



TRADING UNDER THE  
AFRICAN CONTINENTAL  
FREE TRADE AREA  
(AfCFTA)



# A SIMPLIFIED GUIDE FOR SMALL AND MEDIUM ENTERPRISES (SMEs) IN TANZANIA





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## ACRONYMS AND ABBREVIATIONS

AEOs	Authorized Economic Operators
AfCFTA	African Continental Free Trade Area
AU	African Union
CBT	Cross-Border Trade
CCMAA	Customs Cooperation and Mutual Administrative Assistance
CFA	Clearing and Forwarding Agent
C/O	Certificate of Origin
CTI	Confederation of Tanzanian Industries
CRO	Customs Release Order
EACCM	East African Customs Management Act
EAC	East African Community
EIF	Enhanced Integrated Framework
EU	European Union
FTAs	Free Trade Areas
GATS	General Agreements on Trade and Services
ICBT	Informal Cross-Border Trade
IPRs	Intellectual Property Rights
IT	Information Technology
ITC	International Trade Cooperation
IQS	Integrated Query System
LDCs	Least Developed Countries
MIIT	Ministry of Investment, Industry and Trade
NTBs	Non-Tariff Barriers
NTFC	National Trade Facilitation Committee
PCA	Post Clearance Audit
REC	Regional Economic Community
RoO	Rules of Origin
SAD	Single Administrative Document
SADC	Southern African Development Cooperation
SMEs	Small and Medium Enterprises
STR	Simplified Trade Regime
SCO	Simplified Certificates of Origin
TPSF	Tanzania Private Sector Foundation
TRA	Tanzania Revenue Authority
TCCIA	Tanzania Chamber of Commerce, Industry and Agriculture
TBS	Tanzania Bureau of Standards
TANSAD	Tanzania Single Administrative Document
TIN	Taxpayer Identification Number
Tralac	Trade Law Center
UNDP	United Nations Development Programme
URT	United Republic of Tanzania
VAT	Value Added Tax
WCBT	Women's Cross-Border Trade
WTO	World Trade Organization



The background of the entire page is a dense, repeating pattern of small, hand-drawn icons in a dark red color. These icons represent various business and economic concepts, including rockets, lightbulbs, gears, keys, envelopes, piggy banks, target symbols, and currency symbols like the dollar sign. The icons are scattered across the entire surface, creating a textured, thematic backdrop.

# INTRODUCTION ABOUT THIS GUIDE

## CHAPTER

# 1

*The main objective of the AfCFTA is to create a single African market for goods and services so that an enterprise or individual in one African country can buy and sell his/her goods and services in another African countries with little or no barriers in the form of import or export taxes and other restrictions. The purpose is to make the continent one bigger market than that rest.*





The African Continental Free Trade Area (AfCFTA) Agreement is a flagship project of the African Union (AU) Agenda 2063 for creating a single market for goods and services. The ultimate objective is to deepen economic integration and development in Africa. The Agreement was also motivated by the need for greater unity among African countries to address the fragmented economies of the continent. If effectively implemented, the free trade area is projected to be a game changer for Africa's economic transformation. With a 1.5 billion people and Gross Domestic Product (GDP) of about USD 3.4 trillion (World Bank, 2021), AfCFTA will become an enormous market for goods and services in Africa. All the 55 AU Countries except Eritrea have signed the Agreement and by June 2023, 47 Countries have already concluded ratification.

The AfCFTA Secretariat is located in Accra, Ghana. The start of Trading under the AfCFTA arrangement was officially launched in January 2021. Tanzania ratified the agreement in September 2021, and deposited the ratification instruments on 17th January 2022, thereby making Tanzania one of the 41 official State Parties under the AfCFTA.

Nonetheless, while majority of people or organizations are keen to understand what the AfCFTA is all about, the key issue of interest to policy makers is its likely implications on the respective economies. For businesses, the key questions are: how can one participate or access the continental market, what are the requirements, what is the additional value or features compared to the standard trade in the regional or global markets? What are the eligibility/requirements for trading under the AfCFTA? Where can one get information about all these questions or

further help to plan for this opportunity? Even more seriously, although AfCFTA appears to be a fundamental opportunity for businesses across the continent, most small businesses (i.e. the small and medium enterprises - SMEs) are primarily disadvantaged, with inadequate (access to) information for understanding the AfCFTA and obtaining help/support on how they can benefit from it or manage its implications on their businesses and livelihood; hence a challenge.

This guide contributes to addressing this challenge by equipping Tanzanian businesses (particularly the SMEs) with a simplified knowledge on the AfCFTA, and basic guidance on how one could participate and hence benefit from its implementation. The guide is prepared with a generous support of UNDP-Tanzania through the Institute of Rural Development Planning (IRDP) Lake Zone Center – Mwanza, in collaboration with Talanta International Ltd as consultants.

The guide is structured in eight sections. Following the introduction, section 2 provides a basic understanding of what is the AfCFTA, its objectives, structure and tools. This is followed with description of the key features on the protocol on trade in goods, trade in services and dispute settlement mechanism respectively in sections 3 to 5. Section 6 outlines different initiatives taken so far to facilitate trading under the AfCFTA. Section 7 provides information on the implementation progress by Tanzania. The last section 8 provides a beginners' information pack on step-by-step procedures and requirements for participating in the AfCFTA market, and a general guidance on export/import procedures and where to get further/additional information or help. The purpose is to contribute to raising awareness and building capacity of Tanzanian businesses on the potential opportunities under the AfCFTA.

<sup>1</sup>World Bank (2020): The African Continental Free Trade Area: Economic and Distributional Effects. The World Bank.





# UNDERSTANDING THE AFCFTA

## CHAPTER

# 2

*The main objective of the AfCFTA is to create a single African market for goods and services so that an enterprise or individual in one African country can buy and sell his/her goods and services in another African countries with little or no barriers in the form of import or export taxes and other restrictions. The purpose is to make the continent one bigger market than that rest.*





## 2.1 What is the AfCFTA and its Objectives?

The African Continental Free Trade Area (AfCFTA) agreement is an ambitious trade pact that forms one of the largest free trade areas of about 1.5 billion people across Africa. The trade area combines the Gross Domestic Product of about USD 3.4 trillion. It was signed on March 21, 2018 by 44 member states out of 55 in Kigali Rwanda under the auspices of the African Union (AU); and entered into force in May 2019. Trading under the AfCFTA regime began in January 2021.

The main objective of the AfCFTA is to create a single African market for goods and services so that an enterprise or individual in one African country can buy and sell his/her goods and services in another African countries with little or

no barriers in the form of import or export taxes and other restrictions. The purpose is to make the continent one bigger market than that restricted to a national boundary or regional block hence providing opportunity for enterprises and African citizens to access it and move freely across the countries. Politically, the AfCFTA is also an opportunity to implement in practice the Pan-African spirit that was championed by renowned Pan Africanist Statesmen (such as the Late Kwame Nkrumah, Julius Nyerere, Mengistu Haile Mariam, Thomas Sankara etc.) who fought for freedom and unity of Africa and the African continent. More importantly, the AfCFTA is considered a practical way to spearhead economic transformation in Africa through trade integration and cooperation.

## 2.2 Why is AfCFTA Important?

In order to understand the need and importance of the AfCFTA, let us firstly take a look at the statistics showing how big the African market is for trade in goods. From Figure 1, we see three important facts. First of all, the One Market created by the AfCFTA means instead of accessing the market in terms of the existing population or consumers in Tanzania (say 60 million people), now one can access over 50 countries with a market of more than one billion people. As of February 2023, according to data from Tralac (Figure 2), 46 of the 54 African countries that signed the Agreement had deposited their instruments of AfCFTA ratification, hence becoming States Parties.

Secondly, we see that the economies of all the countries in Africa will grow further with higher levels of income as a result of the enlarged market opportunities, which means the higher the growth/income of the nations, the higher the growth of demand for goods and services, which becomes an even bigger market by demand.

Thirdly, the AfCFTA is expected to have far reaching economic impacts beyond trade or market expansion benefits. In particular, the AfCFTA is expected to stimulate industrial development, thereby contributing to economic transformation and poverty reduction. Various studies show that AfCFTA will results into bigger opportunities for lifting people out of poverty.





Figure 1: AfCFTA presents enormous Market and Economic Opportunities for Africa

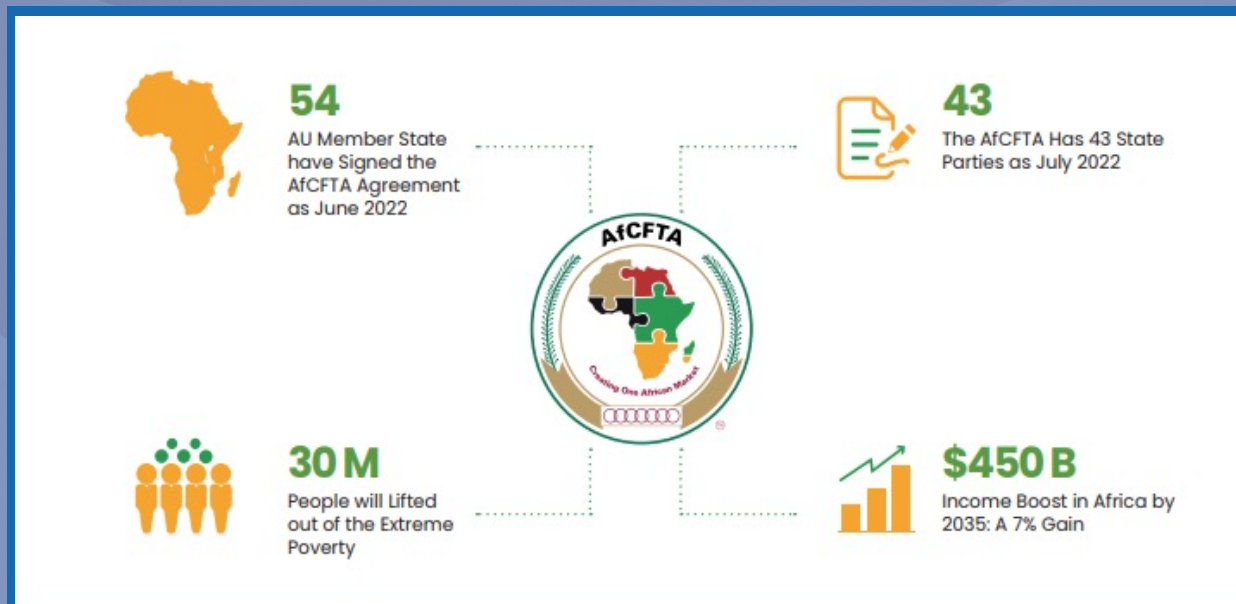
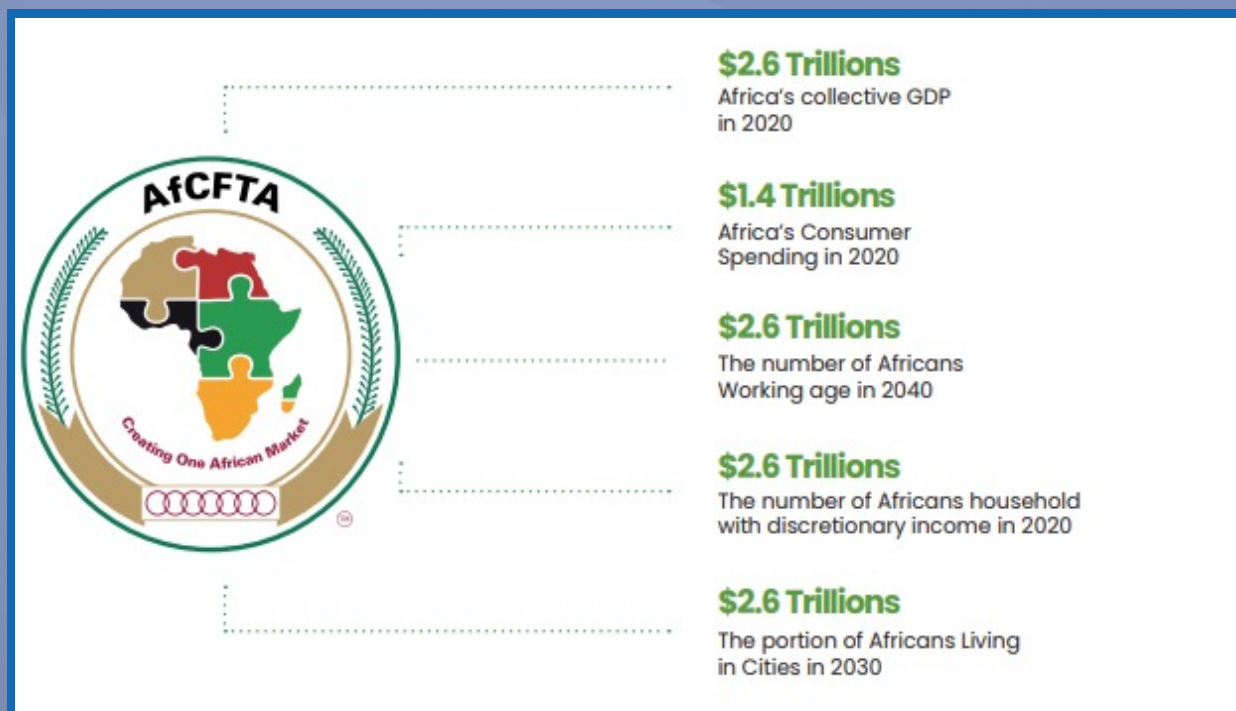


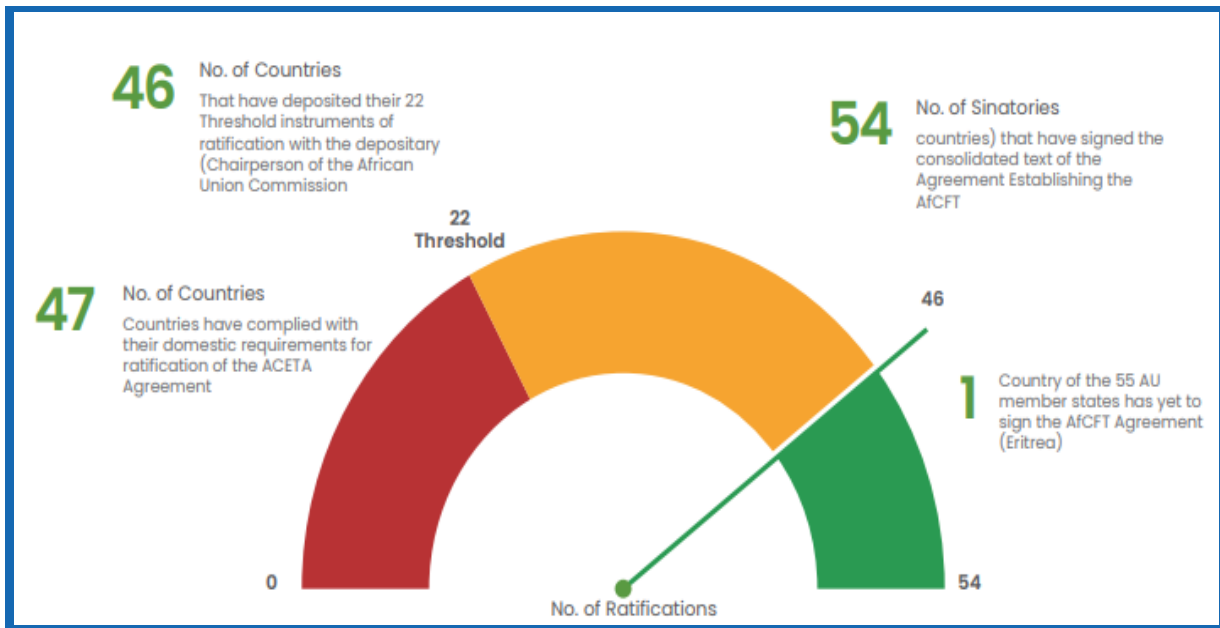
Figure 2: AfCFTA presents enormous Market and Economic Opportunities for Africa



Note that, negotiations of the provisions of the Agreement are conducted through the East African Community (EAC) trading block, since the EAC is a customs union with a Single Customs Territory. This means that in the International Trade perspectives, Tanzania (URT) does not determine its own customs duties or trade taxes for goods imported from, or exported to, a foreign country outside the EAC, but does so through the EAC block. And in case Tanzania wants to provide a tax relief or change duty on certain goods, then it has to notify (and get approval from) the other EAC Partner States through its Secretariat. Therefore, since the AfCFTA agreement provides for elimination of tariffs and other non-tariff barriers (NTBs) amongst the State Parties, the EAC Partner States will grant such preferences/exceptions as one block to other African countries.



