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Post



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ZIMBABWE COMPANIES CAN TAKE ADVANTAGE OF THE TETE MARKET

By Karen Mukwedeya

ZIMBABWE'S TRADE with Mozambique is set to grow further following the Outward Seller Mission to Tete, held recently in the mining province of Mozambique.

Over 15 local Zimbabwean companies participated in the Outward Seller Mission, organised by ZimTrade to strengthen trade linkages between businesses in the two countries.

The Mission complements ongoing efforts by the Government to unlock economic benefits from Zimbabwe's relations with countries in the region and beyond.

Since the state visit by President Filipe Nyusi in May 2023 and the tripartite signing of the MOUs for economic cooperation between the two countries, efforts have improved in the pursuit of increased trade.

The ongoing cooperation between Zimbabwe and Mozambique is already yielding positive results, with statistics showing an 80.7 percent growth between January and April 2023 compared to the same period last year, from US\$58 million to US\$106 million.

The jump in exports has placed Mozambique as the countries'

fourth largest export market.

There is however room to further grow exports to Mozambique, riding on linkages that were created at the Outward Seller Mission to Tete, and other programmes.

Local companies who participated at the Mission were drawn from strategic sectors with potential in the region which include, agriculture inputs and implements, mining and mining services, and fast-moving consumer goods (FMCGs).

The agriculture sector is a key focus for the government of Mozambique and a key activity in the northern part of the Tete province.

The Tete province also holds a high concentration of small holder farmers which make up over 90 percent of the province.

Additionally, there are strategic governmental programmes to support commercial farming in the area.

This presents opportunities for local companies to ride on this demand and supply agriculture inputs and implements into the Tete market.

Zimbabwean companies also have the potential to supply products like seeds, chemicals, treated

poles for fencing, tractor drawn implement, hand tools, chemicals and fertilisers among others.

More opportunities for trade in the province lie in the mining sector.

The Tete province is known as a mining province and as such houses some of the biggest mines in Africa.

For example, the Moatize coal mine located in the Tete Province of Mozambique is one of the world's biggest coal mines by reserves.

With Tete being a mining province, it offers lucrative opportunities for local companies to expand their trade in mining supplies and personal protective equipment.

Across the region, Zimbabwe is becoming widely popular for its top-quality fast-moving consumer goods such as mazoe and many others.

These products have already made their way in to the Tete market and there is room to increase FMCG products as Tete also has quite a dense population of 2.6 million people.

As globalisation and international trade grows, so does competition for markets from overseas companies.

Zimbabwean companies can however ride on trade agreements in place and other logistical advantages that will make it easy to land products in the market with ease.

Both Zimbabwe and Mozambique are signatories to the Southern Africa Development Community (SADC) Trade Protocol which stimulates and encourages trade by giving one another preferential treatment in the reduction or elimination of customs duties.

Duty and import related taxes could constitute a large percentage of the final price for an importer and a reduction or elimination can give the importer or exporter a substantial advantage in terms of cost over competitors from countries that do not have similar agreements.

As such proximity and reduced export costs stand as further incentive for local companies in the Tete market



DOING BUSINESS IN BOTSWANA **WEBINAR** UNPACKS OPPORTUNITIES

By Nozipho Maphala

ZIMTRADE HAS continuously pursued various avenues for increasing trade with the country's neighbours, especially with Botswana as it has been one of the traditional markets for Zimbabwean goods, largely owing to its proximity.

A market survey done by ZimTrade in 2018 revealed huge potential for Zimbabwean products in the Botswana market, and since then, ZimTrade has actively participated in Global Expo Botswana, that country's premier multisectoral trade exhibition.

In 2022, ZimTrade facilitated the participation of 24 companies in Global Expo Botswana where over 950 business leads were recorded by participating companies.

Exhibitors found the exhibition to be a great opportunity for them to network with various potential clients that it would otherwise be difficult to meet with.

Against this background, ZimTrade organized a webinar on Doing Business in Botswana in conjunction with the Botswana Trade and Investment Centre, to further explore the opportunities for trade as well as investment.

The event, which saw over 120 participants attending, had both Zimbabwean and Botswana business in attendance, Government officials, and representatives from leading distributors in Botswana.

Private sector participants were drawn from sectors such as fast-moving consumer goods (FMCGs), horticulture, engineering, energy, mining, building and construction, and services sector.

The objectives of the webinar were to share information on trading with Botswana, from registration and import requirements to export opportunities and operating environment.

The webinar also sought to conscientize companies in Botswana on products readily available from Zimbabwe, and to explore trade and investment opportunities in both countries.

Botswana Investment and Trade Centre's Executive Director for Export Ntapu welcomed Promotion, Mr. Temo Ntapu, welcomed Zimbabweans wishing to trade and invest in Botswana and highlighted key sectors that had opportunities available the organisation invited business people and investors alike to approach BITC and engage them further on registration to trade and invest in the market.

