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Horticultural Products Export Procedures Guide for SMEs in Rwanda

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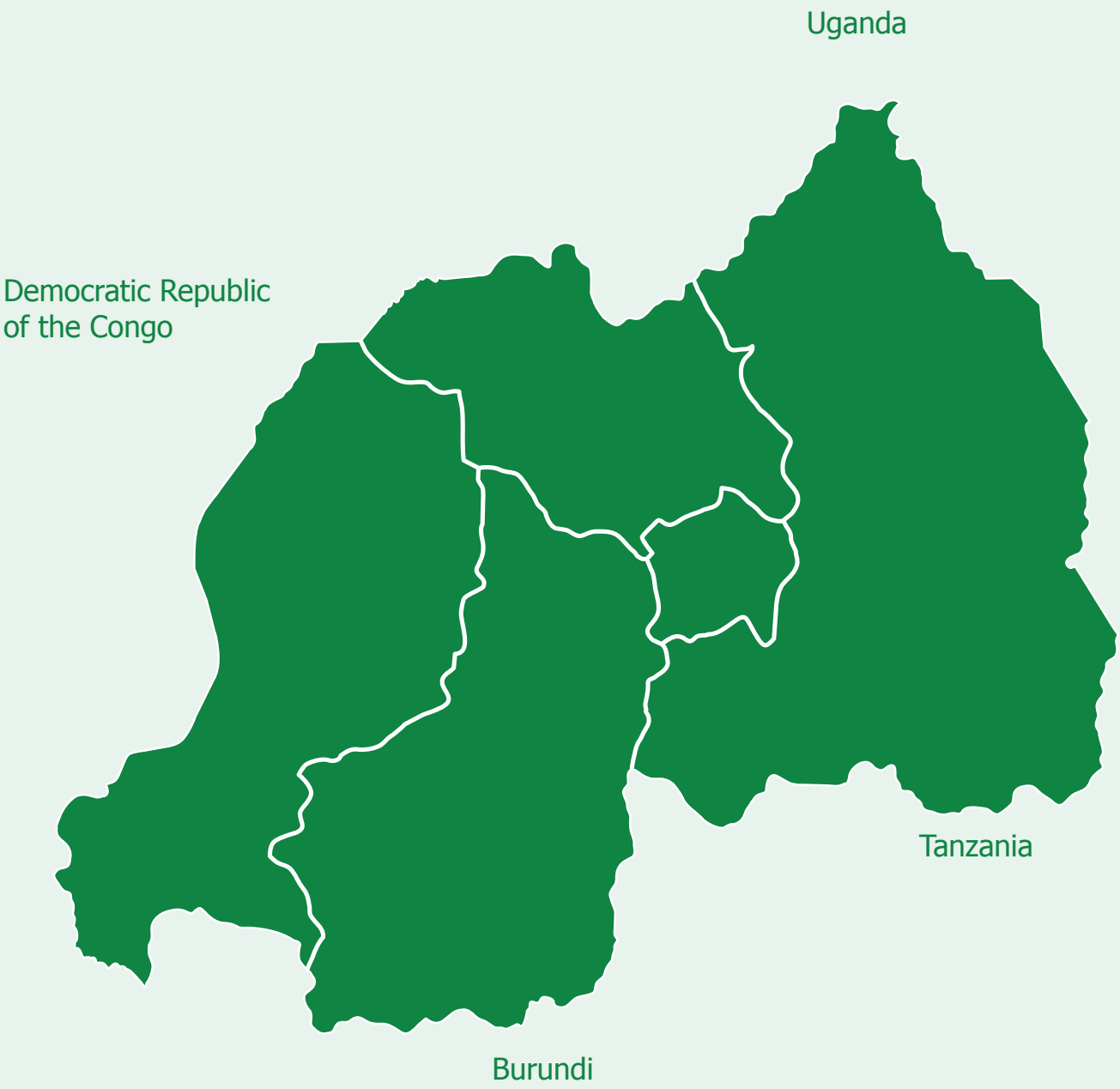

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Acronyms

BRCGS	British Retail Consortium Global Standards
CAC	Codex Alimentarius Commission
CAPR	Corrective Action Plan
CBI	Centre for the Promotion of Imports from developing countries
EAC	East African Community
EAS	East African Standards
EASC	East African Standards Committee
EC	European Commission
ECS	Electronic Certification System
ENS	Entry Summary Declaration
EORI	Electronic Operator Registration Identification
ETA	Expected Time of Arrival
EU	European Union
EXS	Exit Summary Declaration
FAO	Food Agriculture Organization
GAP	Good Agricultural Practices
GHP	Good Hygiene Practices
GMP	Good Manufacturing Practices
GLOBAL G.A.P	Global Good Agricultural Practices
GSCP	Global Social Compliance Programme
GSP	Generalized System of Preferences
GSP	Good Storage Practices
HACCP	Hazard Analysis and Critical Control Point
ICS	Import Control System
IFPRI	International Food Policy Research Institute
ISO	International Organization for Standardization
ISPM	International Standards for Phytosanitary Measures
ITC	International Trade Centre
KIA	Kigali International Airport
MINAGRI	Ministry of Agriculture
MRL	Maximum Residue Limits

NAEB	National Agriculture Export Board
RAB	Rwanda Agriculture and Animal Resources Development Board
RDB	Rwanda Development Board
RHODA	Rwanda Horticulture Development Authority
RHWG	Rwanda Horticulture Working Group
RICA	Rwanda Inspectorate, Competition and Consumer Protection Authority
RRA	Rwanda Revenue Authority
RoO	Rules of Origin
RSB	Rwanda Standards Board
SAD	Single Administrative Document
SPS	Sanitary and Phytosanitary
SME	Small and Medium-sized Enterprise
SMETA	Sedex Members Ethical Trade Audit
SQMT	Standardization, Quality Assurance, Metrology and Testing
TBT	Technical Barriers to Trade
TFA	Trade Facilitation Agreement
UCR	Unique Consignment Reference
UN	United Nations
UNECE	United Nations Economic Commission for Europe
VAT	Value Added Tax
WTO	World Trade Organization

About This Guide

This *Horticultural Products Export Procedures Guide for SMEs in Rwanda* is prepared under the European Union – East African Community Market Access Upgrade Programme (EU-EAC MARKUP), a regional development initiative implemented by the International Trade Centre (ITC) that aims to contribute to the economic growth of the EAC through supporting increased exports of agribusiness and horticultural products, promoting regional integration and access to the European market.

The horticultural sector accounts for 10% of the agricultural GDP in Rwanda[1]. Exports are generally low because horticulture SMEs are often constrained in exploiting such opportunities. This is despite the fact that the demand for fruits and vegetables has been increasing globally in recent years[2]. By their very nature, SMEs often lack the technical knowledge, financial means and market information on export markets, opportunities in them and requirements and procedures necessary to support their exporting ventures. It is this last challenge that this Horticultural Products Export Procedures Guide seeks to address.

Targeted at SMEs that are ready to export or already exporting, the overall objective of the Horticultural Products Export Procedures Guide is to build knowledge and awareness on export market opportunities for Rwandan horticultural produce, especially in relation to the EU; the quality-related requirements (SPS, TBT, standards, rules of origin) to access the EU market and the step-by-step procedures for exporting horticultural products. While a lot of the information contained in this Guide is available through various sources on the internet, the Guide goes a step further to provide horticulture SMEs with a simplified and consolidated information pack. Besides the SME exporters, the Guide is also a useful tool for Trade Support Institutions (TSIs) in Rwanda. This Guide is expected to be useful for Business Membership Organisations (BMOs) and public sector bodies who may use the information herein to support SMEs to take advantage of opportunities, including through facilitating the exporting process.

In terms of structure, the Horticultural Products Export Procedures Guide is divided into five chapters. Chapter 1 introduces Rwanda's horticultural trade, looking at its production, exports and imports. The Chapter delves deeper into the EU as an export destination, looking at trends and analysing the export potential in the EU. Chapter 2 looks at general import market requirements that an SME must meet before they export their products, and also with specific reference to the EU Market. In Chapter 3, the guide provides a summary as well as a step-by-step elaboration of the whole gamut of business processes and regulatory activities required to export horticultural products from Rwanda for a first-time exporter – from registering as an exporter, going through the various state entities to obtain various certifications and approvals, to releasing horticultural products at the port for shipment. Chapter 4 looks at those key processes, requirements and procedures for importing horticultural products into the EU. Since the importer in the EU takes a lead in most of the required action, the Chapter narrows down on those actions and requirements where the input of the exporter is critical. In Chapter 5, the guide provides information on where SMEs may find additional information and help to support their exporting journey.

1 NAEB, "National Horticulture Policy and Strategic Implementation Plan,"2014

2 CBI, "What trends offer opportunities or pose threats on the European fresh fruit and vegetables market?," https://jessup.yaatly.com/e/fXYuDOwwp87TI-I7Suz5U

Chapter 1: Rwanda Horticulture Trade

Overview and Objectives of Chapter 1:

This Chapter provides an overview of Rwanda's trade in horticultural products, looking at the specific fruits and vegetables and their exports and imports, both existing and potential. The Chapter delves deeper into the EU as an export destination, looking at the size of the market, the trends, the export potential as well as the trading regime between Rwanda and the EU. With the African Continental Free Trade Area now in force, the Chapter also elaborates the potential market for horticultural products across Africa.

The **key objectives** of this Chapter are:

- To build the knowledge and understanding of the Rwandan horticultural sector SME of the global, EU and African markets for horticultural products and the export opportunities in them.
- To provide the horticulture sector SMEs in Rwanda with a list of credible information and data sources on the horticultural sector

Overview of the Horticultural Sector in Rwanda

Rwanda is a landlocked East African country with a population of close to 13 million people, with more than two thirds being entirely dependent on agriculture for their livelihoods[3],[4]. Most of these farmers are small-holder farmers with less than 2 hectares of land. For many of these farmers and especially those living in rural areas, fruits and vegetables produced at home are a very important source of food. Even though more than half of Rwandan households have vegetable gardens, the produce is mainly for consumption at home. Produce for export is almost entirely produced by large scale farmers. The horticultural sector accounts for 6.4% of cultivated land in Rwanda and 10% of the agricultural GDP, which translates into 3% of the total GDP[5]. The whole agricultural sector makes up approximately one third of Rwanda's GDP based on data from 2013 and 2017[6],[7].