**Figure 3: Status of Ratification of AfCFTA Agreement**



### 2.3 How is the AfCFTA structured?

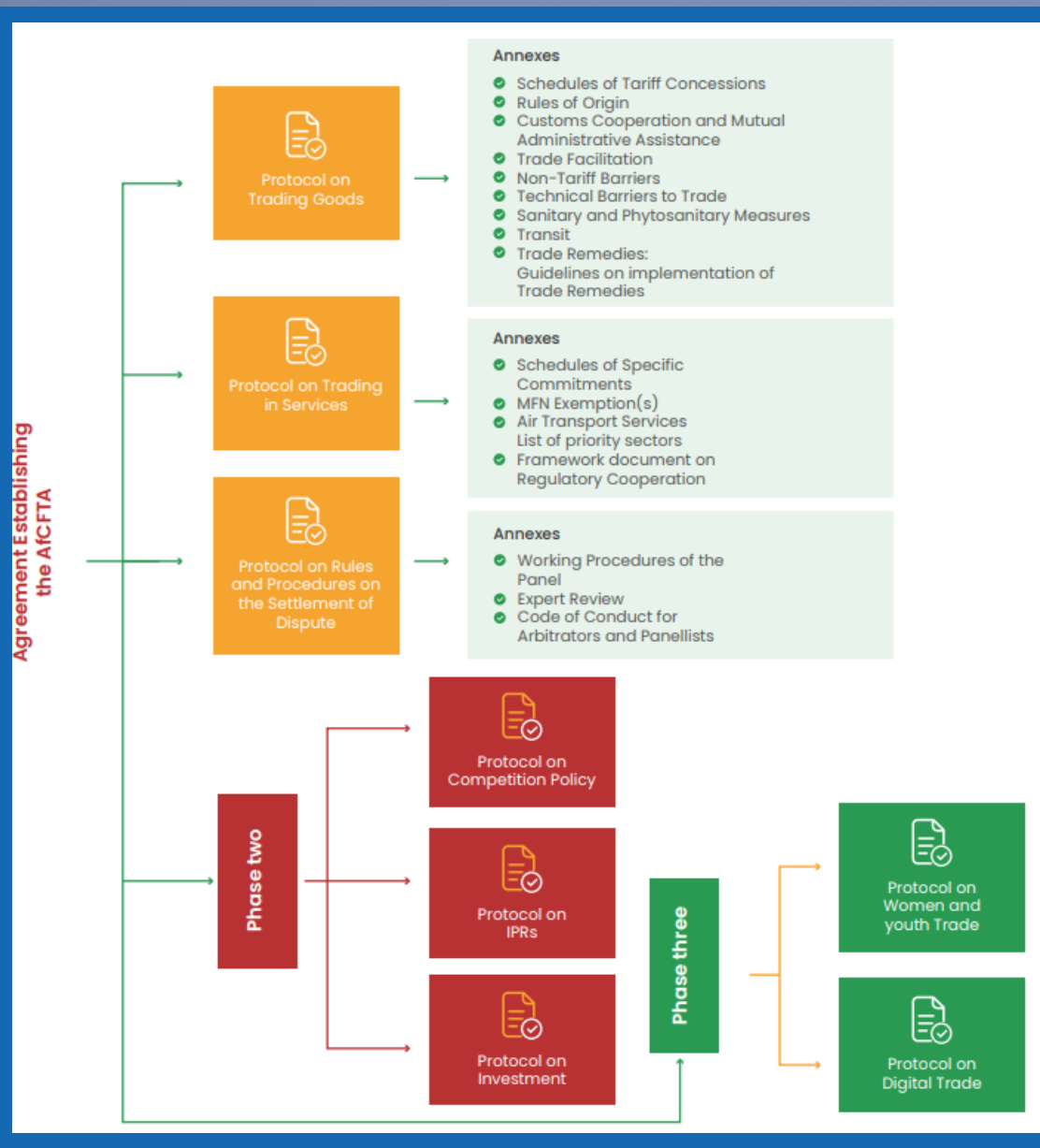
The AfCFTA Agreement is negotiated and implemented in three phases that result in dedicated protocols (see Figure 4). Phase I covers trade in goods, trade in services, and settlement of disputes. Phase II addresses investment, intellectual property rights and competition policy. However, the e-commerce (digital trade) protocol was added later due to its urgent importance following experience of COVID-19 pandemic. Phase III covers women and youth. Another important point to note is that, since the AfCFTA is implemented through an Agreement, it is important to understand the framework, rules and regulations that govern its operations.

Such frameworks are known as protocols. AfCFTA has 8 Protocols with a lot of technical details, which may not be necessary for a simple trader/producer. However, it is necessary to understand the basic information on them since they demonstrate the core objective of the AfCFTA (enlarged market) and the basic requirements for such a market to be a reality for a trader/enterprise or individual. Sections 3 to 5 will describe the protocols on trade in goods, trade in services and protocol on dispute resolution. Note also that the AfCFTA has tools or mechanisms for facilitating its execution.





Figure 4: Structure of the AfCFTA Agreement



## 2.4 What are the Operational tools Governing Implementation of the AfCFTA

The AfCFTA will be governed by five operational instruments, i.e. the Rules of Origin; the online negotiating tool; the monitoring and elimination of non-tariff barriers; the Pan – African Payments and Settlement System and the African Trade Observatory. These are briefly outlined below.

### I. The Rules of Origin

Rules of Origin are the criteria for determining whether a particular good meets the origin conditions for that country in trading between the AfCFTA State Parties. The manual has been prepared in accordance with Article 42 of the Annex 2 of the Protocol on Trade in Goods in order to accord tariff preferences to Goods that meet the origin rules. It includes details on the application of the rules used in determining the origin status of Goods, procedures of administering the rules and the institutional framework for implementation of the AfCFTA Rules of Origin. It is intended for use in training or trading etc., by Customs administrations, Chambers of Commerce, Export Promotion Boards etc.), government institutions, manufacturers, traders, other agencies and stakeholders involved in intra-African continental trade. The Manual is available on-line at: [www.au-afcfta.org/rules-of-origin](http://www.au-afcfta.org/rules-of-origin)



## II. The AfCFTA online Tariff Negotiations Tool

The AfCFTA online Tariff Negotiations Tool is a facility for supporting negotiators to facilitate and accelerate the harmonization of data needed for preparation and submission of tariff offers. The tool allows parties to run negotiations simultaneously, with instant interactions among counterparts as single countries or RECs. It also ensures that the tariff concessions on offer meet the required standards while ensuring confidentiality and enhancing transparency. The online tool is accompanied by a capacity-building component to ensure that it is fully and effectively implemented. The tool is accessible at <https://tariffnegotiations.au-afcfta.org>

## III. The online AfCFTA Non-Tariff Barriers (NTBs)

The online AfCFTA Non-Tariff Barriers (NTBs) is a facility developed to enhance trade through removal of non-tariff barriers to trade (NTBs) among state parties under the AfCFTA. The online mechanism implements the Annex on Non-Tariff Barriers for the AfCFTA Protocol on Trade in Goods. The mechanism is open to all African businesses where small, medium and large companies, informal traders, women and youth business operators can report an NTB that it faces in day-to-day operations on the portal. The complaints are directly sent to formally nominated government officials (National Focal Points) who monitor and eliminate the barriers. National Focal Points receive NTB complaints in real-time and are mandated to resolve NTBs through the online tool for communication and exchange of documents. The tool is fully operational since January 2020 and is accessible at <https://tradebarriers.africa>

## IV. The Pan African Payment and Settlement System (PAPSS)

The Pan-African Payment and Settlement System (PAPSS) is a joint initiative between the AfCFTA Secretariat, the African Export-Import Bank, and the African Union (AU) launched in January 2021 to facilitate payment system for operationalizing the AfCFTA. The system is a centralised Financial Market Infrastructure that enables efficient flow of money securely across African borders, minimizing risk and contributing to financial integration across Africa. The system was launched in January 2022 in Accra, and since then it has been working in collaboration with Africa's central banks to provide a payment and settlement service to commercial banks and licensed payment service providers across the African region. Currently, PAPSS's network of participating central banks comprises the Central Banks of Nigeria, Ghana, Liberia, Guinea, Sierra Leone, The Gambia, Djibouti, Zimbabwe, and Zambia.

The Central Banks that participated in the pilot phase became live on the system and have been sending through live transactions across the WAMZ (Western Africa Monetary Zone) region. Subsequently, PAPSS have signed up 31 commercial banks and four payment switches, thereby extending the reach to the southern and eastern African regions. Furthermore, it has implemented a robust Sanction Screening platform that assesses transactions against global sanctions list.

PAPSS has also entered into strategic partnerships for broadening its reach to the COMESA Regional Payment and Settlement System (REPSS) and the Buna platform, the first Arab regional payment system that allows the use of Arab currencies as settlement currencies alongside other international currencies. This is addition to partnering with AfricaNenda to build in-country capability for instant payments, preparing countries to be able to connect to PAPSS for cross border payments.

Businesses across Africa will gain convenience from receiving and making payments instantly, which will increase trust and trade volumes. For instance, if a fashion house in Nigeria were to purchase kikoy fabric from a small fabric manufacturer in Tanzania, it would be able to pay for the fabric in its own local currency. The fabric manufacturer in Tanzania would receive payment into its bank account in shillings, thereby avoiding the common delays in customs and tax procedures.





The Banks will reduce the need to source for scarce hard currencies to support transactions between two African markets. PAPSS has the potential of tracing informal small-scale cross-border trade, hence increase financial inclusion and export potential of African countries. Fintechs will also connect last-mile access to thousands of people and small businesses. PAPSS can be accessed through <https://papss.com/> or <https://au-afcfta.org/operational-instruments/papss/>

## V. The African Trade Observatory (ATO)

The African Trade Observatory is a repository of African countries' trade information and data for supporting analysis and policy decisions, and providing the private sector with information on the regulatory framework applicable in various Member States to support their business decisions. The system allows searching, assessing and monitoring market access under the AfCFTA. The aim of ATO is to enhance knowledge on market access and competitiveness of African traded goods. It also provides the necessary indicators to monitor progress toward trade integration in Africa. The tool is accessible at <https://ato.africa/en>



### Rule of Origin

Criteria that confer to a specific product an economic nationality. These rules determine the minimum level of processing of a product on the continent in order that it benefits from advantages provided by the AfCRA Agreement.



### Online Tariff Negotiation Portal

A tool that aims to facilitate and accelerate the harmonisation of data needed for negotiations and to support the preparation and submission of offers based on countries' priorities, in accordance with the tariff liberalisation schedule of the AfCTA>



### Non-tariff barriers Mechanism

An online mechanism for the notification, monitoring and elimination of non-tariff barriers under the AfCTA. The tool is accessible via <https://tradebarriers.africa/>



### Pan-Africa Payment and Settlement Platform

A digital payment system that will help companies to clear and settle intra-African trade transactions for goods and services in their local currencies.



### Africa trade observatory

An online platform that will collect process and analyse intra-African trade data and other related information.

#### Source:

<https://researchfdi.com/resources/articles/breaking-down-the-afcfta-what-you-need-to-know-about-africas-latest-trade-initiative/>

More detailed description of the protocols on trade in goods, trade in services and the protocol on dispute settlement mechanism is covered in sections 3 up to 5





# TRADE IN GOODS UNDER THE AfCFTA

CHAPTER

# 3

*The main benefit of the AfCFTA is to provide preferential market access to the eligible African Countries (State Parties) by eliminating tariffs and other trade barriers on eligible goods and services.*



### 3.1 The Objective and Key Elements of Trade in Goods Protocol

The main benefit of the AfCFTA is to provide preferential market access to the eligible African Countries (State Parties) by eliminating tariffs and other trade barriers on eligible goods and services. There is a need therefore to understand tariff and how it works to limit trade among countries. A tariff is a tax imposed by the government of a country or by a supranational union on imports or exports of goods to increase the price of imported goods, making them more expensive than domestic goods hence protecting domestic industries/producers. Thus, besides being a source of revenue for the government, tariffs are used to protect domestic industry from

competition by imported goods. The Protocol on trade in goods sets guidelines and eligibility for providing preferential treatment such that only state parties meeting the guidelines can benefit from the preferences. The main goal is to boost intra-African trade through the progressive elimination of tariffs and non-tariff barriers among the African countries, in accordance with Article 3 of the AfCFTA Agreement. In practice, this means that the state parties and goods that meet the eligibility will not be subjected to import tariff, hence become more competitive in the AfCFTA market compared to the non-eligible goods.

***Thus, provided a good qualifies to be originating from the State Parties, it will enjoy preferential treatment by reducing or eliminating tariff compared to similar good from other non-State Parties or goods that don't qualify for the "rules of origin". The applicable tariff depends on the liberalization schedule, the AfCFTA Category and the prevailing MFN Rate.***

However, protection of domestic industry/producers is not only achieved through import tariff. The Government of importing country may use other measures or take advantage of regulatory requirements to restrict entry of imported goods, thus affecting trade. Such restrictions are popularly known as Non-Tariff Barriers (NTBs). They include restrictions based on prohibitions, conditions, or specific market requirements that make importation or exportation of products difficult and costly. Examples of NTBs include quotas, embargoes, restrictive rules, sanctions, and levies. As part of their political or economic strategy, some countries frequently use NTBs to restrict the amount of trade they conduct with other countries. Note that NTBs are imposed indirectly on imported items, whereas tariffs are placed directly on imported commodities.