Representatives from Botswana's retail sector gave information on how companies in FMCG could list with them and invited companies to connect with the company with their offerings to negotiate listing.

Companies were also advised on the need to leverage on trade agreements that exist between the two countries.

Zimbabwe and Botswana signed a trade agreement which allows duty free trade between the two countries on specific goods.

Zimbabwe Revenue Authority (ZIMRA) then shared insights on trade agreements and requirements for export, and the benefits of existing instruments.

The need to calculate the local content in manufacturing was underscored and the participants were advised on the need to have their products registered.

Some of the issues highlighted as key to the application included: the list of products intended for export, list of raw materials used and where they are sourced from, and a detailed step by step description of the manufacturing process for each product, among others.

To ensure efficient delivery of goods across the two countries, a Zimbabwean freight forwarding and logistics company, implored companies to ensure they comply with required documentation for export, which included a customs declaration form number 1 (CD1) if the minimum value was USD\$1000, and a customs invoice.

Other required documentation includes double stamped delivery note, SADC certificate of origin or Botswana Trade Agreement for suppliers with SADC certificate or TAG protocols, relevant permits for controlled goods as well as a Clearance by Bill of entry Form 21.

ZimTrade is actively mobilising participants for this year's Global Expo Botswana to be held in Gaborone from **11 – 14 October 2023**.

Companies interested in participating should contact

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OPPORTUNITIES FOR ZIMBABWE-PRODUCED ESSENTIAL OILS IN SOUTH KOREA

By Tatenda Machirori

ZIMBABWEAN NATURAL oils producers have an opportunity to supply their products into the South Korean market.

This was the biggest highlight of the study visit to the CosmoBeauty Seoul 2023 Show, held recently in South Korea.

Cosmobeauty Seoul, held from 25-27 May, is held annually and is known to be one of the biggest events in the beauty industry in South Korea.

South Korea has become known for its innovative beauty technology and skincare products therefore the Cosmobeauty Seoul is always a highly anticipated event.

This year, SCOPE4IVC partnered with ZimTrade, Bio-Innovation Zimbabwe and Usafi Oils to conduct a study visit to the trade exhibition, to gain more insights on the market needs and requirements for natural oils from plants such as baobab, marula, and Ximenia.

The four organisations are spearheading the ongoing development

work with clusters around Zimbabwe to source and promote natural oils for respective local and international markets.

Clusters are a key component of building exports as this approach allows for increased production, increased collaboration, and a more secure supply position when approaching markets.

Cluster development feeds into the National Export Strategy as products are being developed for selected markets, therefore a guaranteed market.

Natural oils are produced from Zimbabwean indigenous products such as ximenia, mafura, baobab, mangongo, marula, which are found in abundant across the country.

These indigenous products are easily and readily accessible in our rural communities.

These products are picked wild and sold without any value addition.

Lately there have been growing calls to value-add products to gain

more value from them.

Rural communities stand to benefit from processing into value added products as this can create new revenue streams and enhance community development.

Products value added into oil can be used as raw materials for cosmetics.

NATURAL OILS

The CosmoBeauty Show was showcasing some of the opportunities available for supply and distribution of the natural oils.

Securing markets from the Korean manufacturers can motivate the need for rural communities to value add indigenous products. South Korea's beauty industry has been rapidly growing over the past few years, with a focus on innovation, technology, and science.

According to International Trade Administration, South Korea is one of the top 10 beauty markets in the world and they are well known for their innovative, gentle ingredients and pleasingly packaged products.

Another key factor in the success of South Korea's beauty industry is its focus on natural and organic ingredients.

Consumers are increasingly looking for products that are free from harmful chemicals and made from natural ingredients.

South Korea has responded to this trend by developing a wide range of natural and organic skincare products that are free from harmful chemicals and have a minimal impact on the environment.

Zimbabwean natural oils would fall easily into this category.

One of the key requirements for Zimbabwean potential suppliers is to attain necessary organic certification.

DEVELOPMENT OF APPROPRIATE TECHNOLOGIES

One of the key drivers of South Korea's beauty industry is its focus on research and development.

The country has invested heavily in developing new technologies and ingredients, which has enabled it to create some of the most effective and advanced skincare products in the world.

South Korea's use of cutting-edge technology in its beauty products has made it a global leader in the industry.

This country is well abreast with the latest technology as they had machines which produce moisturizers according to the tested skin type on showcase at the show.

The event provided an opportunity for companies to showcase their latest products and technologies, and for attendees to learn about the latest trends and techniques in beauty.

This also included latest trends in packaging, which provided lessons on packaging.

SUSTAINABILITY ISSUES

Cosmobeauty Seoul 2023 highlighted the importance of sustainability in the beauty industry.

Consumers have become increasingly concerned about the impact of their purchases on the environment.

Manufacturers in South Korea are responding by developing more sustainable and eco-friendly products.