Horticultural farming in Rwanda is supported by diverse climatic zones with high, medium and low altitudes and temperate climates with temperatures ranging from 20 to 300C. The country also benefits from two rainy seasons; the heavy rains from March to May and short rains from October to November. Annual rainfall ranges from 900 to 1800 mm. These favourable weather conditions allow horticultural farming to be practiced in all 30 districts in the country.

The main fruits and vegetables grown in Rwanda include:

- Fruits: pineapple, avocado, tree tomato, banana, passion fruits, mango, oranges, and macadamia nuts.
- Vegetables: French beans, snow peas, sugar snaps, eggplant, carrots, cabbage, sweet pepper, chili, red and white onions, tomato, leeks, garlic, cauliflower, lettuce, courgette, cucumber.

Vegetables are the main category of horticultural products produced and exported from Rwanda. Based on 2019 data, 19,898,446 kgs of vegetables were exported from Rwanda while only 8,044,705 kgs of fruits were exported in the same year[8]. In terms of yield, 9.4 tonnes of vegetables were produced per hectare of cultivated land compared to 4.96 tonnes per hectare for fruits[9]. Most of the vegetables exported from Rwanda (63%) are destined for regional markets while the rest is sold to international markets. The three main vegetables

3 NAEB, "Rwanda Horticulture Book: Vegetables, Fruits, Nuts, Flowers and Dried Fruits," 2020

4 Susanna Cocchini, Emily ter Steeg and Auke Boere, "Investment Opportunities in the Rwandan Horticulture and Floriculture Sector," 2020

5 NAEB, "National Horticulture Policy and Strategic Implementation Plan,"2014

6 Ibid.

7 Susanna Cocchini, Emily ter Steeg and Auke Boere, "Investment Opportunities," 2020

8 NAEB, "April 2020 Report," 2020

9 National Institute of Statistics of Rwanda (NISR), "Upgraded Seasonal Agricultural Survey annual report, 2020

prioritized by exporters are French beans, baby corn and broccoli. French beans are the leading vegetable export in terms of volume and revenue earned followed by broccoli then baby corn.

The main varieties of French beans grown in Rwanda are Vanilla, Star, Theresa and Serengeti. Nearly all French bean farmers are located in Gasabo, Rwamagana, Kayonza, Bugesera, Kirehe and Nyagatare districts. Optimum conditions for French bean farming include; air temperatures of 20° to 25°C, soil temperatures of 18° to 24°C and well-drained, alluvial friable soils[10]. In 2019, Rwanda exported 5,858,876 Kgs of French beans to Burundi, DRC, Uganda, United Arab Emirates, Belgium, UK and France earning USD 3,708,855 in export revenue[11]. The success of French beans as a horticultural product has been fuelled largely by high demand from the European market which stood at 451,000 tonnes in 2018[12].

Rwanda earned USD 63,293 in revenue from exporting 32,792 kgs of broccoli to the UK, Netherlands, Belgium. The main varieties of Broccoli grown in Rwanda are Green sprouting, Early green F1 Hybrid, Stalto F1, Ritardos, and Heritage. Optimum conditions for broccoli farming are cool high-altitude regions, outdoors temperatures between 18°C to 21°C conditions, mean annual rainfall of 800-1000mm, a well-drained, fertile but moist soil with a pH of between 6.0 and 7.0 and at least six hours of sun every day.

Baby corn is maize on the cob that is harvested before maturity. Unlike mature corn, baby corn is eaten with the cob. The varieties of baby corn grown in Panar, Baby Asian, Kalahari, Silver Queen, Extra Sweet, Early sunglow and kandy corn. Baby corn thrives in areas 0-2400m above sea level with rainfall of 700-1000mm during the growing season, temperatures of 210 to 270C and well drained fertile soils. In 2019, 6,302.16 kgs of baby corn were exported from Rwanda bringing in a total revenue of USD 29,000[13].

Among the fruits grown in Rwanda, pineapples, avocados, passion fruits, tamarillo, sweet bananas, and mangoes are grown for export. About 37% of fruits exported from Rwanda are destined for regional markets while the rest (63%) are destined for other international markets. Besides avocados, Rwandan exporters prioritize the export of pineapples, sweet banana and tree tomato. According to 2019 data from the National Agriculture Export Board (NAEB), sweet bananas were the leading export in terms of volume followed by pineapples tree tomatoes[14]. In terms of export revenue, tree tomatoes were the leading export followed by sweet bananas and pineapples[15].

Sweet bananas are the most important export fruit in terms of quantity exported[16]. In 2019, Rwanda exported 3,727,527 kgs of sweet bananas which brought in a total revenue of USD 1,001,886[17]. The banana which is native to Southern Asia was introduced in the country in 1971. Currently, sweet bananas are grown throughout Rwanda but mostly in Muhanga, Kivu Lake Border, Cyangugu, Kigali Rural regions, Ngoma District, Kirehe District, Kicukiro, Gasabo, and Kibungo. Sweet bananas are mainly exported to UK, France, Netherlands, Uganda, and DRC.

Pineapples have consistently been among the top fruits produced for export in Rwanda. Having originated from Latin America, pineapples were introduced in Africa between the 16th and 17th century but were not introduced in Rwanda until sometime after 1962[18]. Since then, pineapple farming has spread to all regions of the country but is most common in Kirehe, Ngoma, Bugesera, Kayonza, Nyagatare, Gisagara, Huye, Kamonyi and Muhanga districts. The main variety grown is the Cayenne smooth variety but there are other varieties

10 NAEB, "Rwanda Horticulture Book: Vegetables, Fruits, Nuts, Flowers and Dried Fruits," 2020

11 Ibid.

12 Susanna Cocchini, Emily ter Steeg and Auke Boere, "Investment Opportunities," 2020

13 NAEB, "Rwanda Horticulture Book: Vegetables, Fruits, Nuts, Flowers and Dried Fruits," 2020

14 Ibid.

15 Ibid.

16 NAEB, "National Horticulture Policy and Strategic Implementation Plan,"2014

17 NAEB, "Rwanda Horticulture Book: Vegetables, Fruits, Nuts, Flowers and Dried Fruits," 2020

18 Ibid.

like the queen cayenne and sugarloaf pineapple. The main markets for Rwandan pineapples in 2019 were the Netherlands and UAE. Among the fruits grown in Rwanda, pineapples are among those with the greatest potential for value addition locally and in international markets. In Rwanda, processing is done either at small scale locally (individuals, associations or cooperatives) or by big units (e.g. Inyange Industries, Urwibutso and Shekina). Most processing plants use pineapples to natural ready to drink or concentrate juices while a few others process them into jam and preserves which are sold in labelled glass or plastic jars[19].

Tree tomatoes, also known as tamarillos are a relatively new export product from Rwanda but have become a priority export due to increasing demand for the fruit in its fresh form in countries like Belgium, UK, Germany, the Netherlands and Spain, and UAE. Tree tomatoes grow as perennial bushes that are 2 to 5 meters tall in cool climates ranging from 140C to 200C. The purple variety is the most common and is grown throughout the country but mostly in the Western and North Western region. In 2019, 54,516 kgs of tree tomatoes were exported from Rwanda bringing in USD 8,363,759.

The main horticultural export regulatory body in Rwanda is NAEB. Established in 2011, NAEB took over the role of the Rwanda Horticulture Development Authority (RHODA) to improve and diversify horticultural exports from Rwanda[20]. The mandate of NAEB concerning horticultural exports is to increase exports by promoting appropriate production methods, improve post-harvest technology, create export compliance mechanisms, issue certificates of origin, support research and provide advisory services. Within NAEB is the Rwanda Horticulture Working Group (RHWG) which was established in 2015 as a platform for dialogue and collaboration between private and public stakeholders in the horticultural sector. Support from the government through NAEB has been instrumental in dealing with many of the challenges faced by horticulture farmers and other prospective exporters such as the lack of cold chain facilities, improved road and air transport and provision of subsidized financing and guarantees[21]. NAEB also collaborates with the Rwanda Development Board (RDB) which promotes private sector growth by providing export and buyer facilitation.

The Horticultural Exporters Association Rwanda (HEAR) is a newly established business membership organisation (BMO) created in 2015 by exporters of fruits, vegetables, and flowers. The organization's primary mandate is to address the horticulture exporters' issues through focused lobbying and advocacy. HEAR also aims at providing targeted capacity building and promotion of its members cohesiveness in dispensing progressive agricultural innovations for enhanced socio-economic status of the farmers. Currently (August 2021), HEAR represents 36 member companies, exporting various horticultural products. HEAR works together with other private sector bodies for advocacy purposes, particularly the Private Sector Federation (PSF) and the Chamber of Farmers. It also regularly engages the government institutions in charge of developing the horticulture export sector, including NAEB, the Ministry of Agriculture and Animal Resources (MINAGRI), the Ministry of Trade and Industry (MINICOM), and the RDB.

19 NAEB, "National Horticulture Policy and Strategic Implementation Plan,"2014

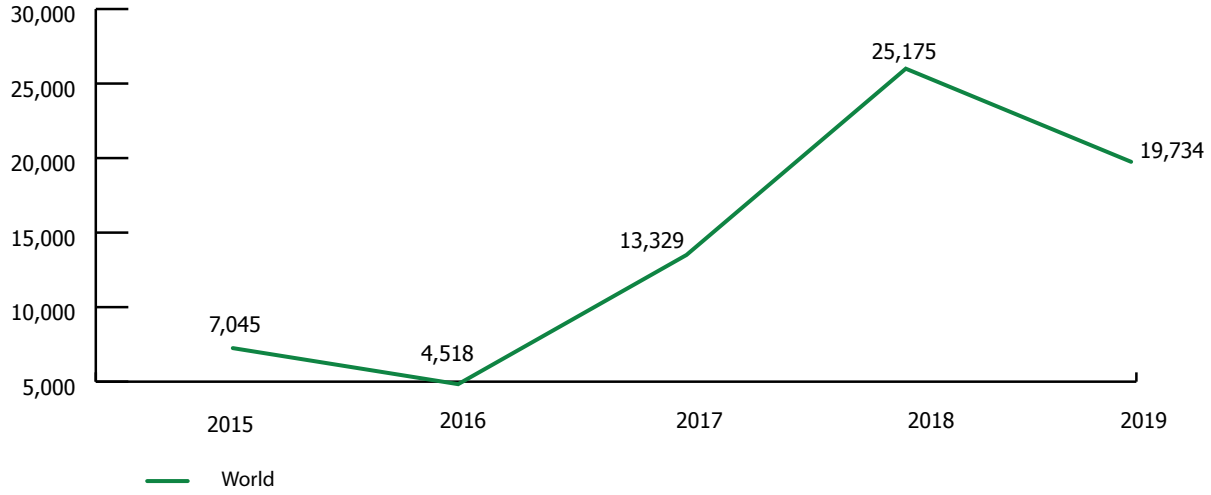
20 NAEB, https://naeb.gov.rw/

21 RDB, NAEB, "Opportunities for Investors in Rwanda's Horticulture Sector"

Rwanda's Export of Fruits and Vegetables

Rwanda's horticultural exports and imports predominantly fall under the following HS classifications: Edible vegetables and certain roots and tubers (HS 07) and Edible fruit and nuts; peel of citrus fruit or melons (HS 08). The graph in the Figure 1 below shows that there was a sharp increase in exports for the period **2016-2018, from USD 4.5M to USD 26.2M. This was followed by a decline in 2019 to USD 19.7M**, according to ITC data. Rwanda's top horticultural exports are comprised of fruits of the genus capsicum or pimenta; beans; macadamia nuts, edible mushrooms and truffles and fresh tamarinds, cashew apples, jack-fruit, lychees, sapodillo plums, passion fruit and carambola.

