

## OCTOBER 2024



### TOP STORIES

- ▶ A transformative week for SME's in exports
- ▶ SMEs capacitated on enhancing productivity through AI adoption
- ▶ 3- Zimbabwe Sugar Sales scoops three awards





## A TRANSFORMATIVE WEEK FOR **SME'S** IN EXPORTS

By Kudakwashe Tirivavi

**T**HE ZIMBABWE Export Week, held from 15-17 October 2024 was a successful programme for Small and Medium-Sized Enterprises seeking to expand their reach and compete on the global stage.

This re-imagined Exporter's Conference, as it had previously been known, offered Small and Medium-Sized Enterprises (SMEs) opportunities for growth, networking, and international exposure.

For example, the Buyers' Seminar, held on 16 October, provided a platform for direct engagement, which presented invaluable insights into the demands of international markets and fostered fruitful business-to-business (B2B) relationships.

Buyers shared their specific needs, logistics preferences, and partnership opportunities with participating SMEs.

Local small businesses, including exporting, received feedback on Zimbabwe's unique areas of competitive and comparative advantages.

For example, farmers learnt that Egypt is one of the competing source markets for sweet potatoes. Farmers however were presented with opportunities in the current supply structure, global demand spikes during Egypt's off-season, from March to June, which coincides with Zimbabwe's harvest. This knowledge empowered farmers to plan better and tap into the lucrative export market.

Another key highlight of the Buyers programme was also the series of buyer company visits, where SMEs from across Zimbabwe had the chance to showcase their capabilities to leading buyers from neighbouring countries and beyond.

Buyers from Mozambique, Zambia, South Africa, Namibia, Angola, the United Kingdom, and Botswana witnessed firsthand the companies' operations and capabilities to meet market demands.

Many buyers commended Zimbabwe's ability to supply their needs, having previously sourced goods and services from distant countries.

This experience encouraged the buyers to look within Zimbabwe and Africa for solutions, making them ambassadors for promoting intra-African trade with the upcoming AFCFTA.

These developments are expected to benefit SMEs now and in the future.

During the company visits, ZimTrade also invited representatives from AfreximBank and the Reserve Bank of Zimbabwe (RBZ) to ensure SMEs received maximum support during the week.

With buyers, AfreximBank, and RBZ present, companies felt recognized and motivated to explore international trade opportunities.

This shift in mindset toward export orientation is crucial for Zimbabwe's goal of reaching US\$14 billion in exports by 2030.

Another highlight was the Google Hustle Academy SME Workshop Series, held in Bulawayo.

The workshop provided SMEs with crucial tools and strategies to succeed in the digital era.

Participants learned how to optimize their business strategies and use artificial intelligence to improve productivity, enhancing their competitiveness and market reach.



## 2 SMES CAPACITATED ON ENHANCING PRODUCTIVITY THROUGH AI ADOPTION

**A**RTIFICIAL INTELLIGENCE, Machine learning and The Internet of Things, all these are buzzwords that individuals and most importantly, businesses, need to be alive to in the world we live in today.

These technologies and systems have been designed to make everyday life easy and businesses are no exception.

Youth-led enterprises were treated to a two – day serving of introductory modules pertaining to enhancing their digital skills at the recently ended Zimbabwe Export Week.

The two-day training running under the name the Google Hustle Academy SMEs Workshop Series, was one of the activities under the Zimbabwe Export Week hosted and organised by ZimTrade.

The training was conducted in partnership with the African Union Special Youth Envoy's Office under the 'Make Africa Digital Campaign' which is being supported by Google.

The initiative is the brainchild of the Youth Envoy, Ms. Chido Mpemba and has been deployed in 8 African countries to date with Zimbabwe being one of the beneficiaries.

The Workshop targeted youth-led enterprises with the aim of equipping Zimbabwean youth entrepreneurs with practical digital skills that they

can apply to their businesses, empowering participants to leverage digital tools to increase their business efficiency and reach as well as fostering a community of like-minded entrepreneurs who can support each other in their digital journey.

ZimTrade's activities have been targeted at bridging the gap by providing these enterprises with the necessary tools and knowledge to thrive in the digital economy and such trainings, provide an important platform for this.

Modules covered during the training included Amplifying digital marketing and Artificial Intelligence (AI), Accelerating productivity with AI, Boosting sales and E-commerce as well as Optimising business strategy.

The modules also included theoretical and practical learning to ensure maximum understanding of the concepts being taught.

Participants were enlightened on how AI can enhance their productivity by freeing up time on tedious tasks rather than take up their jobs which debunked the myth that AI would cause more harm than good, to businesses.

They also were equipped with information on how to grow their businesses, increase their revenue, attract investment and build sustainable enterprises.



### 3 ZIMBABWE SUGAR SALES SCOOPS THREE AWARDS

**2** 023 PROVED to be a good trading year for Zimbabwe Sugar Sales company who were the big winner of the ZimTrade Exporters Awards, held in Bulawayo recently.

