

# WOMEN IN INFORMAL CROSS-BORDER TRADE IN MALAWI:

A SMALL-SCALE TRADER'S GUIDE TO TRADE RULES AND PROCEDURES





## TABLE OF CONTENTS

OVERVIEW .....	1
WHICH REGION DOES YOUR COUNTRY BELONG TO?.....	2
MALAWI'S OFFICIAL EXPORTS.....	3
WHAT IS INFORMAL CROSS-BORDER TRADE? .....	5
WHY FORMALIZATION IS IMPORTANT FOR AN UNREGISTERED TRADE OPERATOR .....	6
YOUR RIGHTS AND OBLIGATIONS .....	8
HOW TO USE THE COMESA SIMPLIFIED TRADE REGIME .....	10
HOW TO USE THE SADC TRADE PROTOCOL.....	15
ANNEXES.....	22
1. Regional maps .....	22
2. Authorities present at the border.....	24
3. List of goods requiring export and import permits .....	24





## OVERVIEW

In the framework of its project on *Informal cross-border trade for empowerment of women, economic development and regional integration in Eastern and Southern Africa*, UNCTAD's Trade, Gender and Development Programme has developed three booklets on women in informal cross-border trade in Malawi, the United Republic of Tanzania and Zambia.

The present booklet "*Women in informal cross-border trade in Malawi: A small-scale trader's guide to trade rules and procedures*" is addressed to informal and small-scale cross-border traders from Malawi. It presents key and up-to-date information on existing trade procedures and simplified schemes, documentation requirements, rules of origin, taxes, tariffs, while providing an overview of traders' rights and obligations and of the benefits of formalization.

The information contained in this guide is intended for small-scale and informal traders who operate within the Common Market for Eastern and Southern Africa (COMESA) and the Southern Africa Development Community (SADC).

## WHICH REGION DOES YOUR COUNTRY BELONG TO?

Malawi is a member of the Common Market for Eastern and Southern Africa (COMESA) and the Southern Africa Development Community (SADC).

### DID YOU KNOW?

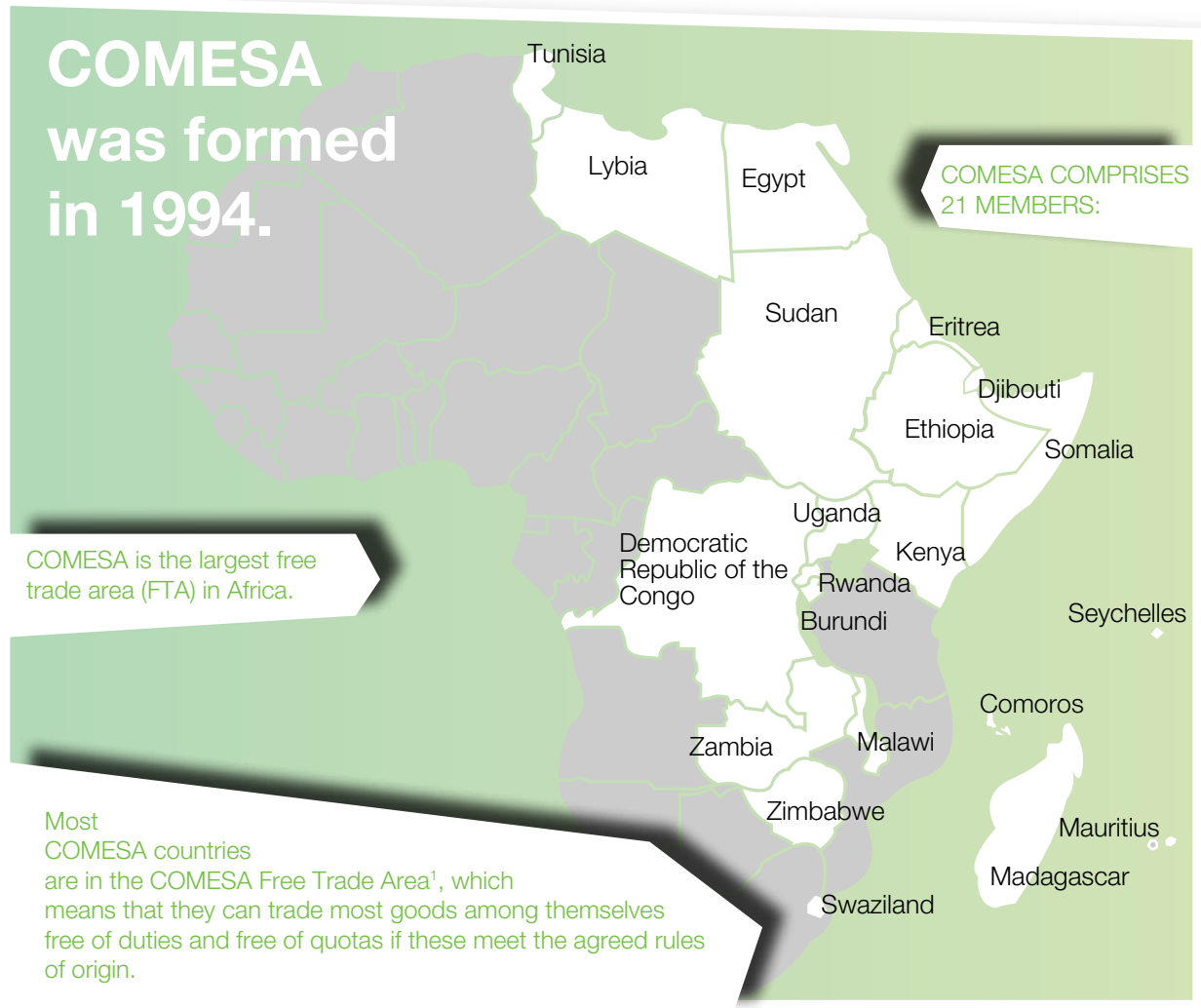
540 MILLION PEOPLE LIVE IN THE COMESA REGION<sup>2</sup>.

**COMESA**  
was formed  
in 1994.

COMESA is the largest free trade area (FTA) in Africa.

Most COMESA countries are in the COMESA Free Trade Area<sup>1</sup>, which means that they can trade most goods among themselves free of duties and free of quotas if these meet the agreed rules of origin.

