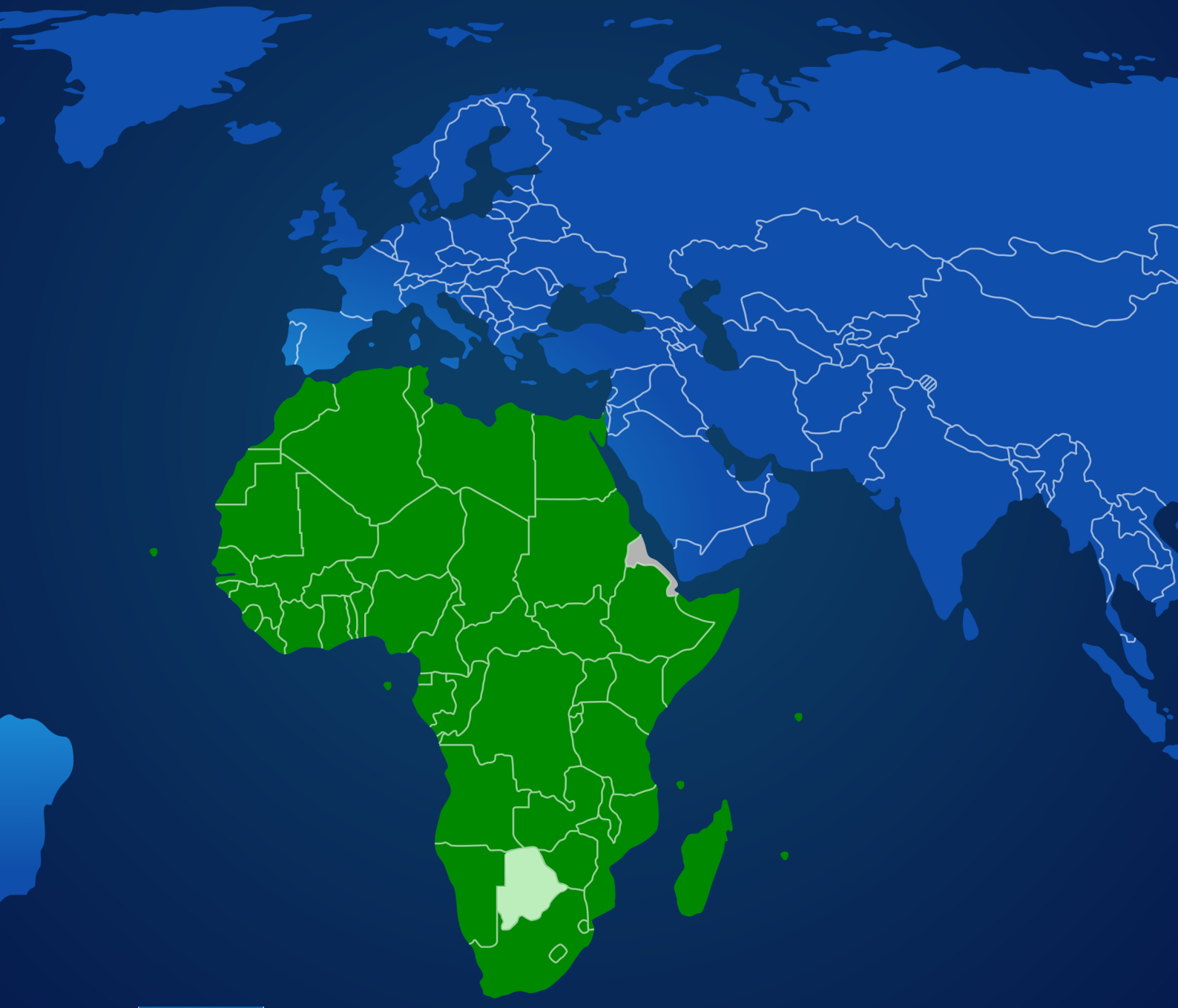
Simplification of Trade Agreements for the Private Sector

Guide to Exporting to Africa

under the African Continental Free Trade Area



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Disclaimer

The views and opinions expressed in this report are those of the authors and do not necessarily reflect the official policy or position of the UNDP or MITI. All errors are the sole responsibility of the authors.

The guide is indicative of the market access conditions at the time of the guide and has been simplified in content to make the trade agreement more accessible. Despite the best efforts made in producing this guide, care should be taken in using the information it contains, in case of any remaining errors or omissions, or changes in regulations.

Foreword

The African Continental Free Trade Area (AfCFTA) is the flagship project of the African Union to realise the aspiration outlined in Agenda 2063, a blueprint for attaining inclusive and sustainable development across the continent. The AfCFTA will bring together all 54 member states of the African Union covering a market of more than 1.2 billion people and a combined gross domestic product (GDP) of more than USD 3.4 trillion.

The main objectives of the AfCFTA are fourfold. It will create a single continental market for goods and services, with free movement of business persons and investments, thus paving the way for accelerating the establishment of the Continental Customs Union. It will expand intra-African trade through better harmonization and coordination of trade liberalization and facilitation, as well as instruments across the Regional Economic Communities (RECs) and Africa. It aims to not only resolve the challenges of multiple and overlapping memberships but also expedite the regional and continental integration processes. And last but not least, the AfCFTA is expected to enhance competitiveness at the industry and enterprise level through exploitation of opportunities for scale production, continental market access, and better reallocation of resources.

In order to benefit from the AfCFTA, the private sector needs a better understanding of the agreement's scope and how it works. This guide responds to this need, by simplifying the thousands of pages of the agreement into a digestible format for exporters. It provides a step-by-step guide of the processes that exporters need to meet in order to export to relevant African countries that hold the most trade potential, illustrated by examples and clarification on different provisions in the chapter, as well as complemented by useful links for finding additional information.

The Ministry commissioned the guide to accompany the support already provided to exporters through various institutions and parastatals that drive trade and industry development, including the Botswana Investment and Trade Centre (BITC), which is the Investment and Trade Promotion Authority.

Table of Content

Foreword 2
Acronyms 5
Introduction 7
1. The African Continental Market: An Overview 8
2. Botswana and Africa: Existing Trade and Opportunities 9
3. Export Conditions: The African Continental Free Trade Area Agreement 12
3.1 Introduction to the AfCFTA Agreement 12
3.2 Specific Rules 13
4. General Export Procedures 17
4.1 Comply with Botswana's export requirements 17
4.2 Comply with AfCFTA State Parties Laws and Requirements 18
Bibliography 19

Annex 1 AfCFTA Enquiry Points for Technical Regulations and Standards 21
Annex 2 Business Registration Process in Botswana 47
Annex 3 Specimen of AfCFTA Certificate of Origin 49
Annex 4 Botswana's Priority Product-Market Selection Methodology for the AfCFTA Markets 55
Annex 5 Product-Specific Export Requirements 71
1. Pure-bred cattle for breeding (HS 010221) 71
2. Live cattle (excluding pure-bred for breeding) (HS 010229) 73
3. Frozen, Boneless Meat of Bovine Animals (HS 020230) 76
4. Bran, sharps, and other residues of wheat (HS 230230) 80
5. Exercise Books of Paper or Paperboard (HS 482020) 83
6. Stoppers, caps, and lids, including screw caps (HS 830990) 83
7. Turbo propellers of a power <= 1.100 kW (HS 841121) 86
8. Parts and accessories for machine tools for working metal (HS 846693) 87
9. Lead-Acid Accumulators (HS 850710) 87
Annex 6 Useful Links 89

List of Boxes

Box 1. The Continental Online Mechanism for Monitoring, Reporting, and Elimination of NTBs 16
Box 2. Application to export under trade agreements 18
Box 3. CAGR formula 56
Box 4. Standard Deviation formula 56
Box 5. Import Standardisation Mark, Kenya 82

Figures

Figure 1. AfCFTA Members and status of ratification 8
Figure 2. African trade flows (billions USD), by country, 2019 8
Figure 3. African imports, by product, 2019 9
Figure 4. Botswana's export basket with the world, 2019 10
Figure 5. Botswana's trade with AfCFTA 10
Figure 6. African import demand in products exported by Botswana, 2019 11
Figure 7. Morocco's customs clearance circuit for a simple import 74
Figure 8. Chronological steps for the sanitary, phytosanitary or fraud control inspection by the ONSSA 76

List of Tables

Table 1. AfCFTA's top imports vs. Botswana's top exports 11
Table 2. AfCFTA's Tariff Liberalisation Modality 13
Table 3. Step 1 examples 55
Table 4. Index values for Growth 56
Table 5. Index values for Supply Volatility 57
Table 6. Index for Demand Growth 57
Table 7. Index for Significance of Market 58
Table 8. Example of indicators and scores 59
Table 9. Weights for the Final Index 60
Table 10. Top markets for HS 010221 - Information sheet 71
Table 11. Top markets for HS 010229 - Information sheet 73
Table 12. Top markets for HS 020230 - Information sheet 76
Table 13. General required documents for Import Declaration in Egypt 78
Table 14. Top markets for HS 230230 - Information sheet 80
Table 15. Importing goods into Kenya, step by step guide 81
Table 16. Top markets for HS 482020 - Information sheet 83
Table 17. Top markets for HS 830990 - Information sheet 84
Table 18. Customs clearance formalities for imports into Tunisia 84
Table 19. Top markets for HS 841121 - Information sheet 87
Table 20. Top markets for HS 846693 - Information sheet 87
Table 21. Top markets for HS 850710 - Information sheet 88

LIST OF ACRONYMS AND ABBREVIATIONS

AfCFTA	African Continental Free Trade Area
AMOT	African Union Ministers of Trade
AUC	African Union Commission
AVE	Ad Valorem Equivalent
B/L	Bill of Lading
BB	Business Botswana
BEMA	Botswana Exporters and Manufacturing Association
BITC	Botswana Investment and Trade Centre
BOBS	Botswana Bureau of Standards
BOCONGO	Botswana Council of Non-Governmental Organisations
BURS	Botswana Unified Revenue Service
CAGR	Compound Annual Growth Rate
CBCD	Customs and Border Control Department
CIPA	Companies and Intellectual Property Authority
CoC	Certificate of Conformity
CU	Customs Union
C/O	Certificate of Origin
DC	Developing Countries
DIT	Department of International Trade
DDM	Detailed Declaration of Goods
EDTC	Economic Diversification and Trade Council
EFTA	European Free Trade Association
EOS	Egyptian Organization for Standardization and Quality Control
EU	European Union
FTA	Free Trade Agreement
GDP	Gross Domestic Product
GOEIC	General Authority of Export and Import Control
ICMIS	Integrated Customs Management System
ISM	Import Standards Mark
LDCs	Least Developed Countries
MFN	Most Favoured Nation
MITI	Ministry of Investment, Trade and Industry
MOA	Ministry of Agricultural Development and Food Security
NFPs	NTB National Focal Points
NTBs	Non-Tariffs Barriers
NCTPN	National Committee for Trade Policy Negotiations
ONSSA	Office National de Sécurité Sanitaire des Produits Alimentaires

PPADB	Public Procurement and Asset Disposal Board
PVoC	Pre-export Verification of Conformity
REC	Regional Economic Community
RoA	Rest of Africa
RoO	Rules of Origin
SACU	Southern African Customs Union
SAD	Single Administrative Document
SADC	Southern African Development Community
SPS	Sanitary and Phyto-Sanitary
TIN	Tax Identification Number
TBT	Technical Barriers to Trade
TTN	Tunisie TradeNet
UK	United Kingdom
UNDP	United Nations Development Programme
UNECA	United Nations Economic Commission for Africa
ESCAP	United Nations Economic and Social Commission for Asia and the Pacific
US	United States
WTO	World Trade Organisation

Introduction

The Ministry of Investment, Trade and Industry (MITI) of Botswana, through its Department of International Trade (DIT), is responsible for trade policy formulation and its implementation, import control, trade negotiations as well as coordinating implementation of international trade agreements. The Ministry works with various institutions and parastatals that drive trade and industry development and this includes the Botswana Investment and Trade Centre (BITC), which is the Investment and Trade Promotion Authority with an encompassing mandate of investment promotion and attraction, export promotion, and development, including management of Brand Botswana on behalf of the Government of Botswana and oversight from MITI.

Preferential market access obtained through trade agreements with multiple economic blocs in the world, including the European Union (EU), the United States (US), the European Free Trade Association (EFTA), the United Kingdom (UK), the Southern African Development Community (SADC), as well as the African market through the African Continental Free Trade Area (AfCFTA), is expected to spur national priorities, such as economic and trade diversification and the country's competitiveness. Botswana has developed various policies aimed at broadening the industrial base, such as the revised National Trade Policy (2019-2024), the revised National Export Strategy (2019-2024), the National Industrial Policy, and the short and medium- to long-term Economic Diversification Drive Strategy. However, a notable change in the country's export basket has yet to be observed.

The Economic Diversification and Trade Council (EDTC) is currently the highest decision-making national body on trade policy dialogue on negotiations and position building, following the rationalisation of the National Committee for Trade Policy Negotiations (NCTPN). The EDTC brings together all national stakeholders, including ministries, customs authorities, non-governmental organisations, and business representatives such as the Botswana Unified Revenue Service (BURS), Business Botswana (BB), Botswana Exporters and Manufacturing Association (BEMA), and Botswana Council of Non-Governmental Organisations (BOCONGO). Other bodies that influence trade policy and trade include the Botswana Bureau of Standards (BOBS), Public Procurement and Asset Disposal Board (PPADB), and BITC. The Ministry of Agricultural Development and Food Security (MOA) also plays a critical role in the enforcement of Sanitary and phytosanitary (SPS) measures and the protection of local horticultural producers through permit allocations and/or temporary bans. At the domestic level, the MOA controls the movement of livestock as a disease control measure. Additionally, the DIT continues to disseminate information about Trade Agreements to the business community. This initiative is targeted towards trade promotion in the various regions and is undertaken in collaboration with stakeholders such as BITC, BB, and BEMA.

Trade Agreements are technically complex and challenging to understand by the public and the business community, who are their key target users. It should ordinarily follow that if the business community easily understands the Trade Agreements, their utilisation of such agreements will increase, and the benefits thereof will be realised. As such, simplifying Trade Agreements and tailoring the explanation of those agreements to the needs of the private sector is an important step towards better usage in a drive to yield the maximum benefits. The work to produce this simplified trade agreement guide was commissioned by the Ministry of Investment, Trade and Industry and led and coordinated by the DIT with the support of the UNDP. The guide was prepared to add momentum towards the trade promotion initiatives of the country by enhancing the business community's understanding of trade opportunities through the various trade agreements.

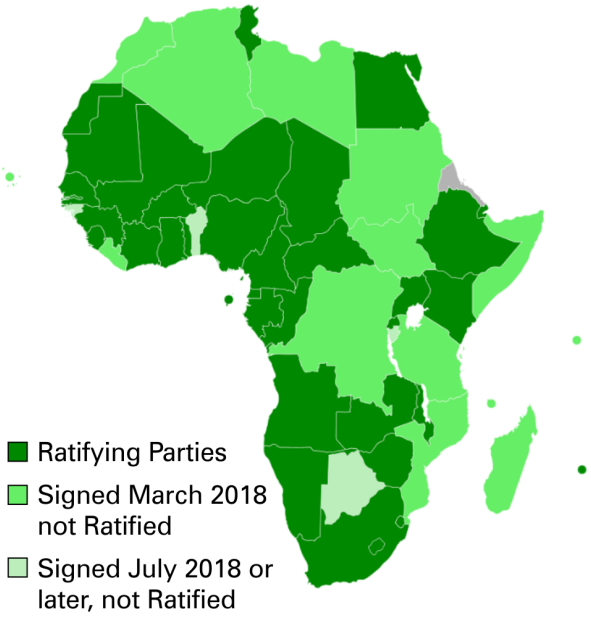
1. The African continental market: An Overview

The African Continental Free Trade Area (AfCFTA) is a free trade area established in 2018 under the African Continental Free Trade Agreement among 54 of the 55 African Union nations. The Agreement entered into force on 30 May 2019 after 24 countries deposited their instruments of ratification with the African Union Commission (AUC). Trade under the AfCFTA commenced on 01 January 2021.

Some key highlights of the AfCFTA market are:

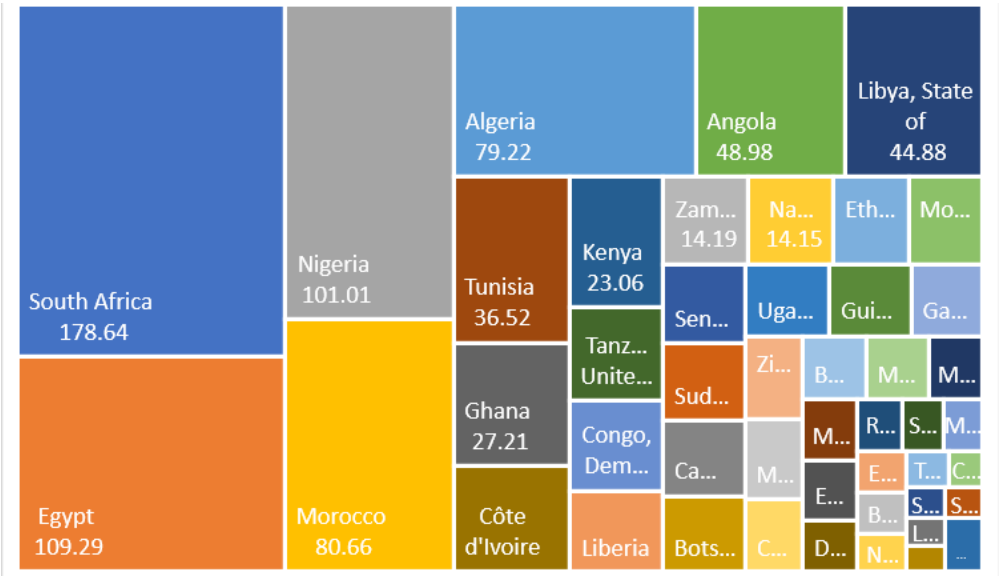
- The AfCFTA is the largest in the world in terms of the number of participating countries subsequent to the formation of the World Trade Organization (WTO). It covers a market of more than **1.2 billion people**, including a growing middle class, and a combined gross domestic product (GDP) of more than **USD 3.4 trillion** (Tralac, 2021).
- The total value of trade in goods in AfCFTA countries was estimated at more than USD 1 trillion in 2019, with exports at USD 471 billion and imports at USD 567 billion. The top five largest traders in the region in 2019 were South Africa (17% of total trade), Egypt (11%), Nigeria (10%), Morocco (8%), and Algeria (8%), with annual growth in value of trade between 2015-2019 ranging from 3% (South Africa, Egypt), to 9% (Morocco)

Figure 1. AfCFTA Members and Status of Ratification



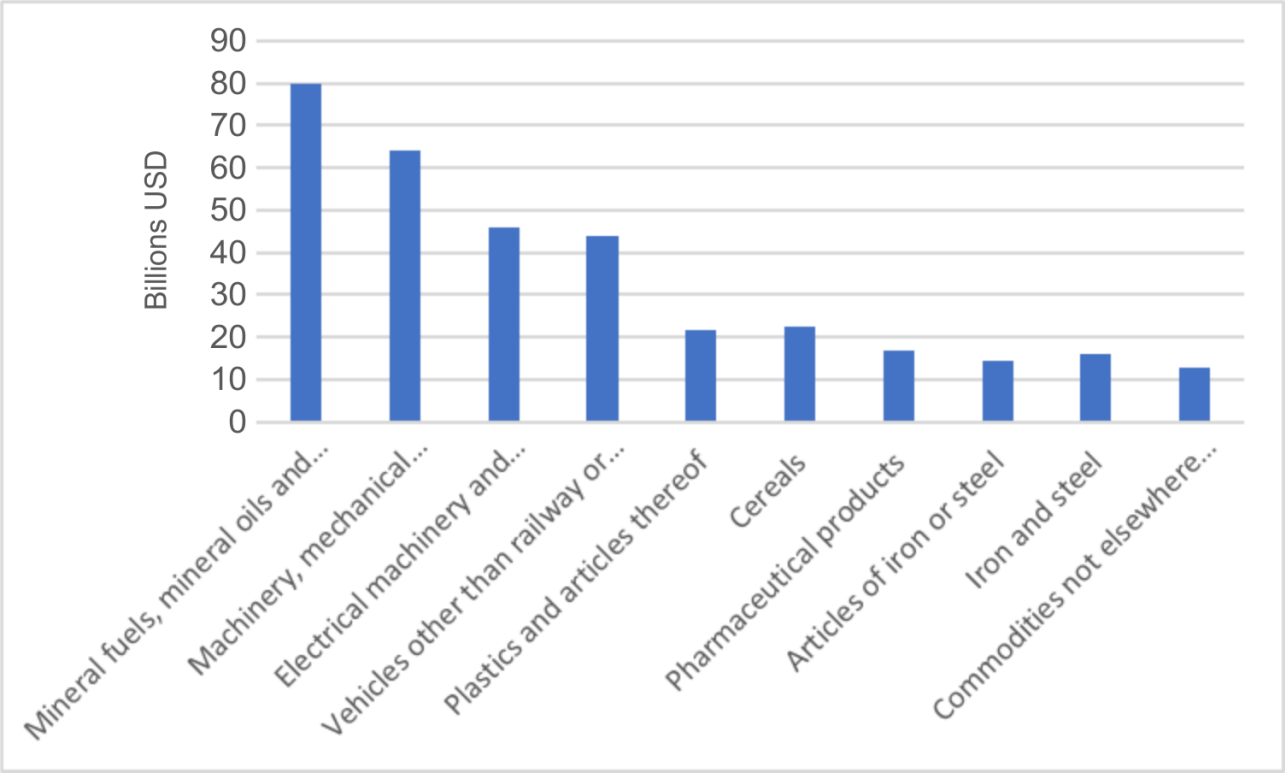
(see Figure 2). The AfCFTA import basket in 2019 comprised mineral fuels (HS27, 14% of total imports), mechanical appliances (HS84, 11%), electrical machinery and equipment (HS85, 8%), and vehicles other than rail or tram (HS87, 8%). Additionally, the bloc also imported a substantial amount of plastic articles, cereals, pharmaceutical products, iron and steel, and articles of iron and steel (see Figure 3) (ITC, 2021).

Figure 2. African Trade Flows (Billions USD), by Country, 2019



Note: Trade is the sum of exports and imports with the world; Source: ITC Trademap (2021)

Figure 3. African Imports, by Product, 2019



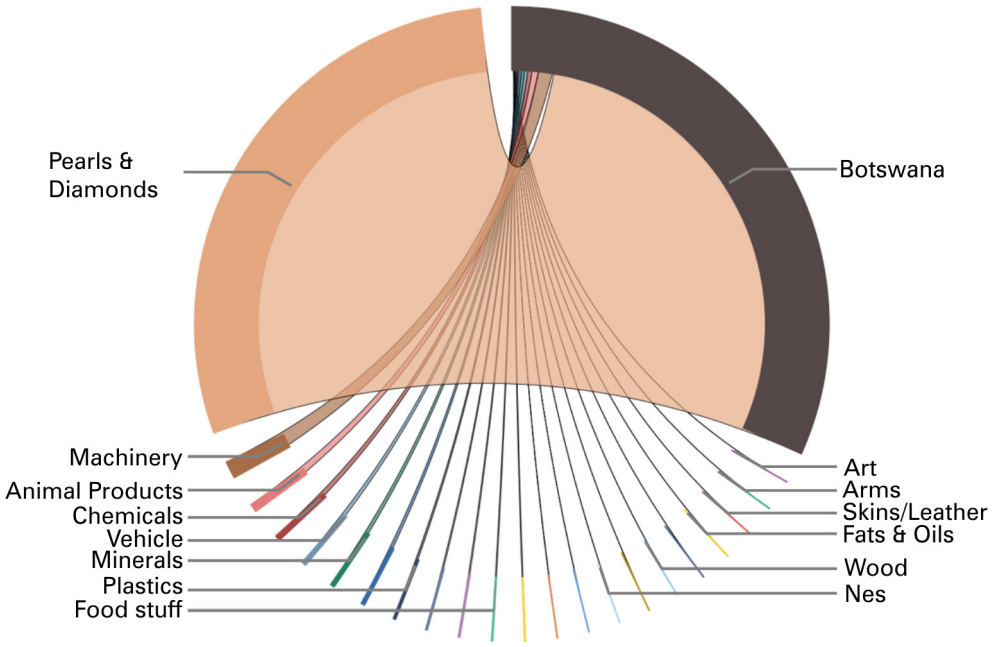
Source: ITC Trademap (2021)

Intra-Africa trade however remained low. According to African Union's Trade Statistics, intra-African import only accounted for just USD 70 billion in 2019, or 12% of total import (African Union, 2020). Most intra-Africa trade is among countries that are members of a Free Trade Agreement (FTA) or Customs Union (CU) (Tralac, 2019). In this context, the AfCFTA was established with one of the main purposes of Agenda 2063 to boost intra-African trade by providing a comprehensive and mutually beneficial trade agreement among all African member states, covering trade in goods and services, investment, intellectual property rights, and competition policy. Estimates from the Economic Commission for Africa (UNECA) suggest that the AfCFTA has the potential both to boost intra-African trade by 52.3% by eliminating import tariffs, and to double this trade if non-tariff barriers (NTBs) are also reduced (Tralac, 2021).