The company walked away with three awards under the processed foods sector, the new Intra-Africa exporter of the year award and the overall exporter of the year categories.

The Intra-Africa award was introduced this year to recognise businesses that are trading within the continent.

This award is meant to encourage local companies to participate in continental trade given the vast opportunities such as the AfCFTA and regional and country trade agreements that reduce tariffs for exporters.

Cotmatech Ent (Pvt) Ltd became a winner of the SME exporter of the year award for the first time. The company has seen overall growth by diversifying their products and expanding their export markets.

New entries in the ZimTrade Exporters awards this year included Drip-Tech irrigation PVT LTD, Irvines Zimbabwe and Saint-Gobain Construction Products Zimbabwe, where all companies witnessed an incremental growth in exports in 2023.

The criteria for this year's exporters awards was derived from the 2023 export statistics obtained from Reserve Bank of Zimbabwe. The process involved categorising the sectors based on an audited criteria.

This was followed by selecting the sector nominees and gathering additional information through a questionnaire.

The further information obtained included market and product diversification, and uptake of Environmental Societal and Governance (ESG) issues among others.

This information was then captured and consolidated to come up with a score to rank the sector nominees.

# ZIMBABWE EXPORTERS WEEK HIGHLIGHTS IN PICTURES





VE  
EEK

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## 4 EAGLES NEST: MORE THAN JUST A SHOW

BY Natalie Fanciko (Opinion)

**T**HE EAGLES' Nest show, currently airing on the ZimTrade YouTube page, is a display of all the talented young entrepreneurs battling it off to make their products exportable into the world.

With all the elimination drama and emotional roller-coaster from the tears of joy and sadness that come from both successful and unsuccessful candidates, it is easy to note that the programme has huge potential in improving the operations of youth-led enterprises and boosting the visibility of their products abroad.

This groundbreaking TV show and youth incubator program is more than just entertainment, it is a powerful platform that is transforming the lives of young entrepreneurs in Zimbabwe.

Eagles' Nest offers aspiring business owners the opportunity to receive mentorship, training, and support as they grow their ventures.

Through intensive programs like the Marketing and Branding for International Competitiveness (MBIC) course and visits from industry experts, participants gain invaluable insights into the world of international trade.

One of the unique aspects of the Eagle's Nest Program is its deep dive into business development, ensuring participants master practical, actionable skills rather than just focusing on competition.

For example, sessions on financial literacy and bookkeeping provide participants with the knowledge to maintain accurate financial records, an essential component for attracting investment and ensuring long-term business sustainability.

This, combined with practical training on smart-phone photography and digital marketing, allows participants to effectively brand and market their products online, making their businesses more visible and appealing to both local and international customers.

What makes the MBIC courses stand out is how they are tailored to the diverse fields represented by participants in the Eagles' Nest Youth Incubator Program.

In the current Third season airing, participants are from sectors such as smart agro-tech, heritage-based goods manufacturing, sustainable honey production, drone making, and innovative product manufacturing each learn ways to tackle their sectors challenges.

With Zimbabwe being a unique business environment, these practical skills are critical for these businesses to increase their capacity and supply export markets.

For instance, participants involved in sustainable honey production learn how to navigate the global demand for organic products, understanding the

standards and certifications needed for international export.

Similarly, entrepreneurs working with smart agro-tech are taught how to highlight the innovative and environmentally friendly aspects of their technology when marketing to foreign investors and buyers.

Those in heritage-based manufacturing are equipped with branding tools to highlight the cultural significance of their products, turning heritage into a competitive advantage in international markets.

These courses prepare the youth entrepreneurs to penetrate the export market by giving them the tools to effectively market their products internationally, engage with global buyers at trade fairs,

and navigate the complex requirements of exporting goods.

The program is setting them up not just to survive, but to thrive in the competitive world of global trade.