There is an increased use in bio-degradable packaging and increased disposal facilities in convenient locations. These are classified according to the packaging material substrate.





ZIMTRADE APPLAUDS STANBIC BANK FOR SUPPORTING ZIMBABWE-CHINA TRADE

ZIMTRADE HAS commended Stanbic Zimbabwe for their role in supporting trade relations between Zimbabwe and China.

ZimTrade Chief Executive Officer, Mr. Allan Majuru, said Stanbic Bank played a pivotal role in the success of the three-day Zimbabwe – China Business Forum, which ended early June in Beijing.

Mr. Majuru said the bank's broad network in China which is anchored by its partnership with the Industrial and Commercial Bank of China (ICBC) through its parent company Standard Bank Group was instrumental to the success of the Forum, particularly in creating linkages between participating Zimbabwean companies and potential partners in China.

ICBC is the biggest bank in the world by assets and is also a shareholder of Stanbic Bank's parent company, Standard Bank Group.

"ZimTrade engaged Stanbic Bank in the initial stage of

planning for the Zimbabwe-China Business Forum to assist with mobilizing Chinese businesspeople to take part in the Forum.

"Stanbic Bank Zimbabwe engaged executives from Standard Bank Group based in China, its parent company, to invite delegates with potential to do business with Zimbabwe," said Mr. Majuru

As a result of the Stanbic Bank intervention, the Forum was attended by Chinese companies which produce goods and services that are of particular interest to Zimbabwe.

"Some of the Chinese businesses that participated in the Forum included suppliers of industrial machinery, technology, mining, and chemicals and buyers and distributors of products such as citrus fruits, nuts, avocados, chillies, leather and leather products, furniture and arts and crafts, among other products.

"A total of twenty-five (25) companies and government departments from Zimbabwe participated in the Forum and had Business to

Business meetings with two hundred and fifty (250) Chinese businesses in various sectors of the economy.

"Most of the Zimbabwean participants are now at various stages of concluding businesses with the Chinese" said Mr. Majuru

Stanbic Bank provided a resource person to assist in the coordination of the Forum and the Standard Bank Advisory China Chief Executive (CE), Andre du Plessis participated as a panelist in the session on trade and investment opportunities in Zimbabwe.

Mr. Du Plessis, in his presentation, highlighted trade and investment opportunities between Zimbabwe and China and outlined how Stanbic Bank, the leading financial services institution, is facilitating business transactions between the two countries.

The Business Forum programme kicked off with a half-day Zimbabwe Business Seminar which was followed by Business to Business (B2B) Meetings in the afternoon of the first day. The following two days were reserved for factory visits and further B2B meetings.

Stanbic Bank also assisted with matchmaking Zimbabwe and Chinese businesses and setting up appointments and coordinating movements of Zimbabwe companies as they conducted company visits in China.

In his remarks at the Zimbabwe Business Seminar on the Forum's first day, Mr. Majuru thanked Stanbic Bank for its role in making the event a success.

He acknowledged the invaluable technical assistance offered by the bank in planning for the event. According to the ZimTrade CEO, the assistance offered by the bank is usually provided by consultants who charge whereas Stanbic Bank provided the service for no cost which was commendable.

The Head of Trade and Africa Banking at Stanbic Bank, Mr. Tapuwa Nyika said the institution's broad network in China was further strengthened through the

African China Trade Solution (ACTS) established in 2021.

ACTS was launched to build a trusted trading bridge and help individuals and businesses from Zimbabwe to steer through the diversity of suppliers in China.

"Our network established through ACTS and partnership with ICBC helped us seamlessly coordinate the Business Forum in liaison with ZimTrade.

"China is country with a population of 1.4 billion Chinese, and it presents immense opportunities for Zimbabwean businesses that we can unlock due to the skilled personnel we have in China and Zimbabwe," said Nyika.

ACTS gives Stanbic Bank's clients access to tailor-made solutions which meet their requirements and production flow, and they are linked directly with original genuine equipment manufacturers in China.

The facility is being undertaken in partnership with Chinese supply chain company, Zhejiang International Trading Supply Chain Co. Ltd which has over 10 000 validated Chinese suppliers, a position which allows Zimbabwean importers access to a one-stop foreign trade supply chain and cross-border e-commerce supply chain service.

Nyika said the launch of the ACTS facility for its clients has lessened the burden attached to doing business in China given its vast range of suppliers and other barriers such as language and accessing authentic suppliers.

China is fast becoming the largest economic player in the world and is the biggest contributor of Foreign Direct Investment (FDI) in Zimbabwe in addition to being the third largest importer.





LOCAL COMPANIES TRAINED ON EXPORT PROCEDURES

By Runyararo Mukahanana

ZimTrade in partnership with Technical Assistance to Zimbabwe for the Economic Partnership Agreement to the Europe and the UK (TAZEPA), conducted a training workshop with 19 established exporters to give them a refresher and update on the new procedures that have taken place in the export landscape.