2. Botswana and Africa: Existing trade and opportunities

Around 91% of Botswana's exports are made up of precious stones or diamonds. Botswana's total exports to the world in 2019 reached USD 5.2 billion, 90% of which came from the export of precious stones/diamonds. The country also exports electrical machinery, valued at USD 104 million, and meat products, with a value of USD 61 million in 2019 (see Figure 4). This overdependence on diamonds is one of the reasons driving Botswana's efforts to diversify the economy and its exports.

Figure 4. Botswana's Export Basket with the World, 2019

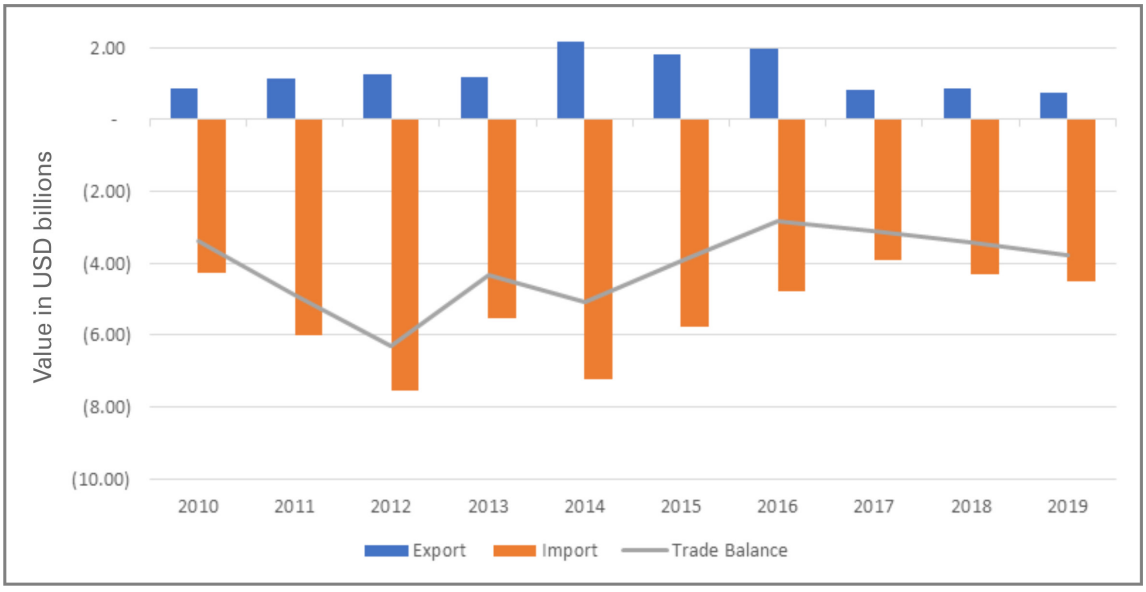


Source: IEC Trade Insights, based on UN Comtrade

Botswana signed the AfCFTA agreement on 10 February 2019 and will officially trade under the agreement once it deposits the instrument of ratification. Most of Botswana's intra-African exports are destinated for the SADC region, accounting for 99% of the country's exports to Africa. However, Botswana's exports to most SADC countries (except with the Democratic Republic of Congo (DRC), Tanzania, and Lesotho) faced a decline in exports over 2015-2019.

According to ITC Trademap data, Botswana has a negative trade balance with both the AfCFTA bloc (-USD 3.7 billion) and non-SADC African countries (-USD 4 million) in 2019, meaning that it imports more than it exports to the rest of the continent. In 2019, Botswana's exports to AfCFTA have been dominated by trade in diamonds (46% of total exports), followed by electrical machinery (14%), mechanical appliances and inorganic chemicals (5% each).

Figure 5. Botswana's Trade with AfCFTA



Source: International Economics based on ITC Trademap (2021)

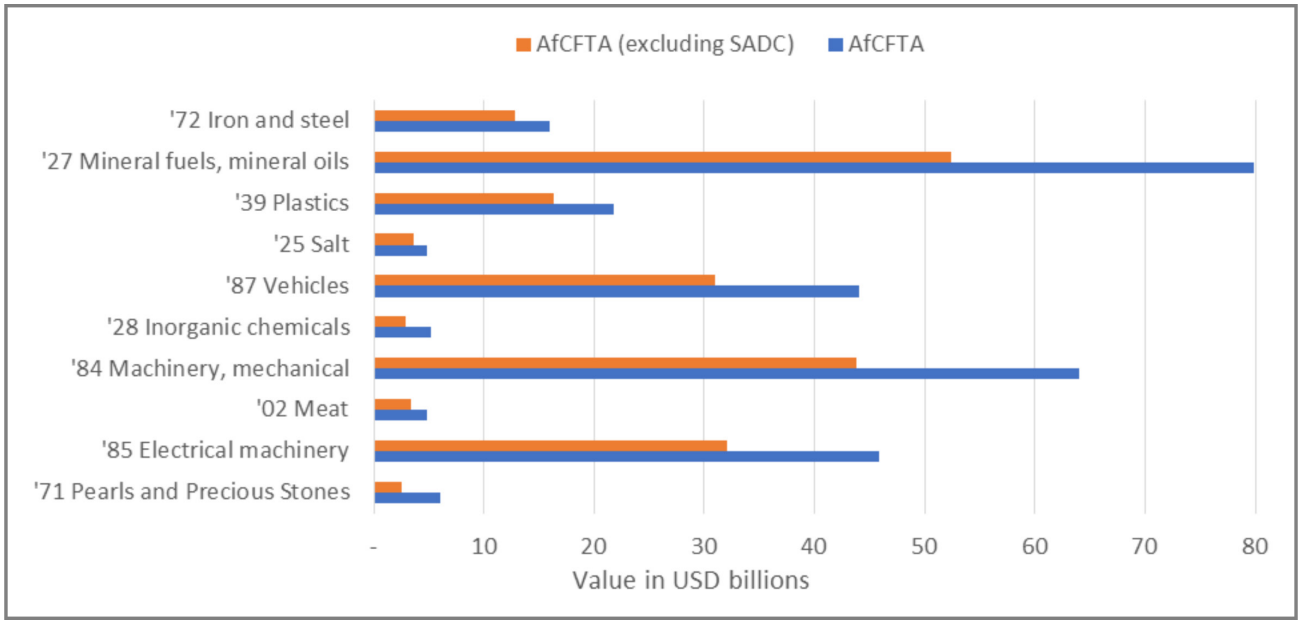
The AfCFTA however represents huge untapped potential for Botswana exports besides precious stones. When comparing the top ten imported product chapters by the AfCFTA from the world and the top ten exported product chapters by Botswana to the world, similarities are found in a number of product groups. As shown in Table 1, there are strong complementarities between the AfCFTA's top ten import basket and Botswana's top ten export basket. This indicates the potential for opportunities for Botswanan products in the AfCFTA market. Figure 6 presents the value of AfCFTA imports of the top ten products as exported by Botswana, implying the huge potential for further boosting trade with the continent.

Table 1. AfCFTA's top imports vs. Botswana's top exports

Top 10 imports in 2019 by the AfCFTA		Top 10 imports in 2019 by the AfCFTA (excluding SADC)		Botswana's top 10 exports to the World	
HS Code	Product Label	HS Code	Product Label	HS Code	Product Label
'27	Mineral fuels, mineral oils	'27	Mineral fuels, mineral oils	'71	Pearls and Precious Stones
'84	Machinery, mechanical	'84	Machinery, mechanical	'85	Electrical machinery
'85	Electrical machinery	'85	Electrical machinery	'02	Meat
'87	Vehicles	'87	Vehicles	'84	Machinery, mechanical
'99	Commodities n.e.s	'10	Cereals	'28	Inorganic chemicals
'30	Pharmaceutical products	'39	Plastics	'87	Vehicles
'39	Plastics	'72	Iron and steel	'25	Salt
'90	Medical equipment	'30	Pharmaceutical products	'39	Plastics
'74	Copper and articles thereof	'73	Articles of iron or steel	'27	Mineral fuels, mineral oils
'38	Miscellaneous chemical products	'89	Ships, boats, and floating structures	'72	Iron and steel

*n.e.s.: Not Specified elsewhere. Source: ITC Trademap (2021)

Figure 6. African Import Demand in Products Exported by Botswana, by HS Chapter, 2019



Source: ITC Trademap (2021)

3. Export Conditions: the African Continental Free Trade Area Agreement

3.1. Introduction to the AfCFTA Agreement

The African Continental Free Trade Agreement (AfCFTA) established a free trade area among 54 out of 55 African countries. The agreement was signed on 21 March 2018 in Kigali, Rwanda, and subsequently entered into force on 30 May 2019, after 24 countries deposited their instruments of ratification with the African Union Commission (AUC) Chairperson. Trade under the agreement started on 01 January 2021. By the end of February 2021, 36 countries had ratified the agreement (Tralac, 2021). Being a flagship project of the African Union's Agenda 2063, the AfCFTA aims to establish a framework for boosting intra-regional trade within the African continent by fulfilling the following strategic objectives:

- creating **a single market** for goods and services, facilitated by the movement of people
- contributing to the movement of capital and people and facilitating investment
- creating a **continental customs union**
- expanding intra-African trade
- resolving the challenges of overlapping memberships in regional economic arrangements
- promoting **sustainable and inclusive economic development**
- boosting industrial development
- enhancing **competitiveness**

The AfCFTA negotiations have been scheduled in phases. Phase I covers trade in goods and trade in services. Phase II covers IPRs, investment, and competition policy, and Phase III covers e-commerce. Phase I negotiations concluded the AfCFTA Agreement, Protocol on Trade in Goods, Protocol on Trade in Services, Protocol on Rules and Procedures on the Settlement of Disputes as well as their annexes and appendices.[1]

These legal instruments entered into force on 30 May 2020. However, Phase I negotiations were still ongoing at the time of preparing this guide, with some pending issues which include specific rules of origin, schedules of tariff concessions, and schedules of specific commitments on the five priority service sectors (business services; communications; finance; tourism and transport). These outstanding issues are expected to be concluded by June 2021 (African Union, 2020).

Botswana signed the AfCFTA in February 2019. With the AfCFTA, all 54 signatories, including Botswana, look forward to achieving a much higher level of intra-trade within the African continent. Despite being a party to the Southern African Customs Union (SACU), Southern African Development Community (SADC), and forming part of the SADC-EAC-COMESA Tripartite FTA, Botswana has only 14% of intra-regional trade within the larger Africa market, most of which are with SADC countries (see section 2). The AfCFTA is therefore expected to bring about conducive conditions to facilitate intra-African trade beyond the RECs of which Botswana holds membership. The expected benefits are:

- Elimination of 97% of all tariff lines under three categories (full liberalisation, sensitive list, and excluded list) over 10 years and 13 years for Developing Countries (DCs) and Least Developed Countries (LDCs) respectively (as indicated in Table 2 in section 3.2.1).
- Provisions for custom cooperation, trade facilitation, and transit that will help to lower time and costs for intra-African cross-border trade.
- Recognising the importance of eliminating Non-Tariff Barriers (NTBs) in the creation of "a single market", the AfCFTA has

[1] For simplification, all these instruments will be collectively referred to as the AfCFTA Agreement in this Guide.

specifically dedicated Annex 5 to mandates the establishment of a mechanism for the identification, categorisation, and elimination of NTBs (as further explained in section 3.2.3).

- Provisions on Rules of Origin (RoO) allow for cumulation of sufficient working or processing operations across all State Parties. As stated in Article 8, Annex 2 (Rules of Origin) to the Agreement, all State Parties shall be considered as a single territory to determine the originating status of goods.

3.2. Specific Rules

3.2.1. Elimination of Customs Duties

The main objectives of the AfCFTA are to create a single continental market for goods and services, with free movement of business persons and investments, and subsequently pave the way for the establishment of an African Customs Union. With the removal of trade barriers and by authorizing the free movement of goods, services, and people across countries in Africa, it is estimated that the AfCFTA may help to expand combined consumer and business spending on the African continent up to USD 6.7 trillion by 2030 (OECD, 2018).

As a first step forward, the AfCFTA aims to assign zero customs duties on most imports originating in State Parties. Though the schedules of tariff concessions are still pending, it was agreed by the African Union Ministers of Trade (AMOT) that member countries shall remove tariffs progressively on at least 97% of their tariff lines. 90% of all tariff lines will be subject to full liberalisation over 5-year and 10-year periods for DCs and LDCs, respectively. Besides, two other product categories are allowed to deviate from this general tariff elimination formula, namely (i) "sensitive products" of 7% of tariff lines subject to longer implementation periods (10 years for non-LDCs, and 13 years for LDCs), and; (ii) "exclusion list" of 3% of tariff lines whose value does not exceed 10% of the imports from State parties subject to no tariff reduction. A summary of the modalities of the tariff reduction is described in Table 2.

Table 2. AfCFTA's Tariff Liberalisation Modality

	Developing Countries	Least Developed Countries (LDCs)
Full Liberalisation	90% of all tariff lines / 5-year period	90% of all tariff lines / 10-year period
Sensitive List	7% of all tariff lines / 5-year transition*, 5 years to liberalise	7% of all tariff lines / 5-year transition*, 8 years to liberalise
Excluded List	3% of all tariff lines	3% of all tariff lines

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

3.2.2. Rules of Origin

Rules of Origin (RoO) determine the economic nationality of a good covered under a trade agreement. That is, a good must originate in the territory of one of the parties to the agreement to qualify for preferential tariff rates. Most trade agreements also allow for cumulation rules, whereby materials originating and/or processing in a country other than the exporting party can be counted towards meeting the specific origin requirements for preferential treatment.

As per Article 13, Protocol for Trade in Goods, goods shall be eligible for preferential treatment under the AfCFTA if they are originating in any of the State Parties in accordance with the criteria and conditions set out in relevant Annex 2 on Rules of Origin and its Appendix on General and Product Specific Rules (which is still under negotiation as of the date of this guide). It should be noted that only once the specific rules, along with the specific schedule of tariff concessions, are adopted, could the AfCFTA benefits be fully conveyed to businesses.

Similar to other preferential trade agree-

ments to which Botswana is a party, the AfCFTA stipulates two main categories in determining the originating status of goods: a product will be considered as 'originating' if it has either been 'wholly obtained' in a particular State Party or if it has experienced 'substantial transformation'. The details are elaborated below:

a) Wholly Obtained Products

This criterion requires that the products must be entirely obtained or produced in a single State Party without the addition of any non-originating materials. Article 5 of Annex 2 of the AfCFTA Agreement prescribes the list for goods to be classified as 'wholly obtained'.

Example: Veals from calves which were born, raised, and slaughtered in Botswana, being exported to Algeria are qualified to be 'wholly obtained' product.

b) 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. These requirements imply that a good can obtain the originating status to be eligible for preferential access on the condition that it goes through a specific working process or a number of workings or processes during its manufacturing. Though Appendix IV for specific rules. Sufficiently Worked or Processed Products has not been finalised,[2] Article 6 of Annex 2 lays out four criteria to determine the "sufficiently worked or processed" benchmark, namely:

(i) Value-added: Usually this rule entails that a portion of the final value of the product is added in the exporting country. The AfCFTA will set out the different thresholds (as a percentage) whereby the value of the non-originating materials should not exceed the ex-works price of the finished good.

(ii) Non-originating material content: This rule is expected to correspond to the 'de minimis' or 'tolerance' rule in a typical trade agreement, which specifies the maximum value (as a percentage of the product's ex-works price) of non-originating materials that can be used in the manufacture of the products without annulling the originating status of the product, provided that this tolerance is not used to exceed any threshold of maximum non-originating materials expressed in value listed in the product-specific rules (i.e. not used in combination with the 'value-added' rule).

(iii) Change in Tariff heading: Under this particular rule, the finished product will obtain the originating status if the non-originating materials utilized have a separate HS tariff heading from that of the finished goods.[3]

(iv) Specific Processes: This indicates that there are specific conditions that need to be met or specific processes which need to be implemented for the final product to acquire the originating status.

Cumulation

Article 8 of Annex 2 prescribes the rule for the cumulation of origin within the AfCFTA, that is all State Parties to the agreement will be considered as a single territory and thus, any raw materials/semi-finished goods that originate in any of the State Parties and undergo sufficient working or processing in another State Party shall be deemed to have originated in the State Party where the final processing or manufacturing takes place. It is also required that the last working or processing operations must exceed those operations under Article 7 of the Annex (i.e., must go beyond the Working or Processing not Conferring Origin) for the goods to obtain originating status.

Example: Cotton (HS5201) is grown in Burki-

[2] The current draft text of the specific rules can be obtained at http://www.mauritiustrade.mu/ressources/pdf/ANNEX-IV-Revised-Comprehensive-Appendix-IV.pdf

[3] Though normally this rule may include either change in tariff heading or sub-heading, it is unclear as of date, without the specific rules, if the change in tariff subheading will be consider as conferring substantial transformation under the AfCFTA RoO.

na Faso, then imported to Mali to make yarn (5204), subsequently imported to Botswana to make woven fabric of cotton (5208) and cotton bed linen (6302). The value of the raw materials/semi-finished goods and value-added through further working or processing in all these three State Parties will be counted towards the required threshold to confer originating status (depending on the specific rules applied).

Insufficient Working or Processing

Economic operators should pay close attention to the criteria of "Insufficient Working or Processing". Article 7 of Annex 2 lists out certain processes that are considered as having such a minor effect on the finished product that these changes can never be regarded as conferring originating status, whether carried out individually or in a combination of processes.

Example: Pharmaceutical products such as "Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic uses" under HS code 3004 being imported from India into Botswana that undergo the process of "Affixing or printing marks, labels, logos, and other like distinguishing signs on the Products or their packaging" will not be considered as originating from Botswana.

Proof of Origin

The AfCFTA allows for two forms of certification: official Certificate of Origin (C/O), and exporter declarations. Additionally, the AfCFTA also provides a form for Supplier or Producer's Declaration for Products Having Preferential Origin Status for the purpose of AfCFTA accumulation. The specimens of these forms are provided in Annex 3 of this Guide.

3.2.3. Other provisions and supporting mechanism

The AfCFTA comprises 122 main articles accompanied by 9 annexes that encompass the overall framework for the agreement. This section aims to provide a short overview of the sections that might be of relevant concerns to Botswana's exporters, which include: Non-Tariff Measures (NTMs) - including Sanitary and Phyto-Sanitary (SPS), Technical Barriers to Trade (TBT), and Trade remedies - as well as transit requirements.

Non-Tariff Barriers

A Non-Tariff Barrier (NTB) is simply any measure imposed by a country towards another country, other than that of a customs tariff, which acts as a barrier thereby limiting the full liberalisation of international trade. Appendix 1 to Annex 5 of the Protocol for Trade in Goods contains a general categorisation of NTBs, which includes government's participation in trade and restrictive practices tolerated by governments; customs and administrative entry procedures; TBT and SPS measures; specific limitations on trade (e.g., embargoes, quantitative imports and export restrictions, tariff quotas); charges on imports; and other measures relating to transport, clearing and forwarding.

The Annex also provides for the institutional framework at all levels (continental, regional, and national) to identify, report on, resolve, monitor, and eliminate NTBs in parties to the AfCFTA. Those include:

- An NTB sub-committee comprised representatives from State Parties, being responsible for monitoring the implementation of the Annex on NTBs and other NTB-related activities
- An NTB Coordination Unit in the Secretariat for the coordination of NTBs elimination
- National Monitoring Committees including private and public sector representatives, and National Focal Points to manage the implementation of the agreement in relation to NTBs and report on said implementation; and
- RECs NTB monitoring mechanisms to track and monitor NTBs affecting intra-African trade.

Additionally, the Annex also mandates that a mechanism for identifying, reporting, and monitoring NTBs will be put in place to facilitate the elimination of NTBs within the

AfCFTA. The procedure for Elimination and Co-operation in the Elimination of NTBs are provided in Appendix 2 to Annex 5 of the Protocol for Trade in Goods, through which any State Party or Economic Operator may register a complaint or trade concern. A continental online mechanism for monitoring, reporting, and elimination of NTBs has also been put in place for anyone to log report any obstacle encountered when trading goods across intra-African borders (see Box 1).

Box 1. The Continental Online Mechanism for Monitoring, Reporting, and Elimination of NTBs

The AfCFTA Non-Tariff Barriers online reporting, monitoring, and eliminating mechanism is a facility developed to enhance trade through the removal of NTBs.

At https://tradebarriers.africa, traders can report any obstacle encountered when trading goods across intra-African borders, for example, excessive delays, ad hoc fees at the border, cumbersome document requirements, restrictive product standards and regulations, etc.

The online mechanism is open to all African business sectors: small, medium and large companies, informal traders, women, and youth business operators. Reporting can be done via the web-based portal or mobile.

After receiving a report on a non-tariff barrier, the concerned government authorities will follow up with the reporter to resolve your problem. NTBs Coordination Unit in the AfCFTA Secretariat and NTB Units in the relevant Regional Economic Community (REC), as well as NTB National Focal Points (NFPs) in the reporter's countries, will support the process.
Source: https://tradebarriers.africa/

Sanitary and Phyto-Sanitary (SPS) and Technical Barriers to Trade (TBT)

Sanitary and Phyto-Sanitary (SPS) and Technical Barriers to Trade (TBT) are critical issues in cross-border trade and therefore are further elaborated in two stand-alone annexes of the AfCFTA Agreement. Annex 6 (on TBT) and Annex 7 (on SPS) incorporate WTO rules, meaning that the AfCFTA Member States that are non-WTO Members have adopted the WTO's relevant agreements on TBT and SPS.

The AfCFTA aims to strengthen cooperation in SPS and TBT, with the objective of increasing the mutual understanding of each signatory's system and thereby easing access to their respective markets within the African continent and yet, simultaneously promoting the adoption of international standards, international harmonization of technical regulations, accreditation of conformity assessment bodies, and mutual recognition of conformity assessment results. Furthermore, Article 13 of Annex 7 makes provision for emergency cases wherein State Parties must notify their decision to implement SPS measures within forty-eight hours. Moreover, if ever a technical consultation needs to be held to tackle the SPS measure, such consultation must be mandatorily held within ten working days of the notification of the SPS measure.

Trade Remedies

The AfCFTA provisions are aligned with the relevant WTO Agreements governing the rights and obligations of the Parties to trade remedy measures (i.e., anti-dumping, countervailing, and safeguards). Under Annex 9, the Agreement foresees a set of options to adopt safeguard measures under such situations: (a) global safeguards, (b) preferential safeguards, and (c) provisional safeguards. As a rule of thumb, the condition to give rise to the adoption of safeguard measures is that a product is being imported into the territory of the Concern Party in such increased quantities, absolute or relative to domestic production, as to cause or threaten to cause

serious injury to the domestic industry that produces like or directly competitive products.

Under Article 4 of Annex 9, the preferential safeguard measures must be applied up to the extent whereby as deemed necessary by the State Party to prevent/remedy the serious injury/threat for up to a maximum of four years, which may be extended for another four years.

If ever the delay in the application/implementation of a preferential safeguard measure is likely to harm or cause serious injury, according to Article 5 of Annex 9, the State Party may instead opt to impose an immediate provisional preferential safeguard measure whereby the duration must be a maximum of two-hundred days.

Transit

Out of Africa's 55 countries, 16 of them are landlocked, including Botswana. Therefore, the right to transit through the territory of transit states by all means of transport is important for these landlocked countries to effectively participate in international trade and global value chains. Under the AfCFTA, State Parties commit to grant all transit traffic freedom to travel across their respective territories by any modes of transportation, be it land, sea, or air. Moreover, State Parties agree to not impose any customs duties and customs examination on the transit traffic, however administrative or service charges may be levied, and transit procedures should be complied with. Article 9 of Annex 8 demands that all transit goods and means of transportations must go through the respective customs office accompanied by duly completed AfCFTA Transit Documents.

4. General Export Procedures

To benefit from exporting to African countries, exporters in Botswana must follow a set of procedures, including complying with (1) local laws and regulations that govern the export process in Botswana, and (2) laws and regulations that govern the imports into the country of destination. These are outlined below.

4.1. Comply with Botswana's export requirements

Business registration

Any trader that is considering exporting from Botswana is required to first register a company in Botswana. It is a statutory requirement that every business operating in Botswana is registered and fully incorporated. This registration is important for businesses and export-related transactions as it demonstrates the credibility and legality of the entity. The business registration process in Botswana is managed by the Companies and Intellectual Property Authority (CIPA) within the Ministry of Investment, Trade and Industry. The process is further described in Annex 1 of this Guide.

Obtain export licenses

Certain goods require export licenses to be obtained from relevant government agencies. A list of products and required supporting documents and information is provided at the Botswana Trade Portal. Further clarification on the product lists and procedures can be sought from the Botswana Unified Revenue Service (BURS) or on Botswana Trade Portal.[4]

Registration with BURS

Any trader wishing to export under trade agreements must register with BURS through Regional Offices (Customs Services Division)) (BITC, n.d.).