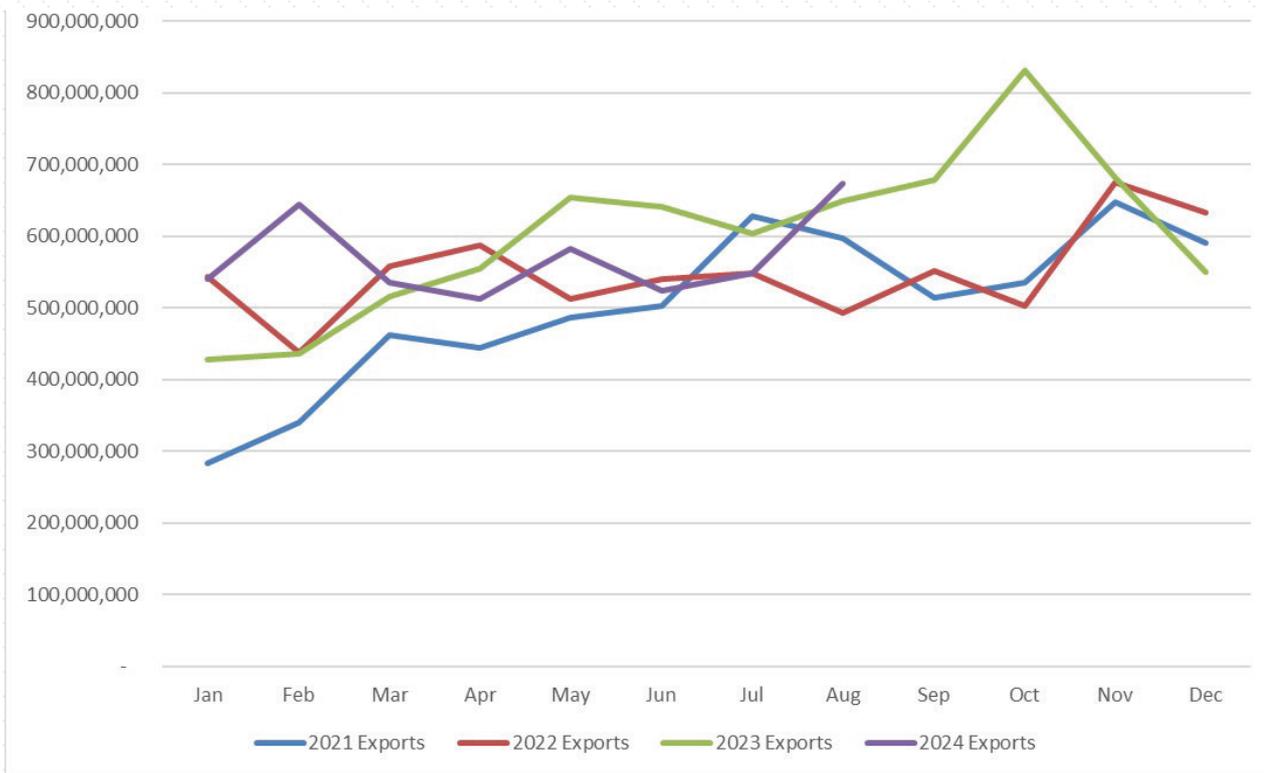
The show's impact is already evident. Past winners have successfully exported their products to foreign markets, while finalists have benefited from promotional activities at regional and international trade fairs.

With the youth-led enterprises showcasing their businesses to potential buyers, they are their reach, which is contributing to the growth of Zimbabwe's economy.

Do not miss out on this informative programme. Subscribe to the ZimTrade YouTube Page to learn more about opportunities in trade.

## WATCH HERE:





# 5

## ZIMBABWE'S TRADE PERFORMANCE SHOWS RESILIENCE

BY Archford Mabuka (Opinion)

**T**HE COUNTRY'S export sector has demonstrated resilience, with a notable increase in the first half of 2024.

Key sectors like value-added products and horticulture have shown promise, indicating a positive shift in Zimbabwe's trade landscape.

However, the overall trade balance remains skewed towards imports.

For the period between January-August 2024, the country's exports stood at US\$4,56 billion which is 1.8 percent increase compared to US\$4,48 billion recorded same period in 2023.

On the other hand, imports increased by 2.5 percent to US\$6,04 billion from US\$5,9 billion in 2023.

Consequently, the trade deficit for the period under review stood at US\$1,48 billion which is 4.6 percent increase when compared to a deficit of US\$1,41 billion recorded during the same period in 2023.

Exports of value-added products increased by 2.3 percent from US\$284,4 million between January-August 2023 period to US\$290,9 million in 2024 whilst horticulture exports marginally increased by 5.2 percent to US\$43,2 million in 2024 from US\$41,1 million in 2023 during the period under review.

### ■ Movers

Unmanufactured tobacco exports increased by 20 percent to US\$647 million during the period under review in 2024 from US\$539 million in 2023.

The sector is contributing 14 percent to total exports up from 12 percent in 2023.

Despite decreased volumes at the auction market, the country has benefited from the international price firming up.

The auction floors closed on August 22, 2024, with mop-up sales taking place on August 29, 2024, marking the end of 2023/2024 tobacco selling season.

Between the period January – August 2024, processed foods exports amounted to US\$82,3 million up from US\$72,9 million in 2023, translating to 13 percent increase.

Major exported products in the sector were sugar, fruit juices million and roasted cereals.

Further to this, horticulture exports increased by 5.2 percent to US\$43,2 million up from US\$41,1 million.

Major exports in the sector include tea, citrus, macadamia nuts, blueberries, peas and fresh flowers.

Agricultural inputs and implements exports also increased by 41 percent from US\$14,7 million to US\$20,7 million.

Major exported products in the sector include maize seed and seeds, fruits and spores, of a kind used for sowing.

Livestock and livestock products exports amounted to US\$4,6 million up from US\$1,7 million in 2023 translating to 176 percent increase.