COMESA COMPRISES 21 MEMBERS:



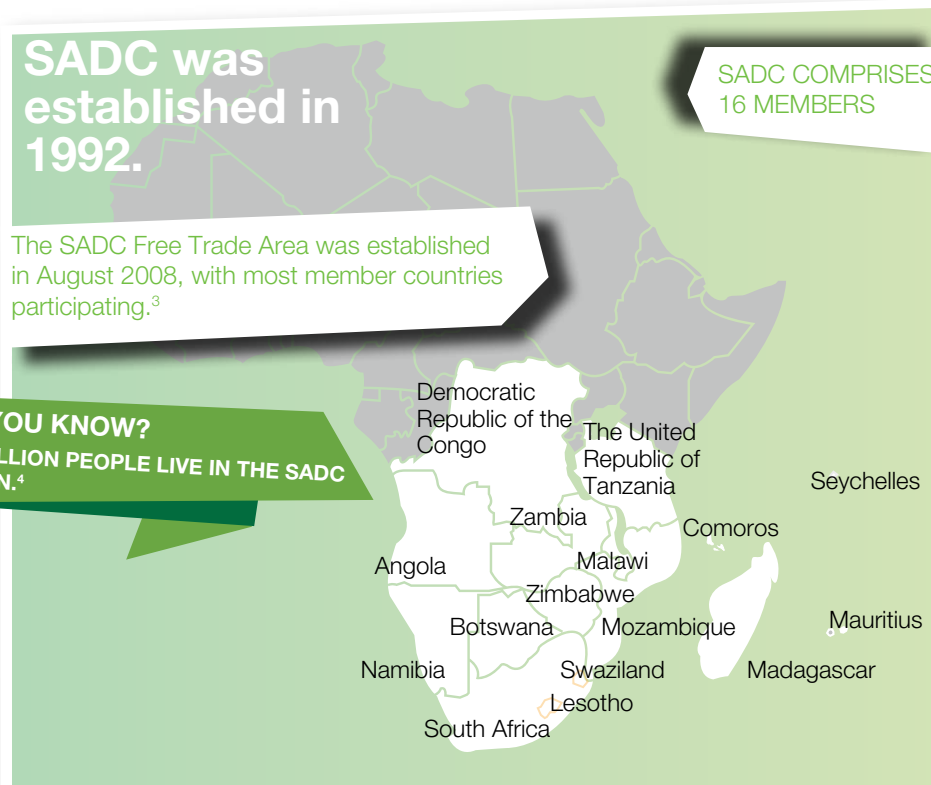
**SADC was established in 1992.**

**SADC COMPRISES 16 MEMBERS**

The SADC Free Trade Area was established in August 2008, with most member countries participating.<sup>3</sup>

**DID YOU KNOW?**

**277 MILLION PEOPLE LIVE IN THE SADC REGION.<sup>4</sup>**



**As you will see in this Guide, you may find different trade rules according to whether you are trading with a country that is part of COMESA or SADC.**

For instance, COMESA has designed the Simplified Trade Regime (STR) for small-scale traders, so if you buy or sell your products in a COMESA country you may benefit from lighter and less costly trade procedures.

If you buy or sell your products in a SADC country, such as Tanzania, you will have to follow standard trade procedures because the SADC region is still in

the process of developing its own Simplified Trade Regime (STR). As of June 2019, the SADC STR has not yet been implemented in the region.

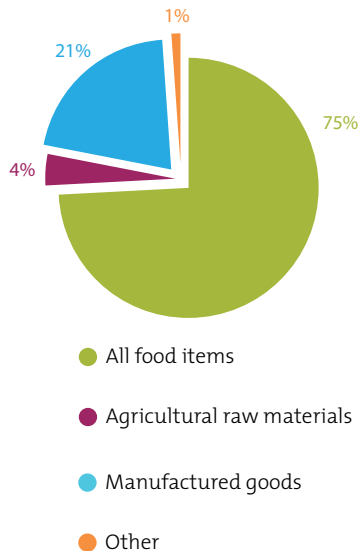
In the following sections we will look at the available trade procedures in more detail.

## MALAWI'S OFFICIAL EXPORTS

Do you know which are the main products that Malawi exports to the world and to its neighboring countries of Zambia and the United Republic of Tanzania?

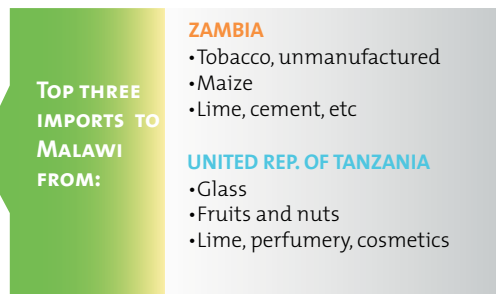
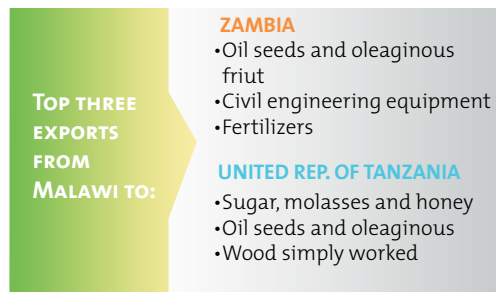
### What are Malawi's main exports to the world?

Export structure by product group in 2017  
(as % of total exports)



**MALAWI**

### Which products is Malawi trading with the neighboring countries of Zambia and the United Republic of Tanzania?



**MALAWI**

Source: UNCTADStat Country profile.

Source: UNCTAD calculations based on the UNCTADStat database, available at <http://unctadstat.unctad.org/EN/> (accessed in May 2018).

## WHAT IS INFORMAL CROSS-BORDER TRADE?

Informal cross-border trade (ICBT) is a major form of informal activity in most African countries. Trading goods across borders is crucial for self-employment, poverty reduction and wealth creation.

### CROSS-BORDER TRADE IS INFORMAL WHEN:

- 01 It is carried out by avoiding border stations
- 02 It is carried out through border stations but goods are partially concealed, are under-declared, misclassified or under-invoiced.