[4] Detailed information on the list of products and required supporting documents for export products requiring export licenses can be found at https://www.botswanatradeportal.org.bw/

Box 2. Application to export under trade agreements

Information to be included in the application letter addressed to Commissioner-General are:

- The trade agreement you wish to export under
- Country of importation
- Name of the exporting company
- Physical address of the exporting company
- Contact details: production manager's telephone number, fax number and email address
- Names of directors and their nationalities
- List of products intended for export, under the agreement, including tariff codes
- List of raw materials used and their tariff codes
- State the origin criteria of your products

Attachments to the application letter

- Sketch Plan showing the factory layout and machinery used
- Certificate of incorporation
- A detailed step by step manufacturing process of the goods intended for export

Prepare and obtain export documents

Documents and authorizations required for export transactions include:

- **Commercial Invoice**, which is the bill for the products from the seller to the buyer. It is required for most exports. The buyer needs the invoice to prove ownership and arrange payment. It may also be used for the transaction of goods not intended for further sale, returned products, and goods intended only for temporary import, among others.
- **Bill of Lading** (B/L), which is a contract between the owner of the products and the carrier. There are two types of B/L, namely: (i) A straight bill of lading, which is non-negotiable, and (ii) A negotiable/ shipper's order bill of lading, which can be bought, sold, or traded while goods are in transit and is used for letter-of-credit transactions. The buyer usually needs a copy of the bill of lading as proof of ownership to take possession of the goods. For air carriers, the transport document is known as airway bill.
- **Export-Packing List**, which specifies the material in individual packages and shows their net, legal, tare, and gross weights. The export-packing list is normally attached to the outside of the package in a clearly marked waterproof envelope. It is a useful document for customs officials who use it to check consignments at inspection points.
- **Certificate of Origin**, which ensures that products originating in certain countries get the preferential treatment to which they are entitled.

4.2. Comply with AfCFTA State Parties Laws and Requirements

Though typically the importers are responsible for the market entry process at the border, exporters should familiarise themselves with the procedures, documentation, and requirements to ensure smooth export procedures. Due to the large number of AfCFTA State Parties, this guide will not go into details of the requirements of all potential trade partners. However, the requirements for some top potential markets are provided in Annex 5 of this guide.

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DPCS. (2021). Importation Locale. Retrieved from Djibouti Port Community Systems: https://www.dpcs.dj/TFBPCS/media/importprocedure_fr.docx.pdf

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ITC. (2018). Import and export procedures guide. International Trade Center. Retrieved from https://euromed.tradehelpdesk.org/euromed/en/market-access-info/customs-proce-

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Annex 1. AfCFTA Enquiry Points for Technical Regulations and Standards

1. ALGERIA

Agence Algérienne de l'Accréditation (ALGERAC), Ministry of Industry

ALGERAC	Telephone No:	+213-017-033-325 021 77 42 65	**Physical Address:**	**Postal Address:**
	Fax No.:		17, rue Abdelkader Rakouba, Hussein Dey ، 16005	17, rue Abdelkader Rakouba, Hussein Dey ، 16005
	Email:	boudalgerac@hotmail.com		
	Website	http://algerac.dz/		

Algerian Institute for Standardisation (IANOR)

IANOR	Telephone No:	+213 21 78 21 35	**Physical Address:**	**Postal Address:**
	Fax No.:		5 et 7 rue Abou Hammou Moussa BP 104 RP Alger Algérie	5 et 7 rue Abou Hammou Moussa BP 104 RP Alger Algérie
	Email:	cinfo@ianor.org		
	Website	http://www.ianor.dz/		

2. ANGOLA

National Certification Body

IANORQ	Telephone No:	+ 244923517295	**Physical Address:**	**Postal Address:**
	Fax No.:		**Instututo Angolano de Normalização e Qualidade** Rua Cerqueira Lukoki N° 25 7° Andar Luanda, Angola	**Instututo Angolano de Normalização e Qualidade** Rua Cerqueira Lukoki N° 25 7° Andar Luanda, Angola
	Email:	geral.ianorq@gmail.com; joana.ianorq@gmail.com		
	Website	www.ianorq.co.ao		

National Focal Point – Accreditation

IAAC	Telephone No:	+244 926756374	**Physical Address:**	**Postal Address:**
	Fax No.:		**Angolan Institute of Accreditation** Rua Cerquira Lukoki N°25 First Floor Luanda, Angola	**Angolan Institute of Accreditation** Rua Cerquira Lukoki N°25 First Floor Luanda, Angola
	Email:	Geral.iaac@gmail.com		
	Website	www.iaac.co.ao		

SPS Enquiry Point – Laboratoire National de Contrôle de Qualité, Ministère du Commerce

Laboratoire National de Contrôle de Qualité	Telephone No:	+244 932 407 540 +244 919 706 802	**Physical Address:**	**Postal Address:**
	Fax No.:	**Not available**	Palácio de Vidro, Largo 17 de Setembro N° 7, Luanda, Angola	
	Email:	mincolancoq@hotmail.com		
	Website	**Not available**		
Contact person(s)	José Alberto Sofia, Directeur National			

SPS Enquiry Point – Cadre de la Direction Nationale de l'Agriculture et Pêche, Ministère de l'Agriculture

Cadre de la Direction Nationale de l'Agriculture et Pêche	Telephone No:	+244 930 639 821	**Physical Address:**	**Postal Address:**
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Contact person(s)	Gonçalves José Rodrigues			

3. BENIN

National Certification Body

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	Fax number:	+229 21 31 04 59	**Agence nationale de Normalisation, de Métrologie et du Contrôle Qualité** Immeuble Ex-BRMN Quartier Saint Michel Boulevard Saint Michel 02 BP 1101 Cotonou, Benin	**Agence nationale de Normalisation, de Métrologie et du Contrôle Qualité** Immeuble Ex-BRMN Quartier Saint Michel Boulevard Saint Michel 02 BP 1101 Cotonou, Benin
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4. BOTSWANA

National Certification Body

	Telephone No.:	+267 3903200	**Physical Adress:**	**Postal Address:**
	Fax No.:	+267 3903120	Botswana Bureau of Standards Plot 55745, Main Airport Road Block 8, Gaborone, Botswana	Private Bag B048 Gaborone Botswana
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National Focal Point – Accreditation

	Telephone No:	+267 3685300	**Physical address:**	**Postal address:**
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	Email:	mitihq@gov.bw		
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5. BURKINA FASO

National Certification Body

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	Email:	abnorm.bf@gmail.com Zoum77@yahoo.fr		
	Website	http://www.mcia.gov.bf/index.php/ressources/conventions-5/177-informations/537-agence-burkinabe-de-normalisation-de-la-metrologie-et-de-la-qualite		

6. BURUNDI

National Certification Body

	Telephone Number:	+ 257 22 22 18 15 + 257 22 22 15 77	**Physical Address:**	**Postal Address:**
	Fax number:	+ 257 22 22 55 95	**Bureau Burundais de Normalisation et Contrôle de la Qualité** 500 Boulevard de la Tanzanie Quartier Industriel Bujumbura Burundi	**Bureau Burundais de Normalisation et Contrôle de la Qualité** 500 Boulevard de la Tanzanie Quartier Industriel Bujumbura Burundi
	Email:	info@bbn-burundi.org info@bbn.bi		
	Website	http://www.bbnburundi.org/		

7. CABO VERDE

Regional Standard Body

	Telephone Number:	+ 257 22 22 18 15	**Physical Address:**	**Postal Address:**
	Fax number:	+ 257 22 22 55 95	**Institute of Quality and Intellectual Property (IGOPC)** 3rd Floor, Bô Casa Avenida Building Cidade de Lisboa - Praia de Ilha Ilha de Santiago - Cape Verde	**Institute of Quality and Intellectual Property (IGOPC)** 3rd Floor, Bô Casa Avenida Building Cidade de Lisboa - Praia de Ilha Ilha de Santiago - Cape Verde
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	Website	http://igqpi.cv/organismo-da-normalizacao/		

Regional Certification Body

	Telephone Number:	+ 238 2626 410 + 238 2622 453	**Physical Address:**	**Postal Address:**
	Fax number:	+ 238 2624 970	**ERIS - Independent Health Regulatory Authority** Avenida Cidade de Lisboa, Várzea - Praia 296 - A, Cape Verde	**ERIS - Independent Health Regulatory Authority** Avenida Cidade de Lisboa, Várzea - Praia 296 - A, Cape Verde
	Email:	eris@eris.cv		
	Website	https://www.eris.cv/		

8. CENTRAL AFRICAN REPUBLIC

National Food Safety and Quality Body

	Telephone Number:	+(236) 7505 8498	**Physical Address:**	**Postal Address:**
	Email:	sromainserge@yahoo.fr	**Monsieur Romain Serge SANA** Chef de Service des Normes et Qualité Ministère du Commerce et de l'Industrie BP 1988 Bangui	**Monsieur Romain Serge SANA** Chef de Service des Normes et Qualité Ministère du Commerce et de l'Industrie BP 1988 Bangui
	Website	https://sites.google.com/a/minco-rca.org/www/		

9. CAMEROON

National Certification Body

	Telephone Number:	+ 237 22 01 21 97 + 237 77 70 83 26 + 237 99 63 27 68	**Physical Address:**	**Postal Address:**
	Fax number:	+ 237 22 22 64 96	**Agence des Normes et de la Qualité** Avenue du Boulevard du 20 Mai, Immeuble Hilton (Aile Gauche 2ème & 3ème étages), B.P. 14996 Yaoundé, Province : Centre, Code : 237 Cameroon	**Agence des Normes et de la Qualité** Avenue du Boulevard du 20 Mai, Immeuble Hilton (Aile Gauche 2ème & 3ème étages), B.P. 14996 Yaoundé, Province : Centre, Code : 237 Cameroon
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	Website	http://www.anorcamer-oun.info/		

10. CHAD

National Standards Body

	Telephone Number:	+235 22 51 92 01 +235 66 29 58 82	**Physical Address:**	**Postal Address:**
	Email:	contact@atnor.td	**Chadian Standardization Agency (ATNOR)** Quartier Moursal Avenue Joseph Désiré Mobutu Boîte Postale : 2412 N'Djamena Chad	**Chadian Standardization Agency (ATNOR)** Quartier Moursal Avenue Joseph Désiré Mobutu Boîte Postale : 2412 N'Djamena Chad

11. COMOROS

National Certification Body & National Standards Body

	Telephone No.:	+ 269 33509741	**Physical Address:**	**Postal Address:**
	Fax No.:		Ministère de l'Economie, des investissements chargés de l'intégration Economique	Bp 985 moroni comores
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	Website			

12. CONGO, BRAZAVILLE (REPUBLIC OF CONGO)

Congolese Standardization and Quality Agency (ANOCOQ)

	Telephone Number:	+ 237 22 01 21 97 + 237 77 70 83 26	**Physical Address:**	**Postal Address:**
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	Website	https://economie.gouv.cg/en/agence-congolaise-de-normalisation-et-de-la-qualité		

13. COTE D'IVOIRE

National Standards and Certification Body

	Telephone No.:	+225 20 01 10 74 / +225 22 41 17 91	**Physical Address:**	**Postal Address:**
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	Email	info@codinorm.ci		
	Website	https://www.codinorm.ci		

National Veterinary Inspection body

	Telephone No.:	00225 20 21 10 08 / 20 21 89 72	**Physical Address:**	**Postal Address:**
	Email	mobiosamson@yahoo.fr	**Ministère des Ressources Animales et Halieutiques** Direction des Services Vétérinaires, Cote d'Ivoire	**Ministère des Ressources Animales et Halieutiques** Direction des Services Vétérinaires, Cote d'Ivoire
	Website	http://www.ressourcesanimales.gouv.ci/nouscontactez.php		

14. CENTRAL AFRICAN REPUBLIC

Djibouti Agency for Standardization and Quality is the national reference body for standards development of Djibouti. This agency has just been created on 7 January 2021 by **Loi N° 100/AN/20/8ème L portantes création de l'Agence Djiboutienne des Normes et de la Qualité.**[1]

15. DEMOCRATIC REPUBLIC OF CONGO (DRC)

National Certification Body

	Telephone No.:	+243 812 245 188	**Physical Address:**	**Postal Address:**
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	Email:	Delegation.generale_occ@yahoo.fr		
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1 https://www.presidence.dj/texte.php?ID=100&ID2=2021-01-07&ID3=Loi&ID4=1&ID5=2021-01-14&ID6=n

National Focal Point – Accreditation

	Telephone No.:	+243 815082006 Mobile : +243 82 202 8345	**Physical Address:**	**Postal Address:**
	Fax No.:		Office Congolais de Contrôle (OCC) 70, Avenue Moero Lubumbashi, Haut Katanga	
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16. EGYPT

Egyptian Organization for Standardization and Quality

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	Fax No.:	+20 22 284 55 04	16 Tadreeb EL-Modarrebeen St., El-Ameriya Cairo, Egypt	16 Tadreeb EL-Modarrebeen St., El-Ameriya Cairo, Egypt
	Email:	eos@idsc.net.eg		
	Website	https://www.eos.org.eg/ar		

17. EQUATORIAL GUINEA

Information not available

18. ESWATINI

Overall TBT/SQAM Contact

	Telephone No.:	+268 2404 3201/2 404 7509/10 +268 24049274	Physical Address:	Postal Address:
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19. ETHIOPIA

National Standards Body

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	Fax No.:	+251 116 460880/81	**Ethiopian Standards Agency** Megenagna, Addis Ababa, Ethiopia	**Ethiopian Standards Agency** Megenagna, Addis-Ababa, Ethiopia
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National Conformity Assessment Body

	Telephone No.:	+251 (0)11 6460569	**Physical Address:**	**Postal Address:**
	Fax No.:	+251 (0)11 6459720	**Ethiopia Conformity Assessment Enterprise** P.O. Box: 11145, Woreda 6, Bole Sub-City, Addis Ababa, Ethiopia	**Ethiopia Conformity Assessment Enterprise** P.O. Box: 11145, Woreda 6, Bole Sub-City, Addis Ababa, Ethiopia
	Email	info-cs@eca-e.com		
	Website	https://eca-e.com/index.php?lang=en		

National Veterinary Inspection body

	Telephone No.:	0115519229/ 0935987644	**Physical Address:**	**Postal Address:**
	Website	https://www.vdfaca.gov.et	**Ethiopia Conformity Assessment Enterprise** P.O. Box: 11145, Woreda 6, Bole Sub-City, Addis Ababa, Ethiopia	**Ethiopia Conformity Assessment Enterprise** P.O. Box: 11145, Woreda 6, Bole Sub-City, Addis Ababa, Ethiopia

20. GABON

National Standards and Conformity Assessment Body

	Telephone No.:	+241 0145 05 78	**Physical Address:**	**Postal Address:**
	Fax No.:	+241 0145 05 79	**Agence Gabonaise de Normalisation** Ministère de l'Economie, du Commerce, de l'Industrie et du Tourisme Quartier Agondjé BP 23744 Libreville Gabon	**Agence Gabonaise de Normalisation** Ministère de l'Economie, du Commerce, de l'Industrie et du Tourisme Quartier Agondjé BP 23744 Libreville Gabon
	Email	aganor.gabon@gmail.com		
	Website	https://aganorgabon.com		

National Veterinary Inspection body

	Telephone No.:	+(241 1) 76 09 78	**Physical Address:**	**Postal Address:**
	Website	http://www.ressourcesanimales.gouv.ci/nouscontactez.php	**Ministère De L'agriculture, De L'elevage, De La Pêche Et De L'alimentation** Avenue CORNUT GENTILLE, 3ème arrondissement. Immeuble de l'Ancienne Primature face à la Direction Générale du Budget, avant la Solde. BP: 551 LBV	**Ministère De L'agriculture, De L'elevage, De La Pêche Et De L'alimentation** Avenue CORNUT GENTILLE, 3ème arrondissement. Immeuble de l'Ancienne Primature face à la Direction Générale du Budget, avant la Solde. BP: 551 LBV

21. GAMBIA

National Standards, Conformity Assessment and Certification Body

The Gambia Standards Bureau	Telephone No.:	+220 99 77 035	**Physical Address:**	**Postal Address:**
	Fax No.:	+220 422 77 56	**The Gambia Standards Bureau** 130 Kairaba Avenue Serekunda Gambia	**The Gambia Standards Bureau** 130 Kairaba Avenue Serekunda Gambia
	Email	thegambiasb@gmail.com		
	Website	https://www.tgsb.gm		

National Food Safety and Quality Body

FSQA You are in safe hands	Telephone No.:	+(220) 437 8552	**Physical Address:**	**Postal Address:**
	Email	gambiaspsenquiry-point@fsqa.gm	**The Food Safety and Quality Authority (FSQA)** Dr. Zainab Jallow, Director-General FSQA 2 kairaba Avenue Serrekunda The Gambia	**The Food Safety and Quality Authority (FSQA)** Dr. Zainab Jallow, Director-General FSQA 2 kairaba Avenue Serrekunda The Gambia
	Website	https://www.fsqa.gm		

22. GHANA

National Accreditation Body

Ghana National Accreditation Service	Telephone No.:	+233 302 686-528	**Physical Address:**	**Postal Address:**
	Email	Ghanas@Moti.gov.gh	**Ghana National Accreditation Service (GhaNAS)** Ministry Of Trade And Industry Ministries Accra, Ghana.	**Ghana National Accreditation Service (GhaNAS)** Ministry Of Trade And Industry Ministries Accra, Ghana.
	Website	https://www.moti.gov.gh/ghanas/index.php		

National Standards, Conformity Assessment and Certification Body

GSA GHANA STANDARDS AUTHORITY	Telephone No.:	(+233-302) 506991-5 / 500065/6	**Physical Address:**	**Postal Address:**
	Fax No.:	(+233-302) 500092 / 500231	**Ghana Standards Authority** P O Box MB 245, Accra	**Ghana Standards Authority** P O Box MB 245, Accra
	Email	gsanep@gsa.gov.gh/ gsadir@gsa.gov.gh		
	Website	www.gsa.gov.gh		

SPS Enquiry Point

	Telephone No.:	+(233 302) 687 454 +(233 243) 276 451	**Physical Address:**	**Postal Address:**
	Fax No.:	+(233 302) 662 325	**Plant Protection and Regulatory Services** Directorate Ministry of Food and Agriculture P.O. Box MB 37 Accra Ghana	**The Gambia Standards Bureau** 130 Kairaba Avenue Serekunda Gambia
	Email	spsghana@yahoo.com spsghana1@yahoo.com		
	Website	https://mofa.gov.gh/site/directorates/technical-directorates/plant-protection-regulatory-services		

23. GUINEA

Ministère de l'Industrie, du Commerce, du Tourisme et de l'Artisanat

	Telephone No.:	+224 622 57 23 08 / +224 655 29 95 39	Physical Address:	Postal Address:
	Fax No.:	+224 30 41 39 90	Quartier Almamya, KA 003, BP : 1639, Conakry Guinea	Quartier Almamya, KA 003, BP : 1639, Conakry Guinea
	Email:	inm89@yahoo.fr		
	Website			

l'Institut Guinéen de Normalisation et de Métrologie (IGNM)

	Telephone No.:	(+224) 628 36 46 84; (+224) 622 79 82 82	Physical Address:	Postal Address:
	Fax No.:	+224 30 41 39 90	Ministére de l'Industrie,du Commerce, du Tourisme et de l'Artisanat Quartier Almamya, KA 003 B.P. 1639, GN-Conakry, GUINEA	BP: 1639 Conakry
	Email:	inm89@yahoo.fr		
	Website			
Contact person(s)	M. Yacouba SYLLA, Directeur General Adjoint Autorite Nationale de Notification OTC yacousy101@yahoo.fr; M. Mamadou Madjou Barry, Chef Section Documentation Autorité Nationale de Notification OTC barrymadjou2011@yahoo.fr			

(SPS National Notification Authority) - National Directorate of Foreign Trade and Competitiveness (DNCEC), Ministry of Trade

	Telephone No.:	+ (224) 623098533/ + (224) 669515063/ + (224) 628364784	Physical Address:	Postal Address:
	Fax No.:		Almamya / Kaloum / Boulevard du Commerce, 13 Conakry, Guinea	
	Email:	sbangoura@yahoo.fr louopou.lamah@yahoo.com		
	Website			
Contact person(s)	Madame CAMARA Salématou BANGOURA, Deputy National Director of Foreign Trade Madame SAGNO Louopou LAMAH, Head of the Multilateral Trade Relations Division			

24. GUINEA-BISSAU

Direcçao de Serviços de Normalizaçao e Promoçao da Qualidade (DSNPQ)

Direcçao de Serviços de Normalizaçao e Promoçao da Qualidade (DSNPQ	Telephone No.:	+(245) 202172	Physical Address:	Postal Address:
	Fax No.:	+(245) 205856		
	Email:	soaresvazf@yahoo.com.br		
	Website			
Contact person(s)	Mr. SOARES VAZ, Director			

25. KENYA

Kenya Bureau of Standards

	Telephone No.:	+254 20 6948000	Physical Address:	Postal Address:
	Fax No.:	+254 20 6009660	KEBS Centre Popo Road PO Box 54974 NAIROBI 00200 Kenya	KEBS Centre Popo Road PO Box 54974 NAIROBI 00200 Kenya
	Email:	info@kebs.org		
	Website	https://www.kebs.org/		

26. LESOTHO

National Focal Point – Accreditation

	Telephone No:	+ 266 22322113 + 266 59093332	**Physical Address:**	**Postal Address:**
	Fax No.:	N/A	3rd floor LNDC Trade House Building, Kingsway Road, Maseru	Ministry of Trade and Industry, P.O. Box 747, Maseru 100. Lesotho
	Email:	dsqa.gov@gmail.com azaelmakaram@yahoo.co.uk		
	Website	N/A		

27. LIBERIA

(TBT National Inquiry Point) Bureau of Industrial Service, Ministry of Commerce and Industry

	Telephone No.:	+(0023) 18 86 52 43 11; +(0023) 17 70 30 24 21	Physical Address:	Postal Address:
	Fax No.:		Ministry of Commerce & Industry Ashmun & Gurley Streets, Monrovia Republic of Liberia	P. O. Box 941
	Email:	info.nep@staff.moci.gov.lr; lmdonzo@staff.moci.gov.lr; lasanadonzo@yahoo.com; vkiejouh@yahoo.com; valingtonkiejouh@gmail.com		
	Website	http://www.moci.gov.lr		

(SPS National Inquiry Point) Ministry of Agriculture

	Telephone No.:	+231 777 3612 00 / +231 775 6302 23 / +231 886 5400 23	Physical Address:	Postal Address:
	Fax No.:		Libsuco, Old L.P.R.C Road, Somalia Drive, Gardnersville 10 Liberia 1000 Monrovia, Liberia	
	Email:	SPSNNA@moa.gov.lr joeelson2007@gmail.com augustusfahnbulleh@ymail.com		
	Website			
Contact person(s)	Joseph R. N. Anderson Augustus B.G. Fahnbulleh			

28. LIBYA

Ministry of Agriculture, Livestock and Marine Resources

	Telephone No.:	**Information not available**	Physical Address:	Postal Address:
	Fax No.:	**Information not available**	**Information not available**	
	Email:	info@agriculture.gov.ly		
	Website	https://agriculture.gov.ly/		

29. MADAGASCAR

National Certification Body

	Telephone No.:	+261 20 22 279 70	Physical Address:	Postal Address:
	Fax No.:		Bureau de Normes de Madagascar Lot 06 bis Rue Rainandriamampandry Soarano, Antananarivo, Madagascar	BP 1316
	Email:	certification@bnm.mg		
	Website	www.bnm.mg		

First National Focal Point – Accreditation

	Telephone No.:	+ 261 34 02 205 00	Physical Address:	Postal Address:
	Fax No.:		Bureau de Normes de Madagascar Lot 06 bis Rue Rainandriamampandry Soarano BP 1316 Antananarivo, Madagascar	
	Email:	nafp.madagascar@gmail.com		
	Website	www.bnm.mg		

Second National Focal Point – Accreditation

	Telephone No:	+ 261 34 28 782 63	Physical Address:	Postal Address:
	Fax No.:		Ministère de l'Industrie, du Commerce et de l'Artisanat - 6 Rue, Wast Ravelomoria Ambohidahy Antananarivo	BP 454
	Email:	nafp.madagascar2@gmail.com		
	Website	www.commerce.gov.mg		

30. MALAWI

National Certification Body

	Telephone No.:	+265 1870 488	**Physical Address:**	**Postal Address:**
	Fax No.:	+265 1870756	**Malawi Bureau of Standards**	P.O Box 946
	Email:	mbs@mbsmw.org	Moirs Road	Blantyre
	Website	www.mbsmw.org	Blantyre	Malawi
			Malawi	

National Focal Point – Accreditation

	Telephone No:	+265 1870 488	**Physical Address:**	**Postal Address:**
	Fax No.:	+265 1870 756	**Malawi Bureau of Standards**	P.O Box 946
	Email:	mbs@mbsmw.org	Moirs Road	Blantyre
	Website	www.mbsmw.org	Blantyre	Malawi
			Malawi	

