Approval/Compliance



New Zealand

# Asia Pacific



Asia Pacific					
Country	Marks / Certificates	Voluntary / Mandatory	Requirements		
Australia / New Zealand	RCM Mark	M	S	E	W
	Certificate of Compliance / Approval	V / M*	S		
	UL-AU Mark	V	S		
	Energy Rating Label	M			EE
	Minimum Energy Performance Standards	V / M*			EE
Cambodia	ISC Mark	M	S		
	Telecommunication Regulator of Cambodia	M			W
China	Network Access License (NAL)	M	S	E	W
	CCC Mark	M	S	E	
	CQC Mark	V	S	E	
	SRRC Approval (State Radio Regulatory Commission)	M			W
	China Energy Label	M			EE
Hong Kong	EMSD Approval	M	S		
	OFCA Approval	V / M*			W
	Energy Label	V / M*			EE
India	ISI Mark (BIS Bureau of Indian Standards)	M	S	E	
	BIS Mark (Compulsory Registration Scheme)	M	S		
	TEC Certification Label	M	S	E	W
	WPC Approval (Ministry of Communications and Information Technology)	M			W
	BEE Approval	V / M*			EE
Indonesia	SNI Mark	M	S		
	SDPPI (Direktorat Jenderal Sumber Daya Dan Perangkat Pos Dan Informatika)	M			W
	Energy Label	M			EE

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# Asia Pacific



Asia Pacific					
Country	Marks / Certificates	Voluntary / Mandatory	Requirements		
Japan	UL Japan Mark	V	S		
	S Mark	V	S	E	
	PSE Mark	M	S	E	
	Kentei Mark (TIIS Approval)	M	S		
	VCCI Mark	V		E	
	MIC (Ministry of Internal Affairs and Communications)	M			W
	Japan Energy Label	M			EE
	F Star Rating	M			
Korea	KC Mark	M	S	E	W
	Energy Efficiency Standards & Labeling Program (incl. MEPS, Minimum Energy Performance Standards)	M			EE
	High Efficiency Appliance Certification Program	V			EE
	e-Standby Program	M			EE
Malaysia	ST Certificate of Approval (SIRIM-ST Label)	M	S		
	MC Mark	M	S		
	MCMC Mark	M			W
	Energy Efficiency Label	M			EE
Philippines	PS Mark	M	S		
	ICC Mark (Import Commodity Clearance)	M	S		
	NTC (National Telecommunications Commission)	M			W
	Energy Label	M			EE
Singapore	Safety Mark	M	S		
	IMDA LABEL (Infocomm Media Development Authority)	M			W
	NEA Energy Label	M			EE

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- Safety
- EMC
- Wireless
- Energy Efficiency
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# Asia Pacific



Asia Pacific						
Country	Marks / Certificates	Voluntary / Mandatory	Requirements			
Taiwan	 BSMI Mark	M	S	E		SS
	 NCC (National Communications Commission)	M			W	
	 Energy Efficiency Rating Labeling	M				EE
Thailand	 TISI Mark	V / M*	S	E		EE
	NBTC National Broadcasting and Telecommunications Commission	M			W	
	 EGAT Label No. 5	V				EE
Uzbekistan	 STZ Mark	M	S	E		
	EE Energy Efficiency Label	M				EE
	MITC Ministry of Development of Information Technologies and Communications	M			W	
Vietnam	 CR Mark	M	S	E		
	 ICT Certification (Ministry of Information and Communications of the Socialist Republic of Vietnam - MIC)	M	S	E	W	
	 Vietnam Energy Label	V / M*				EE

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For an interactive version of this map, visit

**[UL-certification.com](https://www.ul-certification.com)**

To contact your local team, please visit [UL.com/contactus](https://www.ul.com/contactus)