Figure 1, Rwanda's Horticultural Exports (2015 – 2019), in '000 USD



Source: ITC calculations based on UN COMTRADE statistics. Accessed 23rd July 2021

Table 1, Rwanda's Horticultural Exports (2016-2019), in '000 USD

HS Code	Product label	Exported value in USD Thousand				
		2016	2017	2018	2019	2020
TOTAL	All products	555,137	948,319	1,017,862	1,161,751	335,679
Edible vegetables (HS 07) and Fruits (HS 08) aggregations.		4,520	13,328	26,176	19,733	7,871
070960	Fresh or chilled fruits of the genus Capsicum or Pimenta	-	10	36	206	2,887
070820	Fresh or chilled beans "Vigna spp., Phaseolus spp.", shelled or unshelled	1,410	2,387	3,394	5,183	2,536
080262	Fresh or dried macadamia nuts, shelled	224	421	807	810	646
070959	Fresh or chilled edible mushrooms and truffles (excluding mushrooms of the genus "Agaricus")	-	96	5,178	359	388
081090	Fresh tamarinds, cashew apples, jackfruit, lychees, sapodillo plums, passion fruit, carambola, ...	3	67	178	262	283
070951	Fresh or chilled mushrooms of the genus "Agaricus"	-	1	-	1	204
080310	Fresh or dried plantains	1	2	-	1	195
080430	Fresh or dried pineapples	41	220	266	206	150
080440	Fresh or dried avocados	2	104	257	621	147
080261	Fresh or dried macadamia nuts, in shell	163	278	1,040	1,154	144
070320	Garlic, fresh or chilled	-	-	-	8	92
071290	Dried vegetables and mixtures of vegetables, whole, cut, sliced, broken or in powder, but not	-	-	-	-	37
070700	Cucumbers and gherkins, fresh or chilled	-	-	-	-	31
070930	Fresh or chilled aubergines "eggplants"	-	16	23	17	25
071490	Arrowroot, salep, Jerusalem artichokes and similar roots and tubers with high starch or inulin	-	-	-	-	23
070999	Fresh or chilled vegetables n.e.s.	14	28	2	1	17
071360	Dried, shelled pigeon peas "Cajanus cajan", whether or not skinned or split	-	-	-	-	17
081340	Dried peaches, pears, papaws "papayas", tamarinds and other edible fruits (excluding nuts, ..	-	-	-	-	13
080390	Fresh or dried bananas (excluding plantains)	-	91	139	153	11
070993	Fresh or chilled pumpkins, squash and gourds "Cucurbita spp."	-	-	-	-	8
071410	Fresh, chilled, frozen or dried roots and tubers of manioc "cassava", whether or not sliced ...	34	14	25	7	7
071331	Dried, shelled beans of species "Vigna mungo [L.] Hepper or Vigna radiata [L.] Wilczek", whether ...	1382	4317	13392	9533	3
070310	Fresh or chilled onions and shallots	21	8	27	131	2
071339	Dried, shelled beans "Vigna and Phaseolus", whether or not skinned or split (excluding beans	537	411	896	82	2
070190	Fresh or chilled potatoes (excluding seed)	358	4,646	305	189	
070200	Tomatoes, fresh or chilled	1	7	2	-	
070410	Fresh or chilled cauliflowers and headed broccoli	-	-	21	20	
070490	Fresh or chilled cabbages, kohlrabi, kale and similar edible brassicas (excluding cauliflowers,	6	2	2	10	
070610	Fresh or chilled carrots and turnips	4	49	13	153	
070810	Fresh or chilled peas "Pisum sativum", shelled or unshelled	24	1	6	2	
071022	Shelled or unshelled beans "Vigna spp., Phaseolus spp.", uncooked or cooked by steaming or ...	21	33	39	244	
071151	Mushrooms of the genus "Agaricus", provisionally preserved, e.g., by sulphur dioxide gas, in ...	-	12	34	104	
071333	Dried, shelled kidney beans "Phaseolus vulgaris", whether or not skinned or split	42	13	41	247	

Source: ITC calculations based on UN COMTRADE statistics. Accessed 23rd July 2021

Looking at the main importing markets for horticultural products exported by Rwanda, we find that most of Rwanda's horticultural exports are destined for Uganda (USD 9.4M in 2019), with other major export markets being the Democratic Republic of Congo (DRC – USD 2.2M), the United Kingdom (USD 2M) and France (1.3M). See Table 2 below.

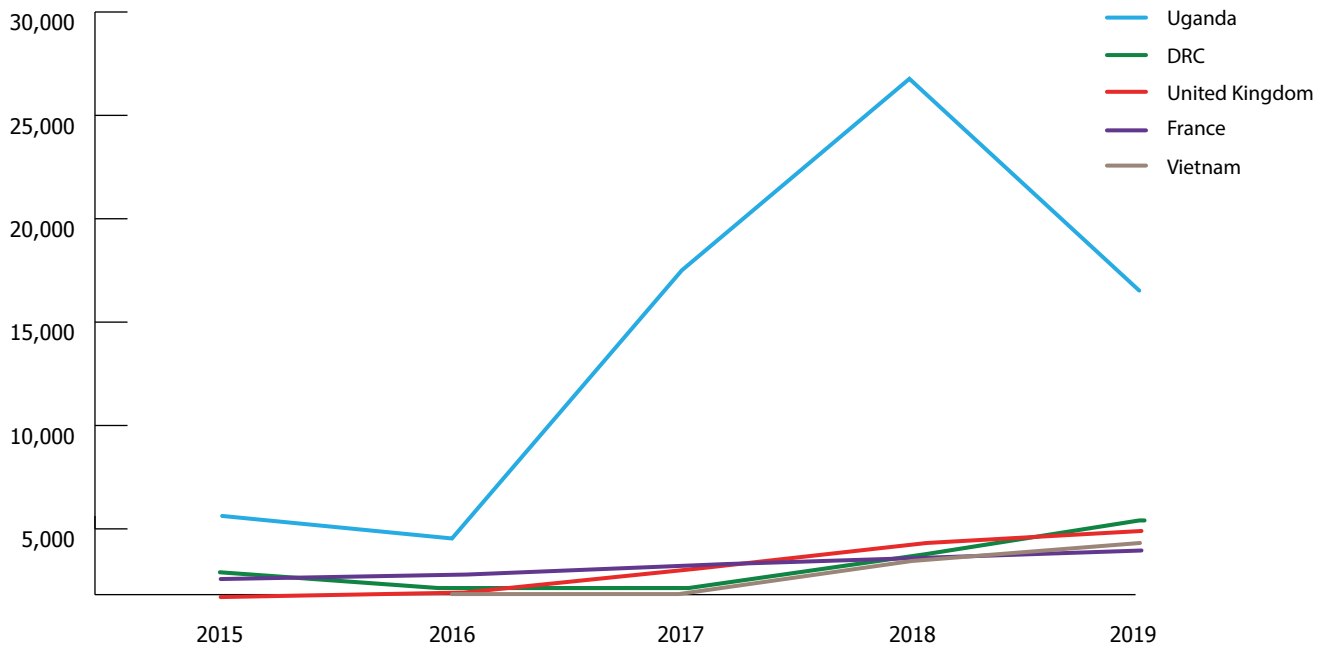
Table 2, Importing Markets for Horticultural Exports from Rwanda, in '000 USD

Importers	Exported value in USD Thousand				
	2015	2016	2017	2018	2019
World	7,045	4,518	13,329	26,175	19,734
Uganda	2,412	1,628	10,093	16,035	9,458
DRC	611	130	93	1,119	2,275
United Kingdom	6	7	694	1,464	2,015
France	411	541	798	1,096	1,302
Viet Nam	-	170	278	1,040	1,154
Netherlands	65	-	2	263	907
United States of America	78	330	426	780	769
United Arab Emirates	1	2	87	218	572
Kenya	1,969	-	95	312	469
South Sudan	-	-	-	-	448
Belgium	8	11	134	315	184
India	-	-	-	-	83
Japan	-	1	-	21	41
Oman	13	-	-	29	27
Kuwait	-	-	-	-	9
Tanzania	9	5	17	34	9
Burundi	1,412	690	612	3,433	7
Central African Republic	-	-	-	-	2
Germany	-	-	-	-	2

Source: ITC calculations based on UN COMTRADE statistics. Accessed 23rd July 2021

Looking at trends in the selected export markets, we note that exports to Uganda rose highest relative to other export markets. See *Figure 2* below

Figure 2, Trends in Top Importing Markets for Rwanda's Horticultural Exports, IN '000 USD



Source: ITC calculations based on UN COMTRADE statistics. Accessed 23rd July 2021

Considering some of the top performing export products, we find that destination markets vary depending on the product exported. For example, **with exports amounting to USD 5.1 M in 2019, fresh chilled beans were one of the main export earners in the horticultural category. Most the exports are destined to the United Kingdom (USD 1.5 million), DRC (USD1.3 million) and France (US 1 million).** For macadamia nuts, whose exports have been growing significantly over the period under review (261.6% between 2016-2019), the main destination market is USA, which accounted for 94.4% of all macadamia exports at USD 810,000 in 2019.

See *Tables 3 and 4* below.