The training covered areas such as market access, trade agreements, and trade insurance.

Companies were urged to focus on the new markets that are emerging through preferential trade agreements COMESA, SADC and the African Continental Free Trade Area.

There is need to drawing down on the most important criteria such as Rules of Origin as this determine the extent to which a company can benefit to trade under available agreements.

Participants also received guidance on how to prepare for new markets and the various platforms available for statistical information, platforms such as Trade Map from the International Trade Centre, World Trade Organization, World Customers Organization, and the Interna-

tional Chamber of Commerce.

Other key areas covered in the workshop were incoterms, which are international commercial terms which are published and updated by the International Chamber of commerce with the latest update of 2020.

These cover and clear outline the responsibilities and obligations of the buyer and seller and clear states the difference between legal and physical delivery.

The workshop also clarified the incoterms that Zimbabwean exporter should be using such as:

CARRIAGE PAID TO (CPT)

May be used for any mode of transport.

The seller delivers the goods to the nominated carrier and must also pay the cost of carriage necessary to bring the goods to the named destination.

The buyer bears all additional costs and risks after the goods have been delivered to the nominated carrier.

CARRIAGE AND INSURANCE PAID TO (CIP)

May be used for any mode of transport.

The obligations are the same as under CPT with the addition that the seller must procure insurance against the buyer's risk of loss of or damage to the goods during carriage.

The workshop also investigated in-depth issues of insurance, specifically cargo insurance and the types of cover available to reduce transit risk for acts of gods and accidents.

Cargo Insurance policy is designed to provide indemnity cover for goods/cargo carried through different modes of transport and transit.

A lot of money goes in packaging and transporting shipments. And any loss or damage would mean a huge loss.

To cover up such losses, it is important to have cargo insurance in place.

Freight insurance can also be taken for goods during shipment. It helps in mitigating the risks related to the shipping process and helps you ship your goods in a secure manner.

One can buy freight insurance directly from the shipper or an insurance provider.

Types of cover are include open cover cargo insurance policy, which is issued on a contractual basis for

a period of 12 months.

Under open cover cargo insurance, the insurance provider agrees to cover all the shipments that are within the scope of coverage.

There is also specific voyage policy, which is mostly suitable for a single transit or voyage.

The policy is generally issued before the transit starts and on completion of the voyage, the coverage will cease immediately.

Further to policy issues, the workshop also addressed issues to do with payments and the payment methods available to Zimbabwean Exporters.

The payment methods includes cash in advance, and letters of credit.

Cash in Advance is a payment term

used in some trade agreements.

It requires that a buyer pay the seller in cash before a shipment is received and oftentimes before a shipment is even made.

This is used for high-risk buyers or when building up a relationship with the buyer, and is not sustainable for long term business.

A Letter of Credit is a contractual commitment by the foreign buyer's bank to pay once the exporter ships the goods and presents the required documentation to the exporter's bank as proof.

As a trade finance tool, Letters of Credit are designed to protect both exporters and importers and is recommended for Zimbabwean exports to reduce risk of nonpayment).

Under a trade contract, exporters may need a third party, generally a bank, to guarantee a bill of exchange's payment drawn on an importer.

This action is called avalisation of a Bill (Aval) and it can be given upon request, on behalf of the exporter.

A bank commits itself unconditionally for paying should the drawee default.

An open account is an arrangement between a business and a customer, where the customer can buy goods and services on a deferred payment basis.

The customer then pays the business at a later date. Risk on no payment higher than the other options.

BRITAIN UPDATES EXPORT CERTIFICATE REQUIREMENTS FOR ANIMAL AND ANIMAL PRODUCTS

All exporters of animal and animal products to Great Britain should have model health certificates as part of the requirements.

Updates have been made which are effective 1 August 2023. These changes need to be incorporated in the country's export systems.

WHAT IS AN EXPORT HEALTH CERTIFICATE

An Export Health Certificate (EHC) is a document that confirms that certain information, health standards and regulations have been met, so live animals and products of animal origin can be imported into Great Britain (GB).

It is completed by the exporting country and signed by a certifying officer in that country (usually an official veterinarian) or competent certifier, recognised by the exporting country as having the correct qualifications to certify the product in question.

TYPES OF CERTIFICATES ISSUED

The certificates are only valid for imports into Great Britain.

There are two sets of certificates for each commodity type. First covers countries subject to the transitional import arrangements

(includes EU member states), and the second covers countries not subject to the transitional import arrangements (includes non-EU countries)

MEANS OF TRANSPORT

The means of transport have been stated as aeroplane, vessel, railway, road vehicle, and other modes of transport not covered by Council Regulation (EC) No 1/2005 of 22 December 2004 on the protection of animals during transport and related operations and amending Directives 64/432/EEC and 93/119/EC and Regulation (EC) No 1255/97

Requirements cover the need to identify the means of transport. For aeroplanes, the flight number, for vessels the ship name(s).