Major exports in the sector were birds' eggs, in shell, fresh, preserved or cooked amounting to US\$2,5 million and live poultry amounting to US\$2 million.

#### Shakers

Manufactured tobacco exports marginally declined to US\$64,13 million from US\$64,14 million recorded the previous year.

Clothing, textile, and footwear exports went down from US\$13,8 million to US\$11,7 million translating to 15 percent reduction.

Building and construction exports declined by 16 percent from US\$20,6 million in 2023 to US\$17,4 million.

Major exported products include unglazed ceramic flags, paving, hearth or wall tiles; mozaic cubes, and wood in the rough or roughly squared.

### ■ Exports by destination markets

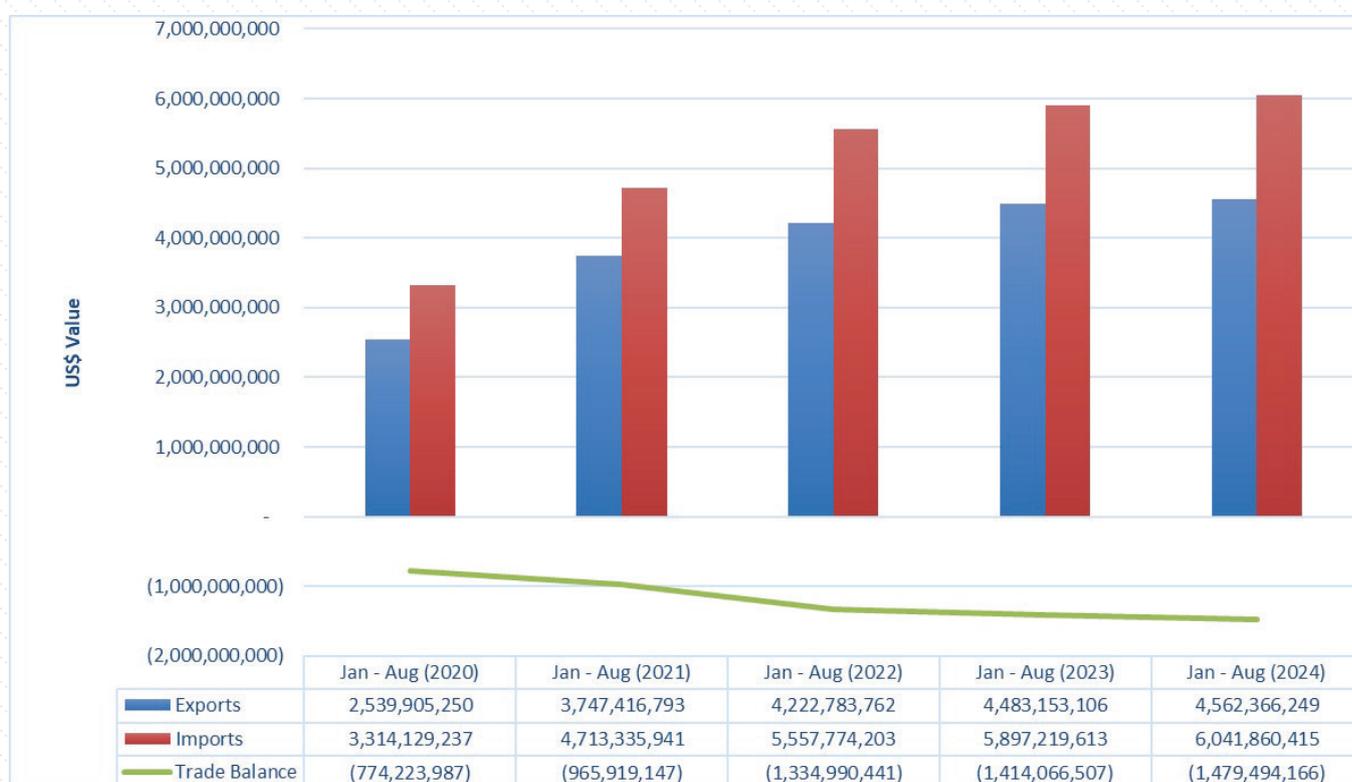
The top three export destination markets for Zimbabwe, that is South Africa, United Arab Emirates and China contributes 75 percent to total exports as compared to 74 percent recorded the same period in 2023.

There was notable increase in exports to markets such UAE US\$1,47 billion up by 22 percent, China US\$516 million up by one percent, while Mozambique US\$389 million up by 48 percent and Zambia US\$80 million up by 11 percent.

### ■ Imports

Machinery imports contributed 17.6 percent to total imports amounting to US\$1,06 billion down from US\$1,19 billion in 2023, raw materials imports amounted to US\$723 million down by 3.2 percent.

Fuels and electricity imports amounted to US\$710 million down by 23 percent, whilst motor vehicles and parts imports amounted to US\$371 million down by 7.8 percent.





