

SWISS MEDTECH – NAIROBI PROTOCOL WEBINAR

3. September 2025

TURNING TRADE BARRIERS INTO OPPORTUNITIES



- U.S. import tariffs on Swiss Medtech products have risen dramatically – up to 39%.
- For many companies this is a serious challenge: competitiveness and margins are under pressure.
- There are different options to mitigate these impacts:
 - Supply chain adjustments
 - Production relocation
 - Legal instruments such as the **Nairobi Protocol**
- Today we focus on one of the most promising approaches.

THE NAIROBI PROTOCOL AS A SOLUTION

MITIGATE US-TARIFFS

- Offers **immediate relief** – faster than relocating production or redesigning supply chains.
- Can be a **game-changer** for Medtech companies: avoiding duties, saving costs, staying competitive.
- Our program today:
 - Practical insights on how the Protocol works in reality
 - Key requirements and pitfalls
 - Plus: a new **AI tool** to find relevant U.S. Customs rulings, presented by Nicolas Panzer (S-GE).
- For more information on customs topics, including practical options and an article on the Nairobi Protocol, please visit the Customs section of the Swiss Medtech website <https://www.swiss-medtech.ch/us-zoelle>.