Information on the list of tariff lines for each traded product and applicable tariff rates for all the AfCFTA State Parties are available online through the AfCFTA e-Tariff Book, based on the WCO (World's Customs Organisation) 6 digits Harmonized System (HS). The e-tariff book is part of the digitalisation and Trade Facilitation initiative of the AfCFTA Secretariat to ensure

that Traders and Customs Authorities can easily get information on the list of tariff preferences/exceptions under the AfCFTA. For more detailed information, the e-Tariff Book is available online at [etariff.au-afcfta.org](http://etariff.au-afcfta.org).


The book provides instant information after the trader specifies the State Parties where Tariff Concession Schedules have been submitted and verified and fill the following information:

- I am exporting from
- I am importing into
- Search for product
- Product Description or HS Code

The system provides the tariff liberalization under the AfCFTA, including the category for liberalization, i.e. whether the product is under the full, sensitive or exclusive list; the current tariff, and progressive reduction or elimination of the tariff since 2021 when AfCFTA came into force until 2030 when the tariff will be zero. For illustration purposes, below is an example of a Tanzanian trader who wants to export avocados to Ghana from Tanzania (the United Republic of Tanzania). The HS Code for avocado is 0804.40.00.00.



Figure 5: Description of e-tariff on export of Avocado from Tanzania to Ghana



Search Criteria

I am exporting from

Search for product

Category

View Year

United Republic of Tanzania

Avocado

All

All

I am importing into

Language

Step down time frame

Ghana


English

All

HS/National Code	Description	AfCFTA Category	Time frma	MFN rate	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
0804	Dates, figs, pineapples, avocados, guavas, mangoes and mangosteens, fresh or dried													
0804.10	- Dates													
0804.10.00.00	- Dates	A	10	5	4.5	4.0	3.5	3.0	2.5	2.0	1.5	1.0	0.5	0.0
0804.20	- Figs													
0804.20.00.00	- Figs	A	10	20	18.0	16.0	14.0	12.0	10.0	8.0	6.0	4.0	2.0	0.0
0804.30	- Pineapple													
0804.30.00.00	- Pineapple			20										
0804.40	- Avocados													
0804.40.00.00	- Avocados	A	10	20	18.0	16.0	14.0	12.0	10.0	8.0	6.0	4.0	2.0	0.0
0804.50	- Guava, Mangoes & Mangos-teenes													
0804.50.10.00	- Mangoes			20										
0804.10.90.00	- Other	A	10	20	18.0	16.0	14.0	12.0	10.0	8.0	6.0	4.0	2.0	0.0

Source: <https://etariff.au-afcfta.org/advancesearch>.

Figure 6: Description of e-tariff on export of Ceramic Tiles from Tanzania to Ghana



Search Criteria

I am exporting from

Search for product

Category

View Year

United Republic of Tanzania

69049000

All

All

I am importing into

Language

Step down time frame

Ghana

English

All

HS/National Code	Description	AfCFTA Category	Time frame	MFN rate	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
6904	Ceramic Building bricks, flooring blocks, Support or filler tiles and the like													
6904.90	- Other													
6904.90.00.00	- Other	A	10	20	18.0	16.0	14.0	12.0	10.0	8.0	6.0	4.0	2.0	0.0

## 3.2 Tariff Liberalization Processes

If a country has signed and ratified the AfCFTA it is referred to as a State Party. After signing and ratifying it, the AfCFTA agreement is implemented in three sequential ways. First and foremost, it is to agree among the State Parties which tariff lines to use, reduce, eliminate or change in order to simplify or liberalize the trade under the AfCFTA Agreement. A tariff line is an item listed in a country's tariff schedule (or tariff book) providing more detailed description of a traded product. For instance, using the above examples, the six-digit HS code 0804.40.00 refers to Avocado, and HS code 690490.00 refers to ceramic tiles.

Agreement among countries to reduce or remove tariff is made by negotiating tariff offers made for a particular type or category of traded goods referred to as tariff lines. Under the AfCFTA agreement, tariff offers are in three categories

as shown in Table 1. Category A includes list of goods which can be liberalized fully without any restriction of time or extent. Such goods would have no tax/import duty on them if they are traded between two State Parties. Category B is goods that can be liberalized partially and at later or gradual stages given their importance in the economy such as significant loss of revenue if tariff is removed. For this category, the AfCFTA distinguished the relatively low vs. high income countries. For relatively higher income countries (Developing countries), their liberalization timeframe is shorter than low income countries which needs a bit longer time to strengthen their economies before liberalizing the sensitive products. Finally, Category C is goods which are excluded from the list of liberalized goods, in that the Country continues to protect them against competition with producers in other countries.





EAC submitted a list of preferred tariff rates for category A which covers 90.2% of tariff lines (i.e. a total of 5,371 tariff lines), which has 5 tariff bands, namely: 0%, 10%, 25%, 35% and 25% or \$200/MT. Note that, as a result of EAC integration, most (over 60%) of the tariff lines are zero rated, meaning that 60% of different types of traded goods can be imported at a zero tariff. This means that the removal of tariff duties will have less severe effect on tariff revenues loss

in the region. Negotiations on tariff lines to be designated in category B and C are still on-going. Generally, the requirements for trading under AfCFTA are similar to those under the REC (in this case EAC) in that the AfCFTA makes it specific to its regime. Note that the other Regional Economic Communities (RECs) on the continent will also have common offers and schedules of commitments under the AfCFTA.

**Table 1: AfCFTA's Tariff Liberalisation Modality**

Category	Level liberalisation	of Developing countries	Least Developing Countries (LDC's)
A	Full Liberalization	90% of all tariff lines/ 5-years period	90% of all tariff lines/ 10-years period
B	Sensitive List	7% of all tariff lines/ 5-years transition*, 5 years to liberalize	7% of all tariff lines/ 5-years transition*, 8 years to liberalize
C	Exclude List	3% of all tariff lines	3% of all tariff lines

\*States Parties who are willing to commence liberalization of sensitive products earlier are welcome to do so.  
Source: (African Union, 2019)





**Table 2: Annexes of the Protocol of trade in goods**

No	Key requirement on trade in goods	Interpretation and rationale
1	Rules of Origin	These are agreements on the mechanisms (rules) to determine whether the country of origin for the product and the way it was produced makes it eligible for the AfCFTA preferences
2	Customs Cooperation and Mutual Administrative Assistance	State Parties agree on the customs authorities of the participating trader partners to cooperate in facilitating trade, including to adopt the same method of assessment and collection of taxes. This cooperation ranges from exchange of information, including automatic exchanges, to the recovery of foreign tax claims
3	Trade Facilitation	The state parties agree to take necessary measures for enabling trade to take place in a smooth manner. It includes a specific set of measures that streamline and simplify the technical and legal procedures for products entering or leaving a country to be traded internationally. These measures lead to reducing costs, delays and other inefficiency to maximise efficiency in trading
4	Non-Tariff Barriers (NTBs)	NTBs are barriers that restrict imports or exports of goods or services through mechanisms other than the simple imposition of tariffs. The State Parties agree on the mechanism for removing and avoiding NTBs in trading under the AfCFTA
5	Technical Barriers to Trade (TBTs)	TBTs refers to mandatory technical regulations and voluntary standards that define specific characteristics that a product should have, such as its size, shape, design, labelling, marking, packaging, functionality or performance. The State Parties agree on the mechanism for removing and avoiding TBTs in trading under the AfCFTA
6	Sanitary and Phytosanitary (SPs) Measures	SPS are basic rules/measures on food safety and animal and plant health standards that which are applied to protect human, animal or plant health from risks arising from the introduction, establishment and spread of pests and diseases through trade. State Parties agree on the application of these measures to ensure safe and smooth trade
7	Transit	Transit trade means internal transportation of goods which are still under customs control and are not yet cleared by customs. Especially international transit can include one or more border crossings when goods are carried from the origin country to destination country. In the AfCFTA, State Parties agrees on the mechanisms for facilitating transit trade such that their movements are not affected by regulations of a transit country/border.
8	Trade Remedies	Trade remedies are actions taken in response to an unfair trade where the price of imports is too low and may cause disproportionate impact on the domestic market. Thus, State Parties agree on such actions and modality of their applications.

As the fundamental aspect of promoting preferential trade or market access, and the expected transformational nature of a free trade area, it is important to give more attention in understanding the Rules of Origin aspect.



### 3.3 Rules of Origin

As noted earlier, Rules of Origin (RoO) are guidelines or mechanisms agreed upon by the State Parties for determining whether the product should be considered as originating from the preferential trade area and hence eligible for obtaining preferential treatments (mainly lower or no tariffs). Simply, if a good fails these eligibility criteria, it is not granted the preferences and hence will be fully charged the normal tariffs. The rules are mainly of two types.

The first type is that the product by its nature is traded in its entire form such as commodities, which are technically referred to as “the Wholly Obtained Products”. The second type is that the product may be in a raw material form so that it has been substantially transformed from that initial (raw material) condition by the State Party such that it values much higher than the raw materials/inputs or parts used for its production. Technically, the second category is referred to as “sufficiently worked or processed”. As at January 2022, Rules of Origin have been agreed on 87.7% of total tariff lines.

#### Wholly Obtained Products

This rule requires that a product be entirely obtained or produced in a single State Party without the addition of any input such as raw materials or additives from other countries that are not members of the free trade area. These include products such as live animals, fish, minerals, fresh fruits/vegetables etc. This rule is important because it provides preferential treatments to the economies of the State Parties that have capability of producing such goods, so as to increase their market power and contribute to transforming or developing the respective sectors by trading favorably amongst themselves. In broad terms, this rule is often used to promote agricultural sector.



#### Sufficiently Worked or Processed Products

Products that are not wholly obtained in the State Party can still qualify for the preferential market access under the AfCFTA Agreement if these are “sufficiently worked or processed” in the territory of any of the State Parties, using such benchmarks as extent of value-addition by the exporting country (e.g. as a percentage of value of inputs used). The State Parties under the AfCFTA do negotiate to agree on the threshold of the maximum share/extent of allowable imported inputs from non-preferential trade partner country or minimum share of value added made by the State Party claiming the origin. In broad terms, this rule is often used to promote trading on manufacturing sector.

*For example, the rule of origin for diamonds of heading 71.02 is "Manufacture from unworked, precious or semiprecious stones". If raw diamonds are imported from outside the AfCFTA area and further processed (i.e., polished) in an AfCFTA State, then the polished diamonds would fulfill the AfCFTA rules of origin.*







A trader/exporter can confirm originality of the traded product using official Certificate of Origin (c/O) from the Competent Authority (in Tanzania this is issued by TCCIA), or in the case of small-scale cross border trade the trader can do so by filling out exporter declarations. The AfCFTA also provides forms for Supplier or Producer's Declaration for products having preferential origin status for the purpose of AfCFTA accumulation.

### 3.4 Non-Tariff Barriers

One of the key opportunities of the AfCFTA is provision for addressing non-tariff barriers (NTBs) in order to facilitate efficient movement of goods and increase intra-African trade. As noted earlier, the AfCFTA secretariat established the facility for online reporting and monitoring of NTBs faced by traders under the AfCFTA. The sources of NTBs may be based on operational or regulatory measures or obstacles.

Operational obstacles may include bureaucracy, inefficiency, and lack of transparency. Examples include excessive delays, ad hoc fees at the border, cumbersome document requirements, restrictive product standards etc. Regulatory obstacles include measures that deliberately apply to restrict trade. Examples of such measures include licensing requirements, quotas, embargoes, and foreign exchange. Licensing allows authorized companies to import/export specific commodities that are included in the list of licensed goods for a specific period or one time. The license may specify the cost, country of origin, and the customs point through which the importation will be carried out.

Quotas are quantitative restrictions that are imposed on imports and exports of a specific product for a specified period. It caps the number

or/and quantity of goods that can be imported or exported at any given time. Embargoes are total bans of trade on specific commodities and may be imposed on imports or exports of specific goods that are supplied to or from specific countries. Governments may implement such measures to achieve specific economic or political goals.

The AfCFTA provides the process for addressing the NTBs through its online NTB facility. In case a trader encounters or needs to follow up on any specific non-tariff barrier in trading under the AfCFTA, the Secretariat has prepared an online system for reporting, monitoring, and eliminating the NTB by following the steps outlined in Figure 7. That is, after reporting an NTB, the concerned government authorities will follow-up to resolve the problem. In addition, the NTBs Coordination Unit in the AfCFTA Secretariat will collaborate with NTB Units in the applicable Regional Economic Community (REC), which in this case is EAC, as well as NTB National Focal Points (NFPs) of the country in question.

The facility is open to all African businesses, including small, medium and large companies, informal traders, women and youth business operators and is conveniently accessible at <https://tradebarriers.africa>.





Figure 7: Steps to report an NTB using the AfCFTA online mechanisms



Similar online NTB facilities exist, including the EAC NTB online reporting mechanism. According to report from Trade Mark Africa (TMA), since its inception in 2004 up to June 2022, 257 NTBs have been reported, 244 resolved and 13 are outstanding. This translates to an NTB resolution rate of 94.9% in EAC. To understand the impact of NTBs on trade, Box 1 shows how the NTBs on export of Laundry Soap Bars from Kenya to Uganda affected trade and business performance.

### Box 1: NTBs on Exports of Laundry Soap Bars from Kenya to Uganda

On 12th October 2015, under NTB Complaint No. NTB-000-681, it was reported (by Kenya) that the Republic of Uganda had discriminatively imposed a 10% duty on Kenyan manufactured laundry bar soaps. It took 262 days to resolve the matter, on 30th June 2016. Before the NTB, Kenya exported over 1.6 million kgs of soap to Uganda, worth about \$941,000; but when the NTB was introduced, trade reduced to just about 86,000 kg worth just over \$100,000. This shows a 90% drop in trade, that cost businesses over \$800,000 in lost revenues. After resolution of the NTB in 2016, the quantity increased gradually to 147,955 kgs in 2017 and 2.3 million kgs in 2021. This shows that the resolution of the NTB has increased the exports of bar soaps from Kenya to Uganda by 2.2 million Kgs in 2021 (2,333,141 – 86,556) which translates to USD 1.5 million.

Source:

<https://www.trademarkafrica.com/how-non-tariff-barriers-affect-trade-in-the-eac/>



# TRADE IN SERVICES UNDER THE AFCFTA

## CHAPTER

# 4

“

*Trade in Services refers to the sale and delivery of such services, between a producer and consumer.*





## 4.1 Objectives and Importance of Trade in Services

As opposed to goods, services are the non-physical, intangible parts of the economy such as banking, education, computer services and telecommunications, medical treatment, transportation services, legal, engineering, and other professional services etc. Trade in Services refers to the sale and delivery of such services, between a producer and consumer. In the context of International Trade, Trade in services refers exchange of services between a producer/provider and consumer that are legally based in different countries.

Given different levels of economic development, technology, innovation and skills, countries buy and sell services to support economic growth and development. Trade in services is therefore important because it gives enterprises and

countries opportunity to increase export earnings and access efficient services which facilitates more rapid growth, enhance domestic firms' competitiveness, and promote inclusiveness hence poverty alleviation. While Trade in goods is subject to tariffs that discriminate across countries, Trade in services is not subject to any tariff, but rather to technical barriers and restrictiveness that vary depending on agreed level of trade liberalisation across countries. Just like in the case of trade in goods, the World Trade Organization (WTO) provides the global rules-based system govern trade in services markets through its General Agreement on Trade in Services (GATS). Furthermore, trade in services is organized on the basis of the WTO Trade in Services sector classification outlined in Table 3.