**TRADE IS THEREFORE NOT PROPERLY RECORDED OR NOT RECORDED AT ALL.**

**IN SUB-SAHARAN AFRICA WOMEN ARE ESTIMATED TO BE BETWEEN 70 AND 80 PER CENT OF INFORMAL TRADERS.<sup>5</sup>**

### TRADERS WHO ENGAGE IN INFORMAL TRADE CAN BE:

- 01 Registered operators who evade trade-related regulations and duties by avoiding official border crossing;
- 02 Unregistered operators who operate entirely outside the formal economy;
- 03 Registered operators who use official border crossing but who partially evade trade-related regulations and duties, for instance by resorting to the practice of under-invoicing



## WHY FORMALIZATION IS IMPORTANT FOR AN UNREGISTERED TRADE OPERATOR<sup>6</sup>

There are many reasons why formalizing your business is important for you and for the economy of your country. You may be already familiar with the numerous challenges confronting informal traders. Here below we present some of the drawbacks of informal trade:

**DID YOU KNOW?**  
INFORMAL TRADE MAY TURN OUT TO BE  
EXTREMELY COSTLY FOR YOUR CAPITAL  
AND FOR YOUR SAFETY



### ***Risks of personal safety***

The risks associated with ICBT are many, particularly for women traders: harassment and demands for sexual favours, forced prostitution, exposure to health risks such as HIV infection, are some of the most common challenges that confront informal traders in many countries.



### ***Risks for your business***

Bribery and seizure of merchandise are common when engaging in informal trade activities. The financial costs of paying bribes or undue fees and of confiscation of goods may have significant impacts on your business.



### ***Difficulty in getting credit***

Informal traders and owners of informal businesses face more difficulties to access credit and other services from formal financial institutions, as they are regarded as high-risk customers. As a result, they are either denied credit or offered very high interest rates.



### ***No access to social protection***

Traders or workers operating in the informal sector have no access to social protection, health coverage and other social security benefits accessible in the formal sector, when they exist. This creates situations of vulnerability and social marginalization that are perpetuated through their lives. Women are particularly at a disadvantage for two main reasons: a) they are typically overrepresented in the informal economy and concentrated in the most insecure jobs; and b) they usually shoulder the burden of care and domestic work and are thus more in need of social protection schemes such as child care and elderly care, if such provisions are linked to an employment relationship.

***Lack of access to adequate facilities***

Engaging in informal trade implies that traders must use secondary routes to cross the border. This does not only expose traders to a wide array of personal safety risks but also precludes them the possibility of benefiting from and accessing infrastructure at the border such as toilets, storage space or sleeping facilities when available.

***Public revenue losses***

Informal trade leads to high revenue losses for the Governments. Informality has thus negative consequences on the overall economic growth of a country. Revenues accrued by integrating informal traders into the formal sector would in the long run allow governments to increase public spending on essential services and to invest in facilitation of formal cross-border trade through the improvement of border facilities and business environment. This may be particularly beneficial for women.

***Unfair competition***

Because of their lower prices, informal imports constitute unfair competition to goods that are produced locally and products that are imported through formal channels, harming other traders and producers in the community.

***Risks for public health and safety***

Informal trade may pose health and safety concerns as products traded through informal channels fall outside regulatory mechanisms of safety and standards enforcement. Prohibited or illegal goods or goods that do not meet minimum safety and health standards may eventually pose risk to consumers' wellbeing and national security.

## YOUR RIGHTS AND OBLIGATIONS<sup>7,8</sup>

### WHAT ARE YOUR RIGHTS:

#### **Right to security of person**



Traders should be able to cross the border without the risk of abuses, harassment or gender-based violence. The right to security of person is guaranteed by several international instruments. For instance, the Maputo Protocol, signed in 2003 by most African States, provides for several legal obligations regarding women, establishing that all women shall be entitled to respect for their lives, integrity and security of person.

#### **Freedom of movement**

Traders from Malawi do not require a visa to enter Zambia and the United Republic of Tanzania but do require a valid passport. The national ID or border pass - when the border pass scheme is in place, may be also accepted. Please check with Immigration authorities.<sup>9,10</sup>



#### **Right to transparency**



Traders have the right to access relevant information about regulations, trade procedures, documentary requirements, duties, fees and taxes. Such information and any further change should be publicly available or displayed at the border.

#### **Efficient processing of transactions**

Trade transactions should be processed by customs officials in an efficient and timely manner. Traders have the right to demand receipts for any payment made.



#### **Right to carry goods for personal use**



Persons who carry small consignments that are not meant for resale and are for personal use have the right to use the personal rebate scheme, granting tax-free allowance on small amounts of merchandise, regardless of its origin. In Malawi, the personal rebate scheme applies to consignments whose overall value does not exceed MWK 300,000 (US\$ 400)<sup>11</sup>.



## WHAT ARE YOUR OBLIGATIONS:

### Having a valid document

Before you start your journey you should make sure to have a valid document to be allowed into the other country. This can be a passport, your national ID, or your border pass when the border pass scheme is in place. Please check with Immigration authorities.

### Declaration of goods

It is the trader's responsibility to declare the merchandise to customs authorities under the applicable trade regime. Remember, avoiding border stations, concealing, under-declaring and misclassifying your goods is considered illicit trade.

### Bribes

Traders should not attempt to bribe customs official to avoid payment of duties or to obtain preferential treatment.

### Sanitary and phytosanitary (SPS) measures and other certification

Traders should be aware of goods subject to sanitary and phytosanitary regulations, for which a certificate may be required to attest compliance with norms related to food safety, and animal and human health. Traders should be familiar with all other certification requirements.

### Prohibited goods

Traders should be aware of the list of prohibited goods that cannot be imported, exported or transited. These may include narcotics, hazardous chemical substances, weapons, wildlife and so on. Please check with Customs authorities the specific regulations covering these prohibitions. Traders found importing or exporting these products are prosecuted by law.

### Restricted goods

Traders should be aware of the list of restricted or controlled goods and acquire the necessary permits and licenses. Depending on the country, restricted goods for which an import/export permit is required may include grains, maize, fruits and vegetables, live animals, fresh milk, liquors, gemstones, petroleum products and others. For a list of restricted goods requiring export and import permits check the Annex on page 24. Traders found importing or exporting these products without a permit may be prosecuted by law.