Table 3, International Markets for Macadamia Nuts Exported by Rwanda, in '000 USD

Importers	Exported value USD Thousand				
	2015	2016	2017	2018	2019
World	-	224	421	807	810
USA	-	167	420	776	765
Japan	-	1	-	21	41
India	-	-	-	-	2
Belgium	-	-	1	-	-
Singapore	-	-	-	10	-
Viet Nam	-	57	-	-	-

Source: ITC calculations based on UN COMTRADE statistics. Accessed 23rd July 2021

Table 4, Markets for Fresh or Chilled Beans Exported by Rwanda, in '000 USD

Importers	Exported value in USD Thousand				
	2015	2016	2017	2018	2019
World	2,498	1,410	2,387	3,394	5,183
United Kingdom	-	4	564	1,177	1,552
DRC	165	6	-	573	1,341
France	216	471	574	928	1,063
Netherlands	9	-	-	262	903
Uganda	2,059	928	1,225	380	294
Oman	-	-	-	29	25
Belgium	-	-	6	9	3
Kenya	47	-	4	-	2

Source: ITC calculations based on UN COMTRADE statistics. Accessed 23rd July 2021

Rwanda's Imports of Fruits and Vegetables

Rwanda imported horticultural imports worth USD 26.2M in 2019, a slight decrease from the USD 31.7M imported in 2018. The main horticultural imports are fruits, specifically fresh or dried guavas, mangoes and mangosteens. In 2019, Rwanda imported USD 2.89M worth of these fruits. Other imports are fresh apples, fresh or dried oranges and dried, shelled kidney beans "Phaseolus vulgaris", whether or not skinned or split.

Table 5, Rwanda's Imports of Horticultural Products, in `000 USD

Code	Product label	Imported value in USD Thousand				
		2,016	2,017	2,018	2,019	2,020
TOTAL	All products	2,607,072	2,947,849	2,971,519	3,195,163	1,269,965
	Edible vegetables (HS 07) and Fruits (HS 08) aggregations.	31,969	26,006	31,717	26,529	1,904
80450	Fresh or dried guavas, mangoes and mangosteens	2,912	2,272	2,796	2,886	579
80810	Fresh apples	1,047	1,100	347	573	455
80510	Fresh or dried oranges	1,849	2,158	2,928	2,112	327
71333	Dried, shelled kidney beans "Phaseolus vulgaris", whether or not skinned or split	12	2	15	87	255
80550	Fresh or dried lemons "Citrus limon, Citrus limonum" and limes "Citrus aurantifolia, Citrus ...	307	257	328	237	89
70200	Tomatoes, fresh or chilled	361	67	176	114	25
71331	Dried, shelled beans of species "Vigna mungo [L.] Hepper or Vigna radiata [L.] Wilczek", whether ...	197	185	411	56	25
71390	Dried, shelled leguminous vegetables, whether or not skinned or split (excluding peas, chickpeas, ...	11	6	17	28	23
80521	Fresh or dried mandarins incl. tangerines and satsumas (excl. clementines)	-	241	365	426	22
80620	Dried grapes	4	3	5	11	18
70310	Fresh or chilled onions and shallots	834	966	884	841	17
71320	Dried, shelled chickpeas "garbanzos", whether or not skinned or split	3	3	3	23	6
80610	Fresh grapes	25	47	24	34	6
80711	Fresh watermelons	141	233	653	535	6
71360	Dried, shelled pigeon peas "Cajanus cajan", whether or not skinned or split	1	-	-	1	5
71310	Dried, shelled peas "Pisum sativum", whether or not skinned or split	49	40	62	36	4
80132	Fresh or dried cashew nuts, shelled	14	2	-	5	3
80212	Fresh or dried almonds, shelled	2	-	2	9	3
80251	Fresh or dried pistachios, in shell	-	-	2	3	3
80262	Fresh or dried macadamia nuts, shelled	14	-	-	1	3
80290	Nuts, fresh or dried, whether or not shelled or peeled (excluding coconuts, Brazil nuts, cashew ...	10	2	2	2	3
71040	Sweetcorn, uncooked or cooked by steaming or by boiling in water, frozen	13	15	3	2	2
71190	Vegetables and mixtures of vegetables provisionally preserved, e.g. by sulphur dioxide gas, ...	2	2	1	1	2
71290	Dried vegetables and mixtures of vegetables, whole, cut, sliced, broken or in powder, but not ...	8	6	3	4	2
71340	Dried, shelled lentils, whether or not skinned or split	20	13	13	9	2
71350	Dried, shelled broad beans "Vicia faba var. major" and horse beans "Vicia faba var. equina ...	-	-	2	-	2
80111	Desiccated coconuts	-	-	1	2	2
81010	Fresh strawberries	3	1	1	-	2
81340	Dried peaches, pears, papaws "papayas", tamarinds and other edible fruits (excluding nuts, ...	3	5	2	3	2
81350	Mixtures of nuts or dried fruits	2	-	1	4	2

Code	Product label	Imported value in USD Thousand				
70951	Fresh or chilled mushrooms of the genus "Agaricus"	2	1	-	-	1
71080	Vegetables, uncooked or cooked by steaming or by boiling in water, frozen (excluding potatoes, ...	2	13	-	-	1
71220	Dried onions, whole, cut, sliced, broken or in powder, but not further prepared	32	6	12	4	1
71339	Dried, shelled beans "Vigna and Phaseolus", whether or not skinned or split (excluding beans ...	841	1,059	2,447	1,866	1
80119	Fresh coconuts, whether or not shelled or peeled (excluding in the inner shell "endocarp")	-	-	4	6	1
80520	Fresh or dried mandarins incl. tangerines and satsumas, clementines, wilkings and similar citrus ...	324	132	-	-	1
80830	Fresh pears	2	4	-	4	1
81090	Fresh tamarinds, cashew apples, jackfruit, lychees, sapodillo plums, passion fruit, carambola, ...	238	192	73	43	1
70110	Seed potatoes	6	1	2	-	
70190	Fresh or chilled potatoes (excluding seed)	4,282	3,776	3,566	288	
70320	Garlic, fresh or chilled	28	132	245	89	
70390	Leeks and other alliaceous vegetables, fresh or chilled (excluding onions, shallots and garlic)	20	3	-	-	
70810	Fresh or chilled peas "Pisum sativum", shelled or unshelled	15	1	8	-	
70820	Fresh or chilled beans "Vigna spp., Phaseolus spp.", shelled or unshelled	2,034	113	619	4	
70890	Fresh or chilled leguminous vegetables, shelled or unshelled (excluding peas "Pisum sativum" ...	5	3	3	1	
70920	Fresh or chilled asparagus	3	6	-	-	
70930	Fresh or chilled aubergines "eggplants"	18	-	1	-	
70940	Fresh or chilled celery (excluding celeriac)	1	-	-	-	
70959	Fresh or chilled edible mushrooms and truffles (excluding mushrooms of the genus "Agaricus")	1	1	9	-	
70993	Fresh or chilled pumpkins, squash and gourds "Cucurbita spp."	32	60	74	18	
70999	Fresh or chilled vegetables n.e.s.	7	3	1	1	
71010	Potatoes, uncooked or cooked by steaming or by boiling in water, frozen	7	68	46	70	
71410	Fresh, chilled, frozen or dried roots and tubers of manioc "cassava", whether or not sliced ...	14,934	12,326	15,154	15,886	
80310	Fresh or dried plantains	118	64	96	17	
80390	Fresh or dried bananas (excluding plantains)	52	12	12	16	
80410	Fresh or dried dates	80	15	2	6	
80420	Fresh or dried figs	-	-	-	-	
80430	Fresh or dried pineapples	68	76	106	11	
80440	Fresh or dried avocados	-	-	-	25	
80540	Fresh or dried grapefruit	3	1	7	2	
80590	Fresh or dried citrus fruit (excluding oranges, lemons "Citrus limon, Citrus limonum", limes ...	14	39	7	58	

Source: ITC calculations based on UN COMTRADE statistics. Accessed 23rd July 2021

Exploring Opportunities in the European Union and UK

The EU and the UK (herein after the EU+UK)[22] is an important market for all horticultural exporters. In 2020, EU+UK imported edible fruit and nuts; peel of citrus fruit or melons worth USD 56 billion and edible vegetables worth USD 31.6 billion. See Table 6 below.

Table 6, EU+UK Imports of Horticultural Products (2016-2020), in '000 USD

HS Code	Product label	Imported value in USD Thousand				
		2016	2017	2018	2019	2020
08	Edible fruit and nuts; peel of citrus fruit or melons	46,672,054	50,080,140	53,117,754	51,380,265	56,183,579
07	Edible vegetables and certain roots and tubers	27,610,675	29,262,598	30,678,456	31,402,700	31,636,324

ITC calculations based on UN COMTRADE statistics. Accessed 23rd July 2021

The EU+UK is not a major destination market for Rwanda's horticultural exports. In 2019, only 22.3% (USD 4.4M) of Rwanda's horticultural exports were destined for the European Union. The main exports to the EU+UK were destined for UK (at USD 2.0); France (USD 1.3M) and Netherlands (907,000). See Table 7 below. Exports to the EU+UK have however been on an upward trend, growing exponentially from USD 506,000 in 2015 to USD 4.4M in 2019, an increase of 771.5%

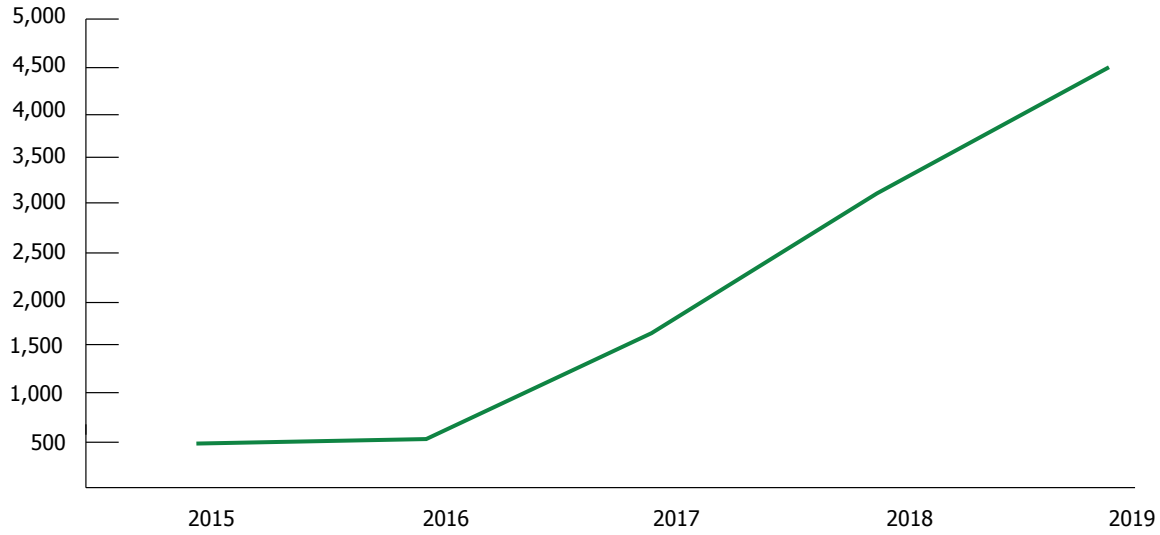
Table 7, Showing the EU+UK's Imports of Edible Fruit & Vegetable from Rwanda (2015.2019), in '000 USD