## 6 SMES TRAINED ON STANDARDS COMPLIANCE FOR INTERNATIONAL COMPETITIVENESS

By Pamela Surumete

**I**N TODAY'S interconnected world, products are often made from components sourced from multiple countries.

Adhering to international standards ensures compatibility and safety across these global value chains, facilitating smoother trade and cooperation.

To assist potential exporters in Manicaland, ZimTrade – in partnership with Standards Association of Zimbabwe conducted an awareness webinar on SME's standards compliance on the 25 September 2024.

The awareness webinar shed more light on how SME's can adhere to standards to navigate through the local and international market.

Insights were shared on the importance of standards for the local and international market and on the agriculture compliance and international certifications.

One of the key takeaways for the SMEs was that adherence to international standards facilitates businesses' access to international markets.

It eliminates trade obstacles by ensuring products adhere to national regulatory requirements.

Adopting standards boosts consumer trust in goods and services, which can result in a larger market share and more devoted customers.

Standards covering a broad spectrum of industries are developed and published by the International Organization for Standardization (ISO).

International market access depends on adherence to ISO standards, such as ISO 9001 for quality management systems and ISO 14001 for environmental management.

Compliance with environmental and social standards, such as those developed by the International Standards Organization (ISO), supports sustainable development.

This is increasingly important for maintaining competitiveness in the global market.

Establishing precise rules and performance standards for quality and performance standards foster innovation and increase the efficiency of manufacturing operations.

Companies can save costs on product recalls, legal fees, and fines for noncompliance by adhering to set standards.

In Zimbabwe, the Standards Association of Zimbabwe (SAZ) is the national body responsible for developing and publishing standards.

SAZ is accredited to ISO/IEC 17021-1:2015, ensuring that their certification processes meet international standards.

They ensure that products, services, and processes meet specific quality and safety requirements.

SAZ develops standards through technical committees that include representatives from various sectors such as manufacturers, trade associations, government departments, and consumer groups.

#### International certifications

One of the leading global certifications in agriculture production is the Good Agricultural Practices (Global GAP).

The certification, recognized worldwide, covers food safety, environmental sustainability, and worker welfare.

There are also organic and fair-trade certifications.

Organic Certification ensures that products are grown without synthetic chemicals and GMOs.

It is recognized globally and includes standards set by bodies like the USDA and the European Union.

On the other hand, Fair Trade Certification ensures that products are produced under fair labour conditions and that producers receive fair prices.

Sanitary and Phytosanitary (SPS) measures are applied to protect human, animal, and plant life or health from risks arising from the entry, establishment, or spread of pests, diseases, or contaminants.

Compliance with SPS measures is essential for international trade in food and agricultural products.

Ultimately, maintaining consistent adherence to standards is a never-ending effort, and this is why practical tactics such as audits, risk management, and putting together a compliance management system must be considered.

On regular audits and assessments, finding compliance gaps and areas for improvement can be facilitated by conducting routine internal and external audits.

Regarding risk management, identifying possible compliance issues and putting mitigation plans in place are made easier with regular risk assessments.

Further to this, putting compliance management systems (CMS) into place facilitates the simplification of compliance procedures.

Monitoring, reporting, and documentation can all be automated by these technologies, which simplifies the management of compliance initiatives.

Engaging compliance experts is also important.

Consulting with legal and compliance experts can provide valuable insights and guidance.

These experts help interpret complex regulations and ensure that the company's compliance framework is robust and up to date.





## NAVIGATING THE ZIMBABWE-UK TRADE AGREEMENT

By Gugulethu Mpofu

**7** **F**OR ZIMBABWEAN exporters, registering for duty-free access to the British market is a key opportunity for growth.

Focusing on eligible products and understanding trade agreements will allow Zimbabwean enterprises to enhance their export capacity.

Following the recent Zimbabwe-UK Business Forum, there have been some inquiries regarding how businesses can access the benefits of the Zimbabwe-UK Trade Agreements.

The Zimbabwe UK Trade Agreements is framed within the broader context of Economic Partnership Agreements (EPAs).

This article will address the practicalities in terms of how an exporter can register for these agreements and benefit from duty free access to the British Market.

### ■ Key goods with eliminated tariffs

Under the trade agreement, tariffs have been removed on, major agricultural exports like tobacco, sugar, and fresh produce.

The agreement also supports the textile industry by allowing certain clothing and fabric items to be imported without tariffs.

Tariffs have also been eliminated on minerals, including gold and diamonds, have been eliminated to streamline trade, and processed foods are included to enhance the agricultural value chain.

Additionally, removing tariffs on machinery and equipment helps industries that rely on imported tools for better productivity.

Overall, these changes lower costs for exporters and open doors for greater market access.

### ■ The process of registration for duty-free access

To make the most of duty-free access, Zimbabwean exporters need to follow a few important steps.

First, they must ensure they meet UK import standards and regulations, which means obtaining necessary certifications like organic or fair-trade labels and complying with food safety and quality guidelines.