## HOW TO USE THE COMESA SIMPLIFIED TRADE REGIME

The Simplified Trade Regime is a mechanism launched in the COMESA region to support small-scale traders to trade with other COMESA countries. The STR simplifies trade procedures and reduces the costs of trading across borders. You can utilize this scheme only if you are trading within COMESA, for instance with Zambia. If you buy or sell merchandise in the United Republic of Tanzania, please refer to the next section about the SADC Trade Protocol.

### You can use the COMESA STR if you meet these criteria:

1. You are exporting or importing goods whose total value is below 2,000\$.
2. Your goods are in the STR Common List of eligible

products. The list can be requested to customs officers if it is not displayed on a notice board at the border.

- ▶ The COMESA STR does not require goods to meet rules of origin as long as they are in the common list agreed between two Member States.

### If your goods are not in the Common List of products eligible for STR treatment:

- They cannot benefit from STR treatment;
- If goods are subject to preferential treatment (duty free or reduced tariffs) you need to obtain a Certificate of Origin before traveling to the border;
- Duties may be paid if goods are produced in non-COMESA countries.

### What are the rules of origin?

COMESA launched a Free Trade Area in 2000 to provide duty free and quota free market access to products originating in COMESA.

Rules of origin allow to distinguish goods produced within a free trade area from those produced elsewhere. If goods are fully or partially produced within the same free trade area, they may be traded to a member country of the same area duty-free.

COMESA rules of origin establish that:

1. goods must be wholly produced or obtained in a COMESA member State
  - ▶ Examples of such products include vegetables harvested in a member state, animals born and raised in a member state, fishing products obtained in the waters of a member state, or any other product that does not contain material from outside COMESA.
2. goods produced in COMESA using materials imported from outside must undergo sufficient

industrial processing to ensure that significant part of their value addition takes place in a COMESA member State. You may seek assistance at the Malawi Revenue Authority for the calculation of this criteria.



For example, second-hand clothes are usually imported from developed countries, hence they do not meet the rules of origin and are subject to payment of duties even when traded within COMESA. Second-hand clothing that is imported into Zambia from the United States and purchased by a trader to sell in Malawi would not meet the COMESA rules of origin. The trader would pay the customs duties that Malawi would normally apply to these products.

#### DID YOU KNOW?

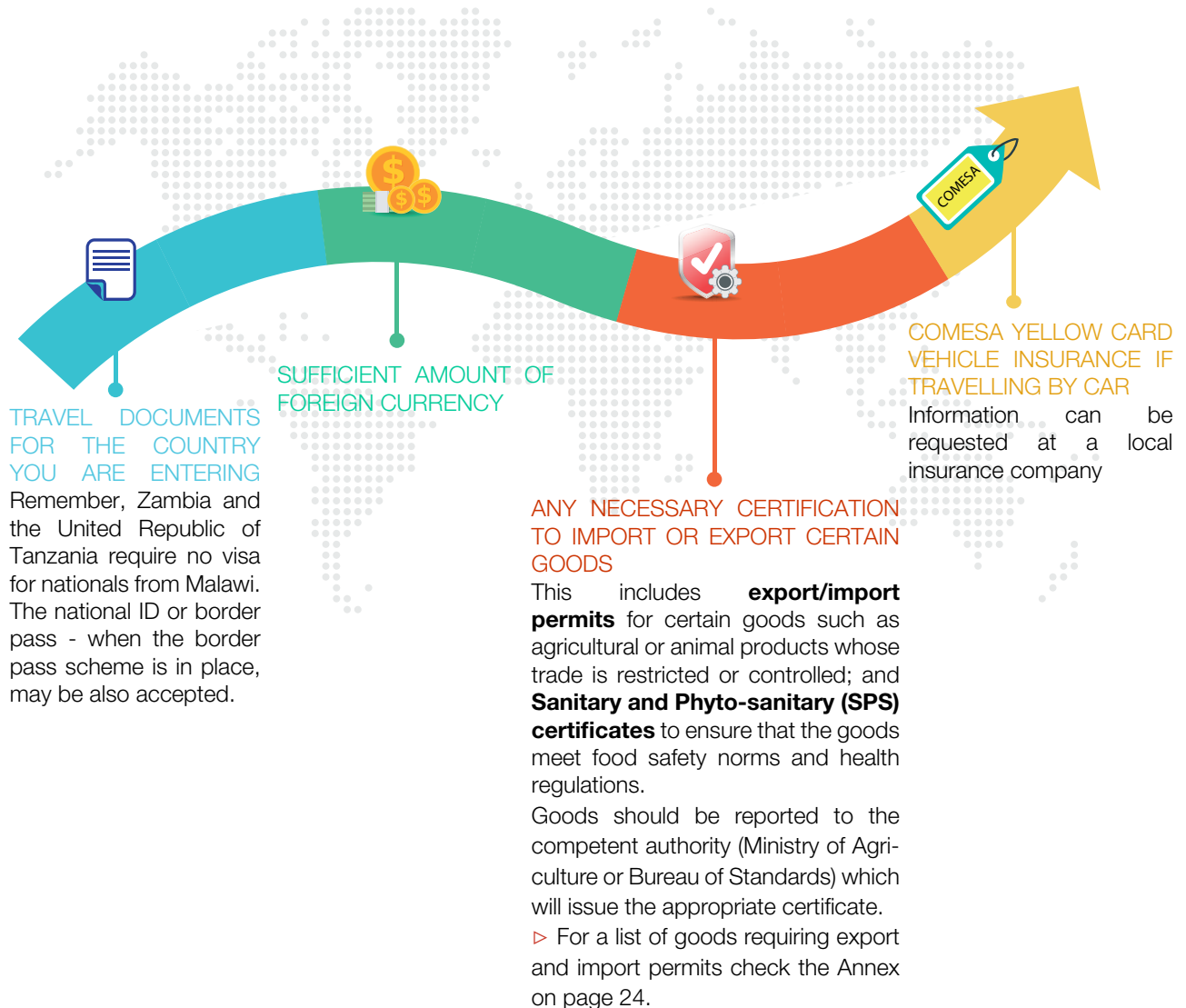
**A BORDER PASS SCHEME** is issued to traders by Immigration authorities at the border:

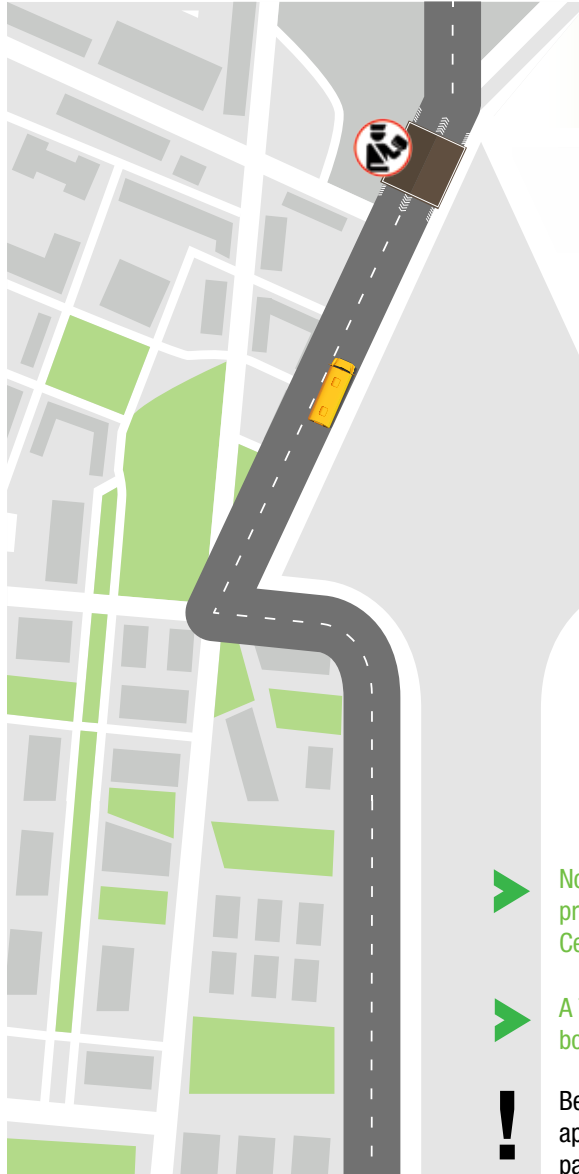
- It is only for traders who live near the border
- It has a validity of 7 days
- It allows you to travel and trade within a perimeter of 7 km from the border

You can request a new one once it is expired.

## The COMESA STR step by step

**BEFORE YOU TRAVEL TO THE BORDER, MAKE SURE YOU HAVE THE FOLLOWING:**



**ONCE YOU REACH THE BORDER FOLLOW THESE STEPS:**

Check that goods are on the STR list of eligible products. The list should be publicly displayed at all borders.

Value your goods under the STR scheme. The total value of your consignment should not exceed 2,000\$.

Fill in a Simplified Customs Document form (declaration form) to declare your goods and have it stamped by a customs officer in the country where the goods are coming from.

Clear immigration formalities when entering the other country.

Submit the stamped documents at the customs desks on the other side of the border. If your goods are on the STR list you won't be asked to pay any customs duty and you can continue your travel. Yet, you may be asked to pay other taxes or fees. Check the following section for more information.

➤ Note: Under COMESA STR, you are not any longer required to provide a certificate to prove the origin of your goods (Simplified Certificate of Origin) because this document has been abolished.

➤ A Trade Information Desk Officer (TIDO) might be available at your border to help you with STR formalities.



Beware of the services offered by middlemen and the charges they apply. For instance, you should know that there is no fee to get your passport stamped by the authorities.

### Malawi Cross-border Traders Association

Cross-border traders associations (CBTAs) are non-governmental bodies representing and defending the interests of small-scale traders.

The Malawi CBTA has local chapters at several borders. It provides useful market information to traders and assistance on customs rules, procedures and documentary requirements at the border.

CBTA membership costs MWK 5,500 (USD 7.4) for joining up, and MWK 3,500.00 (USD 4.7) for annual renewal.<sup>12</sup>

*What are the tariffs? What are the taxes?  
Is there any other fee that you should pay?*

**Tariffs or customs duties** are taxes imposed by Governments on imported goods. These should be paid to the customs authority of the importing country.

Remember, if you are trading under STR:

- ▶ you should not pay any customs duty
- ▶ you are not any longer required to provide a certificate to prove the origin of your goods (Simplified Certificate of Origin) because this document has been abolished.

Customs duties should not be confused with other taxes. For instance, STR does not exempt traders from paying other taxes such as:

**Value Added Tax (VAT)**, a type of consumption tax levied on most goods whenever value is added. If applicable, VAT should be paid in the country where goods will be sold.

**Excise tax** levied on products such as alcohol, tobacco, gasoline, cosmetics, soft drinks etc. If applicable, excise tax should be paid in the country where goods will be sold.

**Administrative fees** applied to certain procedures such as for obtaining a SPS certificate or for entering transactions into the Automated System for Customs Data (ASYCUDA). The ASYCUDA fee is 1 US\$ for STR transactions.

### Checklist of documents to trade duty free under STR



**Simplified Customs Form (declaration form):** it is used to declare the goods that appear on the list of goods eligible for STR treatment. You can obtain this certificate at the border.



**Travel documents:** having a valid document is necessary to clear immigration procedures and enter the neighboring country. This can be a passport, your national ID, or your border pass when the border pass scheme is in place. Please check with the Immigration authorities.

Additional documents that you may need to provide at the border:



**Export/import permits:** these may be required for certain goods, including for instance agricultural or animal products, whose trade is restricted or controlled. For a list of goods requiring export and import permits see the Annex. The appropriate export/import license can be obtained at the Ministry of Industry and Trade in Lilongwe.



**Sanitary and Phyto-sanitary (SPS) certificates:** these may be required to ensure that the goods comply with norms related to food safety, and animal and human health regulations. Goods should be reported to the competent authority at the border (such as Ministry of Agriculture or Bureau of Standards), which will issue the appropriate certificate attesting conformity with SPS measures.



**COMESA Yellow Card vehicle insurance:** if you are travelling by car. Information can be requested at a local insurance company.

## HOW TO USE THE SADC TRADE PROTOCOL

If you are trading with the United Republic of Tanzania, you won't be able to use the COMESA Simplified Trade Regime because this country is not a COMESA partner state. The United Republic of Tanzania is instead part of SADC. As you know, your own country – Malawi - is also a SADC member state.