Railway transport requires the train identity and wagon number, and road transport, the registration number plate with trailer number plate if it applies.

For ferries, there is need to state the identification of the road vehicle, the registration number plate with trailer number plate if it applies, and the name of the scheduled ferry

ACCOMPANYING DOCUMENTS

Complete where it applies and if referenced on the certificate.

One must give the type and reference number of documents that accompany a consignment, such as a CITES permit, permit for invasive alien species (IAS), and commercial document (for example, the airway bill number, the bill of lading number or the commercial number of the train or road vehicle)

For more information <https://shorturl.at/ntAT4>



ICT INDUSTRY CHANGING THE INTERNATIONAL TRADE LANDSCAPE

By William Gaviyau (Opinion)

INFORMATION COMMUNICATION and Technology (ICT) systems have clearly moved beyond their earlier role as labor saving and cost-cutting tools to become core platforms on which innovation and work takes place, quality is ensured, and products are built and delivered.

According to the World Economic Forum, the internet of things (IoT), digital payments, and e-commerce platforms are among the most transformative technologies in trade.

The COVID-19 pandemic has accelerated the adoption of digital technologies and services, which have kept international trade flowing even as the movement of people was restricted.

ICT services include telecommunications services, IT system design, software development, and related tasks, and the remote provision of ICT-enabled services, such as human resource management, payroll, accounting, architectural design, research, editing, education,

among others.

The number of opportunities brought as a result of ICT developments include access to global markets, improved communication and the ability to take advantage of new technologies.

It has also enabled businesses to increase their efficiency and productivity through automated processes, allowing them to increase their exports at a faster rate than ever before.

In the past, companies would struggle to keep up with the ever-evolving technology market, but now, with the help of the ICT industry, companies can now develop their own applications, create websites, and even reach out to global markets. The ICT industry has also allowed companies to expand their reach beyond their traditional customer base.

Companies across the world are taking advantage of the internet and social media to promote their products and services.

E-commerce has allowed them to reach new markets and customers,

which in turn leads to increase in exports.

E-commerce in international trade refers to the business of selling a product through an e-commerce website to buyers in foreign countries.

For instance, ZimTrade has Shop@Zim platform which allows customers to research and purchase goods without leaving their home or office, increasing access and convenience.

Using online sales, businesses are able to scale efficiently and reach customers in new markets, both domestically and abroad, especially small and mid-sized enterprises (SMEs).

E-commerce platforms offer a way for SMEs to grow by providing access to a wider consumer base, domestically and globally.

Platforms offer online services to match shoppers to suppliers, facilitate ordering, accept payments, and coordinate the physical logistics and delivery of goods.



HORTICULTURE, A LOW HANGING EXPORT OPPORTUNITY TO CHINA

THE ENGAGEMENT and re-engagement agenda, championed by President E.D Mhangagwa has placed Zimbabwe at the heart of global supply chains.

The successes of the agenda have seen an increased appetite by leading economies to do business with Zimbabwe and use it as a gateway to all countries in the sub-region, and other parts of the African continent.

For example, the recently held Zimbabwe-China Business Forum showed a huge interest from the Chinese private sector to do business with local enterprises in areas of tourism, investment, and trade.

The Forum, organised by national trade development and promotion organisation, ZimTrade – with support from the Zimbabwe Investment and Development Agency, and Zimbabwe Tourism Authority – also gave local businesses an insight into some of the key export opportunities in China, and some of the requirements that will make it easy to land products in the market.

Of the many areas of export potential, the horticulture sector

came out as a low hanging fruit that can provide local businesses with an easy access to the market.

This is because Zimbabwe is growing some of the crops that are performing well in the market and are fetching premium prices.

FRESH PRODUCE OPPORTUNITIES

A quick market scan conducted by ZimTrade on the side-lines of the Forum revealed opportunities for local farmers to earn premium value on a wide range of crops. Top-end retail markets and convenient stores in China import some of the fresh produce, and these are sold for a premium price in most cases.

For example, a 250 grammes punnet of blueberries or middle-sized watermelons can cost 68 yuan (around US\$9.60 dollars), whilst four large-sized oranges can cost around 58 yuan/kg (around US\$8.15 dollars) in some stores.

A punnet of three avocados (hass variety) can fetch around 55 yuan (US\$7.7 dollars), 150 grammes of fresh peas at 8.90 yuan (US\$1.25 dollars), 300 grammes of fresh okra at 9.90 yuan (US\$1,4 dollars), and 400 grammes of fresh

peanuts at 8 yuan (US\$1.12 dollars).

650 grammes of neatly packaged sweet potato can cost around 19 yuan (US\$2.67 dollars), 100 grammes of fresh chillies at 12.80 yuan (US\$1.80 dollars), two large sized green pepper at 13.60 yuan (US\$1.91 dollars).