Additionally, exporters can also benefit from the UK's Generalised Scheme of Preferences (GSP), which allows developing countries to export products without tariffs.

=The registration process for Trade Agreements has migrated to the Zimbabwe Electronic Single

Window (ZeSW) an online platform that ZIMRA developed to ensure greater efficiency for exporters to access the benefits of these trade agreements.

With this system, companies will be able to register electronically and receive their Certificates of Origin online.

This development applies to trade agreements, including the European Union Interim Economic Partnership Agreement, the United Kingdom Interim Economic Partnership Agreement, COMESA, SADC, and various bilateral agreements

**6. Inspection:** The inspector will conduct a thorough check and schedule a pre-registration inspection of your premises. They will then write up an inspection report for the Regional or Technical Manager.

**7. Final Check:** The manager will do a final review of your application before it goes to the HQ Origin office for approval or denial.

**8. Get Approved:** If everything is in order, you will receive a unique identification number to proceed.

## Registration steps

### 1. Create Your Profile:

**2. Start by registering a profile** on the Zimbabwe Electronic Single Window (ZeSW) portal.

**3.** You can do this at the ZeSW Registration page.

**4. Submit Your Documents:** After you receive your login credentials, head to the ZeSW portal to upload all the necessary documents and information at the ZeSW Portal.

**5. Initial Review:** Once submitted, your application will be reviewed by ZIMRA's Regional Manager or Regional Technical Manager. If there are any issues or questions, they'll send it back for you to address. If this is approved, it will be passed on to an inspector.

## Obtaining Your Electronic Certificate of Origin

To get your Certificate of Origin, follow these steps:

**1. Submit Your Application:** Use the ZeSW portal to apply for your Certificate of Origin.

**2. Enter Your Information:** Fill in the details from your export bill of entry. This information will automatically populate the Electronic Certificate of Origin for approval by an authorized ZIMRA signatory.

**3. Approval Process:** Once your application is approved, the authorized signature will be added electronically. You can then print your Certificate of Origin. Keep in mind that some member states may still require the Origin Verification Stamp since they operate manually



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## EXPORT POTENTIAL FOR BLUEBERRIES

By Gugulethu Mpofu

8

**ZIMBABWE HAS** been experiencing rapid growth in production of horticultural produce earmarked for regional and international markets. In the recent years, the country has been in headlines for having the fastest growing blueberry production, with export figures of the crop on an upward trend.

Available figures show that Zimbabwe's blueberry exports grew by 85 percent from US\$6,3 million recorded in 2021 to US\$11,7 million in 2022, despite a one percent decline in the global trade of the product.

The growth of the blueberry sub-sector comes on the back of several reasons, chief among them the support by the Government.

Over the past few years, President E.D Mnangagwa has focused on improving agricultural infrastructure, including the construction of dams and irrigation systems.

These efforts aim to provide reliable water sources for horticultural activities, especially in areas prone to drought.

The Second Republic has also pushed for policies that support the horticulture sector, which has resulted in the horticulture sub-sector becoming more attractive and profitable venture for local farmers.

Further to this, the national trade development and promotion agency, ZimTrade, has also intensified efforts to open new markets for Zimbabwean horticultural products through creating direct linkages between local producers and leading buyers across the world.

In addition to the Government support towards boosting production, the country's climatic

conditions make it possible to produce a better quality than what is grown in other countries.

Zimbabwe has a suitable climate for blueberry farming, with temperatures ranging from 15 to 25 degrees Celsius, which is ideal for the growth of blueberries.

The country also had adequate rainfall and soil conditions that support blueberry farming.

In addition, Zimbabwe's location in the Southern African region provides an opportunity for exporting blueberries to other countries in the region and beyond.

With the current support from the Government and related institutions, it is perhaps important for local farmers to boost production of blueberries as buyers are considering Zimbabwe as a prime supplier of top-quality produce.

This article provides an analysis of global trends in blueberry production and markets.

### ■ Global market growth analysis

Peru has been consistently the largest exporter of fresh cranberries, bilberries, and other fruits of the genus *Vaccinium* since 2019, having overtaken Chile in export trade.

Currently, the South American country contributes approximately 30 percent of the global trade with a record US\$1,35 billion in 2022.

The country recorded a 12 percent growth in their production for the period 2021-2022.

Major export destinations are United States of America (US\$703 million), Netherlands (US\$309 million), China (US\$138 million).

Experts however noted a sharp decline in blueberry exports from Peru in 2023, which had a huge impact on the global blueberry market.

Production volumes declined due to abnormally high air temperatures in production areas in 2023, especially during blueberry flowering.

El Niño, led to excessive stress on blueberry plantations, which is reflected in lower yields of blueberries.

From Peru, the Netherlands is now the second largest exporter of Blueberries with 11.62 percent market share having suffered a two percent decrease in growth for the period 2021-2022.

Dutch agricultural sector is known for its innovation and adoption of advanced technologies and the country's proximity and access to the European Union gives it a comparative advantage over the Americas and the American producers.

