



Energising Zimbabwe's Export Growth

GUIDE TO TRADE AGREEMENTS OF ZIMBABWE

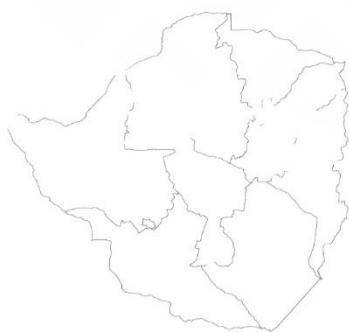


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1. INTRODUCTION

Welcome to the ZimTrade's Guide to Zimbabwe's Trade Agreements. Zimbabwe has various Trade Agreements with other countries and groups of countries in a Bilateral and/or Multilateral setting. This Guide seeks to provide exporters and importers with an overview of the Trade Agreements that Zimbabwe entered with other countries.

Among others, the Guide covers the following:

- Purpose and Benefits of a Trade Agreement
- Rules of Origin
- Registration for a Trade Agreement

2. PURPOSE AND BENEFITS OF TRADE AGREEMENTS

A trade agreement is a pact between nations to ensure mutual benefit through reduced or eliminated tariffs, quotas, and restrictions.

Benefits include:

- Lowered duties and import taxes.
- Enhanced market access.
- Increased competitiveness of Zimbabwean products.
- Promotion of regional integration and cooperation.

3. TYPES OF TRADE AGREEMENTS

Zimbabwe participates in both bilateral and multilateral trade agreements:

3.1 Bilateral Trade Agreement

A Trade Agreement is classified as bilateral (BTA) when signed between two sides, where each side could be a country (or other customs territory), a trade bloc or an informal group of countries (or other customs territories). BTAs are either on a preferential basis or on the Most Favoured Nation (MFN) basis.

Most Favoured Nation (MFN) is a status or level of treatment accorded by one state to another in international trade. The term means the country, which is the recipient of this treatment must, nominally, receive equal trade advantages as the "most favoured nation" by the country granting such treatment. (Trade advantages include low tariffs or high import quotas.) In effect, a country that has been accorded MFN status may not be treated less advantageously than any other country with MFN status by the promising country.

In the case of Preferential Bilateral Trade Agreements, Zimbabwe offers/is offered better trading arrangements with the contracting partner than any other country that

does not have a BTA with either country. MFN BTA offer lesser preferences to preferential bilateral arrangements.

3.2 Multilateral Trade Agreement

A Trade Agreement signed by more than two sides, typically neighbouring or in the same region, is classified as multilateral. They are usually intended to lower trade barriers between participating countries and, as a consequence, increase the degree of economic integration between the participants.

4. ZIMBABWE`S TRADE AGREEMENTS

4.1 Bilateral

Zimbabwe currently has five (5) operational preferential bilateral trade agreements under which exporters can benefit.

- Zimbabwe/Malawi Trade Agreement - Implemented in 1995, this is a reciprocal trade agreement, with 25 percent domestic value-added requirements.
- Zimbabwe/Botswana Trade Agreement - Ratified in 1988, reciprocal duty-free trade on all products grown, wholly produced, or manufactured wholly or partly from imported inputs subject to a 25 percent local content requirement.
- Zimbabwe/Namibia Trade Agreement - A reciprocal agreement in effect since 1992, subject to rules of origin that require at least 25 percent local content for manufactured products and that Zimbabwe and Namibia should, as exporters, be the last place of substantial manufacturing.
- Zimbabwe/ Mozambique Trade Agreement - Signed in January 2004, this agreement entered into force in March 2005. Its objective is to eliminate tariff and non-tariff barriers and also to cooperate in customs and trade promotion. The agreement provides for duty free trade between the two members with the rules of origin specifying a 25 percent domestic value added.
- Zimbabwe /Chinese Trade protocol – Zimbabwe has entered into product-based trade protocols with China. These trade protocols specify the phytosanitary requirements for exporting approved horticultural produce. Protocols in place are blueberries (August 2025), citrus (December 2021), macadamia and avocados (September 2024).

4.2 Multilateral

The following are the multilateral trade agreements that Zimbabwe accented to:

- COMESA Trade Protocol - The Common Market for Eastern and Southern Africa (COMESA) is a regional integration grouping of African States which have agreed to promote regional integration through trade development and to develop their natural and human resources for the mutual benefit of all their



peoples. COMESA Member States established a Free Trade Area (FTA) on 31 October 2000 after a sixteen-year period of progressive trade liberalisation through reduction on intra-COMESA tariffs. Fourteen States (Burundi, Comoros, Djibouti, Egypt, Kenya, Libya, Madagascar, Malawi, Mauritius, Rwanda, Sudan, Seychelles, Zambia and Zimbabwe) are participating in the Free Trade Area.