Whilst having a top-quality produce in large quantities to sustain supply is important, how the product is presented also will determine success of products as China is big on packaging.

Consumers in China, just like in most markets around the world, are now looking for convenience in products that are packaged and are easy to carry, prepare and eat.

Local farmers need to improve on packaging when entering the Chinese market, with a focus on packaging that enhances the ease of use, both at home and on the go.

Where packaging can be conveniently sourced in China, local producers need to work with reliable local distributor who can assist in meeting packaging expectations and requirements.



NEED FOR MORE PROTOCOLS AND INFRASTRUCTURE

Whilst the Chinese market offers premium prices for fresh produce, there are requirements that must be facilitated by Governments, that will make it easy for local producers to export.

For example, the approved citrus protocol is a major step that is expected to boost Zimbabwe's exports of oranges, lemons, and other citrus fruits to the market.

What is also important is for local farmers to meet the requirements of the protocol and maximise on its benefits so that it becomes easy for authorities to lobby for additional protocols.

There is need for more protocols focusing on other produce that Zimbabwean farmers have capacity to produce.

Further to this, there is also need for supporting infrastructure, such as cold room facilities that will make it easy for producers across the country to export fresh produce to China.

For bulky products such as potatoes and sweet potatoes, sea freight is the most sustainable option, with the port of Beira, Mozambique identified as the most convenient route for those looking to export.

Deliberate investments into more storage and handling facilities along corridors that connect Zimbabwe to closer ports should be considered, to facilitate exporters and freighters to handle huge volumes of fresh produce exports.

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A LOOK AT THE BIGGER MARKET

The market for horticultural produce has almost doubled in the past five years, from US\$11,5 billion in 2018 to US\$21,6 billion in 2022, according to Trade Map.

The fact that import figures of horticulture produce in China are in double digits alone shows huge potential for the market to contribute immensely towards Zimbabwe's export growth.

Top imported horticultural produce in China last year were berries (US\$6,1 billion), stone fruits (US\$3,14 billion), roots and tubers (US\$2,04 billion), nuts (US\$1,81 billion), legumes (US\$1,75 billion), bananas (US\$1,16 billion), and dates, figs, pineapples, avocados, guavas, mangoes and mangosteens (US\$987 million).

Other top imported produce last year were coconuts, Brazil nuts and cashew nuts; tea and coffee; grapes; citrus fruits; apples, pears and quinces; flowers; other vegetables; and dried fruits.

Zimbabwe has potential to supply most of these products as they are already in production and some local producers are already exporting to markets such as Netherlands, United Kingdom, and United Arab Emirates.

Leading exporters of fresh produce to China last year were Thailand (US\$8,19 billion), Chile (US\$3,37 billion), Viet Nam (US\$1,74 billion), Canada (US\$776 million), Australia (US\$760 million), and United States of America (709 million). Other top exporters include Philippines, New Zealand, Peru, and Myanmar.

From Africa, leading exporters of fresh produce into China last year were South Africa (US\$514 million), and top products were nuts, citrus, grapes, apples, and flowers.

Ethiopia is the second largest exporter of fresh produce into the market from Africa, selling US\$240 million worth of produce,

EUROPEAN UNION – NOTIFICATION OF NEW PHYTOSANITARY REQUIREMENTS

THE FOLLOWING announcements were made by the European Union affecting Zimbabwean horticultural exports:

◆ **TITLE:**

Draft Commission Regulation amending Annexes II and V to Regulation (EC) No 396/2005 of the European Parliament and of the Council as regards maximum residue levels for (Z)-13-hexadecen-11-yn-1-yl acetate, (Z,Z,Z,Z)-7,13,16,19-docosatetraen-1-yl isobutyrate, acrinathrin, azimsulfuron, famoxadone, methyl nonyl ketone, prochloraz and sodium hypochlorite in or on certain products (Text with EEA relevance).

◆ **DESCRIPTION OF CONTENT:**

The proposed draft Regulation concerns the update of existing MRLs for (Z)-13-hexadecen-11-yn-1-yl acetate, (Z,Z,Z,Z)-7,13,16,19-docosatetraen-1-yl isobutyrate, acrinathrin, azimsulfuron, famoxadone, methyl nonyl ketone, prochloraz and sodium hypochlorite in certain food commodities. MRLs for these substances in certain commodities are changed. Lower MRLs are set after deleting old uses which are not authorised any more in the European Union as the approval of the use of the active substance has expired.

◆ **PRODUCTS COVERED:**

Cereals (HS codes: 1001, 1002, 1003, 1004, 1005, 1006, 1007, 1008), foodstuffs of animal origin (HS codes: 0201, 0202, 0203, 0204, 0205, 0206, 0207, 0208, 0209, 0210) and certain products of plant origin, including fruit and vegetables.

◆ **EFFECTS/RECOMMENDATIONS:**

Increased non-tariff barriers, requirement needs Zimbabwean exporters to have laboratory reports for the listed exports. Zimbabwe needs certified laboratories to ease doing export business.