## 4.2 The Priority Service Sectors

Trade in services covers a variety of sectors. The list corresponds to the WTO sectoral classification which has 12 broad sectors as outlined in Table 3, namely: Business, Communication, Construction and Engineering, Distribution, Education, Environment, Financial, Health, Tourism and Travel, Recreation/Cultural/and Sporting, Transport, and "Other". However, the African Union prioritized five sectors in the first round of negotiations so that the State Parties would be able to make their offers and requests to each other. The five priority services sectors are (1) business services, (2) communication services, (3) financial services,

(4) tourism, and; (5) travel and transport services. However, the trading under the AfCFTA is not limited to the five sectors alone.

*The five priority services sectors are*

- ✓ Business services
- ✓ Communication services
- ✓ Financial services
- ✓ Tourism and;
- ✓ Travel and transport services.



Tanzania's schedule of services commitments under the AfCFTA reflects part of her commitments under the EAC Common Market Protocol, where other member countries have liberalized various services sectors, particularly business, communication, distribution, education, financial, tourism and travel, and transport services. Therefore, Tanzania takes a more liberal stance in the AfCFTA on trade in services vis-à-vis her GATS commitments on only one service sector (i.e. tourism, particularly 4-star hotels and above) by expanding the range of sectors and measures to include commitments in all the five priority sectors.



**Table 3: The WTO Trade in Services sector classification****1. Business services and professional services**

- Accountancy services
- Advertising services
- Architectural and engineering services
- Computer and related services
- Legal services

**2. Communication services**

- Audiovisual services
- Postal and courier, express mail services
- Telecommunications

**3. Construction and related services**

- Buildings and finishing
- Civil engineering
- Installation and assembly
- Building completion work
- Others

**4. Distribution services**

- Wholesale trade services
- Retailing services
- Commission agents
- Franchising
- Other

**5. Education services**

- Primary and Secondary education
- Higher education services
- Adult education
- Other education services

**6. Environmental services**

- Sewage and refuse disposal
- Sanitation and similar services

**7. Financial services**

- Insurance
- Banking and related financial services
- Other

**8. Health and social services**

- Hospital and related health services
- Social Services
- Other

**9. Tourism services**

- Hotels and restaurants
- Travel agencies and tour operations
- Tourist guide
- Other

**10. Transport services**

- Air transport services
- Land transport services
- Maritime transport services
- Services auxiliary to all modes of transport

**11. Recreational, Cultural And Sporting Services**

- Entertainment
- News agency
- Libraries, archives and cultural services
- Sporting
- Other

**12. Others not elsewhere mentioned.**

## 4.3 The Four Modes of Supply

Trade in services takes place based on one or combination of four modes of supply, namely: Cross-border trade (Mode 1), consumption abroad (Mode 2), commercial presence (Mode 3), and temporary movement of natural persons (Mode 4). These modes are further elaborated in Figure 8. Therefore, the State Parties negotiated and agreed to trade their services amongst themselves using any or combination of those modes.





**Figure 8: Steps to report an NTB using the AfCFTA online mechanisms**

#### **MODE 1: CROSS-BORDER SUPPLY**

Cross-border supply, takes place when a service is produced in one country but consumed in another one. Similar to traditional trade, when a good is delivered across a border both the supplier and the consumer remain in their respective countries. For example, an Engineering firm may deliver engineering design through the internet/email to a client overseas, or an individual from one country may purchase a training course from a training firm residing in another country. The distinctive feature of mode 1 is that both the service provider and consumer stay in their respective countries so only the service moves.

#### **MODE 2: CONSUMPTION ABROAD**

Consumption abroad, takes place when services are consumed in the country where they are produced. Typical form of this mode applies in the tourism industry, where, for example, a tourist may travel to another country to visit a tourist attraction, or a student may travel to study in a foreign country. The distinctive feature of mode 2 is that, a consumer travels to consume the service in another country.

#### **MODE 3: COMMERCIAL PRESENCE**

Commercial presence takes place when a service supplier establishes a presence abroad in order to provide services. For example, a bank may open a branch in another country in order to provide financial services there. Sales of foreign-owned firms in the domestic economy (payments) and sales of domestic-owned firms in foreign economies (receipts) are used as trade transactions for mode 3. The distinctive feature of mode 3 is that, the service provider establishes in a foreign country and follows the business regulatory requirements to operate in that country.

#### **MODE 4: PRESENCE OF NATURAL PERSONS**

Presence of natural persons, takes place when an individual is present abroad in order to provide a commercial service. The service is produced in the country where it is consumed. For example, an Lawyer may travel abroad to provide legal services on a project or an employee of a software firm may be sent abroad to deliver information technology services; or more popularly, a nurse may travel abroad to work as a nurse in a hospital. The distinctive feature of mode 4 is that both the person providing the service and the service itself move together.

## **4.4 The Schedules of Commitments**

The main commitments by State Parties in facilitating trade in services are outlined in Table 4. A commitment in a services schedule is a pledge to provide market access and national treatment for the particular service on the terms and conditions specified in the schedule. By doing so, the Government binds the specified level of market access and national treatment such that there will be no new measures imposed to restrict market access. These are conditions of entry and operation in the market and promise that they

will not be changed to their disadvantage. They can only be withdrawn or modified as part of the agreement on compensatory adjustments with affected members. Commitments can however be improved at any time. The schedules are usually presented in a matrix form (columns and rows), where different columns present different information on commitments, including: market access, national treatment, sector or subsector and additional commitments column.



**Table 4: Main commitments by State Parties in Facilitating Trade in Services**

No.	Commitments	Interpretation/relevancy
1	A schedule of specific commitments	Commitments made by State Party that they intend to open certain sectors or make certain restrictions as part of the negotiations on trade in services
2	MFN exceptions	States Parties agree to set favorable conditions regulating trade between them but are not available to other trading Partners
3	Air transport services	Air transport services is usually not included in trade in services agreement as it is regulated between bilateral parties, and include restrictions on operating in the domestic market or using ones air space
4	A list of priority sectors	First round of negotiations is currently ongoing under five (5) priority sectors, namely, Business Services; Communication Services; Financial Services; Transport Services, and Tourism and Travel-related
5	A framework document on regulatory cooperation	TBTs refers to mandatory technical regulations and voluntary standards that define specific characteristics that a product should have, such as its size, shape, design, labelling, marking, packaging, functionality or performance. The State Parties agree on the mechanism for removing and avoiding TBTs in trading under the AfCFTA

The offer of the EAC schedule of commitments for the AfCFTA trade in services negotiations were adopted in July 2022. These commitments apply only to the relations between the EAC Partner States and other AfCFTA State Parties. The sector specific commitments cover the priority sectors mentioned earlier. Under the AfCFTA, Tanzania has already submitted a preliminary offer. Indeed, the Government considers AfCFTA as a huge opportunity for promoting the services sector. In a recent event, the Prime Minister (Hon. Kassim Majaliwa) was quoted saying that the AfCFTA will offer massive opportunities for Tanzania's Insurance Sector (<https://www.tanzaniainvest.com/finance/insurance/afcfta-opportunities-insurance-sector>). Notably, in harnessing the opportunities, Tanzania should observe the

principle of reciprocity by granting of mutual concessions on commercial restrictions to other State Parties.



## 4.5 Challenges and Barriers to Trade in Services

In the course of pursuing trade in services opportunities under the AfCFTA, exporters of services may experience several barriers or challenges, mainly related to regulatory measures or bureaucracy. National regulations – such as licenses, quotas, professional qualifications and immigration rules – determine when and how foreign providers can enter a market. Taking example of an Architectural firm in Tanzania that needs to export its services to Nigerian market, the firm may face the following challenges:

- i. Restrictions on foreign entry, where Nigeria may impose certain requirements and limits, for example, on the maximum permitted percentage of ownership of foreign shareholders in the firm;
- ii. Barriers to movement of people, including requirement that the architect is a resident of the destination country, a visa may be required or it may be that the Tanzanian qualifications are not valid in Nigeria. Other countries do impose requirement for service provider to be subject to a professional test hence need to pass the architectural exam;
- iii. Other discriminatory measures where the Tanzanian architectural firm may be treated less favorably compared to the Nigerian firms with regard to tax and eligibility to certain fiscal incentives;



- iv. Barriers to competition where certain rules may be imposed that restrict competition in the domestic market. A simple example is the rule that architects wishing to advertise their services in Nigeria must do so using the local language. Another example is the level of minimum and maximum fees charged by a foreign provider;
- v. Finally, there could also be Regulatory restrictions where the Tanzanian architect needs certain permits in order to sell a ready-made design of a building in Nigeria.

Some of these challenges may be addressed through application of the Mutual Recognition Agreements (MRA) provisions in Article 10 of the agreement establishing the AfCFTA. The idea behind MRA is that if a professional can provide services lawfully in his/her own country, s/he can do the same in any other country, without having to comply with the regulations applied in that country. Thus, MRA establishes conditions under which one Party will accept conformity assessment results (e.g. testing or certification) performed by the other's Party designated conformity assessment to show compliance with the first Party's requirements. Notably, other operational challenges may also arise in the actual trading of services. The Governments may find it difficult to harmonize legislation and regulation between the various trading partners. Service providers may also face language and cultural barriers that limit the extent they could freely or optimally provide the service.



The background of the entire page is a red-tinted image of a warehouse. In the foreground, a red forklift is visible, facing right. Behind it, several tall metal shelving units are filled with numerous red barrels, each marked with a white 'H' symbol. The lighting is dramatic, with strong highlights and shadows, creating a sense of depth and industrial scale.

# PHASE II AND OTHER PROTOCOLS

CHAPTER

# 5

*The AfCFTA protocol on investment aims to create a conducive investment climate in AfCFTA State Parties.*



## 5.1 The Phase II Protocols

The AfCFTA Phase II negotiation and agreement covers issues that directly or indirectly affect trade between countries. As noted earlier, originally, Phase II of the AfCFTA included three issues, i.e. investment, competition policy, and intellectual property rights. Negotiation on e-commerce (digital trade) protocol was considered as one of the Phase III issues. However the experience of the covid-19 pandemic underscored the importance and urgency of e-commerce, a factor that made the AfCFTA Secretariat to fast-track e-commerce as one of the key components for Phase II negotiations. Thus, Phase II negotiations covers focus issues: i.e. investment, competition policy, intellectual property rights (IPRs) and e-commerce (digital trade) as briefly described below.

The AfCFTA **protocol on investment** aims to create a conducive investment climate in AfCFTA State Parties. The protocol was adopted by the AU Heads of State meeting in February 2023. It provides measures on investor protection and facilitation, obligations of investors and host countries. The aim is to put in place consistent and transparent rules that will enhance ability to attract more foreign direct investment (FDI) from within and outside the region.

The **protocol on intellectual property rights (IPRs)** intend to foster innovations in African countries (especially among SMEs) but also protect the continent against counterfeit and pirated goods. By definition, Intellectual property rights are the legal and exclusive rights given to the inventor or creator (a person or company) over the creations of their minds for a certain period of time. They include Patents, trademarks, copyrights, and trade secrets. This is often done by giving the creator an exclusive right over the commercial use of that intellectual creation for a certain period of time. The Protocol presents an opportunity for African leaders to adopt a continental-wide IPRs regime that can address Africa's development needs. Furthermore, the Protocol has the potential to create a strong environment for Intellectual Property creation, protection, administration and enforcement which would then stimulate innovation and competitiveness in Africa. For example, Tanzanian Artist Diamond Platinum can sell his music for consumption by consumers in Cameroon under the Bongo Flava. The music is

an invention by Diamond Platinum has exclusive rights to sell the music to Cameroon as his invention. The AfCFTA IRPs makes it easier for Diamond Platinum to access the Cameroonian artist music industry than if the AfCFTA was not established. That way, the invention will be protected from copying or reproduction by other Cameroonian Music artists/suppliers without permission by Diamond Platinum. Because of this protection, Diamond Platinum will access more customers, hence increase sales and employ more people.

The **protocol on competition policy** includes agreement on coordination and cooperation between State Parties on the approach to manage competition and guide harmonization of competition rules affecting trade. This is because, in a free market environment where businesses compete fiercely amongst each other, anti-competitive tendencies may occur and affect consumers. Thus, the protocol is important in promoting competition and consumers' rights and make markets work better in any sector. The AfCFTA offers a regional approach to deal with anti-competitive practices in Africa (cartels, mergers and acquisitions and abuse) and resolving the challenge of overlapping frameworks and legal systems for governing competition and consumer rights. Some of the State Parties have laws, regulations and institutions in place for dealing with these issues and others don't.

The **protocol on e-commerce (Digital trade)** covers such areas as market access, rules and regulations, facilitation, and enabling clause for digital trade. The protocol aims at establishing the requisite legal framework for promoting e-commerce and its underlying infrastructure to support increased intra-African trade. Aside from the generation of a digital economy, the e-commerce Protocol could also boost certain digitally-enabled sectors across Africa, such as FinTech and tourism to promote innovation and create employment opportunities in the continent. Several countries including the EAC are devising strategies to develop e-commerce. In the case of Tanzania, the Government is finalizing a national strategy on e-commerce. Among other things, the strategy is expected to address challenges of trading online with security of payments, tracking and records of transactions and delivery.



The aim is to take advantage of the remarkable progress by Tanzania on digital economy (include mobile money transfer and mobile agency banking etc.) to facilitate trade in complete cycle.

## 5.2 The Dispute Settlement Mechanism

To preserve the rights and obligations of State Parties under the Agreement, Article 20 of the AfCFTA Agreement establishes a Dispute Settlement Mechanism (DSM) under the Protocol on Rules and Procedures. It aims at ensuring amicable, transparent, fair and swift resolution of disputes between State Parties in a predictable manner and consistent to their rights and obligations under the provisions of the AfCFTA Agreement. To enable it to function practically, the protocol states that the DSM shall establish a Dispute Settlement Body (DSB) that is composed of representatives of the State Parties. The main function of the DSB is to settle disputes among the State Parties related to such AfCFTA matters as trade facilitation, customs administration, the non-discrimination principle etc. once they arise. The importance of DSM is that it provides security and predictability to the continental trading system.

Under the protocol, only the AfCFTA State Parties (African Union Member States that have ratified the AfCFTA Agreement) will be able to file applications to the DSB. The question is whether or not private enterprises could file applications on DSB as they are normally affected by unlawful State action in trading under the AfCFTA. The protocol provides that the Private parties and enterprises can only raise such complaints with their own States to take up cases on their behalf. Thus, the dispute settlement mechanism promotes and preserves the rights of private parties, importers, exporters, consumers, and investors.