- SADC Trade Protocol - Zimbabwe implemented the SADC Trade Protocol on 1 June 2001. The Protocol is an agreement between SADC Member States (refer to appendix 7.1) to reduce customs duties and other barriers to trade on products from each other. By lowering customs duties and removing other barriers to trade, the SADC Member States intend to promote economic growth and regional integration. By January 1, 2008, most customs duties (on 85% of tariff lines) had been eliminated for goods originating from SADC Member States.
- EU-ESA Interim – EPA (Economic Partnership Agreement) - The Interim Economic Partnership Agreement between the European Union and Eastern and Southern Africa (EU-ESA iEPA) was signed by Comoros, Mauritius, Seychelles, Zimbabwe and Madagascar in August 2009. Comoros signed in 2017. The agreement provides the five countries with elimination of all EU duties and quotas for imports from ESA states and gradual opening up of ESA markets to EU exports. The EU grants 100% duty-free and quota-free access to all imports coming from ESA countries. The access to the EU market is permanent, full and free to all products.
- UK-ESA - EPA (Economic Partnership Agreement) - An economic partnership agreement (EPA) is a type of free trade agreement for relationships with developing countries. The states covered by the ESA-UK EPA are Madagascar, Mauritius, Seychelles, Zimbabwe and Comoros. It provides duty free and quota free access into the UK for goods originating from ESA countries. It also provides for a gradual reduction of duties in ESA countries for goods originating in the UK.
- Generalized System of Preferences (GSP) - is a facility granted to developing countries (beneficiary countries) by certain developed countries (donor countries). There is no negotiation involved the preferential treatment is non-reciprocal. The principle of GSP was established on a global level at the United Nations Conference on Trade and Development (UNCTAD) in 1971. Fourteen countries offer GSP preferences: Armenia, Australia, Belarus, Canada, the European Union, Iceland, Japan, Kazakhstan, New Zealand, Norway, the Russian Federation, Switzerland, Turkey, and the United Kingdom.

5. QUALIFICATION FOR PREFERENTIAL TREATMENT

5.1 RULES OF ORIGIN

Every Trade Agreement has rules that indicate how a product can be eligible for preferential treatment in duty payment. These are called the Rules of Origin (RoO). The RoO are a set of criteria that is used to confer qualification status to products that are produced within the territories of the signatory member states. The basis of these rules is that the products must have a specific local content input from the exporting country.

In the case of bilateral or multilateral trade agreements, goods are considered originating from Zimbabwe if:

- wholly produced or grown in Zimbabwe. These include mineral products, agricultural vegetable products, live animals born and raised in the country and products obtained from hunting or fishing conducted in the country.
- if manufactured, a product must have undergone an acceptable amount of processing and have a specified percentage of Zimbabwean (local) content where the input materials used are sourced from elsewhere (another country). An example of such a product could be a locally assembled radio or plastic injected products. For instance, using the Zimbabwe/Botswana preferential bilateral trade arrangement, if a Zimbabwean business wishes to export a consignment of radios to Botswana, the products may or may not qualify under the agreement depending on where and how the radios were manufactured. If the radios were initially imported in a finished state from any other country, they will not qualify since there was minimal Zimbabwean input or content except for packaging perhaps. If some components of the radios were produced in Zimbabwe or if the assembling of the radios was done in Zimbabwe they may qualify, depending on the level of local input and value addition.

5.2 LOCAL CONTENT REQUIREMENT

The definition of local content requirement is specific to each individual Trade Agreement, and it is under this primary criterion that manufactured goods/products may or may not qualify. A careful reading of the rules and regulations of each agreement is vital. In the event the products were manufactured in two or more countries, origin is obtained in the country where the last substantial economically justified working or processing is carried out. In any agreement there is a list of simple processes, which are not considered to fulfil the requirements of the product having undergone an acceptable amount of processing.

Under some agreements such as, the interim Economic Partnership Agreement and COMESA Free Trade Area, exporters can benefit from single transformation which



allows importation, from third countries of inputs such as textiles (fabrics) and leather to manufacture finished products such as garments, shoes, bags for export.