Importers	Exported value in USD Thousand				
	2015	2016	2017	2018	2019
World	7,045	4,518	13,329	26,175	19,734
European Union (EU 28) Aggregation	506	559	1,628	3,138	4,410
United Kingdom	6	7	694	1,464	2,015
France	411	541	798	1,096	1,302
Netherlands	65	-	2	263	907
Belgium	8	11	134	315	184
Germany	-	-	-	-	2
Italy	-	-	-	-	-
Spain	16	-	-	-	-

Source: ITC calculations based on UN COMTRADE statistics. Accessed 23rd July 2021

22 The UK exited the EU from 1 January 2021..

Figure 3, Rwanda's Horticultural Exports to EU+UK (2015-2019), in '000 USD, Trend



Source: ITC calculations based on UN COMTRADE statistics. Accessed 23rd July 2021

The most sought after edible fruit and vegetables in the EU+UK are bananas (080390), tomatoes (070200), fresh grapes (080610), avocados (080440) and fruits of the genus capsicum (070960). Table 9 below shows imported values for most sought after horticultural products.

Table 8: Most Sought After Edible Fruit and Vegetables in the EU+UK (2016-2020), in '000 USD.

HS Code	Product label	Imported value in USD Thousand				
		2016	2017	2018	2019	2020
080390	Fresh or dried bananas (excluding plantains)	4,973,897	5,518,549	5,785,987	5,706,862	5,984,595
070200	Tomatoes, fresh or chilled	4,280,240	4,814,748	4,879,409	4,770,268	4,907,750
080610	Fresh grapes	3,112,858	3,343,082	3,581,046	3,367,028	3,647,424
080440	Fresh or dried avocados	1,884,255	2,276,912	2,328,252	2,958,639	3,295,821
070960	Fresh or chilled fruits of the genus Capsicum or Pimenta	2,635,994	2,769,930	2,772,614	2,754,387	3,042,203
080510	Fresh or dried oranges	2,314,517	2,546,466	2,606,179	2,238,812	2,941,331
080212	Fresh or dried almonds, shelled	2,764,018	2,397,457	2,549,383	2,791,866	2,754,463
080810	Fresh apples	2,214,779	2,548,767	2,759,168	2,029,079	2,429,893
080550	Fresh or dried lemons "Citrus limon, Citrus limonum" and limes "Citrus aurantifolia, Citrus ...	2,114,897	1,844,860	2,164,582	1,808,824	2,176,568
070190	Fresh or chilled potatoes (excluding seed)	2,029,403	1,967,259	2,061,110	2,799,972	2,162,373

Source: ITC calculations based on UN COMTRADE statistics. Accessed 23rd July 2021

Understanding the trading regime between the EU and Rwanda

The EAC and the EU agreed and initialed an Economic Partnership Agreement (EPA) on 16 October 2014. The EPA was expected to be signed by the EAC as a bloc by 30th September 2016, but due to differing opinions amongst partner states on the potential impact of the Agreement on EAC economies, it has not been signed and is therefore not yet in force.

As part of EAC's variable geometry, Kenya and Rwanda signed the EPA with the EU, but Rwanda has not ratified it. However, given its designation as a Least Developed Country (LDC), Rwanda has unrestricted market access to the EU through the Everything But Arms (EBA) initiative. EBA was introduced in 2001 under the EU's Generalised System of Preferences (GSP). It grants LDCs duty-and quota-free access for almost all products, except arms and ammunition. For the period until December 31, 2023, it is regulated by Regulation (EU) No 978/2012 of the European Parliament and of the Council. For countries falling under LDC status, access is automatic and countries do not have to apply to benefit from EBA. EBA preferences can however be withdrawn under exceptional circumstances, notably in case of serious and systematic violation of principles of human rights and labour rights conventions. The EBA initiative has no time-limit.

Under the EBA, Rwanda's avocado enters the EU on the following conditions:

- **Duty free, quarter free (DFQF)' basis:** meaning there are no duties paid, nor are there any quotas imposed.
- **Proof of Origin:** The avocado being exported needs to be accompanied by Proof of Origin – through a certificate of origin, currently issued by the Rwanda Revenue Authority (RRA). Since 2017, the EU has been applying the Registered Exporter system (the REX system), a system of certification of origin of goods based on a principle of self-certification. Under this system, the origin of goods is declared by economic operators themselves through 'statements on origin'. To be entitled to make out a statement on origin, an economic operator has to be registered in a database by his/her competent authorities (in this case RRA). Exporters apply to become registered exporters by filling in an application form and by returning it to RRA. Once registered, the exporter has the obligation to communicate to his competent authorities all changes on his registered data. The competent authorities then perform the modifications in the REX system for the registered exporter. It is important to note that the rules for determining the origin of goods in the GSP scheme of the EU remain unchanged with the application of the REX system. Only the **method to certify the origin of goods** is changed. To be entitled to make out a statement on origin, an economic operator needs to be registered in the REX system and to have a valid registration, i.e. a registration which is not revoked. Rwanda started implementing the REX system in 2018 and currently has 32 registered exporters.
- **For goods whose total value of the products does not exceed € 6,000:** a declaration on proof of origin can be given by an approved exporter or by any exporter, including those not registered on the REX system. *The proof of origin* is valid for ten months.
- **Exemption from proof of origin:** When the total value of the imported products does not exceed €500 in the case of small packages or €1,200 in the case of products forming part of personal luggage.
- **Determination of Origin:** For purposes of export, goods are originating in a country if a) they are wholly obtained in that country; b) they are not wholly obtained and they are sufficiently worked or processed products and c) the processing goes beyond a list of insufficient operations. Under the EU cumulation rules, Rwandan exporters may also export avocado from other EAC Partner States, as they benefit from DFQF access to the EU under EBA scheme and the Market Access Regulation No 1528/2007 which governs EU preferential market access regime for countries like Kenya that have negotiated EPAs with the EU.

- **Transport Provisions:** the goods imported in the EU should be the same as the ones exported from the beneficiary country. This means that the goods should not be subject to operations others than the ones necessary to preserve the goods in good condition. Other allowed operations include Adding or affixing of marks, labels, seals or any other documentation to ensure compliance with specific domestic requirements applicable in the Union; storage of products in a country of transit if they remain under customs supervision, as well as splitting of consignments in a country of transit if carried out by the exporter or under his responsibility and if the goods concerned remain under customs supervision.

Specific requirements for avocado exports are elaborated in Chapter 2 of this Guide.

Note: The 27 Members of the EU form a single territory for customs purposes. The United Kingdom withdrew from the EU and has been a third country as of 1 February 2020.

Exploring Opportunities in Africa

Africa is a major market for fruits and vegetables, with global imports worth USD 4.5 billion in 2020. Edible vegetables slightly dominate the trade, with USD 2.5 billion against 2 billion for fruits. Rwanda is not a large exporter to Africa, with values worth USD 12.7M exported in 2019. This comprised mainly vegetables at USD 12.6M, with fruits worth only USD 55,000[23]. See table 9 below.

Table 9, Potential Trade between Africa and Rwanda

HS code	Product label	Rwanda's exports to Africa			Africa's imports from world			Rwanda's exports to world		
		Value in USD Thousand			Value in USD Thousand			Value in USD Thousand		
		2018	2019	2020	2018	2019	2020	2018	2019	2020
	Edible vegetables and Fruits (HS 07 & 08)	20,933	12,668	-	4,171,693	4,423,790	4,472,825	26,175	19,734	7,875
07	Edible vegetables and certain roots and tubers	20,916	12,613	-	2,554,821	2,382,141	2,461,250	23,468	16,526	6,287
08	Edible fruit and nuts; peel of citrus fruit or melons	17	55	-	1,616,872	2,041,649	2,011,575	2,707	3,208	1,588

Source: ITC calculations based on UN COMTRADE statistics. Accessed 23rd July 2021

Looking at the main importing markets in Africa for edible vegetables and fruits, South Africa takes the lead with imports worth USD 410M in 2020; followed by Ethiopia (USD 370.7M); Egypt (USD 145.4M) and Tunisia (USD62.2M). Kenya, Tanzania and Uganda are also key importers, with imports worth USD 50.5M; USD 31.4M and USD 23.2M respectively[24]. See *Table 10* below.

23 ITC calculations based on UN COMTRADE statistics. Accessed 23rd July 2021

24 Ibid.

Table 10, Top Importing Markets in Africa for Edible Vegetables and Fruits

Exporters	Imported value in US Dollar thousand				
	2016	2017	2018	2019	2020
Africa Aggregation	1,241,612	1,287,318	1,469,189	1,403,072	1,412,282
South Africa	434,166	424,467	427,376	397,807	409,934
Ethiopia	317,944	309,425	346,300	381,926	370,691
Egypt	114,707	107,180	160,604	124,061	145,382
Tunisia	84,015	70,355	104,941	103,843	62,226
Kenya	15,249	18,410	23,845	22,632	50,373
Mozambique	32,117	54,280	41,350	45,340	48,601
Morocco	32,935	36,756	43,638	46,089	45,157
Algeria	6,263	11,377	16,265	25,841	37,324
Tanzania	27,214	35,510	38,761	52,187	31,372
Côte d'Ivoire	18,141	21,053	23,616	29,023	25,272
Malawi	5,697	8,599	11,641	13,718	23,492
Uganda	47,335	96,088	102,774	23,353	23,160

Source: ITC calculations based on UN COMTRADE statistics. Accessed 23rd July 2021

Understanding the trading regime under the AfCFTA

The Agreement to establish the AfCFTA was signed by 44 Heads of State and Government of the 55 AU member states on 21 March 2018. **The AfCFTA entered into force on 30 May 2019 with 24 countries** having deposited their instruments of ratification, thereby fulfilling the Art. 2 of the AfCFTA Agreement that required 22 ratifications and deposits. **By the end of August 2021, 39 countries had both signed and ratified the AfCFTA Agreement. Of the 55 AU member states, only Eritrea had yet to sign on to this ambitious initiative.** AfCFTA Agreement provides the framework for detailed negotiations on Trade in Goods, Trade in Services (5 priority sectors identified), and Phase II on other issues like Competition Policy, IPR and Investment. **The AfCFTA aims to doubling intra-African trade, which currently stands at 18% of total exports against 59% in Asia and 69% in Europe. It will cut tariffs on tariffs on 90% of goods traded within the continent as well as increase trade in more in value added products.** Once operational, the AfCFTA will bring together the economies of **55 African states under a pan-African free trade area comprising 1.2 billion people, in a market with a combined GDP of about $2.5 trillion to $6.4 trillion** (UNECA, WB).