The AfCFTA Dispute Resolution Mechanism will be based on the experience of regional blocs

in handling disputes. At the EAC level, the East African Court of Justice (EACJ) is the primary body for resolving disputes among the Partner States. However, the EAC Partner States also use alternative dispute resolution (ADR) – i.e. reconciliation as means to sustain peace and security. Common ADR processes include mediation, arbitration and reconciliation. These processes are more confidential, less formal, and less stressful than traditional court proceedings. The disputes may be raised by company against a Government or Government against a Government or company against a company on trade, commercials or other cases.

For example, on 19th June, 2021, the East African Court of Justice granted the Government of the Republic of South Sudan to settle a case with Litigant - Hope for Humanity Africa (HHA) through Mediation as alternative dispute resolution mechanism. The HHA was challenging the government of South Sudan on alleged oil spillage due to leakage of oil pipelines resulting to environmental pollution that affects the population. After hearing and agreeing on the alternative dispute resolution, the court allowed withdrawal of two suits filed by the applicant: one seeking for the court's injunction restraining the government from carrying out the activities of oil exploration pending hearing and determination of the case and the second that was seeking Court's order against the government on the safety of the lawyers involved in this case. The petitioners were also claiming compensation by way of damages. the case of Tanzania, the main dispute resolution methods used to settle large commercial dispute are litigation, arbitration, mediation and.

## 5.3 A Special Protocol on Women and Youth in Trade

Generally, trade in Africa is biased in favour of men due to social and economic inequalities arising from cultural values that subordinate women. Thus, women are more likely than men to engage in informal trade. Women represent over 70 per cent of cross-border informal traders. In addition, although Africa has the world's youngest population, with over 400 million young people aged 15 to 35 years, Youth face

difficulties in accessing formal employment and decent jobs, forcing them into small trade and businesses in the informal sector. Women and Youth are therefore considered as one of critical players in enhancing intra-regional trade under the AfCFTA. Most importantly, cross-border trade provides opportunity for women and youth to improve their livelihood, offers them employment and income.





Recognizing the potential and the gender specific constraints to trade under the AfCFTA, the AfCFTA Secretariat is developing a protocol for women and youth in trade to ensure that women and youth have access to and derive the intended benefits from the continental trade arrangements. The Protocol will form an integral part of the Agreement upon adoption by the AU Assembly alongside the Protocols on Trade in Goods, Services, Investment, Intellectual Property Rights and Competition Policy, or any other legal instruments that may be added to further the objectives of the AfCFTA.

The protocol reflects commitment of the AU to broaden inclusiveness in the operation of the AfCFTA through interventions that support women, youth, and Small and Medium Enterprises (SMEs) as well as integrating informal cross-border traders into the formal economy by implementing the simplified trade regime in Africa. Furthermore, the Protocol is expected to address specific constraints and barriers faced by

women and youth when trading on the continent in order to access wider markets, improve their competitiveness, and participating in regional value chains. The protocol will be opportunity to support women and youth-led initiatives in such sectors as agriculture, financial technology, IT and in the creative industry.

So far, significant preparatory work has been conducted by the AfCFTA Secretariat, in collaboration with various development partners to finalize the negotiations and development of the Protocol. This includes, among others, national and regional stakeholder consultations, the Inaugural AfCFTA Women and Youth in Trade Conference (held in Tanzania in September 2022). The consultations provide a platform to express opinions, gather inputs and understand priority needs to ensure sufficient participation in developing the protocol. Some of the substantive issues identified are shown in Figure 9, including access to finance and trade information, capacity building, and women participation in negotiations.

**Figure 9: Key features of the Protocol on Women and Youth in Trade**



In general, the Phase II and all the other Protocols have been already been concluded and approved by the Council of Ministers, pending legal scrubbing and adoption by the Assembly in February 2024.





# INITIATIVES TO SUPPORT TRADING UNDER THE AfCFTA

## CHAPTER

# 6

A number of initiatives have been established by the AfCFTA secretariat in collaboration with other Partners to support trading under the AfCFTA. Below we outline some of the initiatives carried out so far following inauguration of the start of trading in January 2021. These include: the Guided trade initiatives, trade facilitation measures such as the pan-African payment systems, Intra-African Trade Fair (IATF) – the Marketplace, AfCFTA Adjustment Fund, African e-Commerce Platform – “SOKOKUU, The Automotive Fund, etc.



## 6.1 Guided Trade Initiative (GTI)

The Guided Trade Initiative (GTI) is a pilot initiative by the AfCFTA secretariat to practically motivate trading under the AfCFTA preferential market and testing the systems for supporting trade under the AfCFTA. The initiative seeks to facilitate trading among interested AfCFTA state parties that have met the minimum requirements for trade. The ultimate objective is to motivate state parties to start issuing AfCFTA trading documents and ensure that their customs laws and systems are aligned to the AfCFTA requirements. Such documents include certificates of origin, importer as well as exporter declaration forms. In practical terms, the initiative tests the readiness of the private sector to participate in trade under the AfCFTA regime and identify possible future

interventions to increase intra-African trade and maximize the benefits of the AfCFTA. This includes matchmaking businesses and products for export and import between State Parties.



As a pilot, 8 countries were selected for the GTI, including Cameroon, Egypt, Ghana, Kenya, Mauritius, Rwanda, Tanzania and Tunisia. However, other countries will also be able to take part in the GTI provided that they meet the requirements and deployed the AfCFTA e-Tariff Book and the Rules of Origin manual and have officially published their tariff rates that have been approved by the Secretariat. Most of the products earmarked to trade under the initiative are agricultural as well as few manufactures. The products will enjoy duty-free and quota-free trading among the partnering countries as long as they meet the Rules of Origin. As of July 2023, Rwanda exported its first consignment of Coffee to Ghana; while Kenya exported Batteries and Coffee also to Ghana. Furthermore, Tunisia shipped resin to Cameroon, Cameroon shipped first cargo to Ghana, consisting of dried safou, dried pineapple, and ginger tea; and Tanzania shipped Coffee to Algeria. Notably, the main value addition of the initiative is the matchmaking of buyers and sellers to create business/trade links among African countries that may become sustainable.

**Figure 10: Tanzania's first export shipment under the AfCFTA**



In its “Acceleration of AfCFTA Implementation” theme of this year, the AfCFTA Secretariat has embarked on the second phase to expand the range of products and participating State Parties in GTI, with the inclusion of Trade in Services. According to the report of His excellency Mr Issoufou Mahamadou (the former president of the republic of Niger and the Champion of the AfCFTA) shows that 29 State Parties have expressed interest to participate in the Phase 2 of the GTI. Furthermore, as part of the implementation of the GTI, in May 2023 Ghana embarked on a collaborative Market Entry Expedition to Kenya, comprised of exhibition for more than seventy (70) Ghanaian businesses, trade seminars, and Business-to-Business (B2B) sessions with Kenyan counterparts. The expedition will also mark the official launch of the Ghana Export Trade House which will serve as a one-stop, wholesale outlet to introduce Made-in-Ghana products into the Kenyan market and promote them to the Eastern and Southern parts of Africa. The Ghana Expo forms part of Ghana’s strategy to promote implementation of the AfCFTA agreement. The Expedition is being funded by the World Bank’s Ghana Economic Transformation Project (GETP), with support from GIZ Ghana, UNDP Ghana and Ghana Exim Bank.



### 6.3 Intra-African Trade Fair (IATF) – the Marketplace

Committed to transforming Africa, Afreximbank launched the biennial intra-African Trade Fair (IATF) in 2018 as a unique biennial platform to connect African buyers, sellers, and investors. Themed “Connecting African Markets” IATF is a valuable platform for businesses to access an integrated African market of over 1.3 billion people with a GDP of over US\$3.5 trillion created under the AfCFTA. Supported by the African Export-Import Bank (Afreximbank), in collaboration with the African Union and AfCFTA Secretariat, the initiative is aimed at sustainably addressing the gap in trade and market information for the successful realisation of the AfCFTA objectives. It is premised on the fact that, although the share of intra-African trade as a percentage of total African trade has increased from 10% in 1995 to around 16% currently, it remains low compared to the levels in Europe (59%), Asia (51%), and North America (37%). Some of the key reasons for the low level of intra-African trade include difficulties

in crossing the borders, inadequate connective infrastructure, undeveloped value chain in the continent, high level of informality and inadequate access to (trade and market) information.

The inaugural IATF took place in Cairo, Egypt in December 2018. The initiative has quickly grown into a resounding success. Trade and investment deals worth US\$32 billion were concluded, and more than 1,000 exhibitors and 2,500 conference delegates from over 45 countries participated, resulting in an unprecedented platform for businesses to exponentially grow their trade and investment interests in Africa. The second IATF took place in Durban, KwaZulu Natal from in November 2021. The third fair is planned to be ON 9 - 15 November 2023 in Cairo, Egypt. The IATF also hosts virtual events for showcasing trade opportunities on an online platform even after the Trade Fair has concluded.

### 6.4 The African e-Commerce Platform - “SOKOKUU”

In July 2020, the African Union and African Electronic Trade Group launched SOKOKUU (a kiswahili word meaning big central market), the African E-Commerce Platform, and the Global Competition for Youth Start Ups enabled by AeTrade Group. SOKOKUU aims to digitally enable implementation of the AfCFTA, thus enhancing Intra-African Trade, SME and Industrial Development. Through digital capacity building

and access to trade information and markets, it is expected that the number of competitive African SMEs and decent jobs created will increase significantly. The AeTrade Group targets the creation of 600,000 SMEs in 4 years, creating 22 million jobs and 5 million SMEs in 15 years; thus creating between 80-125 million jobs. SOKOKUU can be accessed on <https://sokokuu.africa>.

### 6.5 The AfCFTA Adjustment Fund

The AfCFTA Secretariat and Afreximbank established the AfCFTA Adjustment Fund to support State Parties to adjust to the new liberalized and integrated trading environment established under the AfCFTA Agreement. The Fund will support African countries and the private sector to effectively participate in the AfCFTA. The Fund will consist of contributions from State Parties,

grants, technical assistance funds, concessional funding, and commercial funding to support both the public and private sectors, enabling them to adjust and take advantage of the opportunities created by the AfCFTA. The resources required for the Adjustment Fund over the next 5-10 years are estimated at US\$10 billion.



## 6.6 The Automotive Fund

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The AfCFTA Secretariat and the Afreximbank have carried out consultations with the African Association of Automotive Manufacturers (AAAM) to develop a comprehensive strategy for automotive manufacturing in Africa. The strategy aims to support speedy finalization of the Rules of Origin (ROO) and the establishment of the Task Force that could fast-track development of an automotive value chain in Africa. Furthermore, the strategy is focusing on developing regional and continental value chains and national

programmes that allow for greater cooperation and trade between State Parties who wish to develop trade in vehicles and components under the AfCFTA. The Afreximbank has committed a \$1 billion facility to support this objective and funding is available for any investment that seeks to pursue local content development in the automotive value chain. The funding will also be used for ensuring access to consumer finance as part of the creation of demand and associated insurance products.





# PROGRESS MADE BY TANZANIA IN IMPLEMENTING THE AFCFTA

CHAPTER

# 7

*Ministry of Investment, Industry and Trade (now Ministry of Industry and Trade), Tanzania has made significant progress in its commitments and implementation of the AfCFTA*



## 7.1 Implementation of the AfCFTA Commitments

According to various updates and reports from the Ministry of Investment, Industry and Trade (now Ministry of Industry and Trade), Tanzania has made significant progress in its commitments and implementation of the AfCFTA. First, through the Parliamentary resolution, Tanzania ratified the AfCFTA Agreement in September 2021, thus effectively joining the continental free market. This includes the progress made through the EAC to finalize negotiations on Phase 1 and Phase 2 issues led by the then Ministry of Investment, Industry and Trade (MIIT), in collaboration with the Ministry of Foreign Affairs, the Ministry of Finance and Planning and the Ministry of Agriculture. To support the negotiation process for favorable outcomes, the Government undertook a number of studies to inform her strategic response to the AfCFTA opportunities and challenges. The process also drew inputs from the private sector through the main umbrella organizations, including the Confederation of Tanzanian Industries (CTI) and Tanzania Private Sector Foundation (TPSF).

Secondly, the Government has put in place a National institutional framework for coordinating implementation of the AfCFTA. This includes establishment of national focal points both in Tanzania and Zanzibar, and leveraging existing structures and national trade facilitation Committee. Thirdly, Tanzania has successfully joined and implemented the Guided Trade Initiative (GTI) alongside other States Parties selected for the Pilot Phase including Rwanda and Kenya from the EAC. As noted earlier, Tanzania made her first shipment of coffee to Algeria under the AfCFTA. Fourthly, as per the requirement of the AfCFTA commitments, with support from UNDP Tanzania and EIF, the Government through the Ministry of Industry and Trade has completed preparation of a National AfCFTA implementation strategy. The Ministry is at advanced stage of planning to inaugurate and disseminate the strategy for public consumption. Furthermore, the Government has undertaken a number of awareness and sensitization seminars through the MIIT and various other Organizations (e.g. TMA, GiZ, UNDP etc.)

Figure 10: Tanzania's first export shipment under the AfCFTA



Source: The Citizens, 10th May 2023.

Fifth and finally, the Government has shown a notable political will in enhancing Tanzania's contribution and participation in the implementation of the AfCFTA. It is important to underscore the critical role played by Her Excellency Dr. Samia Suluhu Hassan, the Sixth President of the United Republic of Tanzania in steering political leadership on the AfCFTA agenda as the champion of the AfCFTA's protocol on Women and Youth in Trade. Following such importance, the AfCFTA Secretariat organized the first and Inaugural AfCFTA Conference on Women and Youth in Trade, which took place at the Julius Nyerere International Conference Centre, in Dar es Salaam in the United Republic of Tanzania under the patronage of Her Excellency the President (<https://dailynews.co.tz/samia-urges-afcfta-to-invest-in-ict-to-uplift-youth-women-businesses/>).





## 7.2 Trade in Goods between Tanzania and Africa

Clearly, Tanzania does not trade much with other African countries beyond the EAC and SADC regional markets. Data from the survey conducted for a study on the implication of AfCFTA on Tanzania shows that, the EAC and SADC account for more than 90% of Tanzania exports to Africa. This means that only less than 10% of Tanzanian exports to the continent go to the remaining 33 AfCFTA State Parties. Based on the data from the same study, Table 5 shows potential markets for goods produced by surveyed firms include the EAC countries (especially Kenya, DRC, Rwanda and Uganda), Zambia and Malawi. Furthermore, over half (53.3%) of the non-exporting firms confirmed that they are willing to consider exporting to the continental market in view of taking advantage of the AfCFTA. However, other firms are not planning to export in the future for various reasons as shown in Figure 11. These include difficult requirements in accessing export

markets, and limited supply capacity. In addition, tough competition is an obstacle for local firms. Other reasons include such common constraints as lack of (or inadequate) logistical and connective infrastructures that limit ability to penetrate beyond the neighboring markets. Indeed, most of the small cross border traders are informal, a challenge that limit their ability to grow and explore markets beyond the border towns including inability to comply with quality standards and other market requirements. But what are the main products traded between Tanzania and Africa? Table 6 shows top 10 products exported and imported by Tanzania to/from Africa, respectively giving indication of potential sectors with offensive and defensive interest for Tanzania. The top export products include minerals, cement, cereals, sisal, beverages and ceramics. The top imports include motor vehicle, iron, petroleum, medicines, sugar, machinery and palm oil.