6. REGISTRATION REQUIREMENTS

6.1 Who is eligible for registration?

- Zimbabwean registered companies involved in manufacturing of goods.
- Zimbabwean registered companies involved in merchandising, distribution and commodity broking.

If application is successful ZIMRA gives a registration number to be quoted on all Certificates of Origin each time the products are exported.

6.2 Exporter Registration Requirements

- A formal application letter (on company letter head/logo) by the company to be registered under the agreement.
- A certified copy of certificate of incorporation.
- Certified copy of CR14
- Certified copy of CR6
- A valid tax clearance certificate (ITF263).
- List of contact persons including their contact numbers and physical addresses.
- A list of products intended to be exported (tariff headings mandatory).
- List of raw materials used and where they are sourced from (tariff headings mandatory).
- A detailed step by step description of the manufacturing process for each product.
- A sketch plan of your factory showing machinery layout.
- A certified copy of title deeds or lease agreements for the premises together with any copies of utility bills incurred in the last 3 months.
- A factual cost analysis of the products to be exported.

6.3 Commodity Brokers, Merchants and Distributors

- A formal application letter by the company to be registered under the agreement.
- A certified copy of the certificate of incorporation.
- A valid tax clearance certificate (ITF263).
- List of contact persons.
- A list of products intended for export.
- A letter from the manufacturer of products authorizing the distributor/merchant/broker to export their product(s).
- Manufacturer's registration letter to export the particular products for which they are seeking registration.

6.4 Proof of Origin needed in the importing country

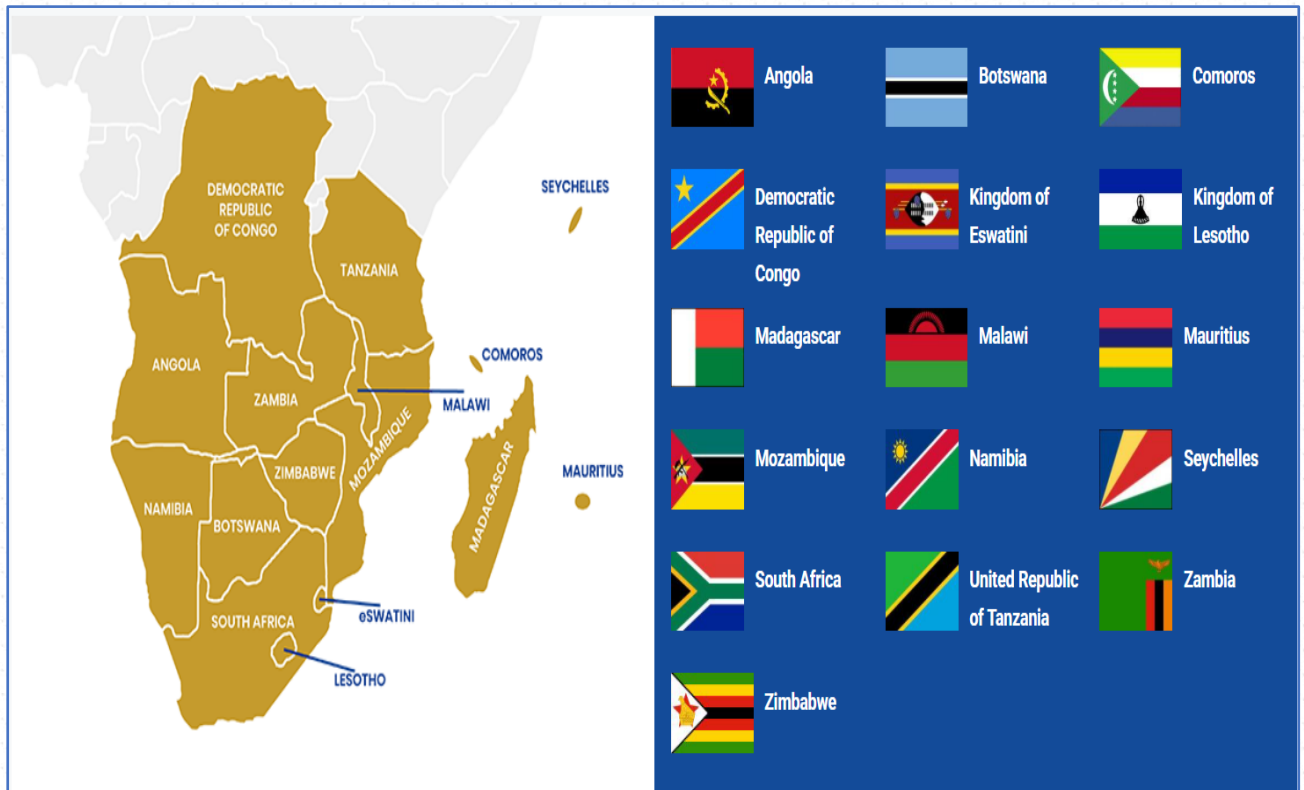
- A Certificate of Origin certified by ZIMRA-Customs & Excise will be submitted to the Customs of importing country on importation of Zimbabwe originating goods.
- For exports to the EU, a Zimbabwean company will not need to have certification, as registration with ZIMRA under the Registered Exporter System (REX) will suffice.