- ▷ The Governments of Malawi and the United Republic of Tanzania are currently in the process of discussing the establishment of a Simplified Trade Regime on a bilateral basis.

Trade among SADC countries is regulated by the SADC Trade Protocol, which aims to simplify and harmonize customs procedures among member countries and encourage the growth of trade within

the region. Under the Protocol, the SADC Free Trade Area (FTA) was established in 2008 and provides duty-free market access or reduced tariffs to goods originating in SADC.<sup>13,14</sup>

▷ You can benefit from duty-free market access under the SADC Trade Protocol if your goods satisfy **one** of the following rules of origin:<sup>15</sup>

1. Your goods were produced in a SADC member state. This means the product is entirely grown, mined, fished, born and raised, or produced with materials originating in a SADC member state.
2. A portion of the materials that make up your goods are imported from outside the region, but these materials have undergone “sufficient working or processing” in a SADC member state.
  - Examples of products that **would meet** the SADC rules of origin under 1. include vegetables harvested in a member state, animals born and raised in a member state, fishing products obtained in the waters of a member state, or any other product that does not contain material from outside SADC.
  - Under 2., “sufficient working or processing” is defined differently for different products. For clothing and textiles, this may require two “substantial transformations.” One example would be if the United Republic of Tanzania imports thread from a non-SADC country, turns that thread into cloth, and then uses that cloth to make clothing, the clothing would qualify as originating within the SADC region.
  - Activities that do not count as sufficient working or processing include packaging

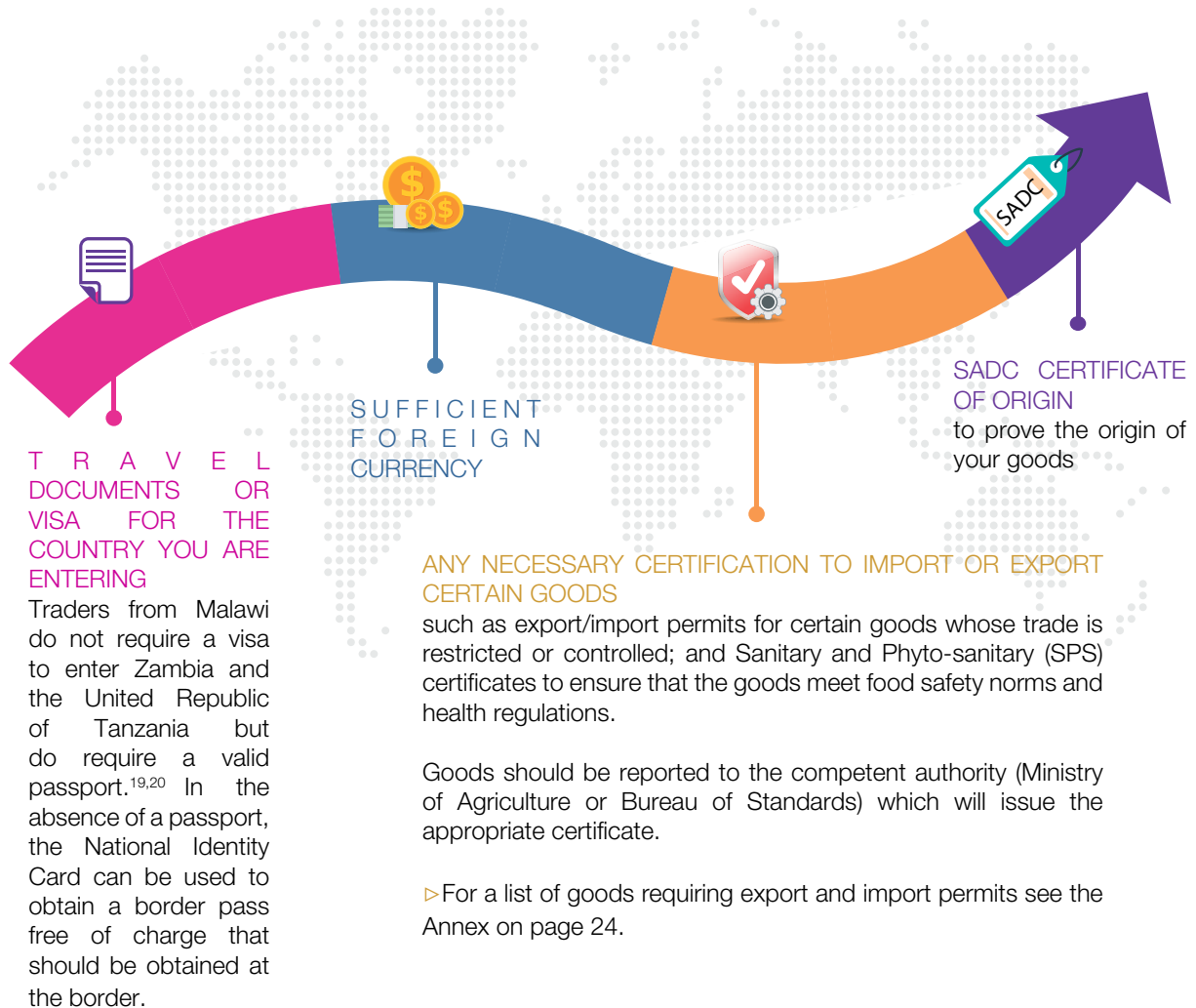
or repacking, assembling or disassembling, and “ornamental or finishing operations” on textiles such as dyeing and embroidery.