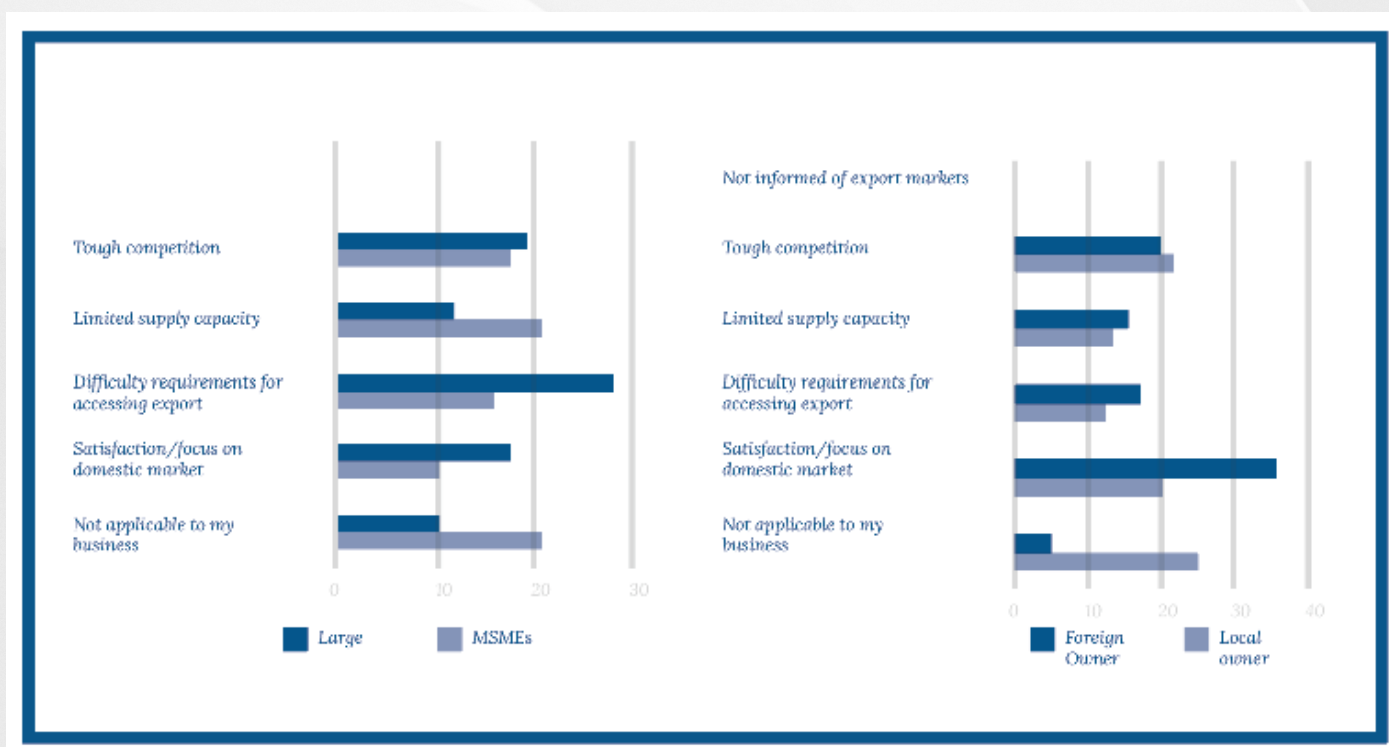


**Table 5: Potential Markets for goods produced by Surveyed Firms**

Top 10 Markets for Tanzania Exports produced by surveyed Firms	Percent	Top 10 Markets for Firms currently not producing	Percent	Reasons for not planning to Export	Percent
Kenya	20.2	Kenya	23.1	Not applicable to my business	31.4
DR Congo	11.4	Uganda	11.7	Satisfaction/focus on domestic market	23.3
Rwanda	9.6	Rwanda	10.0	Difficulty requirements for accessing export markets	19.8
Uganda	7.0	Zambia	7.4	Limited supply capacity	13.4
Zambia	6.4	Burundi	7.2	Tough competition	7.6
Burundi	5.8	Malawi	6.1	Not informed of export markets	4.7
USA	4.7	Congo	7.4		
Malawi	4.4	South Africa	3.3		
India	3.2	China	2.3		
China	2.9	Mozambique	1.8		

Source: Author's analysis of Field work data (2022).

**Figure 11: Reasons for not planning to export in the future**



Source: Author's analysis of the National AfCFTA survey data (2022).



**Table 6: Top 10 traded products between Tanzania and the Rest of Africa**

No.	Export to Africa	Imports from Africa
1	Gold	Motor vehicles
2	Cement	Iron
3	Maize	Petroleum oils
4	Rice	Medicines
5	Sisal/sisal products	Sugar
6	Beverages	Silicates and salts
7	Coal	Machinery
8	Soap	Glass
9	Fabrics	Aluminum
10	Ceramics	Palm oil

An interesting question is whether Tanzania will lose or gain from the AfCFTA. Generally, existing studies show that the AfCFTA will potentially bring significant benefits or opportunities to Tanzania as well as negative effects. The most frequently cited benefits from AfCFTA for Tanzania include market expansion, technology transfer, and enhanced competitiveness. However, as noted earlier, the AfCFTA also comes with concerns and uncertainties, especially potential threat on the local infant industries from more competitive firms. Notably, implementation is affected by similar factors as those in the rest of the countries. However, there will also be an opportunity to access much bigger and easier markets such as DRC as it recently joined the EAC block.

Tanzania has a strategic role as a channel for exporting minerals out of DR Congo to the rest of the world. Nonetheless, despite the potential positive benefits and negative effects, the overall conclusion shows that implementing the AfCFTA is beneficial to Tanzania. Although Tanzania trades more outside Africa, the country's trade with Africa has been growing faster in recent years than trade outside the continent. Note that Tanzania also benefits as recipient of foreign direct investments (FDI). Kenya is the third largest source of FDI inflows to Tanzania, and first from Africa, followed by Mauritius and South Africa. The major destination of Tanzanian investments is Uganda followed by Rwanda and Kenya.



# SIMPLIFIED STEPS AND PROCEDURES FOR SMEs PARTICIPATION

CHAPTER

# 8

*This section provides step-by-step procedures and requirements for improving awareness and building capacity of the small and medium enterprises (SMEs) to trade in, and access the Africa-wide continental market opportunity arising from the AfCFTA.*



This section provides step-by-step procedures and requirements for improving awareness and building capacity of the small and medium enterprises (SMEs) to trade in, and access the Africa-wide continental market opportunity arising from the AfCFTA. This includes an outline of the main trading documents, step-by step-procedures for import/export in Tanzania, and basic roadmap for starting a formal business in Tanzania. Finally, the guide will include a list of sources of information or help on the trading or business requirements for all the African countries that signed the AfCFTA. The ultimate objective is to support SMEs to access the AfCFTA. As depicted in Figure 12, although the AfCFTA presents enormous opportunities, SMEs are generally confounded by a myriad of challenges, including limited awareness, low level of capacity and unfavorable business environment which limit their abilities to harness those opportunities to a meaningful extent.

**Figure 12: AfCFTA presents enormous opportunities amidst confounding challenges**



## 8.1 Main Documents Required for Trading in Goods under the AfCFTA

### i. List of Trading Documents

The main documents required for import and export trade under the AfCFTA regime is not substantially different from those required by most other regimes. In the case of Tanzania, the trading documents required by Businesses for accessing the AfCFTA continental market are similar to those currently applied for accessing the EAC regional market. The documents are listed in Table 7, including certificates of origin, importer and exporter declaration forms etc. In addition, two other regulatory permits/licenses may be required depending on the policies and practices in a particular country. First is the import

certificate (permit) issued by the recognized governmental body in the importing nation certifies that the commodities listed on the certificate (permit) adhere to health, sanitary, and phytosanitary standards and are suitable for human consumption. In addition, there could be additional import/export permits by Regulatory bodies where applicable. Second is the Single Administrative Document (SAD), which must be completed by a Clearing Agent on behalf of the trader, is a requirement for those who trade under the standard exporting and importing processes under the AfCFTA. A SAD contains all the information about a particular consignment of goods.



**Table 7: List of Main Trading Documents**

S/No	Document	Rationale	Responsible Agency for Tanzania
1	Export Permit (Issued by exporting country)	To export or import, the registered traders/trading businesses must register with national export agency and apply for an export/import permit as applicable	TRA Customs but additional permit may be needed from the Regulatory Authority where applicable
2	Invoice/Receipt (Issued by the Trading Partner in the Exporting country)	Exporters/Importers must provide proof of the cost or value of the products they are trading in so as to be able to determine tax liability where applicable	TRA
3	AfCFTA Certificate of Origin (CoO) (Issued by Exporting country)	CoO is a documentation that shows the products mentioned on it was produced in the nation that issued the CoO. Such a proof will qualify the product for zero import duties while importing goods into another AfCFTA State Party, subject to the Agreed Rules of Origin	Tanzania Chamber of Commerce, Industry and Agriculture (TCCIA) is the competent issuing Authority
4	Phytosanitary Certificate (Issued by exporting country)	To certify that the product being exported/traded is safe for consumption (it has no risk for public and plant health)	Ministry of Agriculture where applicable
5	Single Administrative Document (SAD)	This is the import declaration form for all goods being imported, which must go through the Customs Authority for clearance. The document (SAD) must be filled by the importer or customs (clearing Agent) accompanied by shipping documents and additional documents as required by other regulatory Authorities where applicable	TRA Customs, Other Regulatory Authorities as applicable; and a Clearing Agent
6	Other Regulatory Permits/license	Some products/services may require additional licensing and permits before undergoing export or import trade	The respective Regulatory Authority in the exporting/importing country

Sources: Various, including Trade Portals, AfCFTA agreement, and EAC Simplified Trade Regime.



## Form 1: AfCFTA Certificate of Origin

Form for a AfCFTA Certificate of Origin (Article 17(1)(a))

<b>AfCFTA Certificate of Origin</b>		<b>Competent Authority Ref</b>		<b>Country Code</b>		<b>Serial No.</b>	
1. Exporter (Name & Address)		2. Consignee (Name & Address)		3. For Official Use Only			
4. Particulars of Transport							
5. Marks & No.s	6. Invoice No. & Date	7. No. & Kind of Package	8. Description of Goods	9. Gross Weight	10. Suppl. Quantity	11. HS Code	12. Origin Criterion
13. Declaration By The Exporter or Authorized Representative			14. Certification of Origin		15. For Customs purposes		
<p>I, the undersigned, declare that the Goods described above meet the conditions required for the issue of this Certificate of Origin, and are originating in</p> <p>_____</p> <p>(Country)</p> <p>Place and date:</p> <p>_____</p> <p>_____</p> <p>(Full Names and Designation)</p> <p>_____</p> <p>(Signature)</p>			<p>Origin Stamp</p> <p>_____</p> <p>(Designated Authority)</p> <p>_____</p> <p>(Full Names)</p> <p>_____</p> <p>(Signature)</p>		<p>Export Document No.:</p> <p>_____</p> <p>_____</p> <p>Customs Office &amp; Date</p> <p>_____</p> <p>(Full Names)</p> <p>_____</p> <p>(Signature)</p>		



**B. SUPPLIER OR PRODUCER'S DECLARATION FOR PRODUCTS NOT HAVING  
PREFERENTIAL AFRICAN CONTINENTAL FREE TRADE AREA ORIGIN  
STATUS**

I, the undersigned, declare that the Goods listed on this invoice  
\_\_\_\_\_ (1)

were produced in \_\_\_\_\_ (2)  
and incorporate the following components or Materials which do not have an African  
Continental Free Trade Area origin for preferential trade:

\_\_\_\_\_ (3)

\_\_\_\_\_ (4)

\_\_\_\_\_ (5)

\_\_\_\_\_ (6)

I undertake to make available to the Designated Competent Authority, if required,  
evidence in support of this declaration.

\_\_\_\_\_ (7)

\_\_\_\_\_ (8)

\_\_\_\_\_ (9)

**Note**

The abovementioned text, suitably completed in conformity with the footnotes below,  
constitutes a supplier's declaration.

The footnotes do not have to be reproduced.

**Form 2: Origin Declaration**

**AFRICAN CONTINENTAL FREE TRADE AREA**

**ORIGIN DECLARATION**

(Article 19(1)(b))

*The text of the Origin Declaration must be made as given below:*

I / We, \_\_\_\_\_, being the Exporter of the

*(Approved Exporter's Name and Registration Number)*

Goods covered by this document declare(s) that, the Goods are of  
\_\_\_\_\_ origin

*(indicate the African Continental Free Trade Area State Party)*

and the origin criterion applicable to these Goods

is \_\_\_\_\_

*(insert wholly obtained or substantially transformed, as may be applicable.)*

\_\_\_\_\_  
Place and Date of Declaration

\_\_\_\_\_  
Authorised Exporter's Signature





## 0001

Plant Protection Division Plant Quarantine and Phytosanitary Service

## PHYTOSANITARY CERTIFICATE

(Under regulations 58)

[illegible]

No. 195d

Name: \_\_\_\_\_

1. To be filled in Quadruplicate
2. No liability attached to the Plant Health Services or any its officers in respect of this Certificate

**Refer:**

<https://twitter.com/GemaMwikoko/status/1165964758660595713photo/1>



## 8.2 Import and Export Procedures in Tanzania

### i. Import Procedures

The Import procedures must be followed to clear goods as per the EAC Customs Management Act (EACCM) 2004. The import procedures are as follows:

1. The importer appoints a Licensed Clearing and Forwarding Agent (CFA) to clear the goods;
2. The importer Lodges the necessary documents online through the Tanzania Customs Integrated System (TANCIS) for importation to the Mainland and ASYCUDA++ for importation to be made through Zanzibar, at least 7 days before the arrival of the goods including:
  - Agent's Authorization Letter from the Importer;
  - Exemption documents (if applicable); Import permits from standards (TBS) and other regulatory bodies depending on the nature and type of imported goods;
  - Final Invoice;
  - Packing List; and
  - Transport documents i.e. Bill of Lading/ Airway Bill/Road Consignment note.
3. The system verifies and automatically accepts/rejects a 'wrong declaration' in which case the clearing & Forwarding agent will be required to re-submit a new declaration through TANCIS.
4. The Tanzania Single Administrative Document (TANSAD) will be processed to facilitate payment before manifest is submitted, and cargo manifest is shifted to a Customs Release Order (CRO).
5. Once the manifest has been written off, the Clearing and Forwarding Agent (CFA) will get Acceptance Notice with a Payment Notice generated based on declared Values. In case CFA sent an amendment notice to the customs authority he/she will get the Amendment Acceptance Notice if it successfully passes the validation process.
6. If the officer rejects the amendment, the CFA will get Amendment Rejection Notice from TANSAD; otherwise if accepted, the Officer concerned will work on the document classification, valuation and verification.
7. On completion of the verification, the results are submitted for approval. When approval is done the CFA receives an Assessment Notice, which he has an option to accept or reject depending on the perception of the assessment.
8. In case of objection of the assessment, the CFA has to resubmit it through Integrated Query System (IQS). If the CFA accepts the Notice and the assessment has so far changed towards increment compared to the initially declared value, an Additional Payment Notice will be generated within the assessment notice which will reflect the difference between the final amount and initial generated payment notice.
9. In the event there is a discrepancy between manifest data and declaration, the CFA will receive Clearance Suspension Notice. The CFA will need to amend the declaration as guided by inspection results and re-submit.
10. When Payment is received and inspection completed accordingly, the CFA will receive the Release Order for the respective goods.