7. CONTACT DETAILS

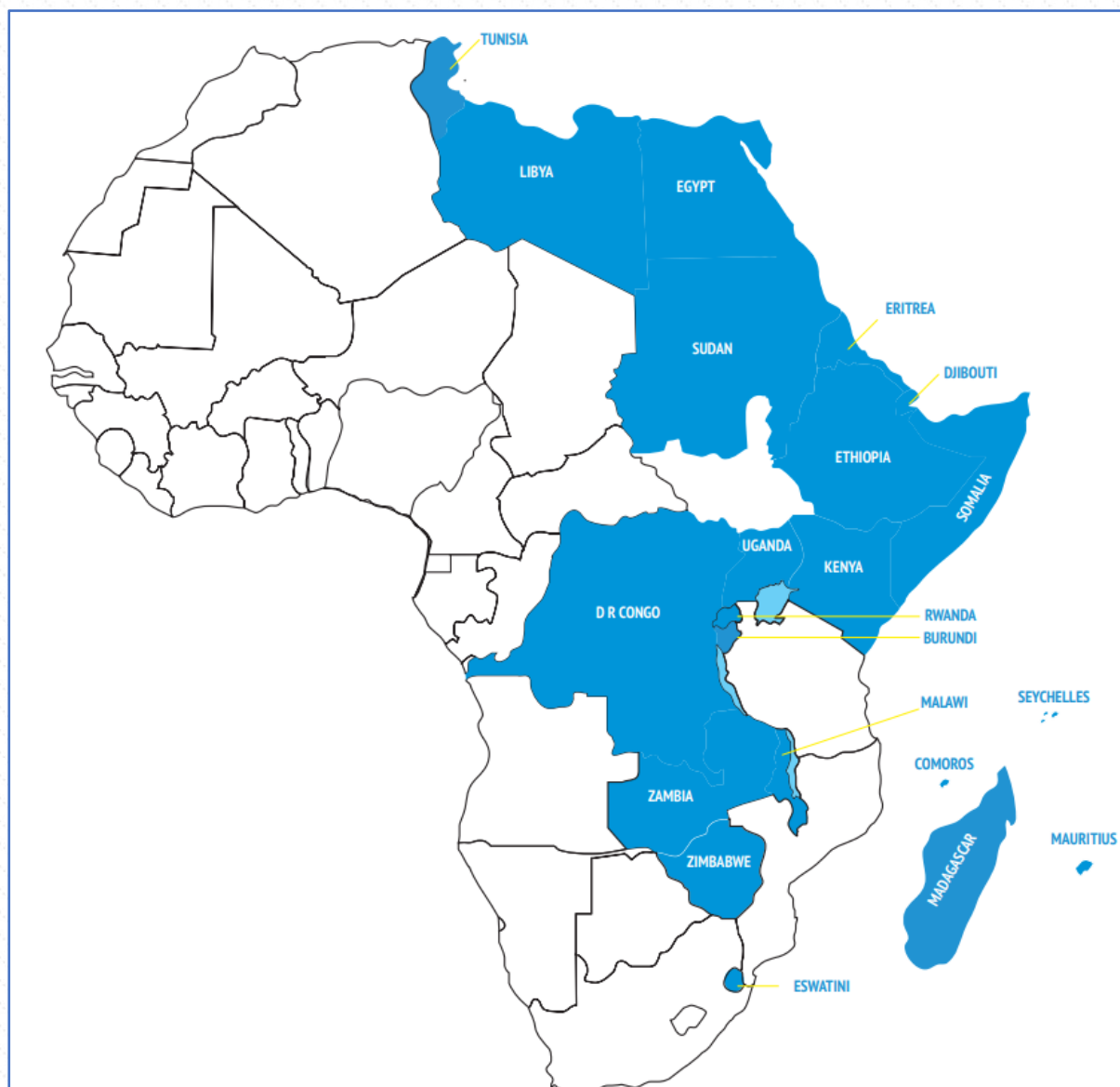
Exporters intending to export under these trade agreements should apply to the Commissioner Customs & Excise through their nearest Zimbabwe Revenue Authority (ZIMRA) offices.