◆ **TITLE:**

Commission Implementing Regulation (EU) 2023/1134 of 8 June 2023 on measures to prevent the introduction into, establishment and spread within the Union territory of fall armyworm, amending Implementing Regulation (EU) 2019/2072 and repealing Implementing Decision (EU) 2018/638

◆ **DESCRIPTION OF CONTENT:**

Emergency import requirements are put in place in relation to Fall Armyworm.

◆ **PRODUCTS COVERED:**

(a) peppers, cucurbits, bitter tomatoes., African eggplant and aubergine; (b) plants of *Asparagus officinalis* L., other than stems covered during their entire life by soil, live pollen, plant tissue cultures and seeds; (c) plants of maize, other than live pollen, plant tissue cultures, seeds, and grains; (d) plants of *Chrysanthemum* L., Carnations, and geraniums., other than seeds

◆ **EFFECTS/RECOMMENDATIONS:**

PQSI should declare pest free production free areas for Fall armyworm in Zimbabwe before exporters can export to the EU.

◆ **TITLE:**

Commission Implementing Regulation (EU) 2023/1032 of 25 May 2023 establishing measures to prevent the introduction into and the spread within the Union territory of Tomato brown rugose fruit virus (ToBRFV) and amending Implementing Regulation (EU) 2020/1191

◆ **DESCRIPTION OF CONTENT:**

Import requirements and internal measures are put in place in relation to the Tomato brown rugose fruit virus.

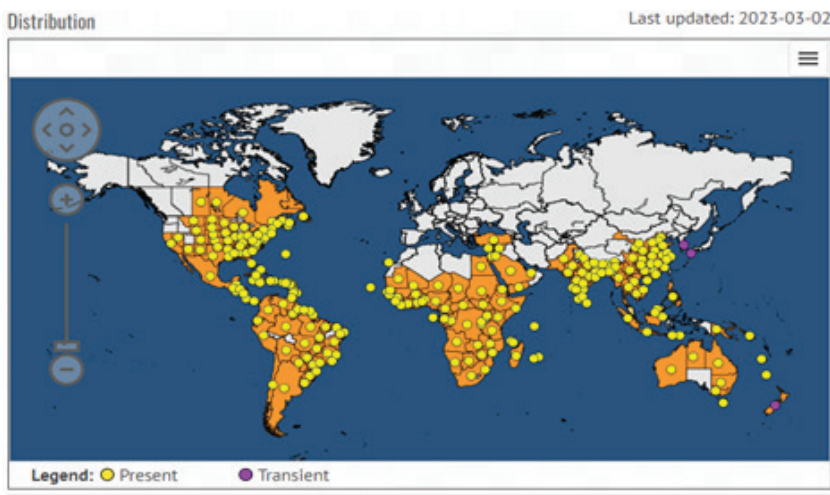
◆ **PRODUCTS COVERED:**

Plants of tomato and hybrids thereof, including seeds; chili peppers and hybrids thereof, including seeds.

◆ **EFFECTS/RECOMMENDATIONS:**

PQSI should declare pest free production free areas for Zimbabwe before exporters can export to the EU

DISTRIBUTION OF SPODOPETRA FRUGIPERDA (SMITH) - FALL ARMY WORM

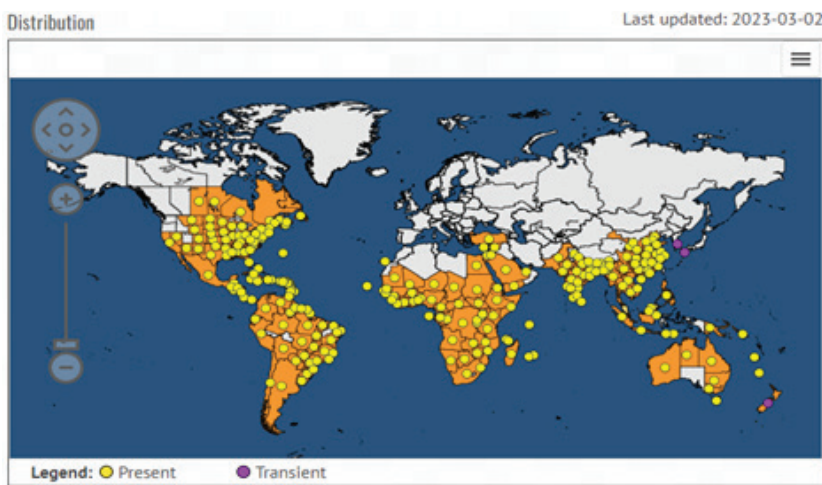


Spodopetra Frugiperda (Smith) is present in Zimbabwe and the greater part of the African continent except for Libya and Algeria.

Fall armyworm is also present in the South Americas, Southern Asia and the Australia, Canada and the United States of America.