Trading under the AfCFTA Agreement **commenced on 1st January 2021**. Despite this commencement, **it is important to note that a number of key aspects of trading are yet to be concluded. These include the schedules of tariff concessions and rules of origin (RoO), which are both critical to the free movement of goods.** While RoO is not likely to be an issue for horticultural products as they are wholly produced in Rwanda, the issue of tariff liberalization is important. Member states have agreed to liberalise 90% of tariff lines within 5 years, with least developed countries having 10 years. A further 7% of tariff lines, designated 'sensitive products' will be subject to a more gradual liberalization. 3% of tariff lines shall be excluded from liberalization.

For the horticultural sector, Africa should be seen as a growing market, given the projected growth of population: by **2050 Africa's population is projected to reach 2 billion, with a predominantly young population and a rising middle class, that is increasingly health conscious**, factors that auger well for consumption of horticultural products.

Reviewing Export Potential and Trade Indicators

Looking at selected trade indicators for Rwanda's exports, we find that exports of Garlic grew highest (197%) in between the period 2016-2020, followed by Plantains (179%) and fruits of the genus Capsicum (178%). The exports of Macadamia nuts travelled furthest to their destination[25]. See *Table 11* below.

Table 11, Key Trade Indicators for Rwanda's Horticultural Exports

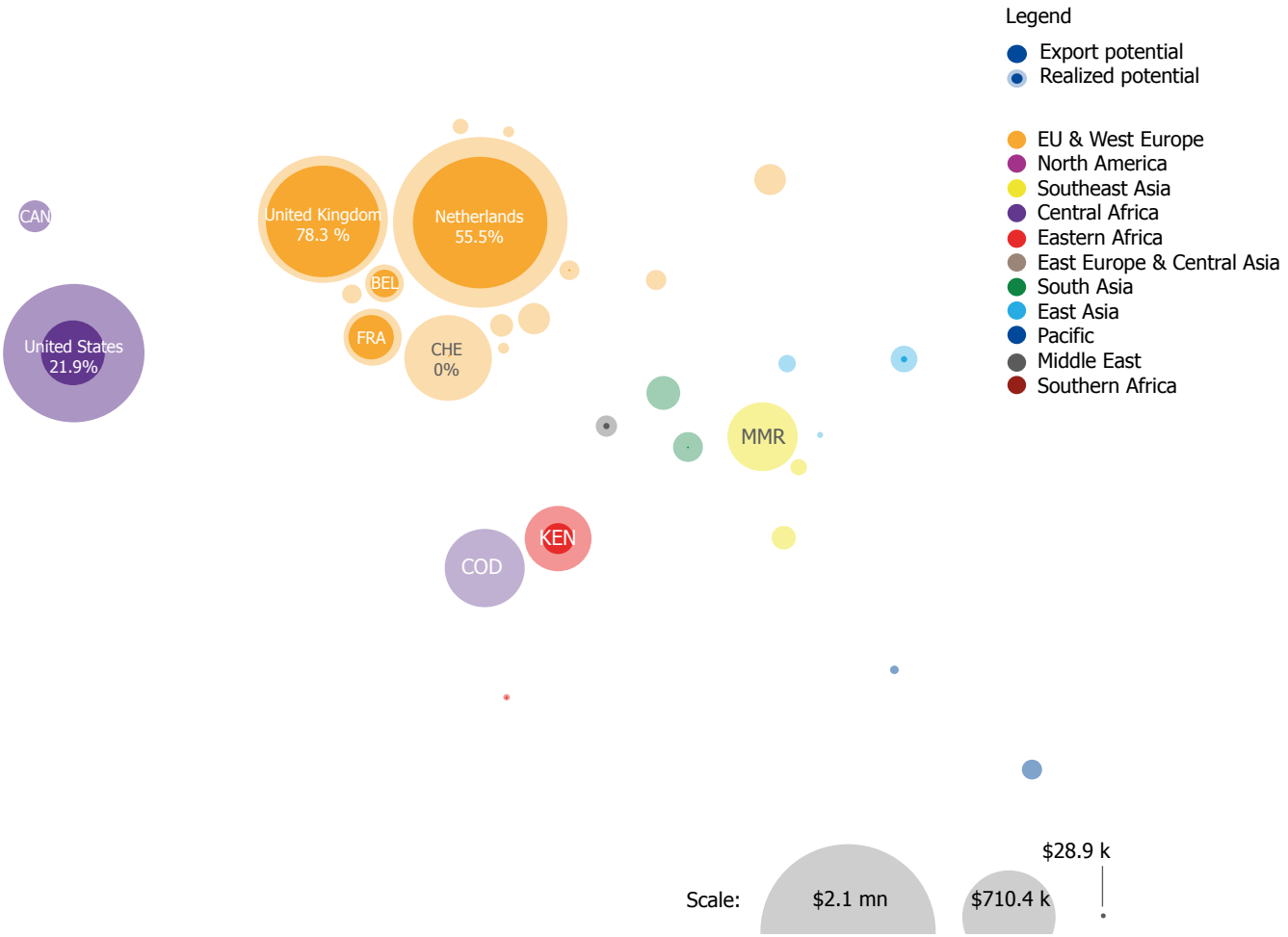
HS Code	Product label	Value exported in 2020 (USD'000)	Trade balance 2020 (USD'000)	Annual growth in value 2016-2020 (%, p.a.)	Annual growth of world imports 2016-2020 (%, p.a.)	Average distance of importing countries (km)
	Edible vegetables (HS 07) and Fruits (HS 08) aggregations.	7,871	5,967			
070960	Fresh or chilled fruits of the genus Capsicum or Pimenta	2,887	2,887	178	4	6,659
070820	Fresh or chilled beans "Vigna spp., Phaseolus spp.", shelled or unshelled	2,536	2,536	32	2	6,267
080262	Fresh or dried macadamia nuts, shelled	646	643	31	8	12,801
070959	Fresh or chilled edible mushrooms and truffles (excluding mushrooms of the genus "Agaricus")	388	388	-	3	784
081090	Fresh tamarinds, cashew apples, jackfruit, lychees, sapodillo plums, passion fruit, carambola, ...	283	282	-	6	6,726
070951	Fresh or chilled mushrooms of the genus "Agaricus"	204	203	-	5	778
080310	Fresh or dried plantains	195	195	179	-1	63,85
080430	Fresh or dried pineapples	150	150	26	0	6,012
080440	Fresh or dried avocados	147	147		10	2,014
080261	Fresh or dried macadamia nuts, in shell	144	144		10	6,714
070320	Garlic, fresh or chilled	92	92	197	-1	756
'071290	Dried vegetables and mixtures of vegetables, whole, cut, sliced, broken or in powder, but not further prepared	37	35	-3	-2	6,242
070700	Cucumbers and gherkins, fresh or chilled	31	31	-	4	6,732
070930	Fresh or chilled aubergines "eggplants"	24	24	128	4	6,670
070999	Fresh or chilled vegetables n.e.s.	17	17	74	6	6,431
071360	Dried, shelled pigeon peas "Cajanus cajan", whether or not skinned or split	17	12	-	-11	6732
'081340	Dried peaches, pears, papaws "papayas", tamarinds and other edible fruits (excluding nuts)	13	11	-	3	5738
080390	Fresh or dried bananas (excluding plantains)	12	12	-	4	6431
070993	Fresh or chilled pumpkins, squash and gourds "Cucurbita spp."	8	8		6	6732
071410	Fresh, chilled, frozen or dried roots and tubers of manioc "cassava", whether or not sliced ...	7	7	-43	-11	9288
071331	Dried, shelled beans of species "Vigna mungo [L.] Hepper or Vigna radiata [L.] Wilczek", whether or not skinned or split.	3	-22	-46	-2	6732
070310	Fresh or chilled onions and shallots	2	-15	-14	6	147
071339	Dried, shelled beans "Vigna and Phaseolus", whether or not skinned or split (excluding beans	2	1	-52	-2	6364
071029	Leguminous vegetables, shelled or unshelled, uncooked or cooked by steaming or by boiling in	1	1	-	2	12045
071332	Dried, shelled small red "Adzuki" beans "Phaseolus or Vigna angularis", whether or not skinned	1	1	-	5	6364
071340	Dried, shelled lentils, whether or not skinned or split	1	-1	-	-3	6732

Source: ITC calculations based on UN COMTRADE statistics. Accessed 23rd July 2021

25 Source: ITC calculations based on UN COMTRADE statistics. Accessed 23rd July 2021

The markets with greatest potential for Rwanda's exports of horticultural products **are Netherlands, United States and United Kingdom. United States shows the largest absolute difference between potential and actual exports in value terms, leaving room to realize additional exports worth USD 1.1 million.**

Figure 4, Rwanda's Export Potential



Source: ITC Export Potential Map,. Accessed 23rd July 2021

Where to find additional / updated information

This Chapter has provided SMEs in the Rwandan horticulture sector with an overview of the export markets for Rwandan horticultural products, their sizes, the main buyers and the unexploited potential especially in Europe and Africa. Information on the latest developments in each of these markets can be found as follows:

- For more information on export guidelines, statistics and the horticultural sector in general, visit the NAEB website at https://naeb.gov.rw/
- Rwanda Development Board (RDB) which promotes private sector growth by providing export and buyer facilitation https://rdb.rw/
- For trade data on any market of interest as well as applicable tariffs and rules of origin, ITC Trade tools provide the most comprehensive data. Register on https://www.trademap.org to access TradeMap, Market Access Map and other market tools.
- For developments on the AfCFTA, the African Union continually updates stakeholders. See www.au.int

Chapter 2: Meeting EU Importing Market Requirements[26]

Overview and Objectives of Chapter 2:

This Chapter provides an overview of the requirements for horticultural products destined for the EU market. It thus elaborates the mandatory and voluntary quality, health and safety, labelling and packaging related requirements as well as various market preferences and trends that existing and aspiring horticultural products exporters to the EU should be aware of.