8. APPENDICES

8.1 APPENDIX 1: SADC COUNTRIES



8.2 APPENDIX 2: COMESA COUNTRIES



8.3 APPENDIX 3: EUROPEAN UNION

The European Union is a group of 27 countries in Europe



8.5 Sample of Certificates of Origin

8.5.1 COMESA

COMESA CERTIFICATE OF ORIGIN		ZW 00335941		
1. Exporter (Name & Office address) Exportateur (nom et adresse commerciale) Exportador (nome e endereço comercial)		Ref. No. No. de ref. No. de ref.		
2. Consignee (Name & Office address) Destinataire (nom et adresse commerciale) Destinatário (nome e endereço comercial)		COMMON MARKET FOR EASTERN AND SOUTHERN AFRICA		
3. Country, Group of countries in which the products are originating from Pay ou groupe de pays dont les produits sont originaires País, ou Grupo de países originário do produto		MARCHÉ COMMUN DE L'AFRIQUE DE L'EST ET DE L'AFRIQUE AUSTRALE		
4. Particulars of Transport Renseignements concernant le transport Informações relativas ao transporte		MERCADO COMUM DA AFRICA ORIENTAL E AUSTRAL		
5. For Official use - Reserve à l'usage Official - Reservado para uso oficial		CERTIFICATE OF ORIGIN CERTIFICAT D'ORIGINE CERTIFICADO DE ORIGEM		
6. Marks and Numbers; number and kind of package, description of goods; Marques et numéro et types d'emballages; designation des marchandises; Marcas e números; quantidades e natureza das Embalagens; designação das mercadorias	7. Customs Tariff No. Tariff douanier No. Direito aduaneiro No.	8. Origin criterion (See Overleaf); Critère d'origine (voir au verso); Critério de Origem (ver no verso)	9. Gross weight or other quantity; Poids brut ou autre quantité; Peso bruto ou outra medida	10. Invoice No. No. De Facture; Factura No.
11. DECLARATION BY EXPORTER/PRODUCER/SUPPLIER* DECLARATION DE L'EXPORTATEUR/ PRODUCTEUR/FOURNISSEUR DECLARACAO DO EXPORTADOR/ PRODUTOR/FORNECEDOR* I, the undersigned, hereby declare that the above details and statements are correct, that all goods are produced in Je soussigné, déclare que les éléments et déclarations ci-dessus sont corrects, et que les marchandises sont produites Eu, abaixo assinado, declaro que as informações e declarações acima prestadas são correctas e que todos os produtos são produzidos em Place, date, signature of declarant Lieu, date et signature du déclarant Local, data e assinatura do declarante		12. CERTIFICATE OF ORIGIN CERTIFICAT D'ORIGINE CERTIFICADO DE ORIGEM It is hereby certified that the above-mentioned goods are of origin. Nous certifions que les marchandises susmentionnées sont d'origine Certifica-se que os productos acima referidos são originários de Certificate of Customs or other Designated authority Certificat des douanes ou autres autorités désignées Certificado da alfândega ou de outra autoridade designada STAMP - SCEAU - CARIMBO		

8.5.2 SADC

SADC CERTIFICATE OF ORIGIN				
Registration No. _____ 1. Exporter (Name and Office Address) _____ 2. Consignee (Name and Office Address) _____		3. Country Ref. No. ZW 00307343 SOUTHERN AFRICAN DEVELOPMENT COMMUNITY (SADC) CERTIFICATE OF ORIGIN		
6. Marks and Numbers; Number and Kind of Package, Description of Goods:		7. Customs Tariff No.	8. Origin Criterion (See overleaf)	9. Gross Weight of Other Quantity
(i) Marks and Nos. (ii) Description of Goods				
11. DECLARATION BY EXPORTER/ SUPPLIER		12. CERTIFICATION OF ORIGIN		
I, the undersigned, declare that the goods described above meet the conditions required for the issue of this certificate, and are originating in _____ Country Place and Date: _____ Signature _____		Declaration Certified: (Origin Stamp and Signature) Certificate of Customs or Other Designated Authority		
		13. FOR CUSTOMS PURPOSES		
		Export Document No. _____ Date _____ Customs Office _____ Country _____ Date _____ Signature _____ Stamp		