## ii. Export Procedures

Export procedures involve the following steps.

1. Preparation and processing of export documents which includes the following:
  - a. Invoice;
  - b. Packing List;
  - c. TIN Certificate (of the Exporter);
  - d. Agent Authorization Letter;
  - e. Export certificates from relevant Authorities depending on nature of the goods to be exported. These may include the following although the list is not exhaustive:
    - Certificates/permits from the Ministry of Agriculture for crops
    - Certificate/permits from the Ministry of Livestock Development and Fisheries
    - Certificates/permits from the Ministry of Mining for minerals
    - Certificates/permits from Ministry of Natural Resources and Tourism Certificates of origin depending on destination of goods (EAC, SADC, AfCFTA, EU and AGOA).
2. The exporter is required to appoint a Licensed Clearing and Forwarding Agent (CFA) to process the goods for export;
3. The exporter hands over the documents to the CFA who uploads them in the Tanzania Customs Integrated System together with all attachments of relevant documents including permits from Other Regulatory Authorities or Government Departments;
4. Assessment of export taxes and duties if applicable, where the CFA processes payments on behalf of the Exporter, and based on the exported goods;
5. The CFA then makes booking of container(s) from shipping line/agent;
6. Stuffing of export cargo into container(s) is usually done under supervision of the Customs (TRA) and other concerned Regulatory Authorities Official at the container freight stations (CFS);
7. The shipping line/agent submits to TRA export vessel schedule information. The TRA audits (meaning approves/rejects) loading declaration (approved loading declaration automatically disseminated to Terminal operator as Loading List and becomes expected carry in);
8. Gate check is issued by TRA for terminal gate, then terminal submits Carry in report to TRA to confirm arrival of export cargo at Terminal;
9. Loading result report (short/normal loaded cargo) is submitted by terminal to TRA from when the Exporter through his appointed CFA gets confirmation of loading report by TRA;
10. Submission of Export manifest by Shipping Line/Agent to the TRA;
11. Finally, the TRA Audits (approves) the export manifest (automatically striking off the inventory from the terminal signaling the consignment is ready to go to its intended destination).





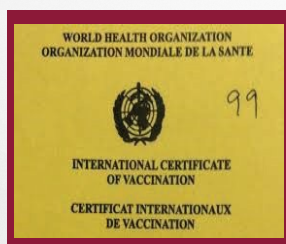
### iii. Important Information on Taxes

This section provides step-by-step procedures and requirements for improving awareness and building capacity of the small and medium enterprises (SMEs) to trade in, and access the Africa-wide continental market opportunity arising from the AfCFTA. This includes an outline of the main trading documents, step-by step-procedures for import/export in Tanzania, and basic roadmap for starting a formal business in Tanzania. Finally, the guide will include a list of sources of information or help on the trading or business requirements for all the African countries that signed the AfCFTA. The ultimate objective is to support SMEs to access the AfCFTA. As depicted in Figure 12, although the AfCFTA presents enormous opportunities, SMEs are generally confounded by a myriad of challenges, including limited awareness, low level of capacity and unfavorable business environment which limit their abilities to harness those opportunities to a meaningful extent.



### 8.3 Approved Travel Documents

A trader must travel with the necessary travel documents if they are crossing the border into another AfCFTA nation in addition to holding valid export and import documents. The common travel documents include passport, visa and yellow fever certificate and in some countries national ID and COVID 19 test certificate. Citizens of the respective neighboring countries living and trading in the cross-border towns are permitted by law to travel without the necessary travel documents within ten kilometers of a gazetted border crossing. Beyond this limit, visas may be required where there is not a regional agreement on free movement. Visas could be issued on arrival at the entry port, in Embassies, or e - visa portals (refer to the African Regional Integration Index visa rules at <https://www.integrate-africa.org/rankings/dimensions/free-movement-of-people/>).



### 8.4 Where to Start? – A checklist for Beginners

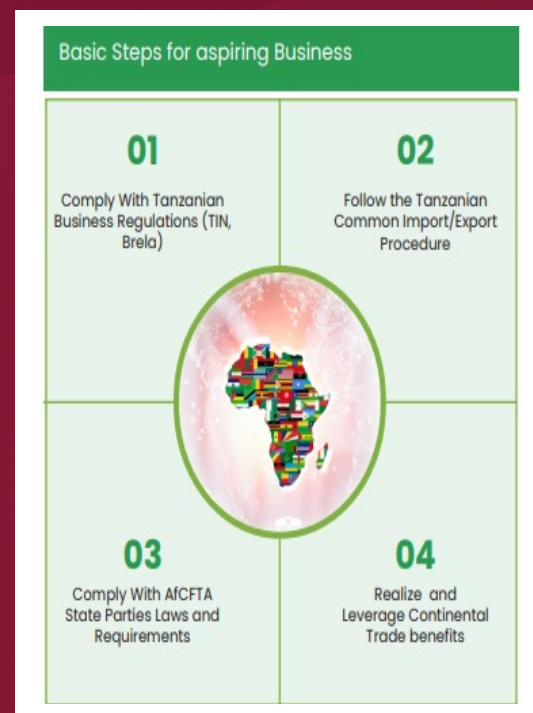
The most critical question most SMEs and Entrepreneurs are asking (and have in mind) is How/Where to start in order to enjoy the benefits of the continental market. Below are the general steps offering insights on the “next steps” following the basic understanding of the AfCFTA, trade documents and export/import procedures. These insights are four folds:

- Getting the basics right
- Following the roadmap to a successful start
- Start Learning by doing from the baby steps
- Solicit and leverage from more information.



## Get the Basics Right

It is important to ensure your business has (and complies with) the minimum requirements, three of which are pertinent. First ensure you have the basic formal recognition by having a TIN number and registering your enterprise or yourself with BRELA (at least for a business name). These requirements will help you to open a bank account and be able to process business license and transactions from your business. Secondly, it is important to comply with the minimum export and import procedures and requirements including the documents outline earlier in section 8.2. Third and finally, it is important to comply with the trade procedures of the Partner country you are seeking to trade (export to or import from). After adhering to these minimum requirements, you can now start exploring the AfCFTA opportunity.



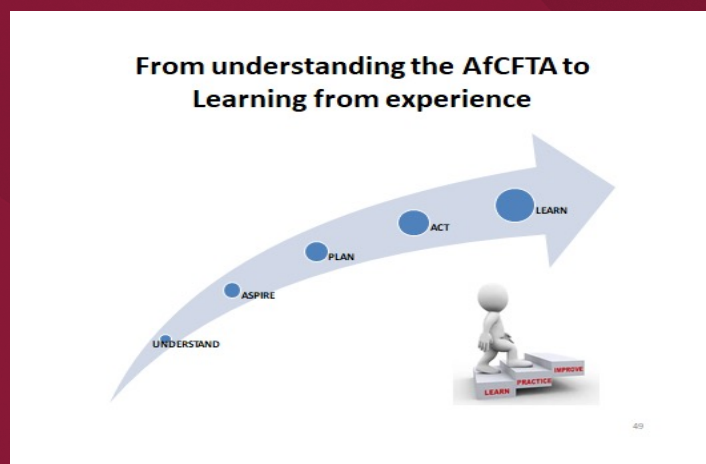
## Follow the Roadmap to a Successful Start

To explore the AfCFTA opportunity, you need to follow a process that will lead you to a successful start in trading on the AfCFTA regime. The process is rather a general one but worth emphasizing. It is important that you to understand the AfCFTA regime (Part B), aspire to exploit it, make the necessary plan, take action and learn from gradual baby steps as outlined below

Take note, the plan determines everything else!! It involves key decision on identification of the product, market, logistics, process; and requirements. It assumes that your Business is formally registered and that you have made market/product intelligence which shows that there is potential for profitable exports, imports, or sourcing under the AfCFTA market. Notably, it includes decision aimed at several scenarios including pursuing a new market for existing product (market widening), or new product for existing market, larger market (market deepening) for existing product or both new product and new market.

One of the key issues the plan has to resolve is determining product origin (Rules of Origin). For this purpose, you should ask the following questions.

1. What is my product's HS classification in the case of trade in goods (the 6 digit code that determines a traded product)?
2. Which export market destination?
3. Is the product wholly obtained or sufficiently processed in one country?
4. Does the product contain any imported materials during processing?
5. Are there a product-specific RoO
6. What about packaging?
7. What are the provisions around transportation (e.g. goods in transit)





8. Are there exemptions for a certificate of origin? e.g. where:
  - Origin declaration is acceptable as proof
  - My merchandise is exempted from any proof of origin according to Article 28, Annex 2 of AfCFTA<sup>2</sup> ;
  - I am eligible for exemptions related to small value of packages for private persons (worth up to \$500), or part of travelers' luggage (up to \$1,200).
9. What lessons am I getting from the experience?
 

It is critical to underscore the role of learning by doing through taking small steps. For instance, one may decide to exploit the AfCFTA market by start exporting to (or importing from) a neighboring country where the transport costs is not much, and by using the STR ahead of going further to the "next border".

### Leverage Available Information and Support

There are several sources for help along the way, which includes websites with more detailed information. Note that, the more information on AfCFTA you get, the better and easier it becomes to trade under the AfCFTA regime. For this purpose, it is advisable to:

- i. explore the existing trading system under the EAC regime, including (if applicable), the Simplified Trade Regime (STR);
- ii. Solicit advice from other traders already operating in the same market to learn from them;
- iii. Exploit the opportunities to attend trade fairs for SMEs, particularly the Jua Kali trade shows, Intra-African Trade Fair where you can have a change to learn more, demonstrate and make sales of your products;
- iv. Explore the trade portals of the trade partner country you aspire to export to, or import from, to understand other requirements regarding the particular standards/quality and other regulatory requirements form that product/market and where possible solicit and initiate B2B contacts;
- v. Explore other sources of information on AfCFTA agreement or regime, including RoO and trade initiatives you could benefit from; and finally,
- vi. Seek help from the industry associations regarding opportunities for trade or for help in addressing your supply side challenges and get you connected with traders/processors or entrepreneurs in the same industry or markets.

## 8.5 Where to Go for Further Help or Information

The guide provides various sources of information and help on AfCFTA at a country and/or continental level as outlined hereunder.

### AfCFTA Enquiry Points for Technical Regulations and Standards

The information regarding trade portals of different AfCFTA Member Countries are outlined in Table 8, which also includes the national enquiry points for technical regulations and standards and contact of the Competent Authorities. The AfCFTA National Enquiry Point for Tanzania is the Tanzania Bureau of Standards (TBS). Similar information on the AfCFTA National Enquiry Point for other countries is available in Table 8.

National Certification Body			
 <b>TANZANIA</b> BUREAU OF STANDARDS <small>the Trust of Tanzania</small>	Telephone No.:	+255 22 245 0206	Physical Address:
	Fax No.:	+255 22 245 0959	Tanzania Bureau of Standards
	Email:	<a href="mailto:info@tbs.go.tz">info@tbs.go.tz</a>	Morogoro Rd, Dar es Salaam, Tanzania
	Website	<a href="http://www.tbs.go.tz">www.tbs.go.tz</a>	Postal Address: P O Box 9524 Dar es Salaam Tanzania

<sup>2</sup> Under Article 28 of the Annex 2 on rules of origin, the AfCFTA provides for exemptions from the requirement to provide a proof of origin. Examples include goods imported as travellers' personal luggage (for personal use) and goods imported for non-commercial purposes. In addition, some agreements provide that goods below a certain value threshold imported for commercial purposes are also exempt from the requirement for a proof of origin or the exporter can use self-certification.



## National (Tanzania) Trade Portal

The Tanzania Trade Portal is accessible at: <https://trade.tanzania.go.tz>. The portal is a one stop center for information required for Import, Export and Transit of goods. It offers a Step-by-step guide to faster trade procedures. The Tanzania Trade Information Portal is connected to the Global Trade Helpdesk, an ITC, UNCTAD, and WTO initiative, and most importantly, it contains detailed information about imports, market dynamics, tariffs, regulatory requirements, potential buyers and more.

## National Trade Facilitation Committee (NTFC)

This is a national institution established in each member country to domestically coordinate and implement provision of trade facilitation in AfCFTA.

## Trade and Trade Related Information Portals by Country

Information about market access to other potential AfCFTA markets can be found at ITC Macmap or National Trade Portal of the relevant markets. The sources of information by country with website links are outlined in Table 8.