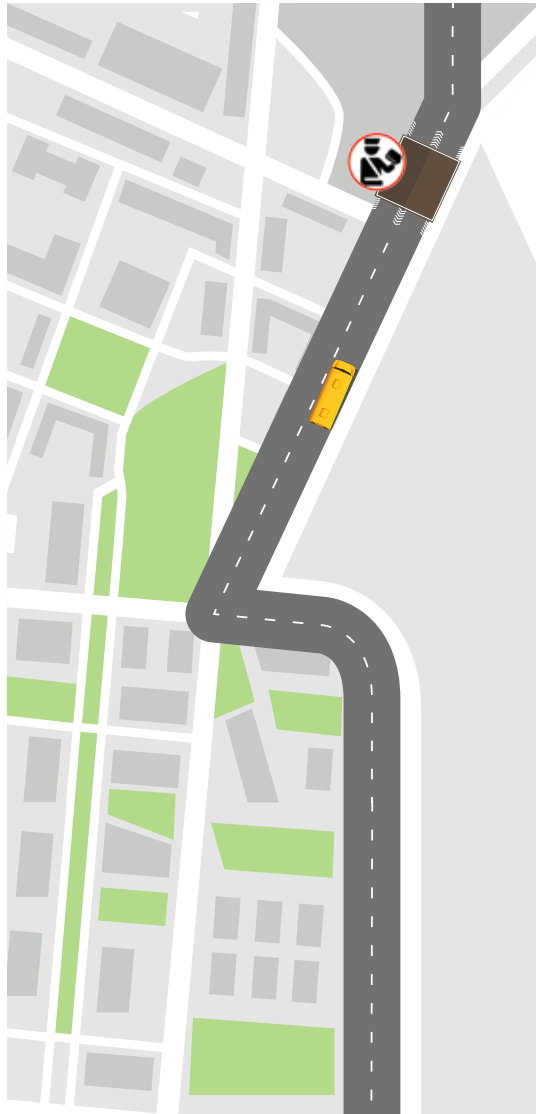
- It is important to note that the goods located in a country are not the same as goods originating from a country. Products that **would not meet** the SADC rules of origin include products purchased in a SADC member country but produced elsewhere.
  - For example, second-hand clothing that is imported into the United Republic of Tanzania from the United States and purchased by a trader to sell in Malawi would not meet the SADC rules of origin. The trader would pay the customs duties that Malawi would normally apply to these products.
  - SADC has adopted specific rules of origin for nearly every product. These rules are available in Annex I to the revised SADC Protocol on Trade.<sup>16</sup>
- ▷ If your goods are eligible for FTA treatment, you need to obtain a SADC Certificate of Origin before traveling to the border.
- If you are exporting goods from Malawi to the United Republic of Tanzania, you can obtain these certificates from the Malawi Revenue Authority Customs Stations namely Blantyre Port, Lilongwe Port and Mzuzu Port.<sup>17</sup>
  - If you are exporting goods from the United Republic of Tanzania to Malawi, you can obtain these certificates from Tanzania Chamber of Commerce, Industry and Agriculture.<sup>18</sup>
- ▷ If your goods **are not** eligible for FTA treatment, customs duties may be charged.



## The SADC Trade Protocol step by step

### BEFORE YOU TRAVEL TO THE BORDER, MAKE SURE YOU HAVE THE FOLLOWING:



**ONCE YOU REACH THE BORDER FOLLOW THESE STEPS:**

Have the SADC Certificate of Origin stamped by a customs officer in the country where the goods are coming from.

Fill in a Customs Document (declaration form) to declare your goods and have it stamped by a customs officer in the country where the goods are coming from.

Clear immigration formalities when entering the other country.

Submit the stamped documents at the customs desks on the other side of the border.

If your goods qualify as originating in SADC, you will not be asked to pay any duty. You may be asked to pay other taxes or fees. See below for more information.

*What are the tariffs? What are the taxes?  
Is there any other fee that you should pay?*

**Tariffs or customs duties** are taxes imposed by Governments on imported goods. These should be paid to the customs authority of the importing country.

For trade between SADC countries, most goods are exempted from customs duties. To receive duty-free treatment, however, your goods must meet the SADC rules of origin and be accompanied by a stamped SADC certificate.

Customs duties should not be confused with other taxes. For instance, the SADC FTA does not exempt traders from paying other taxes such as:

**Value Added Tax (VAT)**, a type of consumption tax levied on most goods whenever value is added;

**Excise tax** levied on products such as alcohol, tobacco, gasoline, cosmetics, soft drinks etc.;

**Administrative fees** applied to certain procedures such as for obtaining an SPS certificate or for entering transactions into ASYCUDA. For example, the United Republic of Tanzania charges a customs processing fee for import shipments worth US\$500 or more.<sup>21</sup>

*SADC Simplified Trade Regime (STR)*

In 2017, with a mandate from the SADC Ministers for Trade, the SADC Secretariat began developing a Simplified Trade Regime (STR) for intraregional trade. As in the case of the COMESA STR, the facilitated regime that the SADC region envisions aims to simplify paperwork and streamline customs formalities to enable quick and easy transactions by small-scale traders. As of February 2018, negotiations for the SADC STR were still ongoing.

### Checklist of documents you need to claim duty free or reduced tariffs under the SADC FTA<sup>22</sup>



**SADC Certificate of Origin:** it provides evidence that the goods you are carrying meet the SADC requirements for duty-free treatment.



**Customs Form:** indicates the range and value of products to be exported/imported.



**Travel documents:** having a valid document is necessary to clear immigration procedures and enter the neighboring country. This can be a passport, your national ID, or your border pass when the border pass scheme is in place. Please check with the Immigration authorities.

Additional documents that you may be requested to provide at the border:



**Export/import permits:** these may be required for certain goods, including for instance agricultural or animal products and food, whose trade is restricted or controlled. Goods should be reported to the competent authority at the border, which will issue the appropriate export/import license.



**Sanitary and Phyto-sanitary (SPS) certificates:** these may be required to ensure that the goods comply with norms related to food safety, and animal and human health regulations. Goods should be reported to the competent authority in the country of origin (such as Ministry of Agriculture, Veterinary Department or Bureau of Standards), which will issue the appropriate certificate attesting conformity with SPS measures.