31. MALI

National Standards, Quality and Certification Body

Agence Malienne de Normalisation et de Promotion de la Qualité (AMANORM)	Telephone No.:	+223 20 21 06 37 / +223 20 21 06 45	**Physical Address:**	**Postal Address:**
	Email	amanormmali@yahoo.fr	**Agence Malienne de Normalisation et de Promotion de la Qualité (AMANORM)** Hamdallaye ACI 2000, Rue : 219, Porte : 87. BP.E 2999 Bamako Mali	**Agence Malienne de Normalisation et de Promotion de la Qualité (AMANORM)** Hamdallaye ACI 2000, Rue : 219, Porte : 87. BP.E 2999 Bamako Mali

SPS Enquiry Point

Direction Nationale des Services Vétérinaires **Ministère de l'Elevage et de la Pêche**	Telephone No.:	+(223) 20 22 20 23/20 22 61 93	**Physical Address:**	**Postal Address:**
	Fax No.:	+(223) 20 22 52 29/20 22 20 23	**Direction Nationale des Services Vétérinaires** **Ministère de l'Elevage et de la Pêche** Avenue de la Nation, porte 631 BP 220 Bam Bamako Mali	**Direction Nationale des Services Vétérinaires** **Ministère de l'Elevage et de la Pêche** Avenue de la Nation, porte 631 BP 220 Bam Bamako Mali
	Email	ouattmamadou3@yahoo.fr dcoulibaly9@yahoo.fr		

32. MAURITANIA

Direction de la Normalisation et de la Promotion de la Qualité (DNPQ

Direction de la Normalisation et de la Promotion de la Qualité (DNPQ)	Telephone Number:	+222 45 29 42 29	**Physical Address:**	**Postal Address:**
	Fax number:	+222 45 24 16 80	**Direction de la Normalisation et de la Promotion de la Qualité (DNPQ)** Ministère du Commerce, de l'Industrie, de l'Artisanat et du Tourisme BP : 3003 Nouakchott, Mauritania	**Direction de la Normalisation et de la Promotion de la Qualité (DNPQ)** Ministère du Commerce, de l'Industrie, de l'Artisanat et du Tourisme BP : 3003 Nouakchott, Mauritania
	Email:	mdethmane@yahoo.fr		
	Website	http://www.dnpq.mr/		

SPS Enquiry Point: Protection du Commerce Extérieur

Direction de la Protection du Commerce Extérieur	Telephone Number:	+222 524 3360	**Physical Address:**	**Postal Address:**
	Fax number:	+222 524 3360	**Protection du Commerce Extérieur** BP 182 Nouakchott Mauritania	**Protection du Commerce Extérieur** BP 182 Nouakchott Mauritania
	Email:	comext@mauritania.com		
	Website	-		

33. MAURITIUS

National Certification Body

	Telephone No.:	+230 433 3648/+230 4338163	**Physical Address:**	**Postal Address:**
	Fax No.:	230 433 5051/5150	Mauritius Standards Bureau Villa Road, Moka, Mauritius	Mauritius Standards Bureau Villa Road, Moka, Mauritius
	Email:	msb@intnet.mu		
	Website	msb.intnet.mu		

Accreditation - Mauritius Accreditation Service (MAURITAS)

	Telephone No:	+230-433 3648 7(230) 210-6101(230) 208 1690	**Physical Address:**	**Postal Address:**
	Fax No.:	+230 – 433 5051/5250	5th Floor, Air Mauritius Centre John Kennedy Street., Port Louis Mauritius	
	Email:	myfoondun@msb.intnet.mu mauritas@mail.gov.mu		
	Website	http://industry.govmu.org		

National Standards Body

	Telephone No.:	+230 433 3648/ +230 4338163	**Physical Address:**	**Postal Address:**
	Fax No.:	+230 433 5051/5150	Mauritius Standards Bureau Villa Road, Moka, Mauritius	Mauritius Standards Bureau Villa Road, Moka, Mauritius
	Email	vfacknath@msb.intnet.mu		
	Website	msb.intnet.mu		

34. MOROCCO

Institut Marocain de Normalisation

IMANOR المعهد المغربي للتقييس Institut Marocain de Normalisation	Telephone No:	+212 537 5719 48	**Physical Address:**	**Postal Address:**
	Fax No.:	+212 537 7117 73	Angle Avenue Kamal Zebdi et Rue Dadi Secteur 21, Hay Ryad 10100 Rabat Morocco	Angle Avenue Kamal Zebdi et Rue Dadi Secteur 21, Hay Ryad 10100 Rabat Morocco
	Email:	imanor@imanor.gov.ma		
	Website	http://www.imanor.gov.ma/		

35. MOZAMBIQUE

National Certification Body

inno Instituto Nacional de Normalização e Qualidade	Telephone No:	+258 820640537 or+258 21 344600	Physical Address:	Postal Address:
	Fax No.:	+258 21 344610	Instituto Nacional de Normalização e Qualidade (INNOQ) Av De Moçambique – Parcela 7168/D1/7 Bairro Do Zimpeto Maputo, Mozambique	C.P 2983
	Email:	asitoe1961@gmail.com; innoq.info@gov.mz		
	Website	www.innoq@gov.mz		

National Focal Point – Accreditation

inno Instituto Nacional de Normalização e Qualidade	Telephone No.:	+258 849005701or +258 21 344600	Physical Address:	Postal Address:
	Fax No.:	+258 21 344610	Instituto Nacional de Normalização e Qualidade (INNOQ) Av De Moçambique – Parcela 7168/D1/7 Bairro Do Zimpeto Maputo	C.P 2983
	Email:	nhampulo_gui@yahoo.com.br innoq.info@gov.mz		
	Website	www.innoq@gov.mz		

36. NAMIBIA

National Certification Body

NSi NAMIBIAN STANDARDS INSTITUTION	Telephone No:	+264 61 386400/461	Physical Address:	Postal Address:
	Fax No.:	+264 61 386454	Namibian Standards Institution (Head Office) Channel Life Tower Post Street Mall Floor – M1, Windhoek	P.O. Box 26364 Windhoek Namibia
	Email:	shikongo-kuvarel@nsi.com.na certifcation@nsi.com.na Ms. Lorna Shikongo-Kuvare		
	Website	www.nsi.com.na		

National Focal Point – Accreditation

	Telephone No.:	Tel: +264 61 283 7240	Physical Address:	Postal Address:
	Fax No.:	None	Block B, Brendan Simbwaye Square, Goethe Street Windhoek	Private Bag 13340 | Windhoek Namibia
	Email:	munyandi@mti.gov.na booysen@mti.gov.na Mr. Peter Munyandi		
	Website	www.mti.gov.na		

37. NIGER

Agence Nigérienne de Normalisation, de Métrologie et de Certification (ANMC)

	Telephone Number:	+227 20 32 42 54	**Physical Address:**	**Postal Address:**
	Fax number:	-	**Agence Nigérienne de Normalisation, de Métrologie et de Certification (ANMC)** Village de la Francophonie, BP : 917 NIAMEY Niger	**Agence Nigérienne de Normalisation, de Métrologie et de Certification (ANMC)** Village de la Francophonie, BP : 917 NIAMEY Niger
	Email:	anmcniger2019@gmail.com		
	Website	http://www.avcn.ne/		

SPS: Ministère chargé de l'Agriculture, Direction de la Protection des Végétaux

Ministère chargé de l'Agriculture, Direction de la Protection des Végétaux	Telephone Number:	+227 74 25 56	**Physical Address:**	**Postal Address:**
	Fax number:	+227 74 07 48 +227 74 19 83	**Ministère chargé de l'Agriculture, Direction de la Protection des Végétaux** BP 323, Niamey Niger	**Ministère chargé de l'Agriculture, Direction de la Protection des Végétaux** BP 323, Niamey Niger
	Email:	dpv@intnet.ne missionduniger1@gmail.com moudymamanesani@yahoo.fr		
	Website	-		

TBT: Organisme nigérien de contrôle - Direction de la normalisation, de la qualité et de la métrologie

Organisme nigérien de contrôle - Direction de la normalisation, de la qualité et de la métrologie	Telephone Number:	+227 20 73 6950	**Physical Address:**	**Postal Address:**
	Fax number:	+227 20 73 2150	**Organisme nigérien de contrôle** **Direction de la normalisation, de la qualité et de la métrologie** B.P. 480 Niamey, Niger	**Organisme nigérien de contrôle** **Direction de la normalisation, de la qualité et de la métrologie** B.P. 480 Niamey Niger
	Email:	dnqm2002@yahoo.fr		
	Website	-		

38. NIGERIA

National Certification Body

	Telephone Number:	+234 1 27 08 247	**Physical Address:**	**Postal Address:**
	Fax number:	+234 1 27 08 246	**Standards Organisation of Nigeria (SON)** No.52 Lome Crescent Wuse Zone 7 Abuja, Wuse +2349 Nigeria	**Standards Organisation of Nigeria (SON)** No.52 Lome Crescent Wuse Zone 7 Abuja, Wuse +2349 Nigeria
	Email:	info@son.gov.ng		
	Website	https://son.gov.ng/		

Accreditation – Nigeria National Accreditation System (NiNAS)

	Telephone Number:	+234 081 797 64868 +234 080 629 76149	**Physical Address:**	**Postal Address:**
	Fax number:	-	**Nigeria National Accreditation System (NiNAS)** NiNAS House 15 Kwame Nkrumah Crescent P.M.B. 2851, Asokoro Abuja, NIGERIA	**Nigeria National Accreditation System (NiNAS)** NiNAS House 15 Kwame Nkrumah Crescent P.M.B. 2851, Asokoro Abuja, NIGERIA
	Email:	info@ninas.ng		
	Website	https://ninas.ng/		

SPS: Food Safety: National Agency for Food and Drug Administration and Control (NAFDAC)

	Telephone Number:	+234 802 357 1351 +234 01-2919532	**Physical Address:**	**Postal Address:**
	Fax number:	-	**Food Safety: National Agency for Food and Drug Administration and Control (NAFDAC)** Plot 2032, Olusegun Obasanjo Way Wuse Zone 7 900287 Abuja Nigeria	**Food Safety: National Agency for Food and Drug Administration and Control (NAFDAC)** Plot 2032, Olusegun Obasanjo Way Wuse Zone 7 900287 Abuja Nigeria
	Email:	Ms Flora Mari fcmari100@hotmail.com spsenquirypoint@nafdac.gov.ng		
	Website	www.nafdac.gov.ng		

SPS: Animal Health & Safety, Federal Ministry of Agriculture & Rural Development, Livestock Department (FMRD/Livestock)

	Telephone Number:	+234 803 587 7722	**Physical Address:**	**Postal Address:**
	Fax number:	-	**-Not available**	**-**
	Email:	Dr Chinyere Akujobi chimed22@yahoo.com		
	Website	https://fmard.gov.ng/		

SPS: Plant Health: Nigeria Agricultural Quarantine Service (NAQS)

	Telephone Number:	+234 803 302 2182	**Physical Address:**	**Postal Address:**
	Fax number:	-	**--Not available**	**-**
	Email:	Mr Chris Nnamdi Onukwuba conukwuba@gmail.com		
	Website	https://naqs.gov.ng/		

TBT: Standards Organisation of Nigeria

	Telephone Number:	+234 803 316 2789 +234 809 716 7219	**Physical Address:**	**Postal Address:**
	Fax number:		Standards Organisation of Nigeria, Chudi-Anaukwu, Chioma Vivienne Plot 13/14 Victoria Arobieke Street, off Admiralty Way, Lekki Phase 1 Nigeria	
	Email:	Chudi-Anaukwu, Chioma Vivienne chioma.chudi-anaukwu@son.gov.ng chivivlinjet@yahoo.com		
	Website	https://son.gov.ng/		

39. RWANDA

National Standard Body

	Telephone Number:	+250 252 582 945	**Physical Address:**	**Postal Address:**
	Fax number:	+250 252 583 305	**Rwanda Standards Board** KK 15 Rd, 49 PO Box: 7099 Kigali-KicuKiro Rwanda	**Rwanda Standards Board** KK 15 Rd, 49 PO Box: 7099 Kigali-KicuKiro Rwanda
	Email:	info@rsb.gov.rw		
	Website	https://www.rsb.gov.rw		

SPS: Enquiry Point on Animal Health
Directorate of Veterinary Services, Rwanda Animal Resources Development Authority

	Telephone Number:	+250 0850 3589	**Physical Address:**	**Postal Address:**
	Fax number:	-	**Directorate of Veterinary Services** Rwanda Animal Resources Development Authority, P.O. Box 804, Kigali, Rwanda	**Directorate of Veterinary Services** Rwanda Animal Resources Development Authority, P.O. Box 804, Kigali, Rwanda
	Email:	Dr GAFARASI Mapendo Isidore rarda@gov.rw		
	Website	http://www.rarda.gov.rw		

SPS: National Enquiry Point on Plant Health
Directorate of Agriculture and Livestock Inspection and Certification Services, Ministry of Agriculture and Animal Resources, Rwanda Agriculture Development Authority

	Telephone Number:	+250 788 84 62 95	**Physical Address:**	**Postal Address:**
	Fax number:	-	**Directorate of Agriculture and Livestock Inspection and Certification Services, Ministry of Agriculture and Animal Resources, Rwanda Agriculture Development Authority** P.O. Box 621, Kigali, Rwanda	**Directorate of Agriculture and Livestock Inspection and Certification Services, Ministry of Agriculture and Animal Resources, Rwanda Agriculture Development Authority** P.O. Box 621, Kigali, Rwanda
	Email:	Mrs NAMBAZIMANA Alphonsine infoinspection@minagri.gov.rw anambazimana@minagri.gov.rw		
	Website			

SPS: Enquiry Point on Food Safety
Directorate of Planning, Policy and Capacity Building, Ministry of Health

	Telephone Number:	+250 577 458	**Physical Address:**	**Postal Address:**
	Fax number:	+250 576 853	**Directorate of Planning, Policy and Capacity Building** **Ministry of Health** P.O. Box 84, Kigali, Rwanda	**Directorate of Planning, Policy and Capacity Building** **Ministry of Health** P.O. Box 84, Kigali, Rwanda
	Email:	Mr. KATABARWA Joseph info@moh.gov.rw		
	Website	http://www.moh.gov.rw		

40. SAO TOME AND PRINCIPE

Information not available

41. SENEGAL

National Standard Body

	Telephone Number:	+221 33 827 64 01	**Physical Address:**	**Postal Address:**
	Fax number:	+221 33 827 64 12	**Association Sénégalaise de Normalisation** 21, Rte du Front de Terre Dakar BP 4037 Senegal	**Association Sénégalaise de Normalisation** 21, Rte du Front de Terre Dakar BP 4037 Senegal
	Email:	isn@orange.sn		
	Website	http://www.asn.sn/		

SPS: Direction de la protection des végétaux, Ministère en charge de l'Agriculture, Ministère de l'Agriculture

	Telephone Number:	+221 33 834 03 97 +221 77 611 11 75	**Physical Address:**	**Postal Address:**
	Fax number:	+221 33 834 28 54	**Direction de la protection des végétaux, Ministère en charge de l'Agriculture, Ministère de l'Agriculture** Thiaroye, Km 15, Route de Rufisque BP 20054 Dakar Senegal	**Direction de la protection des végétaux, Ministère en charge de l'Agriculture, Ministère de l'Agriculture** Thiaroye, Km 15, Route de Rufisque BP 20054 Dakar Senegal
	Email:	layedpv@yahoo.fr dpv1@orange.sn		
	Website	-		

TBT: Association Sénégalaise de Normalisation (ASN)

	Telephone Number:	+221 7744029 65 +221 33 827 64 01	**Physical Address:**	**Postal Address:**
	Fax number:	+221 33 827 64 12	**Association Sénégalaise de Normalisation** 21, 21, Lotissement Front de Terre X Bourguiba Senegal	**Association Sénégalaise de Normalisation** 21, 21, Lotissement Front de Terre X Bourguiba Senegal
	Email:	M. Malick WILANE M. Mamadou SANGARE wilanemalick@yahoo.fr sangarcheikh@yahoo.fr		
	Website	http://www.asn.sn/		

42. SEYCHELLES

National Certification Body

	Telephone No.:	+248 4380400 / 4380463	Physical Address:	Postal Address:
	Fax No.:	+248 4373 826	Seychelles Bureau of Standards Standards House, D'Arhoa Avenue, Providence Industrial Estate, Mahe	P O Box 953, Victoria Mahé Seychelles
	Email:	sbsorg@seychelles.net mcistid-sbs@email.sc		
	Website	www.sbs.sc		

National Focal Point – Accreditation

	Telephone No:	+248 4380400 / 4380402	Physical Address:	Postal Address:
	Fax No.:	+248 4373 826	Seychelles Bureau of Standards Standards House, D'Arhoa Avenue, Providence Industrial Estate, Mahe	P O Box 953, Victoria Mahé Seychelles
	Email:	sbsorg@seychelles.net		
	Website	www.sbs.sc		

43. SIERRA LEONE

National Standard Body

	Telephone Number:	+232 78 334 134	**Physical Address:**	**Postal Address:**
	Fax number:	-	**Sierra Leone Standards Bureau (SLSB)** Wahman Abu Compound, Kelsey Road Kissy - Ferry Junction CT Box 11 Freetown Sierra Leone	**Sierra Leone Standards Bureau (SLSB)** Wahman Abu Compound, Kelsey Road Kissy - Ferry Junction CT Box 11 Freetown Sierra Leone
	Email:	slsb2009@yahoo.com		
	Website	http://standards-sl.org/		

SPS: Sierra Leone Standards Bureau

	Telephone Number:	+232 76 626 488 +232 30 230 500	**Physical Address:**	**Postal Address:**
	Fax number:	-	**Sierra Leone Standards Bureau (SLSB)** Old SLMPB Building, Cline Town, Freetown, Sierra Leone	**Sierra Leone Standards Bureau (SLSB)** Old SLMPB Building, Cline Town, Freetown, Sierra Leone
	Email:	tom_yormah@yahoo.com		
	Website	-		

TBT: Sierra Leone Standards Bureau

	Telephone Number:	+232 76 626 488 +232 30 230 500	**Physical Address:**	**Postal Address:**
	Fax number:	-	**Sierra Leone Standards Bureau (SLSB)** Old SLMPB Building, Cline Town, Freetown, Sierra Leone	**Sierra Leone Standards Bureau (SLSB)** Old SLMPB Building, Cline Town, Freetown, Sierra Leone
	Email:	Professor Thomas R.B. Yormah tom_yormah@yahoo.com		
	Website	-		

TBT: National Notification Authority, Ministry of Trade and Industry

	Telephone Number:	+232 76 626 488 +232 30 230 500	**Physical Address:**	**Postal Address:**
	Fax number:	-	-	-
	Email:	Mr. Emmanuel Billy Konjoh director.foreign@moti.gov.sl		
	Website	-		

44. SOMALIA

National Standards Body

SOBS Somali Bureau Of Standards Quality for a better tomorrow	Telephone Number:	+252 619 505 862	**Physical Address:**	**Postal Address:**
	Fax number:	-	-	-
	Email:	info@sobs.gov.so aden@sobs.gov.so aidarus@sobs.gov.so		
	Website	http://sobs.gov.so/		

45. SOUTH SUDAN

Information not available

46. SOUTH AFRICA

National Regulator for Compulsory Specifications & Legal Metrology

NRCS	Telephone No.:	+27 12 482 8700/ 8902/ 8792	Physical Address:	Postal Address:
	Fax No.:		National Regulator for Compulsory Specifications (NRCS), 1 Dr. Lategan Road Groenkloof 0181 Pretoria, South Africa	Private Bag X25 Brooklyn Square 0075 Pretoria South Africa
	E-mail:	rose.kuriti@nrcs.org.za jaco.marneweck@nrcs.org.za		
	Website	www.nrcs.org.za		

National Certification Body

SABS South African Bureau of Standards	Telephone No.:	+27 12 428 7911/6004	Physical Address:	Postal Address:
	Fax No.:		South Africa Bureau of Standards 1 Dr. Lategan Road Groenkloof, South Africa	Private Bag X191 Pretoria 001 South Africa
	Email:	info@sabs.co.za		
	Website	www.sabs.co.za		

Accreditation – South African National Accreditation System (SANAS)

sanas Calibration Laboratory	Telephone No.:	+27 12 394 3760	Physical Address:	Postal Address:
	Fax No.:	+27 12 3940526	South African National Accreditation System 77 Meintjies Street Sunnyside, Pretoria, South Africa	Private Bag X23 Sunnyside Pretoria South Africa
	Email:			
	Website	www.sanas.co.za		

47. SUDAN

Sudanese Accreditation Body

SDAC	Telephone No.:	+249 18 328 7612/ +249 18 328 7612	**Physical Address:**	**Postal Address:**
	Email	info@sdac.gov.sd	**Sudanese Accreditation Body** P.O Box 1277, Khartoum, Sudan, Al-Baladiya Street, south of Ministry of Higher Education and Scientific Research	**Sudanese Accreditation Body** P.O Box 1277, Khartoum, Sudan, Al-Baladiya Street, south of Ministry of Higher Education and Scientific Research
	Website	http://sdac.gov.sd/index.php/en/home		

Sudanese Standards and Metrology Organization (SSMO)

SSMO	Telephone No.:	+249 183 77 52 47	**Physical Address:**	**Postal Address:**
	Fax No.:	+249 183 76 57 26	**Sudanese Standards and Metrology Organization (SSMO)** P.O Box 13573 SD-Khartoum SUDAN	**Sudanese Standards and Metrology Organization (SSMO)** P.O Box 13573 SD-Khartoum SUDAN
	Email	info@ssmo.gov.sd		
	Website	http://www.ssmo.gov.sd/Arso#		

48. TANZANIA

National Certification Body

TANZANIA BUREAU OF STANDARDS	Telephone No.:	+255 22 245 0206	Physical Address:	Postal Address:
	Fax No.:	+255 22 245 0959	Tanzania Bureau of Standards Morogoro Rd, Dar es Salaam, Tanzania	P O Box 9524 Dar es Salaam Tanzania
	Email:	info@tbs.go.tz		
	Website	www.tbs.go.tz		

National Focal Point – Accreditation

TANZANIA BUREAU OF STANDARDS	Telephone No.:	+255 22 245 0206	Physical Address:	Postal Address:
	Fax No.:	+255 22 245 0959	Tanzania Bureau of Standards Morogoro Rd, Dar es Salaam, Tanzania	P O Box 9524 Dar es Salaam Tanzania
	Email:	info@tbs.go.tz		
	Website	www.tbs.go.tz		

49. TOGO

National Standards and Certification Body

ATN	Telephone No.:	+228 22 50 00 26 / +228 90 23 08 14 / +228 90 39 40 93	**Physical Address:**	**Postal Address:**
	Email	atntogo2020@gmail.com	**Agence Togolaise de Normalisation** Ministère du Commerce, de l'industrie et de la consommation locale Immeuble SAZOF, Bureaux Annexes 2564, Avenue de la Chance BP 3250 Lomé, Togo	**Agence Togolaise de Normalisation** Ministère du Commerce, de l'industrie et de la consommation locale Immeuble SAZOF, Bureaux Annexes 2564, Avenue de la Chance BP 3250 Lomé, Togo
	Website	https://www.hauqe.tg		

SPS Enquiry Point

	Telephone No.:	+(228) 22 21 20 25/90 29 25 72	**Physical Address:**	**Postal Address:**
	Fax No.:	+(228) 22 21 05 72	**Ministère du commerce et de la promotion du secteur privé** Ancien immeuble BCEAO, Place des Martyrs B.P. 383 Lomé Togo	**Ministère du commerce et de la promotion du secteur privé** Ancien immeuble BCEAO, Place des Martyrs B.P. 383 Lomé Togo
	Email	jacobbatchassi@yahoo.fr		
	Website	https://commerce.gouv.tg		

50. TUNISIA

Standards : Institut National de la Normalisation et de la Propriété Industrielle

INNORPI 38 ANS	Telephone No.:	+216 71 806 758	Physical Address:	Postal Address:
	Fax No.:	+216 71 807 071	Rue de l'assistance n°8 par la rue Alain Savary BP 57, Cité El Khadra 1003 Tunis, Tunisia	Rue de l'assistance n°8 par la rue Alain Savary BP 57, Cité El Khadra 1003 Tunis, Tunisia
	Email:	innorpi@planet.tn		
	Website:	http://www.innorpi.tn/		

SPS Enquiry Point - Ministère du Commerce et de l'Artisanat

Direction de la Coopération Economique et Commerciale	Telephone No.:	+(21 6 71) 894 340	Physical Address:	Postal Address:
	Fax No.:	+(21 6 71) 795 745	Ministère du Commerce et de l'Artisanat Direction de la Coopération Economique et Commerciale 37 aveunue Khereddine Pacha 1002 Tunis, Tunisia	
	Email:	mcmr@ministeres.tn		
	Website:			