On the other hand, the Chilean blueberry sector has shown signs of distress over the 5-year period under review.

In 2022, the country contributed 10.76 percent to global blueberry export however there was a 10 percent decline in growth.

Growth is expected to remain subdued for the 2023-2024 season, due to the ongoing varietal replacement that is taking place within the Chilean blueberry industry with reports indicating that growers have uprooted 1,164 hectares of old varieties with lower productivity and poor postharvest life and have replaced it with 607 hectares of new varieties.

In Africa, Morocco and South Africa are the largest exporters of blueberries on the continent, with 6.15 percent and 3.19 percent market share respectively.

Both countries suffered a decline in the exports during the year ending December 2022.

Morocco experienced a cold snap during the end of 2022 which severely impacted several crops, including blueberries, which have been missing from the shelves and whose prices have reached unprecedented level.

## ■ Zimbabwean export analysis

Zimbabwe is the 22nd largest exporter of blueberries having a 0.25% global market share.

The berries association of Zimbabwe estimated that approximately 500Ha of were under Blueberry Production with 4,500 Tons exported and the 2023 statistics were estimated at approximately 570Ha under Blueberry Production with 6,500 Tons exported.

The increase in export was from maturing orchards rather than new production.

Despite the economic constraints, as well as the increase in the cost of production and the

decrease in the returns/kg Zimbabwe has thrived in the export markets.

Main challenges experienced in the 2022 farming season included the mandatory retention of export proceeds and inconsistencies in power supply.

Access to finance remains one of the major impediments to growth in the sector.

Instability in the economy in increasingly making it tougher to borrow from the banks as the interest rates are counterproductive.

## ■ Competitiveness of Zimbabwean blueberry exports

Zimbabwe has been expanding its export markets for blueberries, particularly targeting European and Middle Eastern countries.

Access to these lucrative markets has boosted the competitiveness of Zimbabwean blueberries by increasing their visibility and demand on an international scale.

Zimbabwe's temperate climate and fertile soil provide ideal conditions for blueberry cultivation.

The country's diverse agro-ecological zones allow for year-round production of blueberries, giving Zimbabwe a competitive advantage in meeting market demands.

Zimbabwean blueberry exports are negatively affected by high transportation costs which reduces their competitiveness.

There is heavy reliance on air freight for the fresh produce and use of sea freight helps the exporters increase their profit margin.

However, the over reliance on the port of Durban makes it less competitive.

The road leg from Zimbabwe to Durban is long and time consuming adding up to the costs.

To meet export standards, Zimbabwean growers and exporters are heavily investing in on-farm and near farm cold chain infrastructure to meet food safety standards, meet quality requirements and reduce losses, however the capital requirements are not readily met by the Zimbabwean financial market.

GlobalGAP certification plays a crucial role in enhancing the competitiveness of horticulture exports from Zimbabwe by ensuring compliance with international standards, improving market access, enhancing reputation, accessing premium markets, mitigating risks, and promoting sustainable agriculture practices.

The certification however comes at a cost and reduces the export margins for Zimbabwean producers.

While Zimbabwe has access to several markets, expanding into new ones could provide further growth opportunities.

This would require strategic planning and investment in marketing and branding efforts by ZimTrade in partnership with the exporters.

Changes in climate patterns could impact blueberry production negatively.

However, this also presents an opportunity for research into climate-resilient varieties.

# TENDERS

BELOW IS A LIST OF INTERNATIONAL COMPETITIVE TENDERS CURRENTLY BEING FLIGHTED IN THE REGION.

## BOTSWANA

**Purchaser:** CEDA FINANCE DEVELOP  
**SUSTAIN**  
**Bidding type** International Competitive  
**Bidding**  
Tenders are Invited for Architectural Services for New Ceda Tutume Branch. Budget Amount: P15,000,000.00.  
**Tender Notice** Con002  
**Email** [feedback@ceda.co.bw](mailto:feedback@ceda.co.bw)  
**Closing Date:** November 23, 2024  
**More details on** <https://bit.ly/3szupbp>

**Purchaser:** CEDA FINANCE DEVELOP  
**SUSTAIN**  
**Bidding type** International Competitive  
**Bidding**  
Tenders are Invited for supply and delivery of office furniture for new Ceda Tutume Branch. Amount P10,525,000.00  
**Tender Notice** ADM 004  
**Email** [feedback@ceda.co.bw](mailto:feedback@ceda.co.bw)  
**Closing Date:** November 23, 2024  
**More details on** <https://bit.ly/3szupbp>

**Purchaser:** CEDA FINANCE DEVELOP  
**SUSTAIN**  
**Bidding type** International Competitive  
**Bidding**  
Tenders are Invited for provision of Employee Performance Management System. Budget Amount: P376,660.00  
**Tender Notice** Con006  
**Email** [feedback@ceda.co.bw](mailto:feedback@ceda.co.bw)  
**Closing Date:** November 23, 2024