## NOTES

- <sup>1</sup> 16 COMESA members are currently in the free trade area: Burundi, Comoros, Djibouti, Libya, Kenya, Egypt, Madagascar, Malawi, Mauritius, Rwanda, Seychelles, Sudan, Uganda, Zambia, Zimbabwe and the Democratic Republic Congo.
- <sup>2</sup> COMESA Secretariat (2018).
- <sup>3</sup> 13 SADC countries are part of the free trade area: Botswana, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Seychelles, South Africa, Swaziland, The United Republic of Tanzania, Zambia, Zimbabwe.
- <sup>4</sup> SADC website: Social and Economic Indicators. Available at: <https://bit.ly/2ReTPvz>.
- <sup>5</sup> Afrika, J. & Ajumbo, G. 2012. Informal Cross Border Trade in Africa: Implications and Policy Recommendations. Africa Economic Brief Volume 3, Issue 10, African Development Bank.
- <sup>6</sup> UNCTAD (2018). Borderline: Women in informal cross-border trade in Malawi, the United Republic of Tanzania and Zambia.
- <sup>7</sup> Brenton P. et al (2014). Improving behavior at borders to promote trade formalization: The Charter for Cross-Border Traders. Available at: <https://bit.ly/2TDkCOC>.
- <sup>8</sup> World Bank (2012). Basic rights and obligations for traders and border officials. Available at: <https://bit.ly/2H0uLne>.
- <sup>9</sup> Department of Immigration of Zambia: <https://www.zambiaimmigration.gov.zm/>.
- <sup>10</sup> Department of Immigration of the United Republic of Tanzania: <http://www.immigration.go.tz>.
- <sup>11</sup> Malawi Revenue Authority: <https://www.mra.mw>.
- <sup>12</sup> Information provided by Malawi's Cross-border Traders' Association.
- <sup>13</sup> Southern African Development Community, 2012. Available at <https://www.sadc.int/about-sadc/integration-milestones/free-trade-area/> (Accessed 10 January 2019).
- <sup>14</sup> Out of the 15 SADC Member States, Angola, the Democratic Republic of Congo (DRC) and Seychelles have yet to join the SADC FTA.
- <sup>15</sup> Chilala B and McClelland M (2009). Guide to the SADC Protocol on Trade, Southern Africa Global Competitiveness Hub. Available at: <https://www.satradehub.org/images/stories/downloads/pdf/guides/SADCTradeGuide.pdf>.
- <sup>16</sup> ANNEX I to the SADC Protocol on Trade. Concerning the Rules of Origin for Products to Be Traded Between the Member States of the Southern African Development Community. Available at <https://bit.ly/2QGkWK0>.
- <sup>17</sup> Malawi Revenue Authority: <https://www.mra.mw/assets/upload/downloads/SADC.pdf>.
- <sup>18</sup> Tanzania Chamber of Commerce, Industry and Agriculture website: Available at <http://www.tccia.com/tccia/aenean/> (accessed 10 January 2019).
- <sup>19</sup> Department of Immigration of Zambia: <https://www.zambiaimmigration.gov.zm/>.
- <sup>20</sup> Department of Immigration of the United Republic of Tanzania: <http://www.immigration.go.tz>.
- <sup>21</sup> WTO (2013). Trade Policy Review: *East African Community. Revision*. World Trade Organization. Geneva.
- <sup>22</sup> Zambia Revenue Authority: <https://www.zra.org.zm/>; Zambia Development Agency (2017). Exporter's Handbook. Available at: <http://www.zda.org.zm/?q=download/file/fid/230>.

## ANNEXES

### 1. Regional maps





Source: UNCTAD secretariat based on Adobe Stock.  
Note: Lake Malawi is also known as Lake Nyasa in the United Republic of Tanzania, and as Lago Niassa in Mozambique.

## 2. Authorities present at the border

- MALAWI REVENUE AUTHORITY
- MALAWI BUREAU OF STANDARDS
- POLICE
- MINISTRY OF HEALTH
- DEPARTMENT OF FISHERIES
- DEPARTMENT OF FORESTRY
- DEPARTMENT OF AGRICULTURAL RESEARCH
- DEPARTMENT OF VETERINARY AFFAIRS
- DEPARTMENT OF IMMIGRATION
- ROAD TRAFFIC DIRECTORATE
- MALAWI ENERGY REGULATORY AUTHORITY
- DEPARTMENT OF NATIONAL PARKS AND WILDLIFE

## 3. List of goods requiring export and import permits

*Malawi Revenue Authority Customs and Excise Division, 18 February 2019*

Product that require an export permit at exportation as stipulated under the Control of Goods Act of the Laws of Malawi include:

- |  |                                    |
|--|------------------------------------|
| 1) Implements of war                                   | a) rice meals;                     |
| 2) Petroleum products                                  | b) rice bran;                      |
| 3) Gemstones, unmanufactured                           | c) rice residues                   |
| 4) Scrap metal   | 7) Maize, including                |
| 5) Hides and skins in processed and non-processed form | a) dried maize, on or off the cob; |
| 6) Rice, including                                     | b) crushed maize;                  |
|  | c) samp                            |
|  | 8) Maize, including                |
|  | a) maize grits;                    |



- b) maize cones;
- c) hominy chop;
- d) maize offals;
- or e) processed maize meals with or without additives
- 9) Raw hard round wood timbers
- 10) Live poultry, including day-old chicks

Goods that are restricted and for which an import permit is required at importation:

- 1) Soya beans, meals and all other forms
- 2) Cotton lint, seed, seed-cake and all other forms
- 3) Oil seeds, oil meals, oil cake and offals and residues from oil seeds
- 4) Grain of any variety, including rice, barley, beans and groundnuts in all forms including meals, flours and residues
- 5) Maize including a) dried maize, on or off malt; b) crushed maize; c) samp, but excluding green maize on the cob
- 6) Maize meal including a) maize grits; b) maize cones; c) Hominy chop; d) maize offals
- 7) Munga or munga meals (millet)
- 8) Rupoko meal and grams, excluding green grams and black grams
- 9) Hides and skins in processed and non-processed form
- 10) Sorghum, including meals and malt
- 11) All types of potatoes in processed, non-processed and other forms

- 12) Tomatoes
- 13) Vegetables
- 14) Citrus fruits
- 15) Bananas
- 16) Fruits and vegetables (including lettuce, cabbage, cauliflower, rape, turnips, fresh beans, fresh peas, green pepper, fresh chillies, onions, carrots, beetroot, radishes, tomatoes, egg plants, Irish potatoes and oranges)
- 17) Salt
- 18) Eggs of poultry, whether in shell, pulp or dried form; eggs of wild birds
- 19) Live poultry, including day-old chicks
- 20) Live fish, including the eggs and spawn thereof
- 21) Wild animals, wild animal trophies and wild animal products
- 22) Cement
- 23) Refined cooking oil
- 24) Laundry bar soap
- 25) Liquor in sachets
- 26) Fresh milk
- 27) Sugar
- 28) Matches
- 29) Canned, glassed and plastic bottled non-alcoholic drinks
- 30) Canned and bottled alcoholic drinks