TBT Enquiry Point - Pesticides and disinfectants for domestic use: Ministry of Public Health, Directorate of Environmental Health and Environmental Protection

Directorate of Environmental Health and Environmental Protection	Telephone No.:	+(216 1) 56 71 15	Physical Address:	Postal Address:
	Fax No.:	+(216 1) 57 60 10	Bab Saâdoun Tunis	
	Email:			
	Website:			

TBT Enquiry Point - Other technical regulations: Ministry of Trade, Directorate-General of Competition and Internal Trade

Directorate of Environmental Health and Environmental Protection	Telephone No.:	+(216 1) 78 08 15	Physical Address:	Postal Address:
	Fax No.:	+(216 1) 78 18 47	6, rue Venezuela 1002 Tunis Belvédère	
	Email:			
	Website:			

51. UGANDA

National Standard Body

UGANDA NATIONAL BUREAU OF STANDARDS	Telephone Number:	+256 41 450 59 95	**Physical Address:**	**Postal Address:**
	Fax number:	+256 41 428 61 23	**Uganda National Bureau of Standards (UNBS)** Plot 2-12, Bypass Link, Industrial & Business Park Kyaliwajala Rd Kampala, Uganda	**Uganda National Bureau of Standards (UNBS)** Plot 2-12, Bypass Link, Industrial & Business Park Kyaliwajala Rd Kampala, Uganda
	Email:	info@unbs.go.ug		
	Website	https://www.unbs.go.ug/		

National Veterinary Inspection body

	Telephone No.:	+256-000-000000	**Physical Address:**	**Postal Address:**
	Fax No.:	+256-000-000000	**Uganda Veterinary Board** P. O. Box: 000 Kampala Uganda	**Uganda Veterinary Board P.** O. Box: 000 Kampala Uganda
	Email	info@ugandavetboard.or		
	Website	http://www.ugandavetboard.org		

52. ZAMBIA

Zambia Compulsory Standards Agency

	Telephone No:	+260 211 224899; +260 211 224900	Physical Address:	Postal Address:
	Fax No.:	Not available	Zambia Compulsory Standards Agency Plot No.5032, Great North Road, Nkwazi House, Lusaka, Zambia	Corner of Nkwazi and Chachacha Rd, Lusaka, Zambia P O Box 31302
	Email:	Peggy.chituta@zcsa.org.zm info@zcsa.co.zm		
	Website	http://www.zcsa.org.zm		
CEO:	Peggy Kaunda Chituta			

National Certification Body

	Telephone No:	+ 260 211 231-385 / 227 075	Physical Address:	Postal Address:
	Fax No.:	+260 211 238 483	Zambia Bureau of Standards Lechwe House, Freedom Way- South End Lusaka, Zambia	P O Box 50259 Lusaka Zambia
	Email:	info@zabs.org.zm		
	Website	www.zabs.org.zm		

National Focal Point – Accreditation

	Telephone No.:	+260211226954	Physical Address:	Postal Address:
	Fax No.:	+260211226954	MCTI 10th Floor, Government Complex, Lusaka, Zambia	P.O BOX 31968 Lusaka Zambia
	Email:	Moses.Ngosa@mcti.gov.zm		
	Website			

53. ZIMBABWE

National Accreditation Focal Point

	Telephone No.:	+263718955708 +263 4 702 733 +263 4 730081/7; 791823/7 702731	Physical Address: -	Postal Address:
	Fax No.:	+263 4 793 461 +263 4 704116/723765/729311	Ministry of Industry and Commerce Mukwati Building Corner Livingstone Ave/Fourth Street 13th Floor, Mukwati Building	P. Bag CY7708, Causeway, Harare, Zimbabwe
	Email:	rchibanda2011@gmail.com mic@mic.gov.zw		
	Website	mic.gov.zw		

National Standard Body

	Telephone No.:	+263 0242 88 5511/885 511 +263 0242 885517	Physical Address:	Postal Address:
	Fax No.:	+263 488 2020	Standards Association of Zimbabwe No.1 Northend Close, Northridge Park Borrowdale	P O Box 2259. Harare, Zimbabwe
	Email:	info@saz.org.zw egadzikwa@saz.org.zw gzulu@saz.org.zw		
	Website	www.saz.org.zw		
Director General	Dr. Eve C. Gadzikwa	Tel: +263 4 885517; Email: egadzikwa@saz.org.zw|		

Annex 2. Business Registration process in Botswana

The business registration process in Botswana is managed by the Companies and Intellectual Property Authority (CIPA) within the Ministry of Trade and Industry. The process is further described below.

No.	Procedure	Estimated timeline	Associated costs
1.	**Reserve a unique company name** **Agency: Companies and Intellectual Property Authority (CIPA)** The entrepreneur can search the online database to check whether the desired company name is available for registration. This database is available on the website of the Ministry of Trade and Industry (www.mti.gov.bw). The entrepreneur then submits the Name Reservation Form (Form 1) to the CIPA and receives notification within 3 days. Once approved by the CIPA, the company name is reserved for 30 days. Failure to register the name within 30 days shall render the proposed name invalid and a new application shall be made.	3 days	BWP 20
2.	**Sign the declaration of compliance of statutory requirements for incorporation before a commissioner for oaths** **Agency: Companies and Intellectual Property Authority (CIPA)** The entrepreneur or company representative must submit the following documents: • Limited Liability Company Registration Form (Form 2). This form must be accompanied by the consent to act as shareholders, directors, auditors, company secretary, and registered officers, along with copies of their national IDs or passports. • Declaration of Compliance of Statutory Requirements (Form 3). This form must be accompanied by the particulars of the company secretary and his/her valid practicing license. Only registered professionals (lawyers or accountants) can serve as company secretaries. According to the Company Act of 2004, Section 21, Sub-section (3) and (4), Form 3 must be signed by a legal practitioner, member of Institute of Accountant, or member of Southern Africa Institute of Chartered Secretaries.	1 day	BWP 75
3.	**Register the company** **Agency: Companies and Intellectual Property Authority (CIPA)** To register the company, the entrepreneur must submit a completed application form, along with the name reservation certificate and the declaration of compliance with statutory requirements for company registration.	18 days on average	BWP 300 for the application to register a company and BWP 60 for the certificate of incorporation
4.	**Advertise the intention of applying for a license in the official gazette** **Agency: Official Gazette** The new company must advertise, in two consecutive issues of the Official Gazette, its intention to apply for a license.	3 weeks	BWP 80

No.	Procedure	Estimated timeline	Associated costs
5.	**Receive inspection of company premises *** **Agency: Industrial Affairs Department, Ministry of Investment, Trade and Industry** The company premises will be inspected by the Health Department, Environment Department, and Town Planning Department of Gaborone City Council to ensure compliance with minimum standards. No charges are involved as this procedure is done by the municipal authorities as part of the application for a trade or an industrial license.	2 days	No charge
6.	**Obtain an industrial license or a trade license *** **Agency: Industrial Affairs Department, Ministry of Investment, Trade and Industry** Business founders can either obtain an industrial license from the Industrial Affairs Department, Ministry of Trade and Industry or obtain a trade license from the Gaborone City Council.	3 weeks	Industrial license: BWP 50 if applied by self; BWP 1,500 by agent Trade license: BWP 100 if applied by self, BWP 2,000 by an agent
7.	**Open a bank account*** **Agency: Bank** All new businesses must open a company account with a bank.	1 day	No charge
8.	**Obtain Tax Identification Number (TIN)** **Agency: Botswana United Revenue Services (BURS)** The company applies for a Tax Identification Number (TIN) number, usually obtained within 5 days. The company then completes a taxpayer registration form to enroll in the employee withholding Pay–As-You-Earn tax (PAYE), which takes 2 days.	7 days	No charge by self, BWP 1,500 by agent
9.	**Register for VAT online** **Agency: BURS** Mandatory VAT for companies with an annual turnover of 1 million BWP and above. Voluntary registration is for companies with a minimum turnover of 500,000 BWP	7 days	No charge
10.	**Register employees for workplace injury insurance** **Agency: Insurance company** Under the Workers Compensation Act, companies must provide their employees with workplace injury insurance. Companies may choose to pay a security deposit to the Commissioner for any associated claims; however, most of them often purchase their own insurance.	2 days	No charge

Annex 3. Specimen of AfCFTA Certificate of Origin

Form 1: AfCFTA Certificate of Origin

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

<table>
<tr><td colspan="3">AfCFTA Certificate of Origin</td><td colspan="3">Competent Authority Ref</td><td colspan="2">Country Code</td><td>Serial No.</td></tr>
<tr><td colspan="3"></td><td colspan="3"></td><td colspan="2"></td><td></td></tr>
<tr><td colspan="3">1. Exporter
(Name & Address)</td><td colspan="3">2. Consignee (Name & Address)</td><td colspan="3">3. For Official Use Only</td></tr>
<tr><td>4.Particulars of Transport</td><td colspan="5"></td><td colspan="3"></td></tr>
<tr><td></td><td colspan="5"></td><td colspan="3"></td></tr>
<tr><td>5. Marks & No.s</td><td>6. Invoice No. & Date</td><td>7. No. & Kind of Package</td><td>8. Description of Goods</td><td>9. Gross Weight</td><td>10. Suppl. Quantity</td><td>11. HS Code</td><td>12. Origin Criterion</td></tr>
<tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr>
<tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr>
<tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr>
<tr><td colspan="3">13. Declaration By The Exporter or Authorized Representative

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

_____
(Country)

Place and date:

_____

_____
(Full Names and Designation)

_____
(Signature)</td><td colspan="3">14. Certification of Origin

Origin Stamp

_____
(Designated Authority)

_____
(Full Names)

_____
(Signature)</td><td colspan="3">15. For Customs purposes

Export Document No.:

_____

_____
Customs Office & Date

_____
(Full Names)

_____
(Signature)</td></tr>
</table>

AfCFTA CERTIFICATE OF ORIGIN (PAGE 2 – BACK PART)

A. REQUEST FOR VERIFICATION BY IMPORTING STATE PARTY	B. RESULT OF VERIFICATION BY EXPORTING STATE PARTY
Verification of the authenticity and accuracy of this Certificate is requested for the following reasons: _____ _____ _____ _____ _____ (Place and Date) _____ (Signature and Stamp)	Verification carried out shows that this Certificate was issued by the Designated Competent Authority indicated and that the information contained therein: ☐ Is accurate ☐ Does not meet the requirement as to the authenticity / accuracy in Box _____ t the appropriate box number) _____ (Place and Date) _____ (Signature and Stamp)

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

Form 3: Supplier or Producer's Declaration

AFRICAN CONTINENTAL FREE TRADE AREA
SUPPLIER OR PRODUCER'S DECLARATION
(Article 31(2))

A. SUPPLIER OR PRODUCER'S DECLARATION FOR PRODUCTS HAVING PREFERENTIAL ORIGIN STATUS

I, the undersigned, declare that the Goods listed on invoice _____(1)

were produced in _____(2) and satisfy the rules of origin governing preferential trade between the African Continental Free Trade Area State Parties.

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

_____ (3)

_____ (4)

_____ (5)

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.

(1) - If only some of the Goods listed on the invoice are concerned they should be clearly indicated or marked and this marking entered on the declaration as follows:
"_____ listed on this invoice and marked

_____ were produced in _____".

- If a document other than an invoice or an annex to the invoice is used, the name of the document concerned shall be mentioned instead of the word "invoice".

(2) African Continental Free Trade Area State Party.
(3) Place and Date.
(4) Name and Designation in the Company.
(5) Signature.

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.

(1) If only some of the Goods listed on the invoice are concerned they should be clearly indicated or marked and this marking entered on the declaration as follows: "_____ listed on this invoice and marked _____ were produced in _____".

If a document other than an invoice or an annex to the invoice is used, the name of the document concerned shall be mentioned instead of the word "invoice".

(2) African Continental Free Trade Area State Party.

(3) Description is to be given in all cases. The description must be adequate and should be sufficiently detailed to allow the tariff classification of the Goods concerned to be determined.

(4) Customs values to be given only if required.

(5) Country of Origin to be given only if required. The origin to be given must be a preferential origin, all other origins to be given as "third country".

(6) "and have undergone the following processing in African Continental Free Trade Area State Party _____, to be added with a description of the processing carried out if this information is required.

(7) Place and Date

(8) Name and Designation in the Company

(9) Signature

Annex 4. Botswana's Priority Product-Market Selection Methodology for the AfCFTA Markets

Following the entry into force of the AfCFTA, barriers to penetrate African markets are expected to be reduced, thus giving an opportunity to Botswana's products to enter those markets. Moreover, preferential market access over countries outside of Africa that do not have a trade agreement with African countries, are expected to drive a competitive edge for Botswana over the rest of the world (non-Africa). This methodology gives the process of selection of the products with the most potential in African markets while indicating individual markets within the continent with the greatest opportunity for Botswanan products. A selection of products is necessary for a detailed product-specific analysis of the steps to exports to be presented in the guide.

The product level analysis has been done at the HS6 level for a more detailed tariff line analysis of the potential to export to untapped markets in the short to medium term. The product selection methodology involves 3 steps:

- Step 1: Product shortlisting
- Step 2: Priority Products for the African market
- Step 3: African market analysis for priority products

It is important to note that the analysis for African markets excluded SADC countries, since a separate SADC guide exists, and the SADC Trade Protocol currently still offers the best market access for Botswana's exports to SADC countries. The analysis also excludes the products belonging to HS71-Precious and Semi-Precious stones (i.e., diamonds), as it is already an established export product from Botswana.

Step 1: Product shortlisting

The first step, applied to products at the HS 6 level, involves considering two necessary, but not sufficient, conditions for product selection:

1. Value of exports: The average of Botswana's exports between 2017 and 2019 must be greater than USD 1 million. Export values have been considered to indicate a reasonable scale and competitiveness from Botswana to be exported to new markets.

2. Trade Balance: The average of Botswana's Trade Balance between 2017 and 2019 must be positive or in surplus. Trade Balance of products has been used to provide an indication of net exports and whether there may be significant re-exports. Moreover, re-exports are not eligible to benefit from preferences under a free trade agreement as insufficient transformation would occur in Botswana.

Example:

Table 3. Step 1 examples

HS 6 Code	HS Description	Average exports from Botswana in USD Million (2017-2019)	Average Trade Balance in USD Millions (2017-2019)	Product Selected (yes/no)
'240220	Cigarettes, containing tobacco	2.50	-8.30	No ☒
'010229	Live cattle (excluding pure-bred for breeding)	1.10	0.90	Yes ☑
'080132	Fresh or dried cashew nuts, shelled	0.03	-0.14	No ☒

Source: IEC calculations based on ITC Trademap

Using these criteria, **35 products** (out of 5,300 possible products) at HS 6 were shortlisted.

Step 2: Priority Products for the African market

The 35 products were further shortlisted using a set of both supply-side and demand-side indicators to form an index, scor-

ing the products out of 100 (with 100 being the frontier).

Supply-side indicators

Indicator 1: Supply Growth

The first indicator used for the index was the Compounded Annual Growth Rate of Botswana's Exports between 2015-2019 for the 35 shortlisted products.

Box 3. CAGR formula

The compound annual growth rate (CAGR) is the annualized average rate of value growth between two given years, assuming growth takes place at an exponentially compounded rate.
The CAGR for exports (X) between t0 and tn, is calculated as follows:

$$\hat{X}_{tn,t0} = \sqrt[(tn-t0)]{\frac{X_{tn}}{X_{t0}}} - 1$$

The following scores have been assigned to the Annual growth rate of Botswana's exports:

Table 4. Index values for Growth

Range of Value	Scores
Less than 0	0
0-9	5
10-19	10
20-29	20
30-39	30
40-49	40
50-59	50
60-69	60
70-79	70
80-89	80
90-99	90
100+	100

Indicator 2: Supply Volatility of Botswana's Exports

To measure the stability of supply in Botswana's exports, the Standard deviation of exports between 2015 and 2019 has been divided by the average of exports between the same period. A low number would suggest lesser fluctuations and a stable supply of exports from Botswana. The combination of volatility and growth is considered to be an advantage, while volatility combined with decline or stagnation is considered to be a disadvantage.

Box 4. Standard Deviation formula

Standard deviation is a measure to determine the amount of variation in a set of values. A low standard deviation indicates that the values are close to the average/mean and a high standard deviation indicates that the values are spread out and have lesser coherence.

$$V = \sqrt{\frac{\sum_i (X_i - \sum_{i=1}^{n} X_i/n)^2}{n-1}} \Big/ \sum_{i=1}^{n} X_i/n$$

Where: V is the volatility; n is the summation; X is each of the values; n is the number of values

The following scores have been assigned to the Volatility of exports.

Table 5. Index values for Supply Volatility

Range	Scores
0-20	100
21-40	90
41-60	80
61-80	70
81-100	60
101-120	50
121-140	40
141-160	30
161-180	20
181-200	10
200+	0

Indicator 3: NES Priority Sector

This indicator checks if the product belongs to the priority sectors of Botswana's National Export Strategy of 2019-2024. NES priority sectors include Arts and Crafts, Jewellery and Semi-Precious stones, Leather and leather products, Meat and meat products, Artisanal products, Light Manufacturing and Textiles and garments.

A score of 100 is assigned to the products belonging to NES Priority Product Sectors, otherwise 0.

Demand Side Indicators

Indicator 4: Demand Growth

Indicator 4 includes the Compounded Annual Growth Rate (CAGR) of Imports by the Rest of Africa (RoA) (which excludes SADC countries) over the 5-year period of 2015-2019. The CAGR has been calculated for each of these 35 products. A high CAGR indicates a rapid growth of the product's demand in the African market. Note that Africa values exclude SADC member countries, thus have been called as Rest of Africa (RoA) in the analysis.

The following scores have been assigned to the CAGR of RoA imports.

Table 6. Index for Demand Growth

Range	Scores
< -20	0
-20 to -14	10
(-15 to -9)	20
(-10 to -4)	30
(-5 to -1)	40
(0 to 4)	50
(5 to 9)	60
(10 to 14)	70
(15 to 19)	80
(20 to 24)	90
25+	100

The SADC specific guide gives the products with export opportunity for Botswana.

Indicator 5: Significance of Market

To determine the significance of the RoA market in terms of Africa's imports and Botswana's exports, the ratio of Africa's imports of the product to Botswana's exports of the same product has been calculated. A ratio of 100 means that the demand in Africa exceeds Botswana's supply by 100 times. This makes the market exceptionally attractive for Botswana as it gives Botswana a chance to capture the market as its current exports to the world only a fraction of this amount (1% or less of the market's imports).

The following scores have been assigned to the Significance of market indicator.

Table 7. Index for Significance of Market

Range	Scores
0-9	5
10-19	10
20-29	15
29-30	20
30-39	30
40-49	40
50-59	50
60-69	60
70-79	70
80-89	80
90-99	90
100+	100

Indicator 6: RoA vs World Growth in Imports

The growth of import demand from the RoA in comparison to the import demand growth in the world between 2015 to 2019 benchmarks whether the rest of Africa is growing as intensively as the rest of the world is. If the value of the indicator is greater than 1, demand for products grew faster in RoA than in the world and a score of 100 is given. If the value is less than 1, demand for the product grew slower in RoA than in the world, so a score of 0 is given.

Table 8. Example of indicators and scores

HS code	Descrip-tion	Supply Growth Botswana Exports Supply growth rate (2015-2019)		Supply Volatility of Botswana's Exports (SD/AVG)		NES Priority Sector		Rest of Africa (RoA) annual import demand growth rate (2015-2019)		Significance of Market, Ratio of Africa's imports to Botswana's exports, 2019		Demand in RoA imports Vs World; RoA GR/World Import GR		Final Index Score (out of 100)
		Value	Score (0-100)	Value	Score (0-100)		Score (0,100)	Value	Score (0-100)	Value	Score (0-100)	Value	Score (0,100)	
'010221	Pure-bred cattle for breeding	413.2%	100	212.7%	0	Meat and Meat prod-ucts	100	44.5%	100	44.3	40	9.3	100	68.0
'010229	Live cattle (exclud-ing pure-bred for breed-ing)	93.3%	90	213.2%	0	Meat and Meat prod-ucts	100	11.3%	70	91.8	90	8.3	100	70.0
'020230	Frozen, boneless meat of bovine animals	-9.9%	0	18.9%	100	Meat and Meat prod-ucts	100	0.6%	50	53.5	50	-17.1	0	50.0
'071339	Dried, shelled beans "Vigna and Phaseo-lus"	55.6%	50	61.4%	70	No	0	-16.6%	10	9.9	5	-3.4	0	27.0
'130219	Vege-table saps and extracts	21.3%	15	59.2%	80	No	0	11.7%	70	5.4	5	1.8	100	44.0
'230230	Bran, sharps, and other residues of wheat	13.2%	10	41.0%	80	No	0	5.5%	60	69.8	60	2.4	100	52.0
'482020	Exercise books of paper or paper-board	59.4%	50	73.5%	60	No	0	1.0%	50	117.8	100	61.6	100	62.0

Weights for the final index

Each individual indicator is given a weight, according to the table below.

Table 9. Weights for the Final Index

Parameter	Weights
Indicator 1: Supply Growth, CAGR Botswana Exports (2015-2019)	2
Indicator 2: Supply Volatility of Botswana's exports (2015-2019)	2
Indicator 3: NES Priority Sector	1
Indicator 4: Rest of Africa (RoA) annual import demand growth rate (2015-2019)	2
Indicator 5: Significance of Market, Ratio of Africa's imports to Botswana's exports, 2019	2
Indicator 6: Demand in RoA imports Vs World	1

Index Calculation formula:

Final Products Index $= \frac{\{2xI_1+2xI_2+I_3+2I_4+2I_5+I_6\}}{10}$, where I represents Indicator i.

Products that score **50 or above** out of 100 in the index have been selected as priority products.

A total of nine products meet this criterion.

Step 3: African market analysis for priority products

Further analysis is needed to determine the most attractive markets within the rest of Africa for each product selected in Step 2.

For this, for each of the selected products from Step 2, the top 3 importers in Africa[7] by average import value between 2017 and 2019 have been listed. Each market has been scored out of 100 for each of the products. These top 3 markets have been narrowed down further based on the following indicators:

Range	Scores
< -20	0
-20 to -14	10
(-15 to -9)	20
(-10 to -4)	30
(-5 to -1)	40
(0 to 4)	50
(5 to 9)	60
(10 to 14)	70
(15 to 19)	80
(20 to 24)	90
25+	100

Indicator 1: Demand Growth. Compounded Annual Growth Rate (CAGR) of Importing country for the specific product between 2015-2019. The CAGR has been calculated for each of these 9 products. A high CAGR indicates a rapid growth of the product's demand. The following scores have been assigned to the CAGR imports of the top 3 markets.

[7] Excluding SADC

Indicator 2: Margin of Tariff Preferences. The tariff advantage on the products originating from the AfCFTA region, allowed under the AfCFTA tariff arrangements. We assume that the individual schedule of preferences of AfCFTA member states comes down to 0. Schedules are not yet finalised and so this is an assumption and may not come to fruition. Thus, the Most Favoured Nation (MFN) Ad Valorem Equivalent (AVE) Tariff in 2019, is Botswana's tariff advantage compared to countries that do not have a trade agreement with the importing country. Indicator 2 considers the MFN AVE for the importing country. The higher the MFN, the higher the advantage.

The following scores have been assigned to the Margin of Tariff advantage.

Range	Scores
0-9	0
10-19	10
20-29	20
30-39	30
40-49	40
50-59	50
60-69	60
70-79	70
80-89	80
90-99	90
100+	100

Indicator 3: Bilateral Trade cost. The Ad-valorem Equivalent (AVE) of trade costs in exporting that particular product to the specific market. The trade costs AVE includes all costs involved in trading goods internationally with another partner (i.e. bilaterally) relative to those involved in trading goods domestically (i.e., internationally) and captures trade costs in its wider sense, including not only international transport costs and tariffs but also other trade cost components, such as direct and indirect costs associated with differences in languages, currencies as well as cumbersome import or export procedures. Trade costs are collected by the World Bank and United Nations Economic and Social Commission for Asia and the Pacific (ESCAP), and were recently updated with 2018 estimated. Trade costs are defined as

Following Novy (2012), bilateral comprehensive trade cost is defined as follows:

$$\tau_{ijkt} \equiv \left(\frac{t_{ijkt} t_{jikt}}{t_{iikt} t_{jjkt}} \right)^{\frac{1}{2}} - 1 = \left(\frac{x_{iikt} x_{jjkt}}{x_{ijkt} x_{jikt}} \right)^{\frac{1}{2(\sigma_k - 1)}} - 1 \quad ; \text{at sector } k, \text{ time } t$$

where τ_{ij} denotes geometric average trade costs between country i and country j
t_{ij} denotes international trade costs from country i to country j
t_{ji} denotes international trade costs from country j to country i
t_{ii} denotes intranational trade costs of country i
t_{jj} denotes intranational trade costs of country j
x_{ij} denotes international trade flows from country i to country j
x_{ji} denotes international trade flows from country j to country i
x_{ii} denotes intranational trade of country i
x_{jj} denotes intranational trade of country j
σ_k denotes sector-specific elasticity of substitution between goods in the sector[3]

Source: Chen & Novy (2012)

Scores for bilateral trade cost have been given by benchmarking the lowest bilateral trade cost, which has been given a score of 100. The worst-case scenario, i.e, the highest bilateral trade cost, has been given a score of 0. The range of scores (distances to frontier) has been determined based on the highest and lowest bilateral trade cost, by dividing them into (linear) equal range of values.