Pest management regiments should therefore in place for Zimbabwean exporters that are within the MRL for the various chemicals used for Fall Army Worm management.

DISTRIBUTION OF THE TOMATO BROWN RUGOSE



Africa is a Tomato Brown Rugose free zone according to the EPPO global database and phytosanitary declarations by the PQSI should assist Zimbabwean exporters to reach the target market.



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REGIONAL TENDERS

BOTSWANA

PURCHASER: **BOTSWANA INVESTMENT AND TRADE CENTRE (BITC)**

Bidding type : International Competitive Bidding
Expression of Interest are invited for Provide Botswana Companies with a Platform to Explore Export and Partnership Opportunities in The Targeted Market Venue Luanda, Angola.

Targeted Sectors/ Products for Angola, Products with Export Potential Include Fresh Beef, Corned Beef, Electronic Systems/appliances, Agricultural Equipment and Supplies, PVC Pipes & Tanks, Door and Window Fittings and Frames, Chloride Batteries, Chemicals, Textiles & Apparel, Footwear & Leather Products, Plumbing Products & Sanitary Wear, Beverages, Health Services and Equipment, Automotive Components, Electrical Bulbs, Salt & Salt Products, Organic Fertilizers, Clay Bricks and Other Innovative & Creative Products.

Tender Notice AR/AAMUSTED/GDS/090/2022
Email ketshabetswecm@bitc.co.bw;
lekobat@bitc.co.bw
Closing Date: July 07, 2023
More details on <https://bit.ly/3szupbp>

PURCHASER: **BOTSWANA POWER CORPORATION**

Bidding type International Competitive Bidding
Tenders are invited for Submission of an Environmental Management Plan for Weed Control by Herbicide Application for Bpc Substations.

Tender Notice 6314/22
Email ntshabeleo@bpc.bw
Closing Date: July 21, 2023
More details on <https://bit.ly/3szupbp>

GHANA

PURCHASER: **EAST GONJA MUNICIPAL ASSEMBLY (EGMA)**

Bidding type International Competitive Bidding
Procurement Plan for Carry out Environmental and Social Safeguard Activities. Procurement Method: Least Cost Selection with RFP
Tender Notice SR/EGMA/CS/04/2023
Email n/a
Closing Date: July 7, 2023
More details on <https://bit.ly/3LWaxbt>

KENYA

PURCHASER: **BARINGO**

Bidding type: International Competitive Bidding
Tenders are invited for supply of Gi, PVC Pipes, Fittings and Water Chemicals.
Tender Notice BCG/TNR1174171
Email info@baringo.go.ke
Closing Date: August 27, 2023
Phone number 05321077
More details on <https://bit.ly/3L9MjJD>

PURCHASER: **COUNTY ASSEMBLY OF SIAYA**
Bidding type International Competitive Bidding
Tenders are invited for ICT Software Development Services
Tender Notice CAS/P/16/2021-23
Email clerk@siayaassembly.go.ke
Closing Date: September 09, 2023
Phone number n/a
More details on <https://bit.ly/3L9MjJD>

PURCHASER: **THE KENYA NATIONAL HIGHWAYS AUTHORITY (KENHA)**

Bidding type International Competitive Bidding
Tenders are invited for Provision of Actuarial Study Services
Tender Notice KeNHA/S/68
Email dg@kenha.co.ke
Closing Date: September 30, 2023
More details on <https://bit.ly/3L9MjJD>

MALAWI

PURCHASER: **ELECTRICITY GENERATION COMPANY (MALAWI) LIMITED**

Consultancy services for detailed feasibility study for resource assessment design, optimization and determination of cost estimates, environmental and social impact study.
Bidding type International Competitive Bidding
Tender Notice EGC 815/ICB/RFP/FY2022-23
Email procurement@egenco.mw
Closing Date: July 14, 2023
Phone number n/a
More details on <https://bit.ly/3svLONj>

ZAMBIA

PURCHASER: **ZAMBIA INFORMATION AND COMMUNICATIONS TECHNOLOGY AUTHORITY**

Bidding type International Competitive Bidding
Tender details: Tender for the Supply, Delivery, Installation and Commissioning of Desktop Computers and Printers to Thirty-Five Selected Learning Institutions.
Tender Notice 1009/5555/32
Email procurement@zicta.zm
Closing Date: July 07, 2023
More details on <https://bit.ly/3ijRZ8x>

PURCHASER: **NATIONAL PENSION SCHEME AUTHORITY**

Bidding type International Competitive Bidding
Tender details: Consultancy for the provision of external audit services to the National Pension Scheme Authority (NAPSA), on a three (3) year running contract, subject to review annually for possible renewal based on satisfactory performance
Tender Notice (NAPSA/DF/01/23)
Email mwiingaj@napsa.co.zm
Closing Date: July 21, 2023
More details on <https://bit.ly/3ijRZ8x>

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