The **key objectives** of this Chapter are:

- To provide the Rwandan horticulture SME with a consolidated and simplified reference to the mandatory requirements for exporting fruits and vegetables to the EU;
- To provide the Rwandan horticulture SME with an overview of EU market preferences and trends that the SME may tap into;
- To provide Rwanda's TSIs with a reference point for the requirement SMEs must fulfill in order to tap into the EU Market; and,
- To point the Rwandan horticulture SMEs and TSIs to sources of credible information on requirements and market preferences for fruits and vegetables exported to the EU.

Every importing market has in place mandatory (set in law) and voluntary requirements that all products wishing to enter and be sold in that market have to meet. These requirements serve many purposes: some of them are meant to protect the health and safety of the consumers in a given market, while others serve to ensure that they have all the necessary information about the products they are consuming, in a language they can understand. In addition, there may be other requirements that products that wish to target specific market segments (usually called niche markets) have to meet. These may be organic, fair-traded, etc.

In the section that follows, we shall look at the key requirements for exports of horticultural products destined for the European Union.

Sanitary and Phytosanitary Requirements for Horticultural Products

Among the mandatory requirements are those meant to ensure that consumers in any importing market are being supplied with fruits and vegetables that are safe to consume by the measures deemed appropriate by their governments. These measures are designed to protect consumers while ensuring that they do not became barriers / hindrances to businesses wishing to export to these markets. The world relies on the World Trade Organisation (WTO) '*Agreement on the Application of Sanitary and Phytosanitary Measures – (SPS Agreement*)' for the basic rules for sanitary (human and animal health) and phytosanitary (plant health) measures and standards. It is important to note that these measures are not only targeted at imported products, but they also apply to domestically produced food or local animal and plant products.

The SPS Agreement allows countries to set their own SPS measures – meaning that countries may use different standards and different methods of inspecting products for them. Notably, these measures can take many forms, such as requiring products to come from a disease-free area, inspection of products, specific treatment or processing of products, setting of allowable maximum levels of pesticide residues or permitted use of only certain additives in food.

Given the possibility to use the agreement to favour or protect domestic producers or to protect against imports from some countries, the SPS Agreement provides checks for unjustified discrimination by requiring that these standards must be based on science; should be applied only to the extent necessary to protect hu-

26 The bulk of this information is obtained from the EAC Quality Compass (https://un-consulting.ch/eac/compass); the EU Export Help Desk (https://trade.ec.europa.eu/tradehelp/myexport#?product=090200000&partner=KE&reporter=DE&tab=3;)

man, animal or plant life or health; and that they should not arbitrarily or unjustifiably discriminate between countries where identical or similar conditions prevail.[27] Furthermore, member countries are encouraged to use international standards, guidelines and recommendations where they exist. However, members may use measures which result in higher standards if there is scientific justification. They can also set higher standards based on appropriate assessment of risks so long as the approach is consistent, not arbitrary. Sanitary (human and animal health) and phytosanitary (plant health) measures apply to domestically produced food or local animal and plant diseases, as well as to products coming from other countries.

The section that follows elaborates the **SPS requirements for horticultural products entering the EU market.**

Food Safety

Agricultural products such as fruits and vegetables are susceptible to biological, chemical and physical hazards known as contaminants, which may include pesticide residues, heavy metals, microbiological pathogens, naturally occurring toxic substances such as mycotoxins, among others. These substances often result from environmental exposure during production, post-harvest handling, manufacturing, processing, packaging, transport or storage. To protect consumers, the EU has two overarching laws, and others specific to types of contaminants, as follows:

For all applicable exports, the **EU General Food Law - Regulation (EC) No 178/2002** provides the foundational rules on the safety of food and feed in the EU and establishes the European Food Safety Authority (EFSA), which provides support for the testing and evaluation of food and feed. The Food Law provides that a) food shall not be placed on the market if it is unsafe and b) food shall be deemed to be unsafe if it is considered to be either injurious to health or unfit for human consumption.

Regulation (EC) No 852/2004 on the hygiene of foodstuffs sets out applicable hygiene requirements on imported food. This legislation, based on Hazard Analysis Critical Control Point (HACCP) methodology, is legally binding for food processors, and is recommended for those involved in primary production (farmers). Processors must have in place a food safety management system based on HACCP principles, to ensure that food remains safe through all stages of production, all the way to the end consumer.

For specific types of contaminants, the following apply:

- **Maximum Residue Limits (MRLs):** These are the highest levels of pesticide residue legally tolerated in or on food or feed when pesticides are applied correctly. This limit provides reasonable assurance that no negative effects on consumer health will result over a lifetime of dietary exposure. Within the EU, regulations regarding MRLs for different pesticides are contained in **Regulation (EC) No 396/2005. For horticultural products entering the EU, there are 652 potential substances are subject to MRLs.** A comprehensive list of these substances and their limits is available on https://ec.europa.eu/food/plant/pesticides/eu-pesticides-database/mrls/?event=search.pr. (The reference number for **fruits is 0100000** and the reference number for **vegetables is 0200000**). Any pesticide not listed on the site should NOT be used as it has not been approved by EU authorities. Such pesticides (that have not been approved) have a default value set at the 'limit of detection', which is 0.01 mg/kg. Fruits and vegetables that exceed the MRL or have banned substances are not allowed on the European market, which may result in costly withdrawals from the market. Important to note is that some buyers and retailers have set MRLs that are stricter than those of EU regulations. It is therefore important to check with buyers to ensure that their requirements are met.

27 https://www.wto.org/english/tratop_e/sps_e/spsund_e.htm

- **Microbiological Contaminants: Commission Regulation (EC) No. 2073/2005** establishes the microbiological criteria for food products. According to (EC) No. 2073/2005, testing fresh uncut unprocessed fruits for microbiological contamination is not useful for fresh, uncut and unprocessed vegetables and fruits, excluding sprouted seeds.[28] Testing may be required if the fruits or vegetables are intended for a processor supplying the EU that is having microbial contamination challenges as a result of unprocessed fruit or vegetable contamination.
- **Heavy metals:** Limits on heavy metal contaminants are set within **Commission Regulation (EC) 1881/2006** on setting maximum levels for certain contaminants in foodstuff, usually measured in milligrams per kilogram of weight (mg/kg) or parts per million (ppm). It should be noted that the EU Food law mandates that all food products entering the EU market must be deemed safe and the presence of metal contaminants such as tin, lead, cadmium, arsenic and mercury at excessive levels renders food unsafe. The following heavy metals are regulated in fruits and vegetables under this regulation:

Table 12, Heavy Metals Regulated in Fruits and Vegetables

Heavy Metal	Foodstuff	Limit
Lead	Vegetables excluding leafy brassica, salsify, leaf vegetables & fresh herbs, fungi, seaweed and fruiting vegetables	0,10
	Leafy brassica, salsify, leaf vegetables excluding fresh herbs and the following fungi Agaricus bisporus (common mushroom), Pleurotus ostreatus (Oyster mushroom), Lentinula edodes (Shiitake mushroom)	0,30
	Fruit, excluding cranberries, currants, elderberries and strawberry tree fruit	0,10
	Cranberries, currants, elderberries and strawberry tree fruit	0,20
Cadmium	Vegetables and fruit, excluding root and tuber vegetables, leaf vegetables, fresh herbs, leafy brassica, stem vegetables, fungi and seaweed	0,050
	Root and tuber vegetables (excluding celeriac, parsnips, salsify and horseradish), stem vegetables (excluding celery) (27). For potatoes the maximum level applies to peeled potatoes	0,10
	Leaf vegetables, fresh herbs, leafy brassica, celery, celeriac, parsnips, salsify, horseradish and the following fungi (27): Agaricus bisporus (common mushroom), Pleurotus ostreatus (Oyster mushroom), Lentinula edodes (Shiitake mushroom	0,20

- **Mycotoxins**: These are a naturally occurring toxic substances for which limits exists as set in **Commission Regulation (EC) 1881/2006 on setting maximum levels for certain contaminants in foodstuffs.** Based on this regulation, **there are currently no established limits specifically for unprocessed fruits and vegetables.**
- **Food Additives**: Regulation (EC) No 1333/2008 contains a list of food additives permitted for use in the European Union at certain levels and on certain foods. According to EU Law, food additives shall not be used in unprocessed food or food for young children. However, the additives listed in the table below are allowed for unprocessed fruits and vegetables. The European Commission has created a Food Additives Database that provides detailed information on which additives can be used in different food categories. The database can be accessed using the following link: https://ec.europa.eu/food/safety/food_improvement_agents/additives_en

28 EU legal requirements for imports of fruits and vegetables

Table 13, Food Additives Allowed in Fruits and Vegetables

E No.	Additive	Maximum limit, restrictions / exceptions
E 172	Iron oxides and hydroxides	ML = 6 mg/kg , only as a contrast enhancer for marking citrus fruit, melons and pomegranates in order to: —repeat all or some of the mandatory information particulars required by the Union legislation and/or national law, and/or —provide on a voluntary basis brand name, production method, PLU-code, QR-code and/or barcode
E 200 - 202	Sorbic acid - potassium sorbate (SA)	ML = 20 mg/kg , only surface treatment of unpeeled fresh citrus fruit
E 220 - 228	Sulphur dioxide - sulphites	ML = 100 mg/kg , only vacuum packed sweetcorn ML = 10 mg/kg , only table grapes, fresh lychees (measured on edible parts) and blueberries (Vaccinium corymbosum)
E 445	Glycerol esters of wood rosins	ML = 50 mg/kg , only surface treatment of citrus fruit
E 464	Hydroxypropyl methyl cellulose	ML = 10 mg/kg , only for citrus fruit, melons and pomegranates in order to: — repeat all or some of the mandatory information particulars required by the Union legislation and/or national law, and/or — provide on a voluntary basis brand name, production method, PLU-code, QR-code and/or barcode
E 471	Mono-and diglycerides of fatty acids	quantum satis Only for the surface treatment of citrus fruit, melons, pineapples, bananas, papayas, mangoes, avocados and pomegranates
E 473 - 474	Sucrose esters of fatty acids-sucroglycerides	quantum satis only fresh fruits, surface treatment ...
E 901	Beeswax, white and yellow	quantum satis only for the surface treatment of fruit: citrus fruit, melons, apples, pears, peaches, pineapples, bananas, mangoes, avocados and pomegranates and as glazing agent on nuts
E 902	Candelilla wax	quantum satis only surface treatment of citrus fruit, melons, apples, pears, peaches and pineapples and glazing agent on nuts
E 903	Carnauba wax	ML = 200 mg/kg , only for the surface treatment of fruit: citrus fruit, melons, apples, pears, peaches, pineapples, pomegranates, mangoes, avocados and papayas and as glazing agent on nuts
E 904	Shellac	quantum satis only for the surface treatment of fruit: citrus fruit, melons, apples, pears, peaches, pineapples, pomegranates, mangoes, avocados and papayas and as glazing agent on nuts
E 905	Microcrystalline wax	quantum satis only for the surface treatment of fruit: melons, papayas, mangoes, avocados and pineapples
E 914	Oxidised polyethylene wax	quantum satis only surface treatment of citrus fruit, melons, papaya, mango, avocado and pineapple

To avoid the above types of food safety issues in horticultural products, SMEs must put in place policies and controls to prevent contamination in the first place. Good Agricultural Practices (GAP), Good Hygiene Practices (GHP) and Good Manufacturing Practices (GMP) must be adopted to minimize and mitigate related risks.