No	Country	Main source of trade information	Website
1	Algeria	General Directorate of Customs; Ministry of Commerce	<a href="https://www.douane.gov.dz/?lang=fr">https://www.douane.gov.dz/?lang=fr</a> <a href="https://www.commerce.gov.dz/">https://www.commerce.gov.dz/</a>
2	Angola	Ministry of Commerce (MinCo) Angola Country Commercial Guide	<a href="http://www.minco.gov.ao/">http://www.minco.gov.ao/</a> <a href="https://www.trade.gov/knowledge-product">https://www.trade.gov/knowledge-product</a>
3	Benin	Benin Trade Portal	<a href="https://tradeportal.bi/">https://tradeportal.bi/</a>
4	Botswana	Botswana Trade Portal Ministry of Trade and Industry Botswana	<a href="https://www.botswanatradeportal.org.bw/">https://www.botswanatradeportal.org.bw/</a>
5	Burkina Faso	Burkina Faso Customs	<a href="http://www.douanes.bf/sydoniabf/index.jsf">http://www.douanes.bf/sydoniabf/index.jsf</a>
6	Burundi	Burundian Revenue Office  Guide to use Asycuda World for import/export	<a href="https://www.obr.bi/index.php/en/">https://www.obr.bi/index.php/en/</a> <a href="https://www.obr.bi/index.php/en/asycuda-world">https://www.obr.bi/index.php/en/asycuda-world</a>
7	Cabo Verde	Ministry of Industry, Trade and Energy	<a href="http://mice.gov.cv/">http://mice.gov.cv/</a>
8	Cameroon	Cameroon Trade Portal	<a href="https://cameroontradeportal.cm/tradeportal/index.php/fr/">https://cameroontradeportal.cm/tradeportal/index.php/fr/</a>
9	Central African Republic	DouanesCentrafricaines(Customs Bureau)  Directorate-General for Customs	<a href="https://www.douanes-rca.com/#">https://www.douanes-rca.com/#</a>  <a href="https://finances.gouv.td/index.php/composant/k2/itemlist/category/11-douanes">https://finances.gouv.td/index.php/composant/k2/itemlist/category/11-douanes</a>
10	Chad	Chad Customs Information National Agency for Investments and Exports  Ministry of Commerce, Industry and Crafts	<a href="https://dica.logcluster.org/display/public/DL-CA/1.3+Chad+Customs+Information">https://dica.logcluster.org/display/public/DL-CA/1.3+Chad+Customs+Information</a>  <a href="https://www.anie-tchad.com/fr/article/logistique-de-douane">https://www.anie-tchad.com/fr/article/logistique-de-douane</a> <a href="http://cciama-tchad.org">http://cciama-tchad.org</a>
11	Comoros	Comoros Customs	<a href="https://douane.gov.km/en/">https://douane.gov.km/en/</a>
12	Congo	Customs Office (Direction Générale des Douanes et Droits Indirect)	<a href="https://douanes.gouv.cg/?lang=en">https://douanes.gouv.cg/?lang=en</a>
13	Cote d'Ivoire	Côte d'Ivoire Commercial Information Web Portal  Ministry of Commerce and Industry	<a href="http://pwic.guce.ci/">http://pwic.guce.ci/</a> <a href="http://www.commerce.gouv.ci/index.php">http://www.commerce.gouv.ci/index.php</a>
14	DR Congo	DGDA (Direction Générale des Douanes et Assises)	<a href="https://www.douane.gouv.cd/home-page-one">https://www.douane.gouv.cd/home-page-one</a>





No	Country	Main source of trade information	Website
			<a href="http://www.douanes.dj/Fr/FrMissions.html">http://www.douanes.dj/Fr/FrMissions.html</a>
		Djibouti Customs	<a href="https://www.dpcs.dj/TFBPCS/cusLogin/logi">https://www.dpcs.dj/TFBPCS/cusLogin/logi</a>
15	Djibouti	Djibouti Port Community System Djibouti Customs Information	<a href="https://dica.logcluster.org/display/public/DL-CA/1.3+Djibouti+Customs+Information">https://dica.logcluster.org/display/public/DL-CA/1.3+Djibouti+Customs+Information</a>
		Ministry of Trade and Industry Customs Bureau	<a href="http://www.mti.gov.eg/English/Pages/default.aspx">http://www.mti.gov.eg/English/Pages/default.aspx</a> <a href="https://www.customs.gov.eg/">https://www.customs.gov.eg/</a>
			<a href="http://www.douanes.dj/Fr/FrMissions.html">http://www.douanes.dj/Fr/FrMissions.html</a>
		Egypt National Single Window	<a href="https://www.nafeza.gov.eg/ar">https://www.nafeza.gov.eg/ar</a>
16	Egypt	Egypt's Import and Export Procedures Egypt Customs Procedures Guide	<a href="http://www.mof.gov.eg/MOFGallerySource/English/SME/Research_studies/21/21-5.pdf">http://www.mof.gov.eg/MOFGallerySource/English/SME/Research_studies/21/21-5.pdf</a> <a href="http://wureded.credshatporestrosleurotedures-guides/download?reporter=818">http://wureded.credshatporestrosleurotedures-guides/download?reporter=818</a>
17	Eswatini	Eswatini Trade Portal	<a href="https://www.eswatinitradeportal.com">https://www.eswatinitradeportal.com</a>
18	Ethiopia	Ethiopia Customs Trade Portal Gabon Customs	<a href="https://customs.erca.gov.et/">https://customs.erca.gov.et/</a> <a href="http://www.douanes.ga/">http://www.douanes.ga/</a>
19	Gabon	Ministry of Tourism, Trade, Small and Medium-Sized Enterprises and Industry	<a href="http://www.pme.gouv.ga/">http://www.pme.gouv.ga/</a>
20	Gambia	The Gambia Trade Information Portal	<a href="http://gambiatradinginfo.org/">http://gambiatradinginfo.org/</a>
21	Ghana	Ghana Export Promotion Authority (GPA) Ministry of Trade and Industry	<a href="https://www.gepaghana.org/">https://www.gepaghana.org/</a> <a href="https://moti.gov.gh/">https://moti.gov.gh/</a>
22	Guinea	Notes on Customs Legislation in the Republic of Guinea Customs Bureau	<a href="https://www.invest.gov.gn/page/cadre-juridique-et-fiscal?onglet=note-sur-la-legislation-douaniere-en-republique-de-guinee">https://www.invest.gov.gn/page/cadre-juridique-et-fiscal?onglet=note-sur-la-legislation-douaniere-en-republique-de-guinee</a> <a href="https://dgd.gov.gn/dedouanement/">https://dgd.gov.gn/dedouanement/</a>
23	Guinea-Bissau	DouanesCentrafricaines(Customs Bureau) Directorate-General for Customs	<a href="http://www.dga.gw/pt/importacao-de-carga">http://www.dga.gw/pt/importacao-de-carga</a>
24	Kenya	Kenya Trade Portal Info Trade Kenya Customs and Excise Department	<a href="https://kenyatradingportal.go.ke/">https://kenyatradingportal.go.ke/</a> <a href="https://infotradekenya.go.ke/">https://infotradekenya.go.ke/</a> <a href="http://www.revenue.go.ke;">www.revenue.go.ke</a> ; <a href="http://www.kra.go.ke">www.kra.go.ke</a>
25	Lesotho	Lesotho Trade Portal Liberia Revenue Authority Ministry of Commerce and Industry	<a href="https://www.lesothotradingportal.org.ls">https://www.lesothotradingportal.org.ls</a> <a href="https://revenue.lra.gov.lr/">https://revenue.lra.gov.lr/</a> <a href="https://www.moci.gov.lr/index.php">https://www.moci.gov.lr/index.php</a>
26	Libya	Libyan Customs Authority Ministry of Economy and Industry	<a href="https://customs.ly/">https://customs.ly/</a> <a href="https://economy.gov.ly/">https://economy.gov.ly/</a>
27	Madagascar	Madagascar Customs Authority	<a href="http://www.douanes.gov.mg/en">http://www.douanes.gov.mg/en</a>
28	Malawi	Malawi Trade Portal	<a href="https://www.malawitradingportal.gov.mw">https://www.malawitradingportal.gov.mw</a>
29	Mali	Mali Trade Portal General Directorate of Customs	<a href="https://tradingportal.ml/">https://tradingportal.ml/</a> <a href="https://douanes.gouv.ml/">https://douanes.gouv.ml/</a>
30	Mauritania	The Mauritanian Trade Portal	<a href="https://www.mauritaniatrading.com/en/">https://www.mauritaniatrading.com/en/</a>
31	Mauritius	Mauritius Trade Portal Ministry of Industry, Trade and Green and Digital Economy	<a href="http://www.mauritiustrading.mu/en">http://www.mauritiustrading.mu/en</a> <a href="http://www.mccinet.gov.ma/en">http://www.mccinet.gov.ma/en</a>



No	Country	Main source of trade information	Website
32	Morocco	Administration des Douanes et Impôts indirects (Administration of Customs and Indirect Tax)  Morocco Import and Export Procedures Guide	<a href="http://www.douane.gov.ma/">http://www.douane.gov.ma/</a>  <a href="https://euromed.tradehelpdesk.org/euromed/en/market-access-info/custom-procedure-guides/download?reporter=504">https://euromed.tradehelpdesk.org/euromed/en/market-access-info/custom-procedure-guides/download?reporter=504</a>
33	Mozambique	Mozambique Trade Portal Mozambique Customs Guide	<a href="http://mozambique.tradeportal.gov.mz/en">http://mozambique.tradeportal.gov.mz/en</a> <a href="https://www.trade.gov/knowledgeproduct/mozambique-import-requirements-and-documentation">https://www.trade.gov/knowledgeproduct/mozambique-import-requirements-and-documentation</a>
34	Namibia	Namibia Customs & Excise Ministry of Trade and Industry Namibian Standards Institute	<a href="https://mof.gov.na/customs-excise">https://mof.gov.na/customs-excise</a> <a href="http://www.mti.gov.na/">http://www.mti.gov.na/</a> <a href="http://www.nsi.com.na/index.php">www.nsi.com.na/index.php</a>
35	Niger	General Directorate of Customs	<a href="http://www.douanes.gouv.ne/wet">http://www.douanes.gouv.ne/wet</a>
36	Nigeria	Nigeria Trade Portal Nigeria Trade Hub Nigeria Single Window Trade	<a href="https://nigeria.tradeportal.org/Team?l=en">https://nigeria.tradeportal.org/Team?l=en</a> <a href="http://www.nigeriatradehub.gov.ng/">http://www.nigeriatradehub.gov.ng/</a> <a href="https://trade.gov.ng/">https://trade.gov.ng/</a>
37	Rwanda	Rwanda Trade Portal	<a href="https://rwandatrade.rw/">https://rwandatrade.rw/</a>
38	Sao Tome and Principe	Sao Tome and Principe - Country Commercial Guide	<a href="https://www.trade.gov/country-commercialguides/sao-tome-principe-market-overview?section-nav=10473">https://www.trade.gov/country-commercialguides/sao-tome-principe-market-overview?section-nav=10473</a>
39	Senegal	Senegal	<a href="https://www.douanes.sn/en">https://www.douanes.sn/en</a>
40	Seychelles	Seychelles trade Portal	<a href="http://www.seychellestradeportal.gov.sc">http://www.seychellestradeportal.gov.sc</a>
41	Sierra Leone	National Revenue Authority	<a href="https://www.nra.gov.sl/">https://www.nra.gov.sl/</a>
42	Somalia	Somalia Trade Information Portal	<a href="http://somaliatradeportal.com/Eng.html">http://somaliatradeportal.com/Eng.html</a>
43	South Africa	South Africa Trade Portal  Import Customs Procedure in South Africa  South Africa: Commercial guide	<a href="https://satrade.co.za/">https://satrade.co.za/</a>  <a href="https://santandertrade.com/en/portal/international-shipments/south-africa/customs-procedures?url_de_la_page=%2Fen%2Fportal%2Finternational-shipments%2Fsouth-africa%2Fcustoms-procedures&amp;&amp;actualiser_id_ban-que=oui&amp;id_banque=0&amp;memo_riser_choix=memoriser">https://santandertrade.com/en/portal/international-shipments/south-africa/customs-procedures?url_de_la_page=%2Fen%2Fportal%2Finternational-shipments%2Fsouth-africa%2Fcustoms-procedures&amp;&amp;actualiser_id_ban-que=oui&amp;id_banque=0&amp;memo_riser_choix=memoriser</a>  <a href="https://www.trade.gov/knowledge-product/exporting-south-africa-market-overview?section-nav=3571">https://www.trade.gov/knowledge-product/exporting-south-africa-market-overview?section-nav=3571</a>
44	South Sudan	South Sudan Customs Information	<a href="https://dlca.logcluster.org/display/public/DL-CA/1.3+South+Sudan+Customs+Information">https://dlca.logcluster.org/display/public/DL-CA/1.3+South+Sudan+Customs+Information</a>
45	Sudan	Sudan Customs Authority  Ministry of Industry and Trade - Sudan Trade Point	<a href="http://customs.gov.sd/en/">http://customs.gov.sd/en/</a>  <a href="http://www.tpsudan.gov.sd/index.php/en">http://www.tpsudan.gov.sd/index.php/en</a>



No	Country	Main source of trade information	Website
46	Tanzania	Tanzania Trade Information portal Tanzania Revenue Authority	<a href="https://trade.business.go.tz">https://trade.business.go.tz</a> <a href="https://www.tra.go.tz/index.php/import-procedure">https://www.tra.go.tz/index.php/import-procedure</a>
47	Togo	Ministry of Commerce, Industry and Local Consumption Customs Bureau	<a href="https://commerce.gouv.tg/">https://commerce.gouv.tg/</a> <a href="https://www.otr.tg/index.php/fr/documentation/sur-la-douane-togolaise.html">https://www.otr.tg/index.php/fr/documentation/sur-la-douane-togolaise.html</a>
48	Tunisia	Ministry of Trade and Export Development Tunisia Customs Tunisia TradeNet (Single Customs)	<a href="http://www.commerce.gov.tn/maintenance.html">http://www.commerce.gov.tn/maintenance.html</a> <a href="http://www.douane.gov.tn/">http://www.douane.gov.tn/</a> <a href="http://www.tradenet.com.tn/">http://www.tradenet.com.tn/</a>
49	Uganda	Uganda Trade Portal Uganda Revenue Authority	<a href="https://ugandatrades.go.ug/">https://ugandatrades.go.ug/</a> <a href="https://www.ura.go.ug/">https://www.ura.go.ug/</a>
50	Zambia	Zambia Trade Information portal	<a href="https://www.zambiatradingportal.gov.zm">https://www.zambiatradingportal.gov.zm</a>
51	Zimbabwe	Guide to importing in Zimbabwe ZimTrade (the national trade development and promotion organisation)	<a href="https://www.tradetzimbabwe.com/wpcontent/uploads/2018/05/Guide_to_Importing_Zimbabwe_2018.pdf">https://www.tradetzimbabwe.com/wpcontent/uploads/2018/05/Guide_to_Importing_Zimbabwe_2018.pdf</a> <a href="https://www.tradetzimbabwe.com/how-we-can-help-3/">https://www.tradetzimbabwe.com/how-we-can-help-3/</a> <a href="https://www.sadc.int/files/9613/5413/6410/3-_Rules_of_Origin__Exporters_Guide_Manual.pdf">https://www.sadc.int/files/9613/5413/6410/3-_Rules_of_Origin__Exporters_Guide_Manual.pdf</a>
52	SADC	SADC (2003) Rules of origin Exporters Guide Manual Southern African Global Competitiveness Hub (2009). Guide to the SADC Protocol on Trade. January	<a href="https://www.satradehub.org/images/stories/downloads/pdf/guides/SADCTradeGuide.pdf">https://www.satradehub.org/images/stories/downloads/pdf/guides/SADCTradeGuide.pdf</a> <a href="https://www.satradehub.org/images/stories/downloads/pdf/guides/SADCTradeGuide.pdf">https://www.satradehub.org/images/stories/downloads/pdf/guides/SADCTradeGuide.pdf</a>
53	Southern Africa	SAID Southern Africa Trade and Investment Hub	<a href="https://www.satihub.com/">https://www.satihub.com/</a>
54	Eastern Africa	East African Community Regional Trade Information Portal	<a href="https://tradehelpdesk.eac.int/">https://tradehelpdesk.eac.int/</a>
55	West Africa	West Africa Trade & Investment hub	<a href="https://westafricatradinghub.com/">https://westafricatradinghub.com/</a>

**Source:**

UNDP (2021). Simplification of Trade Agreements for the Private Sector: Guide to Exporting to Africa under the AfCFTA. Botswana Ministry of Investment, Trade and Industry (MITI), May 2021. International Economics Consulting Ltd (IEC).



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## Notes

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## Notes

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## Acknowledgment

“The Simplified Guide for Small and Medium Enterprise (SMEs) in Tanzania was prepared by the United Nations Development Programme (UNDP) Tanzania in partnership with the Institute of Rural Development Planning (IRDP) - Lake Zone Centre, Mwanza, and in consultation with the Talanta International Ltd.”





## **Addresses**

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[www.twcc-tz.org](http://www.twcc-tz.org)

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