Note: Bilateral Trade costs for Algeria, Djibouti, Gabon, and Tunisia were not available on the UNESCAP-World Bank Trade Cost database. In order to use proxies for these countries, a calculation based on the World Bank's Doing Business Trading Across Borders indicator was made. Import side costs and time were calculated for certain African countries including the 4 mentioned before. Countries with similar cost and time calculations along with similar physical characteristics were chosen (e.g. seaports or land ports). Algeria and Tunisia are close approximations of Kenya, such that Kenya's trade cost has been substituted for those countries. Djibouti and Gabon, on the other hand, are close matches in terms of cross-border cost and time indicators to those of Senegal, thus Senegal's trade cost has been used as a proxy for these countries.

Indicator 4: Significance of market. Similar to Indicator 5 in Step 2, the Significance of the market in terms of each of the top 3 import markets and Botswana's exports has been determined using a ratio. The ratio includes imports of the product in the specific market to Botswana's exports of the same product. A ratio of 100 means that the demand in the market exceeds Botswana's supply by 100 times.
The following scores have been assigned to the Significance of market indicator.

Range	Scores
0-9	5
10-19	10
20-29	20
30-39	30
40-49	40
50-59	50
60-69	60
70-79	70
80-89	80
90-99	90
100+	100

Weights

All indicators 1-4 have been given equal weightage for the final index.

Index Calculation formula:

$$\text{Final Markets Index} = \sum_{i=1}^{4} \frac{I_i}{4},$$

where I represents Indicator i.

RESULTS

Step 1. Products shortlisting results

At Step 1, 35 products at the HS 6 level were shortlisted as below.

Products		Product Shortlisting criteria		Products		Product Shortlisting criteria	
HS code	Description	Average Trade Balance in USD Millions (2017-2019)	Average exports from Botswana in USD Million (2017-2019)	HS code	Description	Average Trade Balance in USD Millions (2017-2019)	Average exports from Botswana in USD Million (2017-2019)
'010221	Pure-bred cattle for breeding	0.8	1.2	'482020	Exercise books of paper or paperboard	0.5	2.0
'010229	Live cattle (excluding pure-bred for breeding)	0.9	1.1	'490700	Unused postage, revenue or similar stamps	6.5	6.9
'020130	Fresh or chilled bovine meat, boneless	34.3	34.5	'580810	Braids in the piece	2.1	3.8
'020230	Frozen, boneless meat of bovine animals	42.3	42.6	'630260	Toilet linen and kitchen linen,	9.4	10.2
'030571	Shark fins, smoked, dried, salted or in brine	1.1	1.1	'681011	Building blocks and bricks of cement	3.0	3.6
'071320	Dried, shelled chickpeas "garbanzos"	1.1	1.1	'740400	Waste and scrap, of copper	1.7	1.8
'071339	Dried, shelled beans "Vigna and Phaseolus"	0.7	1.4	'760200	Waste and scrap, of aluminium	1.9	1.9
'130219	Vegetable saps and extracts	3.5	3.5	'830990	Stoppers, caps and lids, incl. screw caps	2.6	4.1
'200551	Shelled beans "Vigna spp.	0.6	1.3	'841121	Turbopropellers of a power <= 1.100 kW	0.2	1.1
'230230	Bran, sharps and other residues of wheat	1.0	1.2	'842619	Overhead travelling cranes, transporter cranes, gantry cranes	0.9	2.0
'250100	Salts, incl. table salt and denatured salt	25.2	26.0	'846693	Parts and accessories for machine tools for working metal	0.8	1.1
'260300	Copper ores and concentrates	3.5	3.5	'846694	Parts and accessories for machine tools for working metal	1.5	1.8
'270112	Bituminous coal	6.0	6.0	'850213	Generating sets with compression-ignition	0.9	1.5
'270119	Coal, whether or not pulverised, non-agglomerated	3.6	3.7	'850710	Lead-acid accumulators	2.3	3.9

'283620	Disodium carbonate	39.1	39.1	'852849	Cathode-ray tube monitors, not incorporating television reception apparatus	2.8	4.0
'300230	Vaccines for veterinary medicine	1.3	7.1	'854430	Ignition wiring sets and other wiring sets for vehicles, aircraft or ships	89.5	94.4
'391723	Rigid tubes, pipes and hoses, of polymers of vinyl chloride	8.8	9.7	'880220	Aeroplanes and other powered aircraft of an unladen weight <= 2000 kg	3.1	7.8
'391890	Floor coverings of plastics	0.4	1.1				

Step 2. Priority products analysis

Products		Supply Side Indicators						Demand Side Indicators						Final Index Score (out of 100)
HS code	Description	Supply Growth Botswana Exports Supply growth rate (2015-2019)		Supply Volatility of Botswana's Exports (SD/AVG)		NES Priority Sector		Rest of Africa (RoA) annual import demand growth rate (2015-2019)		Significance of Market, Ratio of Africa's imports to Botswana's exports, 2019		Demand in RoA imports Vs World; RoA GR/World Import GR		
		Value	Score (0-100)	Value	Score (0-100)		Score (0,100)	Value	Score (0-100)	Value	Score (0-100)	Value	Score (0,100)	
'010221	Pure-bred cattle for breeding	413.2%	100	212.7%	0	Meat and Meat products	100	44.5%	100	44.3	40	9.3	100	68.0
'010229	Live cattle (excluding pure-bred for breeding)	93.3%	90	213.2%	0	Meat and Meat products	100	11.3%	70	91.8	90	8.3	100	70.0
'020130	Fresh or chilled bovine meat, boneless	-14.4%	0	31.9%	90	Meat and Meat products	100	-13.9%	20	2.0	5	1.0	100	43.0
'020230	Frozen, boneless meat of bovine animals	-9.9%	0	18.9%	100	Meat and Meat products	100	0.6%	50	53.5	50	-17.1	0	50.0
'030571	Shark fins, smoked, dried, salted or in brine	15.2%	10	86.0%	70	N	0	-21.1%	0	0.1	0	-0.7	0	16.0
'071320	Dried, shelled chickpeas "garbanzos"	88.0%	80	159.7%	30	N	0	-1.1%	40	33.3	30	-78.0	0	36.0
'071339	Dried, shelled beans "Vigna and Phaseolus"	55.6%	50	61.4%	70	N	0	-16.6%	10	9.9	5	-3.4	0	27.0

Products		Supply Side Indicators						Demand Side Indicators						Final Index Score (out of 100)
HS code	Description	Supply Growth Botswana Exports Supply growth rate (2015-2019)		Supply Volatility of Botswana's Exports (SD/AVG)		NES Priority Sector		Rest of Africa (RoA) annual import demand growth rate (2015-2019)		Significance of Market, Ratio of Africa's imports to Botswana's exports, 2019		Demand in RoA imports Vs World; RoA GR/World Import GR		
		Value	Score (0-100)	Value	Score (0-100)		Score (0,100)	Value	Score (0-100)	Value	Score (0-100)	Value	Score (0,100)	
'130219	Vegetable saps and extracts	21.3%	15	59.2%	80	N	0	11.7%	70	5.4	5	1.8	100	44.0
'200551	Shelled beans "Vigna spp., Phaseolus spp.", prepared or preserved			108.6%	50	N	0	-16.4%	10	2.4	5	0.0	0	13.0
'230230	Bran, sharps and other residues of wheat	13.2%	10	41.0%	80	N	0	5.5%	60	69.8	60	2.4	100	52.0
'250100	Salts, incl. table salt and denatured salt	-4.1%	0	32.3%	90	N	0	0.9%	50	9.8	5	-4.4	0	29.0
'260300	Copper ores and concentrates	-68.0%	0	178.5%	20	N	0	-14.3%	20	0.1	0	4.8	100	18.0
'270112	Bituminous coal, whether or not pulverised, non-agglomerated	-3.8%	0	24.2%	90	N	0	29.3%	100	32.6	30	-0.1	0	44.0
'270119	Coal, whether or not pulverised, non-agglomerated	-4.0%	0	80.0%	60	N	0	8.1%	60	166.6	10	-0.5	0	26.0
'283620	Disodium carbonate	-1.3%	0	10.7%	100	N	0	3.3%	50	7.7	5	-0.4	0	31.0
'300230	Vaccines for veterinary medicine	-12.9%	0	38.2%	90	N	0	7.5%	60	32.8	30	-1.7	0	36.0
'391723	Rigid tubes, pipes and hoses, of polymers of vinyl chloride	30.4%	30	48.1%	80	N	0	6.9%	60	9.3	5	4.4	100	45.0
'391890	Floor coverings of plastics	81.4%	80	62.7%	70	N	0	-2.6%	40	50.2	50	-31.4	0	48.0
'482020	Exercise books of paper or paperboard	59.4%	50	73.5%	60	N	0	1.0%	50	117.8	100	61.6	100	62.0

Products		Supply Side Indicators						Demand Side Indicators						Final Index Score (out of 100)
HS code	Description	Supply Growth Botswana Exports Supply growth rate (2015-2019)		Supply Volatility of Botswana's Exports (SD/AVG)		NES Priority Sector		Rest of Africa (RoA) annual import demand growth rate (2015-2019)		Significance of Market, Ratio of Africa's imports to Botswana's exports, 2019		Demand in RoA imports Vs World; RoA GR/World Import GR		
		Value	Score (0-100)	Value	Score (0-100)		Score (0,100)	Value	Score (0-100)	Value	Score (0-100)	Value	Score (0,100)	
'490700	Unused postage, revenue or similar stamps			147.6%	30	N	0	16.4%	80	151.9	100	0.0	0	42.0
'580810	Braids in the piece	-12.0%	0	26.6%	90	Artisanal Products	100	9.0%	60	1.5	5	-1.3	0	41.0
'630260	Toilet linen and kitchen linen,	-4.2%	0	15.0%	100	Garments and textiles	100	12.6%	70	4.9	5	-0.3	0	45.0
'681011	Building blocks and bricks of cement	4.1%	5	9.4%	100	N	0	-14.4%	20	1.6	5	-0.3	0	26.0
'740400	Waste and scrap, of copper	-6.3%	0	41.0%	80	N	0	-7.0%	30	2.0	5	0.9	0	23.0
'760200	Waste and scrap, of aluminium	19.4%	10	38.4%	90	N	0	14.3%	70	6.6	5	1.4	100	45.0
'830990	Stoppers, caps and lids, incl. screw caps	216.2%	100	112.4%	50	Light manufacturing	100	4.8%	50	54.0	50	44.7	100	70.0
'841121	Turbopropellers of a power <= 1.100 kW	29.0%	20	215.6%	0	Light manufacturing	100	9.8%	60	317.1	100	3.0	100	56.0
'842619	Overhead travelling cranes, transporter cranes, gantry cranes	-50.0%	0	135.3%	40	N	0	10.0%	70	1560.2	100	-5.0	0	42.0
'846693	Parts and accessories for machine tools for working metal	74.5%	70	139.3%	40	Light manufacturing	100	7.1%	60	10.0	10	10.5	100	56.0
'846694	Parts and accessories for machine tools for working metal without removing material			200.4%	0	Light manufacturing	100	9.1%	60			0.0	0	22.0

Products		Supply Side Indicators						Demand Side Indicators						Final Index Score (out of 100)
HS code	Description	Supply Growth Botswana Exports Supply growth rate (2015-2019)		Supply Volatility of Botswana's Exports (SD/AVG)		NES Priority Sector		Rest of Africa (RoA) annual import demand growth rate (2015-2019)		Significance of Market, Ratio of Africa's imports to Botswana's exports, 2019		Demand in RoA imports Vs World; RoA GR/World Import GR		
		Value	Score (0-100)	Value	Score (0-100)		Score (0,100)	Value	Score (0-100)	Value	Score (0-100)	Value	Score (0,100)	
'850213	Generating sets with compression-ignition internal combustion piston engine	-27.9%	0	182.6%	10	N	0	1.9%	50	33096.6	100	-14.6	0	32.0
'850710	Lead-acid accumulators of a kind used for starting piston engine	-10.2%	0	26.8%	90	N	0	10.5%	70	101.7	100	-1.0	0	52.0
'852849	Cathode-ray tube monitors, not incorporating television reception apparatus	10.4%	10	65.3%	70	N	0	-5.5%	30	1.8	5	-1.9	0	23.0
'854430	Ignition wiring sets and other wiring sets for vehicles, aircraft or ships	-4.2%	0	12.7%	100	Light manufacturing	100	3.6%	50	7.0	5	-1.2	0	41.0
'880220	Aeroplanes and other powered aircraft of an unladen weight <= 2000 kg	-23.1%	0	114.6%	50	N	0	-39.4%	0	22.4	20	0.6	0	14.0

Step 2. Priority products selected

9 products out of 35 were selected based on the index scores 50 and above.

HS code	Description	Value of Exports by Botswana in 2019 (USD Million)	Botswana's Trade Balance in 2019 (USD Million)	Botswana Exports Supply growth rate (2015-2019)	Supply Volatility of Botswana's Exports (SD/AVG)	NES Priority Sector	Africa-SADC imports (USD Million)	Rest of Africa (RoA) import demand growth rate (2015-2019)	Ratio of Africa's imports to Botswana's exports, 2019	Demand in RoA imports Vs World
'010221	Pure-bred cattle for breeding	3.6	3.5	413.2%	212.7%	Meat and Meat products	157.7	44.5%	44.3	9.3
'010229	Live cattle (excluding pure-bred for breeding)	3.2	3.2	93.3%	213.2%	Meat and Meat products	292.0	11.3%	91.8	8.3
'020230	Frozen, boneless meat of bovine animals	31.5	31.2	-9.9%	18.9%	Meat and Meat products	1682.7	0.6%	53.5	-17.1
'230230	Bran, sharps and other residues of wheat	1.3	1.0	13.2%	41.0%	N	87.6	5.5%	69.8	2.4
'482020	Exercise books of paper or paperboard	0.8	0.0	59.4%	73.5%	N	96.9	1.0%	117.8	61.6
'830990	Stoppers, caps and lids, incl. screw caps	5.7	4.5	216.2%	112.4%	Light manufacturing	307.6	4.8%	54.0	44.7
'841121	Turbopropellers of a power <= 1.100 kW	0.1	-0.9	29.0%	215.6%	Light manufacturing	15.9	9.8%	317.1	3.0
'846693	Parts and accessories for machine tools for working metal	2.4	2.3	74.5%	139.3%	Light manufacturing	24.5	7.1%	10.0	10.5
'850710	Lead-acid accumulators of a kind used for starting piston engine	3.8	2.3	-10.2%	26.8%	N	390.3	10.5%	101.7	-1.0

Step 3. Results from the Market Analysis

Countries with the highest potential for the product are highlighted in Green.

'010221 Pure-bred cattle for breeding										
Importers	Average imports (2017-2019), USD Millions	CAGR imports in %		MFN Tariffs AVE		Trade Cost		Significance of market		Final Score
		Value	Score	Value	Score	Value	Score	Value	Score	
Algeria	44.7	2,224.3	100	5.00%	0	309.8	60	24.0	15	43.8
Morocco	39.0	79.6	100	2.50%	0	602.2	30	8.0	5	33.8
Egypt	24.5	67.3	100	0.00%	0	684.4	30	9.1	5	33.8

'010229 Live cattle (excluding pure-bred for breeding)										
Importers	Average imports (2017-2019), USD Millions	CAGR imports in %		MFN Tariffs AVE		Trade Cost		Significance of market		Final Score
		Value	Score	Value	Score	Value	Score	Value	Score	
Algeria	105.1	34.0	100	25.00%	20	309.8	60	44.2	40	55.0
Morocco	17.9	213.9	100	200.00%	100	602.2	30	9.5	10	60.0
Tunisia	8.3	-2.6	30	36.00%	30	309.8	60	5.0	5	31.3

'020230, Frozen, boneless meat of bovine animals										
Importers	Average imports (2017-2019), USD Millions	CAGR imports in %		MFN Tariffs AVE		Trade Cost		Significance of market		Final Score
		Value	Score	Value	Score	Value	Score	Value	Score	
Egypt	1,222.8	2.0	50	0.00%	0	684.4	30	47.4	40	30.0
Algeria	75.4	-16.8	10	30.00%	30	309.8	60	2.4	5	26.3
Gabon	25.5	-24.8	0	20.00%	20	661.4	30	0.7	5	13.8

'230230 Bran, sharps and other residues of wheat										
Importers	Average imports (2017-2019), USD Millions	CAGR imports in %		MFN Tariffs AVE		Trade Cost		Significance of market		Final Score
		Value	Score	Value	Score	Value	Score	Value	Score	
Morocco	42.8	28.4	100	2.50%	0	602.2	30	42.3	40	42.5
Kenya	16.1	424.6	100	10.00%	10	309.8	60	1.4	5	43.8
Tunisia	13.4	-1.5	40	15.00%	10	309.8	60	10.2	10	30.0

'482020 Exercise books of paper or paperboard										
Importers	Average imports (2017-2019), USD Millions	CAGR imports in %		MFN Tariffs AVE		Trade Cost		Significance of market		Final Score
		Value	Score	Value	Score	Value	Score	Value	Score	
Ethiopia	16.6	-41.8	0	20.00%	20	684.4	30	5.8	5	13.8
Morocco	12.5	-6.6	30	30.00%	30	602.2	30	14.3	10	25.0
Djibouti	10.0	44.4	100	1.00%	0	661.4	30	8.8	5	33.8

'830990 Stoppers, caps and lids, incl. screw caps										
Importers	Average imports (2017-2019), USD Millions	CAGR imports in %		MFN Tariffs AVE		Trade Cost		Significance of market		Final Score
		Value	Score	Value	Score	Value	Score	Value	Score	
Morocco	75.3	11.8	70	22.50%	20	602.2	30	14.2	10	32.5
Egypt	65.2	7.5	60	5.00%	0	684.4	30	12.0	10	25.0
Tunisia	35.9	22.8	90	10.00%	10	309.8	60	7.3	5	41.3

'841121 Turbopropellers of a power <= 1.100 kW										
Importers	Average imports (2017-2019), USD Millions	CAGR imports in %		MFN Tariffs AVE		Trade Cost		Significance of market		Final Score
		Value	Score	Value	Score	Value	Score	Value	Score	
Ethiopia	3.9	-46.9	0	0.00%	0	653.8	30	20.0	20	12.5
Algeria	2.1	50.6	100	5.00%	0	309.8	60	92.5	90	62.5
Djibouti	1.8			26.00%	20	661.4	30	35.2	30	20.0

'846693 Parts and accessories for machine tools for working metal										
Importers	Average imports (2017-2019), USD Millions	CAGR imports in %		MFN Tariffs AVE		Trade Cost		Significance of market		Final Score
		Value	Score	Value	Score	Value	Score	Value	Score	
Algeria	4.2	-14.6	0	5.00%	0	309.8	60	1.8	5	16.3
Morocco	4.1	50.6	100	2.50%	0	602.2	30	1.9	5	33.8
Tunisia	2.7	40.1	100	10.00%	10	309.8	60	1.4	5	43.8

'850710 Lead-acid accumulators of a kind used for starting piston engine										
Importers	Average imports (2017-2019), USD Millions	CAGR imports in %		MFN Tariffs AVE		Trade Cost		Significance of market		Final Score
		Value	Score	Value	Score	Value	Score	Value	Score	
Egypt	72.5	30.5	100	30.00%	30	684.4	30	20.6	20	45.0
Morocco	55.2	61.1	100	30.00%	30	602.2	30	13.3	10	42.5
Algeria	38.3	2.1	50	30.00%	30	309.8	60	11.1	10	37.5

Annex 5. Product-specific export requirements

Due to the on-going AfCFTA negotiation, there might be updates to the applicable regulations in various markets. The information provided here, based on the author's understanding as of the date of this report, is of the natural of general comments only and should be taken as such. Exporters are recommdended to regularly check the relevant sources for updated information on the relevant issues and seek specific advice from a qualified professional when dealing with specific situations.

The following section contains a detailed enumeration of the different requirements necessary to export nine specific products into specific African markets. Annex 4 provides an overview of the product and market selection methodology. A summary of the nine categories of selected products and potential markets is provided below:

No.	Product (HS 6)	Product Description	Top three potential AfCFTA markets (excluding SADC)
1	'010221	Pure-bred cattle for breeding	**Algeria**; Morocco; Egypt
2	'010229	Live cattle (excluding pure-bred for breeding)	Algeria; **Morocco**; Tunisia
3	'020230	Frozen, boneless meat of bovine animals	**Egypt**; Algeria; Gabon
4	'230230	Bran, sharps and other residues of wheat	Morocco; **Kenya**; Tunisia
5	'482020	Exercise books of paper or paperboard	Ethiopia; Morocco; **Djibouti**
6	'830990	Stoppers, caps and lids, incl. screw caps	Morocco; Egypt; **Tunisia**
7	'841121	Turbo propellers of a power <= 1.100 kW	Ethiopia; **Algeria**; Djibouti
8	'846693	Parts and accessories for machine tools for working metal	Algeria; Morocco; **Tunisia**
9	'850710	Lead-acid accumulators of a kind used for starting piston engine	**Egypt**; Morocco; Algeria

*Text in bold denotes market recording top score in the potential scoreboard

1. Pure-bred cattle for breeding (HS 010221)

MARKET OVERVIEW

According to the analysis, the most attractive AfCFTA markets for HS 010221 - Pure-bred cattle for breeding from Botswana are listed in Table 10. The market selection has been done based on a number of indicators as described in Annex 4. This section gives the details on the requirements to export to the most potential market, i.e., Algeria, for Purebred cattle for breeding from Botswana.[8]

Table 10. Top markets for HS 010221 - Information sheet

Indicators	Algeria	Morocco	Egypt
Average imports, 2017-2019, USD Million	44	39	24
Growth of imports, 2015-2019 (CAGR in %)	2,224.3	79.6	67.3
MFN Tariffs AVE	5.00%	2.50%	0.00%
Sources (2019)	France (87.2%), Germany (7.5%), Austria (5.2%)	France (52.8%), Germany (41.6%), Netherlands (2.9%)	Brazil (80.9%), USA (16.5%), Hungary (2.6%)

Source: IEC Calculations based on ITC Trademap

[8] Information about market access to other potential AfCFTA markets can be found at ITC Macmap or National Trade Portal of the relevant market. See Annex 6 (Useful links).

GENERAL REQUIREMENTS

Customs Clearance

Documents required for clearance at the border:

- the declaration of the importation of the product
- a certified copy of the extract from the trade register
- a certified copy of the invoice
- the original document related to SPS regulations for the imported product (sanitary and phytosanitary) required by the regulations in force and relating to the conformity of the imported products.

All customs declarations in Algeria are made in writing along with the signature of the declarant (owner of the product/customs agent/carrier). This declaration is to be submitted to the customs office at the port of entry. This submission has a validity of 21 days from the date of registrations of the customs declaration. Supporting documents for the customs declaration are:

- an invoice with a bank domiciliation
- a copy of the company's trade registration
- a copy of the tax card issued by the relevant fiscal authorities
- border inspection document
- documentary evidence of origin
- an itemized list of contents
- certificates of conformity and quality from an independent third party
- the approval mandate of the customs agent[9]

Specific Regulatory requirements

Conformity Assessment[10]

For conformity assessment, a certificate of conformity and quality along with a certificate of origin is mandatory during the importation of goods.[11]

All food inspections, quality control, laboratory inspections, and combatting food-related fraud are under the responsibility of the Algerian Ministry of Commerce. Information regarding the same can be found at the Ministry's website, https://www.commerce.gov.dz/reglementation. Moreover, several ministerial departments such as the Ministry of Agriculture, Ministry of Health are responsible for food quality and safety of animal products.

The domestic responsibility of food production and health and safety of imported agricultural goods is managed by the Ministry of Agriculture. A "sanitary veterinary health certificate" is mandatory for the importation of all animals and animal products, which is overlooked by Veterinary Services at the Ministry of Agriculture.

For products of animal origin, an import authorization is necessary prior to importation. All the products listed in the law that regulates the veterinary inspections at borders posts are subject to sanitary authorization called "derogation sanitaire". This authorization declares that the animal product has no reportable disease in the country of origin of the product. At the border, primarily inspectors from the veterinary services and the SPS inspectors of the Ministry of Agriculture conduct the SPS controls. Information regarding imported agricultural products can be found on Ministry of Agriculture's website http://www.minagri.dz/.

Algeria follows CODEX Alimentarius for food standards. The CODEX Alimentarius National Committee, CNCA is responsible for all food standards-related regulations.