**Purchaser:** CEDA FINANCE DEVELOP  
**SUSTAIN**  
**Bidding type** International Competitive  
**Bidding**  
Tenders are Invited for Provision of a Employee Performance Management System  
**Tender Notice** 00504  
**Email** [feedback@ceda.co.bw](mailto:feedback@ceda.co.bw)  
**Closing Date:** November 23, 2024

## TANZANIA

**Purchaser:** PRIME MINISTER'S OFFICE  
**- POLICY, PARLIAMENT AND COORDINATION**  
**Bidding type** International Competitive  
**Bidding**  
Tenders are Invited for Procurement and Development of Management Information System (MIS) for the Programme AFDP.  
**Email** n/a  
**Tender Notice** 37/TZA-2000001519-0217-CS-LCS/2023-2024/CS/01  
**Closing Date:** December 02, 2024  
**More details on** <https://bit.ly/3BPY9tg>

## KENYA

**PURCHASER:** KENYA BANKERS  
**Bidding type** International Competitive  
**Bidding**  
Tenders are invited for Provision of System Audit Services  
**Tender Notice** n/a  
**Email** [nairobi@kenyabankers.coop](mailto:nairobi@kenyabankers.coop)  
**Closing Date:** November 08, 2024  
**Phone number** +254-20-5146500  
**More details on** <https://bit.ly/3L9MjJD>

**PURCHASER:** ISRAAID  
Tenders are invited for Provision of fleet tracking system  
**Tender Notice** IsraAIDKenya/41/2025-2028  
**Email** n/a  
**Closing Date:** November 22, 2024  
**Phone number** n/a  
**More details on** <https://bit.ly/3L9MjJD>

**PURCHASER:** ISRAAID  
**Bidding type** International Competitive  
**Bidding**  
Tenders are invited for Provision of Consultants for Environment Impact, Strategic Environmental Assessment Studies, and Environment Audits  
**Tender Notice** IsraAIDKenya/38/2025-2028  
**Email** n/a  
**Closing Date:** November 22, 2024  
**More details on** <https://bit.ly/3L9MjJD>

## MALAWI

**PURCHASER:** NORTHERN REGION WATER BOARD  
Tenders are invited for provision Supply and delivery of 150000 Tree Seedlings (Year 3)  
**Tender Notice** NRWB/RU/G/16  
**Email** n/a  
**Closing Date:** December 09, 2024  
**Phone number** n/a  
**More details on** <https://bit.ly/3svL0Nj>

**PURCHASER:** NBS BANK LIMITED  
Provision of Project Audit Services  
**Bidding type** International Competitive  
**Bidding**  
**Tender Notice** n/a  
**Email** n/a  
**Closing Date:** January 17, 2025  
**Phone number** +265-01812222  
**More details on** <https://bit.ly/3svL0Nj>

**PURCHASER:** NORTHERN REGION WATER BOARD  
**Tenders are invited for Provision of Construction of wastewater treatment plant Services**  
**Bidding type** International Competitive Bidding  
**Tender Notice** NRWB/RU/W/04  
**Email** [info@nocma.mw](mailto:info@nocma.mw)  
**Closing Date:** April 14, 2025  
**Phone number** n/a  
**More details on** <https://bit.ly/3svLONj>

**ZAMBIA**

**PURCHASER:** ZESCO LIMITED  
**Bidding type** International Competitive Bidding  
**Tender for the Supply and Delivery of Metering Units, Terminal Blocks and Current Transformers.**  
**Tender Notice** 1010/19914/0  
**Email** [procurement@zesco.co.zm](mailto:procurement@zesco.co.zm)  
**Phone number** n/a  
**Closing Date:** November 15, 2024  
**More details on** [elections@elections.org.zm](https://elections@elections.org.zm)

**PURCHASER:** ELECTORAL COMMISSION OF ZAMBIA  
**Bidding type** International Competitive Bidding  
**Tender for the Supply and Delivery of Voter Registration Equipment and Software for the Electoral Commission of Zambia**  
**Tender Notice** Ecz/lob/002/2024  
**Email** [elections@elections.org.zm](mailto:elections@elections.org.zm)  
**Closing Date:** November 22, 2024  
**More details on** <https://bit.ly/3ijRZ8x>

**PURCHASER:** MINISTRY OF COMMERCE, TRADE AND INDUSTRY (MCTI)  
**Bidding type** International Competitive Bidding  
**Tender for Consultancy services for the Project Audit at end of Project**  
**Tender Notice** 276637-2024  
**Email** [info@mcti.gov.zm](mailto:info@mcti.gov.zm)  
**Closing Date:** November 25, 2024  
**More details on** <https://bit.ly/3ijRZ8x>

Individuals and companies can register for free to access regional tenders in foreign markets through the link [www.procurementmap.intracen.org](http://www.procurementmap.intracen.org)

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**EDITORIAL TEAM**

Danai Majaha,  
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