8.5.3 GSP

254 WILHELM KOHLER VERLAG MINDEN					
1. Goods consigned from (Exporter's business name, address, country) 2. Goods consigned to (Consignee's name, address, country) 3. Means of transport and route (as far as known)		Reference No. A 013756 GENERALIZED SYSTEM OF PREFERENCES CERTIFICATE OF ORIGIN (Combined declaration and certificate) FORM A Issued in _____ country See notes on back 4. For official use			
5. Item number	6. Marks and numbers of packages	7. Number and kind of packages, description of goods	8. Origin criterion (see Notes overleaf)	9. Gross weight or other quantity	10. Number and date of invoices
11. Certification It is hereby certified, on the basis of control carried out, that the declaration by the exporter is correct.			12. Declaration by the exporter The undersigned hereby declares that the above details and statements are correct, that all the goods were produced in _____ (country), and that they comply with the origin requirements specified for those goods in the Generalized System of Preferences for goods exported to _____ (importing country).		
Place and date, signature and stamp of certifying authority			Place and date, signature of authorized signatory		

8.5.4 EUR 1

MOVEMENT CERTIFICATE			
1. Exporter (Name, full address, country)		EUR.1 No A 647003	
		See notes overleaf before completing this form	
3. Consignee (Name, full address, country) (Optional)		2. Certificate used in preferential trade between	
		and	
		(Insert appropriate countries, groups of countries or territories)	
		4. Country, group of countries or territory in which the products are considered as originating	5. Country, group of countries or territory of destination
6. Transport details (Optional)		7. Remarks	
(1) If goods are not packed, indicate number of articles or items "in bulk" as appropriate		8. Item number; Marks and numbers; Number and kind of packages (1); Description of goods	
		9. Gross mass (kg) or other measure (litres, m³, etc.)	10. Invoices (Optional)
11. CUSTOMS ENDORSEMENT Declaration certified Export document (2): Form No. _____ Customs office: _____ Issuing country or territory: _____ Date: _____ (Signature)		12. DECLARATION BY THE EXPORTER I, the undersigned, declare that the goods described above meet the conditions required for the issue of this certificate. Place and date: _____ (Signature)	

(3) Complete only where the regulations of the exporting country or territory require.

8.5.5 ZIMBABWE MOZAMBIQUE



009991

Registration Number: 1. Exporter (Name and Office Address) Exportador (Nome e Endereço)		3. Country Ref. No. (e.g. ZW 000006) Trade Agreement Acordo Preferencial do Comércio Between Zimbabwe and Mozambique CERTIFICATE OF ORIGIN CERTIFICADO DE ORIGEM			
2. Consignee (Name and Office Address) Consignatário (Nome e Endereço)		4. Particulars of transport: Detalhes do transporte			
		5. For official use only Somente para uso oficial			
6. Marks and numbers; number and kind of packages, description of goods. Marcas e números, número e tipo de embalagem, descrição de mercadoria (i) Marks and Nos. (ii) Description of goods Marcas e números Descrição da mercadoria		7. Customs Tariff No. Código Pautal	8. Origin Criterion (See overleaf) Critério de origem (Veja em anexo)	9. Gross weight or other quantity Quilts quantidades Peso bruto	10. Invoice No. and date Data e nº da factura (Opcional)
11. DECLARATION BY EXPORTER/SUPPLIER Declaração do Exportador/Fornecedor I, the undersigned, declare that the goods Eu, abaixo assinado, declaro que a mercadoria described above meet the conditions required for descrita acima reúne as condições necessárias para the issue of this certificate, and are originating in a emissão deste certificado com origem em (Country) (País) Place and date: Data e lugar Signature Assinatura		12. CERTIFICATION OF ORIGIN Certificação de Origem Declaration Certified: Declaração Certificada (Origin Stamp and Signature) Assinatura e Carimbo de Origem Certificate of Customs or Other Designated Authority Certificado das Alfândegas ou Outras Autoridades competentes			13. FOR CUSTOMS PURPOSES Para fins aduaneiros Export Document No.: Documento de Exportação Nº: Date: Data Customs Office: Estância Aduaneira Country: País Date: Data Signature Assinatura



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