[9] ITA (2020). Import Requirements and Documentation, Algeria Country Commercial Guide, International Trade Administration, Available at: https://www.trade.gov/knowledge-product/algeria-import-requirements-and-documentation

[10] Based on 2018 FAIRS Annual Country report by the USDA. https://agriexchange.apeda.gov.in/IR_Standards/Import_Regulation/FoodandAgriculturalImportRegulationsandStandardsReportAlgiersAlgeria4102019.pdf;

[11] Regulation regarding conformity control can be found here https://www.commerce.gov.dz/reglementation/decret-executif-n-deg-05-467

2. Live cattle (excluding pure-bred for breeding) (HS 010229)

MARKET OVERVIEW

According to the analysis in Annex 4 of this guide, the most attractive AfCFTA markets for HS 010229 - Live cattle (excluding pure-bred for breeding) from Botswana are listed in Table 11. This section gives the details on the requirements to export to the most potential market, i.e., Morocco, for product HS 010229 from Botswana.[12]

Table 11. Top markets for HS 010229 - Information sheet

Indicators	Morocco	Algeria	Tunisia
Average imports, 2017-2019, USD millions	18	105	8.3
Growth of imports, 2015-2019 (CAGR in %)	213.9	34	-2.6
MFN Tariffs AVE	200%	25%	36%
Sources (2019)	Spain (52.2%), France (31.7%), Portugal (12.3%)	France (65%), Spain (33.8%)	France (77.2%), Spain (12.7%), Ireland (6.7%)

Source: IEC Calculations based on ITC Trademap

GENERAL REQUIREMENTS

Customs clearance

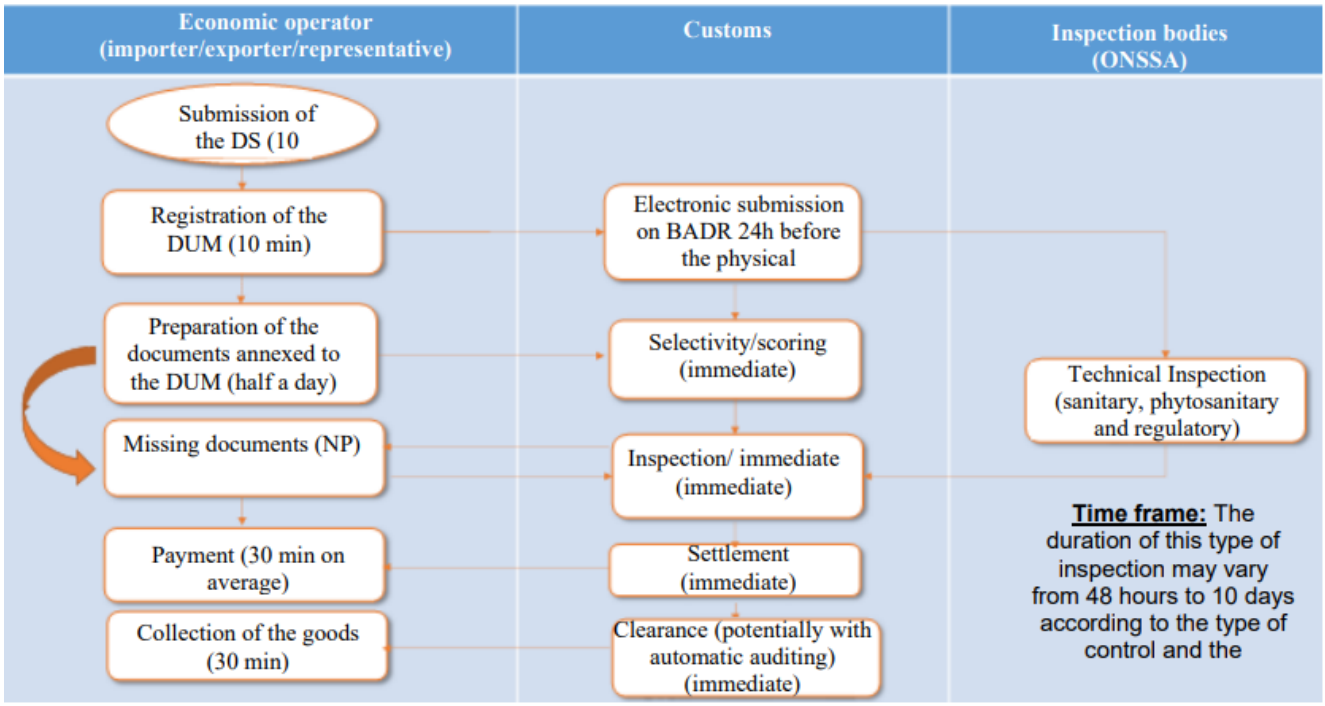
The following documentation is required for all imports and exports:

- A license representing the "physical import or export"
- A commercial invoice: Pro-forma invoices are provided in most cases. No special invoice form is necessary. The commercial or pro-forma invoice should:
  - Be on the supplier's letterhead
  - Fully describe the goods in French
  - Indicate the HS code when available
  - Indicate the value of the goods
  - Indicate the currency for payment (for foreign exchange transfer), and
  - Indicate the address of the buyer
  - Use the date format (dd/mm/yyyy)
- An "import commitment" (engagement d'importation), which is the authorization provided by the Foreign Exchange Office for the transfer of foreign currencies from Morocco to foreign suppliers abroad.
- A "customs declaration" (declaration de douane) is provided by the Customs Administration and is required for import and export through a port or airport.
- The importer/exporter may attach any documentation, such as technical documentation, that might assist the Customs Administration.[13]

[12] Information about market access to other potential AfCFTA markets can be found at ITC Macmap or National Trade Portal of the relevant market. See Annex 6 (Useful links).

[13] Further information about imports and exports requirement can be obtained at the Moroccan Administration of Customs and Indirect Tax (Administration des Douanes et Impôts Indirects) at http://www.douane.gov.ma/

Figure 7. Morocco's customs clearance circuit for a simple import



Source: (ITC, 2018)

More details on import and export requirements applied by Morocco are provided in the ITC's Import and export procedures guide.

Specific regulatory requirements

According to the ITC Market Access Map (MacMap), the below regulatory requirements apply to imports of Live cattle (excluding pure-bred for breeding) (HS 010229) into Morocco:

- **Requirements on Tolerance limits for residues of or contamination** by certain (non-microbiological) substances and Testing, which mandate the procedures for veterinary health inspection of imported live animals, animal source food, products of animal origin, animal reproduction products, sea and freshwater products under the authority of Ministry of Agriculture and Fisheries.
- **Requirements on Restricted use of certain substances** in foods and feeds and their contact materials, Hygienic practices during production related to SPS conditions, Animal-raising or -catching processes, Origin of materials and parts, Processing history and Product registration and approval requirement which provide standard specifications for the organic production of livestock and apiculture products such as certification, traceability, registration, breeding and hygiene conditions.
- **Treatments to eliminate plants and animal pests or disease-causing organisms** in the final product n.e.s. or prohibition of treatment, which, as part of the measures taken by Office National de Sécurité Sanitaire des Produits Alimentaires (ONSSA) to prevent the spread of the Foot-and-Mouth disease on the national territory, all imported bovine animals must be vaccinated against the Foot-and-Mouth disease during their quarantine.
- **Inspection requirement**, which requires sanitary inspection at the expense of the importer, conducted at customs inspection posts by the ONSSA's veterinary services for import of animals, animal feed, products of animal origin, animal reproduction products, and marine and freshwater products. Following the inspection, a veteri-

[14] Available at https://euromed.tradehelpdesk.org/euromed/en/market-access-info/customs-procedures-guides/download?reporter=504

nary sanitary certificate, which is mandatory for customs clearance, is issued. Sanitary inspection is systematic for all such imports, which, in addition, must be accompanied by the sanitary documents issued by the country of origin, and, where applicable, countries of transit.

- **Traceability requirements**, which require imported animals of bovine and cameline species must be identified in accordance with the provisions of the Order of the Minister of Agriculture and Marine Fisheries No. 2021-15 of 24 Sha'ban 1436 (12 June 2015) laying down the technical and organizational modalities for achieving the identification of animals and the conditions of their travel and movement.
- **Quarantine requirement**, which requires that imported animals are subject, immediately after landing, to a regime of quarantine in the lazaret of the point of entry or, if not available, in a quarantine station previously approved by the central health authorities of the department of agriculture. They must remain under quarantine until compliance with sanitary and zootechnical standards is established.
- **Requirement to pass through specified ports of customs**, which includes a list of the border crossings open to the import of live animals, animal source food, products of animal origin, animal reproduction products, sea and freshwater products.[15]

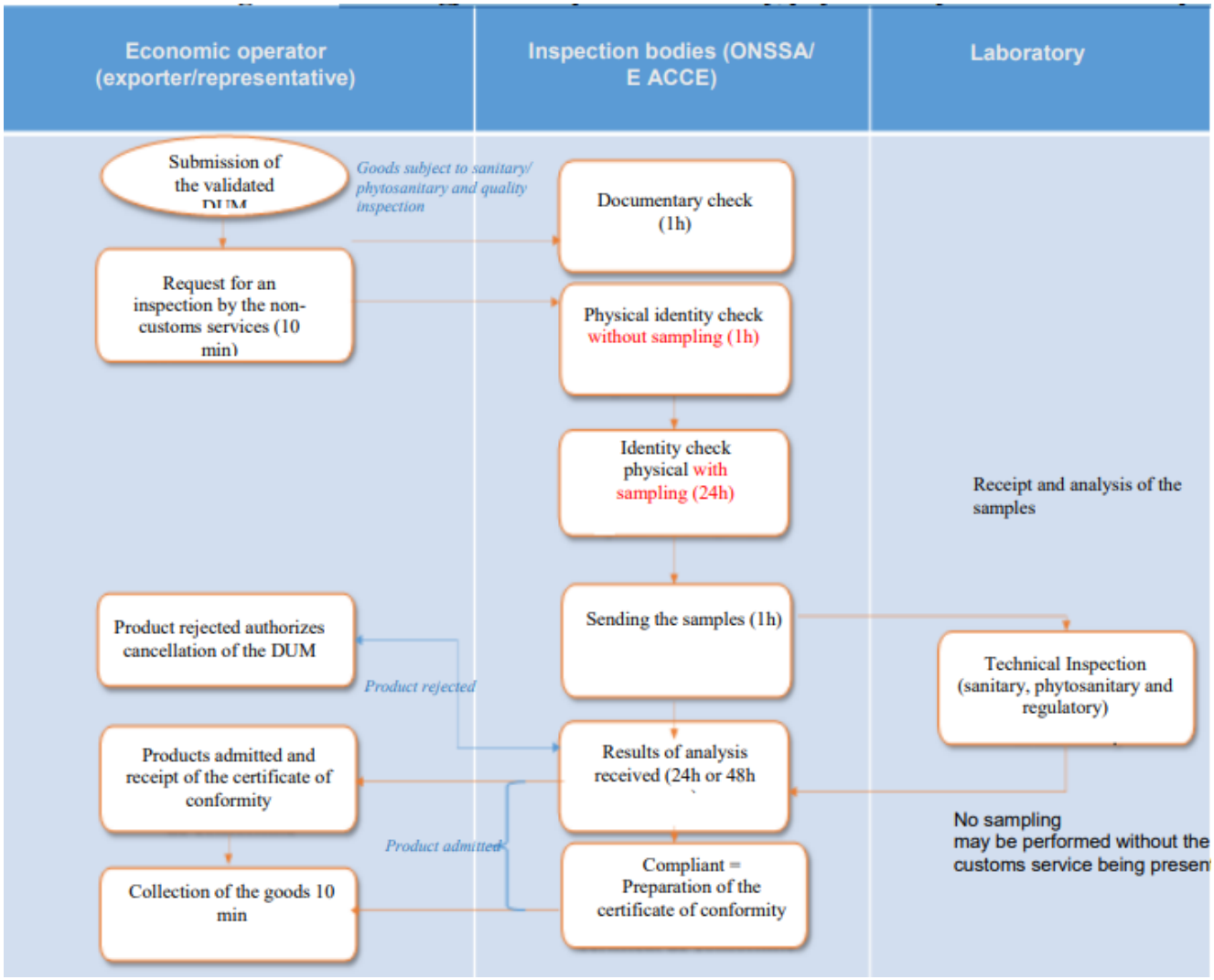
On **formalities**, all agricultural and agrifood, fish or vegetable products (HS01 to HS24), including live cattle imports, are subject to **sanitary, phytosanitary, or fraud control inspection**, organized by ONSSA in order to certify the products' compliance with the regulations in force.

The inspection procedure organized by the ONSSA services is performed in three phases, beginning with the **documentary inspection (phase 1)**, followed by the **identity check (phase 2)**, and finally the **physical inspection with or without sampling (phase 3)**. The following original documents are required: sanitary certificate; official certificate of conformity; phytosanitary certificate; and the veterinary sanitary certificate. The documents are provided before the initiation of the 2nd inspection phase.

The inspection timeframe may vary from **48 hours to one week** if the inspection requires laboratory analyses to be performed of animal species or if the information is missing from the file that is required by sanitary, phytosanitary, or fraud control regulations. Figure 8 illustrates the chronological steps for the sanitary, phytosanitary, or fraud control inspection by the ONSSA.

[15] See the Joint Order of the Ministry of Agriculture and Agricultural Development and the Ministry of Finance and Foreign Investment No. 1726-96 of 20 Rabii II 1417 (5 September 1996) establishing the list of border crossings open to the importation of animals, foodstuffs and animal products Amended by the Joint Order of the Minister of Agriculture and Fisheries and the Minister of Economy and Finance No. 2170-16 of 18 July 2016 at https://www.macmap.org/OfflineDocument/NTM/MAR_3.pdf

Figure 8. Chronological steps for the sanitary, phytosanitary or fraud control inspection by the ONSSA



Source: (ITC, 2018)

3. Frozen, Boneless Meat of Bovine Animals (HS 020230)

MARKET OVERVIEW

As per the analysis carried out in Annex 4 of this guide, Botswana's AfCFTA markets which exhibit the greatest potential for the HS 020230 - Frozen, Boneless Meat of Bovine Animals are shown in Table 12. This section provides details on the requirements to export to the most potential markets, i.e., Egypt for frozen bovine meat from Botswana.[16]

Table 12. Top markets for HS 020230 - Information sheet

Indicators	Egypt	Algeria	Gabon
Average imports, 2017-2019, USD Million	122.2	75.3	25.4
Growth of imports, 2015-2019 (CAGR in %)	2.0	-16.8	-24.8
MFN Tariffs AVE	0%	30%	20%
Sources (2019)	Brazil (65.8%), India (31.2%)	India (85.5%), Brazil (14.4%)	India (53.3%), Brazil (34.3%), U.S. (4.4%)

Source: IEC Calculations based on ITC Trademap

[16] Information about market access to other potential AfCFTA markets can be found at ITC Macmap or National Trade Portal of the relevant market. See Annex 6 (Useful links).

GENERAL REQUIREMENTS

Conformity Assessment Authorities

The general rule of law is that every product entering the Egyptian territory must be inspected irrespective of its country of origin, exporting country, shipper, or importing organization (ITA, 2019). The Egyptian Organization for Standardization and Quality Control (EOS), being affiliated with the Ministry of Trade and Industry, is responsible for the quality control and the verification of products whether they conform with Egypt's national standards.[17]

The General Authority of Export and Import Control (GOEIC)[18] which is under the Ministry of Trade and Industry, has the duty to test for imported and exported to ensure they meet the EOS standards.

Along with the GOEIC, the Ministry of Health and the Ministry of Agriculture are the two other bodies that are responsible to ensure that compliance with required standards is met.

Certification

Imported meat to Egypt is subject to multiple certification requirements. First of all, an importer must submit a request to the General Administration for Veterinary Services to obtain a permit. The application should indicate:

- the number of animals or type of and meat being imported;
- country of origin;
- shipping port;
- expected date of shipment arrival; and
- means of transportation.

The General Administration for Veterinary Services examines the request according to the epidemiological status of the country of origin. If the epidemiological status permits importation, the importer is issued with a permit that is valid for one month. The importer can renew the approval if importation does not occur within one month.

Release by the veterinary authorities depends heavily on the veterinary pre-approval license. If there is any discrepancy between the pre-approval license and the shipping documents, the product will be rejected. Importers should check with the Veterinary Authority of the Ministry of Agriculture for more information and instructions.[19]

Other certificates are also required for animal products:

- Islamic Halal Certificate
- A Certificate of Origin showing the name of the exporting country, number of parcels, type of meat, date of inspection, production and expiration dates, name of exporter, port of entry, and name of consignee.
- A Veterinary Certificate issued in the country of origin indicating that the animals used in making the product were examined before and after slaughter, and that they are free from contagious diseases.
- In the case of frozen meat, a certificate assuring that a temperature of -18 degrees Centigrade was maintained before export, and that each piece was wrapped in accordance with accepted international packaging standards (EOSQ & GOEIC, 2020).

[17] For more details regarding the EOS, visit https://www.eos.org.eg/en

[18] More information about the GOEIC can be accessed on its website, https://www.goeic.gov.eg/en/site/index/m/6-106

[19] More information can be obtained on the website of the Ministry of Agriculture on http://www.agr-egypt.gov.eg.

Package & Labelling

Imported meat products to Egypt are also subject to special requirements on shipping and package:

- Products must be shipped directly from the country of origin to Egypt.
- Products must be packaged in appropriate bags as required by Egyptian standards. Labels must be inserted inside the package as well as on the outside carton.

All labels must include the following information:

- Name and address of the manufacturer
- Brand or trademark, if appropriate
- Country of origin
- Type of product and grade
- Name and address of the importer
- Production and expiration dates. These dates may be mentioned separately on the top of the package. They can be applied by laser, imposed, or printed. In such cases, there is no need to repeat them on the label.
- Product use instructions (optional)
- Product ingredients
- Storage instructions or temperature
- Net weight
- Gross weight and the total number of the packages per case or carton
- If the product contains preservatives, the percentage of each preservative should be indicated
- If the product is meat or poultry, the following statement must appear: "slaughtered according to the Islamic ritual" or "Halal slaughtered"

Frozen beef must be packed in sealed bags according to sanitary standards. A printed label must be inserted inside the polybag with the following information in the Arabic language:

- Country of origin
- Producer's name
- Name of the slaughterhouse
- Date of slaughter
- Importer's name and address
- Name of the entity that supervised the slaughtering process according to Islamic rules (EOSQ & GOEIC, 2020).

Customs Clearance

All goods entering the Egyptian territory must go through the Egyptian Department of Customs Authority[20] for clearance. At the point of entry, import declaration in the form of a Single Administrative Document (SAD), also known as a K19 Import Declaration form, must be filled by the importer or custom agent accompanied by shipping documents and additional documents as stated below:

Table 13. General required documents for Import Declaration in Egypt

Document	Origin of the document	Additional information
Pre-shipment		
Customs procedural certificate (Dealers Card)	Customs Authority	It is a printed card issued from the customs authority showing the import and/or export license numbers, tax card number, and VAT registration number.
Import license	GOEIC	Two copies are required
Certificate of practicing the profession of customs clearance	Customs Authority	• This could be an employee to the importer or an outsourced service. A copy is required.
An official power of attorney or authorization for the person handling the clearance	Notary Public in case of PA. The importer in case of Authorization	• The original is required. In the case of authorization, it must be validated by a bank stamp conforming to the authority of the signatory.

[20] To browse more information provided by the Egyptian Customs Authority, visit: https://www.customs.gov.eg

Document	Origin of the document	Additional information
Per shipment		
Customs import declaration "SAD"	Customs Authority	
Commercial Invoice "attested invoices"	Exporter in the Country of origin	• Two copies plus the original document are required. • Legalization by the Egyptian consulate in the country of origin is required in most cases • Legalized by a chamber of commerce in the export country • Invoice must show delivery terms (FOB, CFR, etc.), detailed value (value of goods, sea freight, insurance in any, etc.) The invoice must show payment terms.
Bill of Lading	The carrier or its agent	• A bill of lading must show the name of the shipper, the address, and the number of bills of lading issued. • There are no regulations specifying the form or number of bills of lading required for shipment. The number of bills of lading required depends upon the carrier. Original is not required in case of "Telex Release"
Delivery Note	The carrier or its agent	Original document plus two copies
Packing List	Exporter in the Country of origin	A packing list is required by the consignee if the detailed commercial invoice is not available
Certificate of Origin	Issued by the export authorities and customs authorities in the country of origin	• Two copies plus the original document are required. • The Certificate of Origin must be authenticated by the Egyptian Consulate in the country of origin. • Natural products are considered to originate in the country where the goods are extracted. • The Certificate of Origin must bear a statement that the information given is true and correct to the best of the shipper's knowledge. Must be legalized at the Chamber of Commerce of the exporting country

Document	Origin of the document	Additional information
Electronic bank declaration (Form 4) of transfer for the consignments over 2000 USD	Commercial banks	• The Central Bank of Egypt advises all banks operating in Egypt that L/Cs must be covered 100 percent in cash by the importer, except for some food items. • In general, the exporter may not ship the goods before the Egyptian bank has provided notification of the opening of an L/C. • If the goods are shipped before the L/C is opened, the importer runs the risk of being fined up to a maximum of the value of the goods. • According to new regulations, the exporter must submit the invoice as well as export documentation to his bank and the bank should inform the Egyptian bank about a request to open the L/C. Import transactions are based on document collections. This should be bank to bank. – Document collection incoming directly to clients will not be accepted.
The receipt of paying the administration fees	Commercial banks	
Content Analysis of the Commodity/Inspection report	GOEIC	Required for those products that may be subject to standards testing.

Source: (ITC, 2018)

Especially for meat products, the Release letter issued by the General Organization for Veterinary Services is also required. For more information about the import procedures in Egypt, please refer to the ITC's Import and export procedures guide.[21]

4. Bran, sharps, and other residues of wheat (HS 230230)

MARKET OVERVIEW

According to the analysis, the most attractive AfCFTA markets for HS 230230 - Bran, sharps, and other residues of wheat from Botswana are listed in Table 14. The market selection has been done based on a number of indicators as described in Annex 4. This section gives the details on the requirements to export from Botswana to the most potential market, i.e., Kenya, for Bran, sharps, and other residues of wheat.[22]

Table 14. Top markets for HS 230230 - Information sheet

Indicators	Kenya	Morocco	Tunisia
Average imports, 2017-2019, USD Million	16.1	42.8	13.4
Growth of imports, 2015-2019 (CAGR in %)	424.6	28.4	-1.5
MFN Tariffs AVE	10.0%	2.5%	15.0%
Sources (2019)	Uganda (84%), Rwanda (9%), Tanzania (6.9%)	Argentina (25.5%), Congo DRC (24.3%), Angola (15.2%)	Italy (68.3%)

[21] Available at https://euromed.tradehelpdesk.org/euromed/en/market-access-info/customs-procedures-guides/download?reporter=818

[22] Information about market access to other potential AfCFTA markets can be found at ITC Macmap or National Trade Portal of the relevant market. See Annex 6 (Useful links).

GENERAL REQUIREMENTS

Customs Clearance

The Customs and Border Control Department (CBCD), under the Kenya Revenue Authority, is responsible for all customs clearance procedures in Kenya. The Kenya Revenue Authority has implemented a new system for customs management called the Integrated Customs Management System (ICMIS). It is mainly used for customs declarations and tracking of consignments. Only registered clearing agents are allowed to access the system, thus, it is necessary to use the services of a clearing agent to facilitate the accumulation of customs documents. Table 15 gives the steps involved in importing into Kenya.

Table 15. Importing goods into Kenya, step by step guide

Steps	Activity	Contact Point
Before goods arrive		
Step 1	Obtain the following documents along with other product specific documents The following documents are required for importing into Kenya • A Certificate of Conformity (CoC) evaluated by the pre-export verification of conformity (PVoC) agent for regulated products • Import Declaration Form[23] • An import standards mark (ISM) when applicable • Valid Commercial Invoice from the exporting firm • Valid pro forma invoices from the exporting firm. • Bill of Lading (sea cargo)/Airway Bill (air cargo) • Certificate of origin • Freight invoice for sea cargo • Packing List • Letter of Credit (if available)	Exporting firm
Step 2	Appoint a clearing agent	Kenya International Freight & Warehousing Association, KIFWA
Step 3	The clearing agent computes the required customs duty, port charges, transport charges.	Clearing Agent
Step 4	The clearing agent makes arrangements for transport of the goods to your premises.	Transporter
Step 5	The clearing agent prepares the customs declaration entry electronically and submits the supporting documents to Customs	Clearing Agent and KRA
Step 6	The clearing agent uses KEBS to clear relevant quality certificates.	Kenya Bureau of Standards, KEBS
Once goods arrive		
Step 1	KRA Customs processes the documents	KRA
Step 2	Release order is issued	KRA
Step 3	Authentication of relevant quality certificates and release of goods	KEBS

[23]Import declaration form for Kenya can be found at https://www.kra.go.ke/images/publications/C63.pdf

Steps	Activity	Contact Point
Step 4	Port charges are paid, and goods are released to the importer or clearing agent	Kenya Ports Authority
Step 5	Goods are collected and transported	Transporter

Source: ISCOS Shipping Africa (2020)

Specific Regulatory requirements

Labelling requirements[24]

According to labelling regulations KS 1829:2019, the label must be in English and/or in Kiswahili for consumer-ready foods. The label should include the following information:

- a brand/trade name/a common name
- list of ingredients in order of predominance
- date of manufacture
- expiration and/or sell by date
- net content in metric
- storage instructions
- the name and address of the manufacturer
- the country of origin
- grade designation (where applicable)
- the Kenyan Import Standardisation Mark

Box 5. Import Standardisation Mark, Kenya

All imported products into Kenya need to bear an Import Standardisation Mark (ISM). The ISM stickers need to be purchased from the Kenya Bureau of Standards by submitting copies of the Certificate of Conformity (CoC), Import Declaration Form, and Customs Entry.

IMPORT STANDARDIZATION MARK (ISM) APPLICATION FORM

RMS AND CONDITIONS

All the fields in this form are mandatory
Please forward the filled form in Excel format to ism@kebs.org
KEBS will process the ISM logo with the UCR number and send to the e-mail you will provide below
The Importer shall affix the ISM only on certified products
The Importer shall establish and maintain a system of product recall, and addressing complaints filed by its clients or consumers concerning its certified products and shall maintain records thereof.
The Importer shall ensure that its certified product conforms at all times to a specified standard and shall be liable for any caused by the said product to its consumers.
The Import Standardization Mark is issued free of charge
Fill each consignment on separate form

PORTER DETAILS

Importer's Name:	
Importer's Address:	
Importer's Physical Address	
Importer's Telephone:	
Importer's E-Mail:	
Importer's Contact Person	

C DETAILS

CoC No.:	
UCR No.:	

Source: Kenya Bureau of Standards, 2021[25]

[24] Further information and FAQs on Kenya's food and agricultural regulations and standards can be found at (USDA, 2020).
[25] Information on the ISM mark can be found at the Kenya Bureau of Standards website: https://www.kebs.org/index.php?option=com_content&view=article&id=32&Itemid=339

5. Exercise Books of Paper or Paperboard (HS 482020)

MARKET OVERVIEW

According to the analysis in Annex 4 of this guide, the most attractive AfCFTA markets for HS 482020 - Exercise books of paper or paperboard from Botswana are listed in Table 16. This section gives the details on the requirements to export to the most potential market, i.e., Djibouti, for product HS 482020 from Botswana.[26]

Table 16. Top markets for HS 482020 - Information sheet

Indicators	Djibouti	Morocco	Ethiopia
Average imports, 2017-2019, USD Million	10	12.4	16.6
Growth of imports, 2015-2019 (CAGR in %)	44.4	-6.6	-41.8
MFN Tariffs AVE	1%	30%	20%
Sources (2019)	Indonesia (94.2%), China (4.1%), France (1.6%)	Tunisia (66.3%), Portugal (10.7%), France (8.5%)	Indonesia (76.3%), India (11.1%), France (4.3%)

Source: IEC Calculations based on ITC Trademap

GENERAL REQUIREMENTS

Conformity Assessment

Djibouti Agency for Standardization and Quality is the national reference body for standards development of Djibouti. This agency has just been created on 7 January 2021.[27] Exporters and importers will soon be able to contact this standard agency for mandatory standards applicable to imports to Djibouti.

Generally, all products entering the country must comply with the local requirements. Imports over and above the USD 1,000 must compulsorily go through a Pre-Shipment Inspection (PSI) in the country of origin before entering the country (Croner-i, 2021). Being a signatory to the Rotterdam Convention, all chemical shipments to Djibouti must mandatorily be verified and inspected by the country's designated national authority.

Customs Clearance

Documents required for clearing imported goods at the Djibouti Customs include the customs declaration form which includes all relevant details such as the description of the goods, the name of the vessel, the weight, and the amount/quantity of the goods. Moreover, the customs declaration form must be accompanied with:

- Copy of delivery order
- Copy or original of the bill of lading
- Original commercial invoice
- Original packing list (DPCS, 2021).

6. Stoppers, caps, and lids, including screw caps (HS 830990)

MARKET OVERVIEW

According to the analysis in Annex 4 of this guide, the most attractive AfCFTA markets for HS 830990 - Stoppers, caps, and lids, including screw caps from Botswana are listed in Table 17. This section gives the details on the requirements to export to the most potential market, i.e. Tusinia, for product HS 830990 from Botswana.[28]

[26] Information about market access to other potential AfCFTA markets can be found at ITC Macmap or National Trade Portal of the relevant market. See Annex 6 (Useful links).

[27] In accordance with Loi N° 100/AN/20/8ème L portantes création de l'Agence Djiboutienne des Normes et de la Qualité. See https://www.presidence.dj/texte.php?ID=100&ID2=2021-01-07&ID3=Loi&ID4=1&ID5=2021-01-14&ID6=n

[28] Information about market access to other potential AfCFTA markets can be found at ITC Macmap or National Trade Portal of the relevant market. See Annex 6 (Useful links).

Table 17. Top markets for HS 830990 - Information sheet

Indicators	Tunisia	Morocco	Egypt
Average imports, 2017-2019, USD millions	36.0	75.2	65.2
Growth of imports, 2015-2019 (CAGR in %)	22.8	11.8	7.5
MFN Tariffs AVE	10%	22.5%	5%
Sources (2019)	China (23.5%), Italy (21.7%), Spain (15.6%), UAE (14.9%)	Spain (0.4%), UAE (13.3%), France (8.9%)	Saudi Arabia (42.6%), Poland (19.3%), UAE (10.4%)

Source: IEC Calculations based on ITC Trademap

GENERAL REQUIREMENTS

Customs clearance

Before initiating an import or export operation, the economic operator must have an identifier known as the customs code and a tax identification reference.

Tunisia's Customs procedures are processed via the Tunisie TradeNet (TTN) single window. Applying via the customs website makes it possible to check the importation procedures against the product code (HS) (whether or not subject to authorization) as well as other information such as the export and import duties, other duties and taxes, particular regulations, etc.

Before initiating the customs clearance procedure for the goods, one should check whether the following documents are required for the product being imported:

- The prior authorization for external trade importation;
- The technical inspection document; and
- The certificate of origin

The customs clearance formalities for goods in Tunisia are summarised as below:

Table 18. Customs clearance formalities for imports into Tunisia

Step (and duration)	Information required – resource	Responsible Entity	Cost of the stage (unit)
Steps prior to customs clearance			
Import authorization If necessary	Via TTN • Invoice/pro forma • Tax number • Customs code • National Identity Card no. (CIN) or passport no.	Ministry of Trade	4.5T
Domiciliation	Via TTN Invoice/pro forma;	Central bank	4.5T

Step (and duration)	Information required – resource	Responsible Entity	Cost of the stage (unit)
Technical inspection if necessary	• An application • Purchase invoice • Certificate of origin • Packing list • Technical file • Transport document • Copy of product labelling	Inspection body	
Certificate of origin if necessary	Endorsement or authentication of the certificates of origin	Customs	
Issuance of the detailed declaration of goods (DDM)			
Downloading the detailed declaration	Via TTN platform	Importer or their representative	1.5 DT per article
Issuance of the DDM and preparation of the attached documents	Attached documents: • Invoices • Transport document • Certificate of origin • Duty exemption requests • Any other documents required by the customs regulations	Importer or their representative	
Registration and validation of the declaration	Via TTN platform	Importer or their representative	
Submission of the declaration (within five days)	DDM file	Customs Office at the admissibility window (According to the channel (green, orange, or red), it leads to payment of the duties and taxes and printing of the release warrant)	
Payment of the duties and taxes due		Customs checkout	
Printing of the release warrant	At the Window	Importer or their representative	
Preparation of the import file:	• a copy of the DDM • the original of the release warrant • print-out of the release voucher • any other document that may be required relating to the particular regulations	Importer or their representative	

Step (and duration)	Information required – resource	Responsible Entity	Cost of the stage (unit)
Examination of the Scanner and weighing (Endorsement of the Release Warrant (BAE) if compliant)			
Inspection at the exit	• Import file comprising: • the BAE bearing all of the necessary endorsements • copy of the DDM. • print-out of the release voucher. • the weighing note. • any other document relating to the particular regulations.	Customs	100 DT for 20 ft container; 200DT for 40 ft
Clearance of the stop-over and authorizes release of the goods	Compliance of the file presented	Customs	

Source: (ITC & USAID, 2018)

More details on import and export requirements applied by Tunisia are provided in the ITC's Import and export procedures guide.[29]

Specific Regulatory requirements

Normally, imports of group "Stoppers, caps and lids, including screw caps" (HS 830990) are not considered high-risk imports and therefore are subject to fewer regulatory requirements than others like agricultural or chemical products.

The regulatory requirements applicable to import of Stoppers, caps and lids, including screw caps (HS 830990) into Tunisia are therefore the same for all imports, which include **certification requirement and inspection requirement**, which provide procedures for certification of conformity to standards, technical regulations and requirements specified in the reference document managed by the National Institute of Standardization and Industrial Property (in accordance with Government Decree No. 2017-1251 of November 7, 2017, relating to the system of certification of conformity) (ITC, 2021).

7. Turbo propellers of a power <= 1.100 kW (HS 841121)

MARKET OVERVIEW

According to the analysis, the most attractive AfCFTA markets for HS 841121 - Turbo propellers of a power <= 1.100 kW from Botswana are listed in Table 19. The market selection has been done based on a number of indicators as described in Annex 4. This section gives the details on the requirements to export to the most potential market, i.e Algeria, for Turbo propellers of a power from Botswana.[30]

[29] Available at https://euromed.tradehelpdesk.org/euromed/en/market-access-info/customs-procedures-guides/download?reporter=788

[30] Information about market access to other potential AfCFTA markets can be found at ITC Macmap or National Trade Portal of the relevant market. See Annex 6 (Useful links).

Table 19. Top markets for HS 841121 - Information sheet

Indicators	Algeria	Ethiopia	Djibouti
Average imports, 2017-2019, USD Million	2.1	3.9	1.8
Growth of imports, 2015-2019 (CAGR in %)	50.6	-46.9	-1.5
MFN Tariffs AVE	5.0%	0.0%	26.0%
Sources (2019)	Canada (54.3%), U.S. (31.9%), Czech Rep. (13.5%)	Germany (100%)	U.S. (100%)

Source: IEC Calculations based on ITC Trademap

GENERAL REQUIREMENTS

Customs clearance and Regulatory requirements specific to imported Turbo propellers of a power <= 1.100 kW, (HS 841121) should follow a similar customs clearance procedure mentioned for Pure bred cattle, HS 010221 in Algeria, except for the requirements on health and safety inspection.

8. Parts and accessories for machine tools for working metal (HS 846693)

MARKET OVERVIEW

According to the analysis in Annex 4 of this guide, the most attractive AfCFTA markets for HS 846693 - Parts and accessories for machine tools for working metal from Botswana are listed in Table 20. This section gives the details on the requirements to export to the most potential market, i.e. Tusinia, for product HS 846693 from Botswana.[31]

Table 20. Top markets for HS 846693 - Information sheet

Indicators	Tunisia	Morocco	Algeria
Average imports, 2017-2019, USD millions	2.7	4.1	4.2
Growth of imports, 2015-2019 (CAGR in %)	40.1%	50.6%	-14.6%
MFN Tariffs AVE	10%	2.5%	5%
Sources (2019)	France (40%), Japan (23%), Italy (15.8%)	France (26.1%), China (20.8%), Italy (10%)	Serbia (22.7%), France (14.5%), Italy (14.4%)

Source: IEC Calculations based on ITC Trademap

GENERAL REQUIREMENTS

Customs clearance and Regulatory requirements specific to imported Parts and accessories for machine tools for working metal (HS 846693) should follow a similar procedure for Stoppers, caps and lids, including screw caps (HS 830990).

9. Lead-Acid Accumulators of a kind used for starting piston engine (HS 850710)

MARKET OVERVIEW

According to the analysis in Annex 4 of this guide, Botswana's AfCFTA markets which shows the most potential for product HS 850710 – Lead-Acid Accumulators of a kind used for starting piston engine are depicted in Table 21. This section provides details on the requirements to export to the most potential markets, i.e., Egypt for lead-acid accumulators from Botswana.[32]

[31] Information about market access to other potential AfCFTA markets can be found at ITC Macmap or National Trade Portal of the relevant market. See Annex 6 (Useful links).
[32] Information about market access to other potential AfCFTA markets can be found at ITC Macmap or National Trade Portal of the relevant market. See Annex 6 (Useful links).

Table 21. Top markets for HS 850710 - Information sheet

Indicators	Egypt	Morocco	Algeria
Average imports, 2017-2019, USD Million	72.5	55.2	38.3
Growth of imports, 2015-2019 (CAGR in %)	30.5	61.1	2.1
MFN Tariffs AVE	30%	30%	30%
Sources (2019)	Turkey (28.7%), Spain (25.5%) and Saudi Arabia (18.3%)	Spain (71.5%), Czech Republic (11%), Turkey (4.5%)	France (37.5%), Belgium (15.1%), Turkey (13.5%)

Source: IEC Calculations based on ITC Trademap

GENERAL REQUIREMENTS

Regulatory Requirements

Lead-acid accumulators are subject to the below requirements:

- **Registration requirement** for importers, as well as Inspection and Testing requirements, which require inspections and control of imported goods (carried out by GOEIC) for the protection against the importation of IP infringing goods.
- **Product quality or performance requirements**, which require that all producers and importers of chemical, engineering, yarn, textile, and cosmetic products, must comply with Egyptian standard specifications, and European health and safety standards; and all imports of engineering products are subject to the Egyptian standard specifications.
- **Labelling requirements**, whereby products must bear a fixed label indicating the country of origin on the body as well as the package in Arabic, English, or French.

Customs Clearance

The procedures for customs clearance of imported Lead-acid accumulators of a kind used for starting piston engine (HS 850710) to Egypt is similar to the Frozen, Boneless Meat of Bovine Animals (HS020230), except for the requirements on veterinary permit and certification.

[33] In accordance with Decree no. 770 of 2005 of the Minister of Foreign Trade and Industry, issuing the Regulation to Implement Law No.118 of 1975 on Import and Export and the Inspection and Control Procedures of Imported and Exported Goods.
[34] In accordance with Decree of the Minister of Foreign Trade and Industry No. 542 for the year 2012.

Annex 6. Useful Links

African Trade Observatory: https://ato.africa/en

AfCFTA Non-Tariff Barriers online reporting, monitoring and eliminating mechanism: https://tradebarriers.africa/

Global Trade Helpdesk: https://globaltradehelpdesk.org/en

ITC Market Access Map (for applicable Customs Tariffs, Regulatory Requirements): https://macmap.org/

ITC Trademap (for data on trade performance by all AfCFTA countries, using search functions): https://www.trademap.org/

Botswana's Trade Performance: https://www.tradeeconomics.com/trade-insights/trade-performance-dashboards/ (filter by Botswana)

Botswana's Investment Performance: https://www.tradeeconomics.com/trade-insights/investment-dashboards/ (filter by Botswana)

Botswana's Sectorial Performance: https://www.tradeeconomics.com/trade-insights/sector-dashboards/ (filter by Botswana)

Botswana's export basket: https://www.tradeeconomics.com/trade-insights/trade-performance-dashboards/

Country	Information	Trade Portals, Customs, or other trade-related websites
Algeria	General Directorate of Customs	https://www.douane.gov.dz/?lang=fr
	Ministry of Commerce	https://www.commerce.gov.dz/
Angola	Ministry of Commerce (MinCo)	http://www.minco.gov.ao/
	Angola - Country Commercial Guide	https://www.trade.gov/knowledge-product/angola-import-requirements-and-documentation
Benin	Benin Trade Portal	https://tradeportal.bj/
Botswana	Botswana Trade Portal	https://www.botswanatradeportal.org.bw/
Burkina Faso	Ministry of Commerce, Industry and Crafts	https://www.commerce.gov.bf/contact
	Burkina Faso Customs	http://www.douanes.bf/sydoniabf/index.jsf
Burundi	Burundian Revenue Office	https://www.obr.bi/index.php/en/
	Burundian Revenue Office - Guide to use Asycuda World for import/export	https://www.obr.bi/index.php/en/asycuda-world
Cabo Verde	Ministry of Industry, Trade and Energy	http://mice.gov.cv/
	Ministry of Finance/Customs Services	https://mf.gov.cv/web/dnre
Cameroon	Cameroon Trade Portal	https://cameroontradeportal.cm/tradeportal/index.php/fr/
Central African Republic	Douanes Centrafricaines (Customs Bureau)	https://www.douanes-rca.com/#

Country	Information	Trade Portals, Customs, or other trade-related websites
Chad	Directorate-General for Customs	https://finances.gouv.td/index.php/component/k2/itemlist/category/11-douanes
	Chad Customs Information	https://dlca.logcluster.org/display/public/DLCA/1.3+Chad+Customs+Information
	National Agency for Investments and Exports	https://www.anie-tchad.com/fr/article/logistique-de-douane
	Ministry of Commerce, Industry and Crafts	http://cciama-tchad.org/
Comoros	Comoros Customs	https://douane.gov.km/en/
Congo	Customs Office (Direction Générale des Douanes et Droits Indirect)	https://douanes.gouv.cg/?lang=en
Cote d'Ivoire	Côte d'Ivoire Commercial Information Web Portal	http://pwic.guce.ci/
	Ministry of Commerce and Industry	http://www.commerce.gouv.ci/index.php
DR Congo	DGDA (Direction Générale des Douanes et Assises)	https://www.douane.gouv.cd/home-page-one
Djibouti	Djibouti Customs	http://www.douanes.dj/Fr/FrMissions.html
	Djibouti Port Community System	https://www.dpcs.dj/TFBPCS/cusLogin/login.cl
	Djibouti Customs Information	https://dlca.logcluster.org/display/public/DLCA/1.3+Djibouti+Customs+Information
Egypt	Ministry of Trade and Industry	http://www.mti.gov.eg/English/Pages/default.aspx
	Customs Bureau	https://www.customs.gov.eg/
	Egypt National Single Window	https://www.nafeza.gov.eg/ar
	Egypt's Import and Export Procedures	http://www.mof.gov.eg/MOFGallerySource/English/SME/Research_studies/21/21-5.pdf
	Egypt Customs Procedures Guide	https://euromed.tradehelpdesk.org/euromed/en/market-access-info/customs-procedures-guides/download?reporter=818
Eswatini	Eswatini Trade Portal	https://www.eswatinitradeportal.com
Ethiopia	Ethiopia Customs Trade Portal	https://customs.erca.gov.et/
Gabon	Gabon Customs	http://www.douanes.ga/
	Ministry of Tourism, Trade, Small and Medium-Sized Enterprises and Industry.	http://www.pme.gouv.ga/
Gambia	The Gambia Trade Information Portal	http://gambiatradeinfo.org/
Ghana	Ghana Export Promotion Authority (GEPA)	https://www.gepaghana.org/
	Ministry of Trade and Industry	https://moti.gov.gh/
Guinea	Notes on Customs Legislation in the Republic of Guinea	https://www.invest.gov.gn/page/cadre-juridique-et-fiscal?onglet=note-sur-la-legislation-douaniere-en-republique-de-guinee
Guinea	Customs Bureau	https://dgd.gov.gn/dedouanement/
Guinea-Bissau	Customs Bureau	http://www.dga.gw/pt/importacao-de-carga
Kenya	Kenya Trade Portal	https://kenyatradeportal.go.ke/
	Info Trade Kenya	https://infotradekenya.go.ke/
	Customs and Excise Department	www.revenue.go.ke; www.kra.go.ke
Lesotho	Lesotho Trade Portal	https://www.lesothotradeportal.org.ls

Country	Information	Trade Portals, Customs, or other trade-related websites
Liberia	Liberia Revenue Authority	https://revenue.lra.gov.lr/
	Ministry of Commerce and Industry (information on imports and exports)	https://www.moci.gov.lr/index.php
Libya	Libyan Customs Authority	https://customs.ly/
	Ministry of Economy and Industry	https://economy.gov.ly/
Madagascar	Madagascar Customs Authority	http://www.douanes.gov.mg/en
Malawi	Malawi Trade Portal	https://www.malawitradeportal.gov.mw
Mali	Mali Trade Portal	https://tradeportal.ml/
	General Directorate of Customs	https://douanes.gouv.ml/
Mauritania	The Mauritanian Trade Portal	https://www.mauritaniatrade.com/en/
Mauritius	Mauritius Trade Portal	http://www.mauritiustrade.mu/en
Morocco	Ministry of Industry, Trade and Green and Digital Economy	http://www.mcinet.gov.ma/en
	Administration des Douanes et Impôts Indirects (Administration of Customs and Indirect Tax)	http://www.douane.gov.ma/
	Morocco Import and Export Procedures Guide	https://euromed.tradehelpdesk.org/euromed/en/market-access-info/customs-procedures-guides/download?reporter=504
Mozambique	Mozambique Trade Portal	http://mozambiquetradeportal.gov.mz/en
	Mozambique Customs Guide	https://www.trade.gov/knowledge-product/mozambique-import-requirements-and-documentation
Namibia	Namibia Customs & Exercise	https://mof.gov.na/customs-excise
	Ministry of Trade and Industry	http://www.mti.gov.na/
	Namibian Standards Institute	www.nsi.com.na/index.php
Niger	General Directorate of Customs	http://www.douanes.gouv.ne/web/
Nigeria	Nigeria Trade Portal	https://nigeria.tradeportal.org/Team?l=en
	Nigeria Trade Hub	http://www.nigeriatradehub.gov.ng/
	Nigeria Single Window Trade	https://trade.gov.ng/
Rwanda	Rwanda Trade Portal	https://rwandatrade.rw/
Sao Tome and Principe	Sao Tome and Principe - Country Commercial Guide	https://www.trade.gov/country-commercial-guides/sao-tome-principe-market-overview?-section-nav=10473
Senegal	Senegal Customs	https://www.douanes.sn/en
Seychelles	Seychelles trade Portal	http://www.seychellestradeportal.gov.sc
	Seychelles Revenue Commission	https://www.src.gov.sc/pages/customs/importandexport.aspx
Sierra Leone	National Revenue Authority	https://www.nra.gov.sl/
Somalia	Somalia Trade Information Portal	http://somaliatradeportal.com/Eng.html

Country	Information	Trade Portals, Customs, or other trade-related websites
South Africa	South Africa Trade Portal	https://satrade.co.za/
	Import Customs Procedure in South Africa	https://santandertrade.com/en/portal/international-shipments/south-africa/customs-procedures?url_de_la_page=%2Fen%2Fportal%2Finternational-shipments%2Fsouth-africa%2Fcustoms-procedures&&actualiser_id_banque=oui&id_banque=0&memoriser_choix=memoriser
	South Africa: Commercial guide	https://www.trade.gov/knowledge-product/exporting-south-africa-market-overview?section-nav=3571
South Sudan	South Sudan Customs Information	https://dlca.logcluster.org/display/public/DLCA/1.3+South+Sudan+Customs+Information
Sudan	Sudan Customs Authority	http://customs.gov.sd/en/
	Ministry of Industry and Trade – Sudan Trade Point	http://www.tpsudan.gov.sd/index.php/en
Tanzania	Tanzania Trade Information portal	https://trade.business.go.tz
	Tanzania Revenue Authority	https://www.tra.go.tz/index.php/import-procedure
Togo	Ministry of Commerce, Industry and Local Consumption	https://commerce.gouv.tg/
	Customs Bureau	https://www.otr.tg/index.php/fr/documentation/sur-la-douane-togolaise.html
Tunisia	Ministry of Trade and Export Development	http://www.commerce.gov.tn/maintenance.html
	Tunisia Customs	http://www.douane.gov.tn/
	Tunisia TradeNet (Single Customs)	http://www.tradenet.com.tn/
	Tunisia Import and Export Procedures Guide	https://euromed.tradehelpdesk.org/euromed/en/market-access-info/customs-procedures-guides/download?reporter=788
Uganda	Uganda Trade Portal	https://ugandatrades.go.ug/
	Uganda Revenue Authority	https://www.ura.go.ug/
Zambia	Zambia Trade Information portal	https://www.zambiatradeportal.gov.zm
Zimbabwe	Guid to importing in Zimbabwe	https://www.tradezimbabwe.com/wp-content/uploads/2018/05/Guide_to_Importing_in_Zimbabwe_2018.pdf
	ZimTrade, the national trade development and promotion organisation	https://www.tradezimbabwe.com/how-we-can-help-3/
SADC	SADC (2003) Rules of origin Exporters Guide Manual. November	https://www.sadc.int/files/9613/5413/6410/3._Rules_of_Origin__Exporters_Guide_Manual.pdf
	Southern African Global Competitiveness Hub (2009). Guide to the SADC Protocol on Trade. January	https://www.satradehub.org/images/stories/downloads/pdf/guides/SADCTradeGuide.pdf
Southern Africa	USAID Southern Africa Trade and Investment Hub	https://www.satihub.com/
Eastern Africa	East African Community Regional Trade Information Portal	https://tradehelpdesk.eac.int/
West Africa	West Africa Trade & Investment hub	https://westafricatradehub.com/