Plant Health

Plant-based food product consignments can introduce pests, weeds or diseases that could harm humans, plants, or animals in the importing country. Phytosanitary or plant health requirements are thus put in place to prevent the introduction and spread of harmful organisms, which can be introduced not only by the product itself, but also through any wood packaging that may accompany it. Therefore, all consignments must be verified free of bacteria, viruses, pests and diseases that can harm animals or plants in the country. The occurrence of pests can be minimized through using appropriate planting material, good growing practices, good sanitation practices, appropriate use of approved pesticides, and good practices in storage and transport.

An authorised official in the country of origin must issue the **phytosanitary certificate** guaranteeing that consignments are free from pests, weeds and disease, and that they meet the phytosanitary requirements of the EU market. In Rwanda, the **Rwanda Inspectorate, Competition and Consumer Protection Authority (RICA**) is responsible for issuing phytosanitary certificates. If a phytosanitary certificate does not accompany a consignment, or if pests, weeds or diseases are detected during quarantine inspection, the consignment may be returned, destroyed or in some cases undergo treatment that renders it fit for release.

French beans which are the main vegetable grown for export are susceptible to pests like **bean seed fly or seed corn maggot, bean fly or bean stem maggot, striped bean weevil, aphids, whiteflies, spider mites, bean foliage beetles, hairy caterpillars, bean flower thrips, flower antl pollen beetles, pod borers, bugs** and **cutworms**, seed-borne diseases like **angular leaf spot, anthracnose, cornman blight, halo blight, bean common mosaic virus (bcmv)** and diseases not transmitted through seed like fusarium root rot, powdery mildew and rust. Broccoli is susceptible to pests like **birds, rats, cutworms, aphids, Diamond black moth, cabbage cutworms** and diseases like **black spots, ring spot, leaf spot, downy mildew** and **damping off**. Baby corn is attacked by diseases like **cutworms, grasshoppers, locusts, and the African armyworm** and diseases like **maize chlorotic mottle virus, maize streak, northern leaf blight, gray leaf spot, and rust.**

Among fruits, pineapples are susceptible to pests and diseases like **mealybug or pineapple wilt virus, pineapple top and root rot, root-knot nematodes, thrips, white leaf spot** and **yellow spot virus** while tree tomatoes are susceptible to fungal infections like; **anthracnose (Glomerella cingulata), powdery mildew (Erysiphe sp., Oidium sp.), and verticillium wilt,** bacterial infections like; **bacterial wilt, bacterial canker of tomatoes,** viral diseases like; **tamarillo mosaic virus, Potato aucuba mosaic virus, alfalfa mosaic virus, tomato spotted wilt virus, arabis mosaic virus, tobacco strick virus, and tomato aspermy virus** and pests like **aphids and whiteflies.**

On 14 December 2019, new EU Plant Health Rules that seek to improve the protection of the EU territory and its plants came into force. According to **EU Regulation (EU) 2016/2031**, all plants (including living parts of plants) entering the EU must be accompanied by a phytosanitary certificate that certifies the consignment complies with the law's requirements, unless the product is listed in Commission Implementing Regulation (EU) 2018/2019 as exempt from this general requirement.

The phytosanitary certificate must be issued by an authorized body in the country of origin **after a plant health inspection has taken place**. On the phytosanitary certificate, an Additional Declaration must be completed, which includes the **full wording of the treatment/systems approach used.**

In addition, **Commission Delegated Regulation (EU) 2019/1702** establishes a list of priority pests which constitute significant economic, environmental and social impact on EU territory. Currently the list is composed of 20 quarantine pests, including *Xylella fastidiosa,* false coddling moth, the Japanese beetle, the Asian long-horned beetle, Citrus greening and Citrus Black Spot.

The format of a phytosanitary certificate must be in line with the International Standard for Phytosanitary Measures No. 12 (ISPM-12) guidelines. Exporters should ensure that any additional declarations required are reflected accurately on the phytosanitary certificate. Documents must be consistent and accurate, for example indicate the correct product, date, and quantities, and ensure the integrity of the consignment by sending what is indicated on the phytosanitary certificate. Specific conditions apply to the compilation of a phytosanitary certificate, and any violations will render the consignment unacceptable and processing will be rejected:

- The name and full address of the consignee must be clearly stated.
- The correct Botanical name of the genus and species must be declared in the appropriate box.
- Each shipment must be accompanied by a phytosanitary certificate.

- Inspection of the products referred to in the certificate and the signing of the certificate must have occurred no more than 14 days before dispatch.
- The certificates must be issued by the official plant protection service of the country.
- Provincial, regional, state or local government certificates are not acceptable.
- The certificates must be signed by an authorized officer of the plant protection service in the country of origin.
- Certificates issued in a language other than English MUST be accompanied by a translation signed by the authorized officer.
- An export health certificate is required for the export of all commodities that are for human consumption. Issuance of the certificate is regulated by Plant Health Services and is required for each consignment for export.

Traceability

Traceability refers to the ability to follow the movement of a food through specific stages of production, processing and distribution (according to the Codex Alimentarius Commission). Also known as the 'one-step-back-one-step-forward' principle, traceability allows identification of the origin of food and feed ingredients and food sources, particularly when products are found to be faulty. Putting in place a traceability system allows a company to document and/or to locate a product through the stages and operations involved in the manufacture, processing, distribution and handling of feed and food, from primary production to consumption. In case of a health issue with a consignment, traceability provides for more rapid access to relevant and reliable information that helps determine the source of the outbreak as well as the location of implicated products.

In general, a food business should not receive any food or food ingredient unless it can identify the name of the food/ingredient and the name and contact information of the supplier. Traceability systems, already mandatory for food businesses operating in certain developed countries, are becoming increasingly common worldwide.

As per **Regulation (EC) No 178/2002, Article 18**, all food products must be traceable within the European Union. While exporters in trading partner countries cannot be legally required to fulfill traceability requirements imposed within the European Union, the requirement extends to the European importer who must be able to identify who in Rwanda supplied the horticultural products to them. Thus, records must be kept of a) names and business addresses of anyone that supplies the products and b) names and business addresses of anyone to whom the products are sold.

Fruits and vegetables should not be received or sold unless the name and business address of the supplier/buyer has been identified and recorded. Each lot/batch of fruits or vegetables supplied should be associated with its supplier, and records should indicate/track this. A system should be in place whereby this information can be provided to authorities in the event it is requested. This record may be either electronic or hard copy, but it must be kept at each step (i.e. the farm, the packhouse, exporter). At the small-scale farmer's level, handwritten records may be used if resources do not allow for other forms of record keeping.

It is common practice for EU buyers to ask trading partners to meet the traceability requirements even beyond the one-step-back-one-step-forward principle. However, these requests are part of contractual arrangements and are not legally required.

Standards for Horticultural Products

By nature, standards are voluntary. They provide rules, guidelines or specifications for activities or their results and may have one or more specific objectives. Compliance with standards can offer buyers and consumers across markets assurances that a product will meet or exceed their needs in terms of safety, fitness for purpose, compatibility or interchangeability. Standards can be public or private, national, regional or international in scope. In this way, standards are major facilitators of trade. Standards can benefit companies in many ways depending on their use including: increased market opportunities, competitive advantages, improved risk management and cost reduction. Applying standards can help to establish credibility and a good reputation in an industry.

Standards are also used as the **basis for technical regulations**. For example, when a standard is referenced by or incorporated into a country's food safety law it becomes a technical regulation and is no longer voluntary for that particular market. By making effective use of standards, it is possible to 'stay ahead of the curve' in terms of potential future regulations.

Some standards are specific to certain products and may cover the areas of food safety, product quality, labelling, packaging, etc., and may be regional, national or international in scope. Quality specifications are generally verified at the time of shipment with documentation provided by the supplier to verify that the product is in conformity with the specification. In order to meet the standard, the manufacturer or supplier must present a product in conformity with each of the characteristics laid down in the standard document. Each one can be tested and verified on delivery of the product.

It is important to note that many buyers have developed their own unique set of specifications for any fruits and vegetables that they purchase. Often these requirements are set forth in a 'technical sheet' that describes chemical/physical analysis parameters, sensory characteristics, etc. Sometimes these buyer standards have higher quality requirements than those in national or international product-specific standards. They may also specify different testing methods for determining the quality parameters.

Below are some of t**he most common product standards for fruits and vegetables relevant for the EU market:**

International Horticulture Standards

These are standards developed by the International Organization for Standardization (ISO – www.iso.org). Point of Note: The full standards which include technical guidelines can only be obtained by purchasing them from the ISO website: https://www.iso.org/standards.html

Table 14, International Standards for Fruits and Vegetables

Title of Standard	Description of standard (via iso.org)
ISO 750:1998	Fruit and vegetable products — Determination of titratable acidity
ISO 751:1998	Fruit and vegetable products — Determination of water-insoluble solids
ISO 762:2003	Fruit and vegetable products — Determination of mineral impurities
ISO 763:2003	Fruit and vegetable products — Determination of ash insoluble in hydrochloric acid
ISO 874:1980	Fresh fruits and vegetables — Sampling
ISO 1026:1982	Fruit and vegetable products — Determination of dry matter content by drying under reduced pressure and of water content by azeotropic distillation
ISO 1842:1991	Fruit and vegetable products — Determination of pH
ISO 1956-1:1982	Fruits and vegetables — Morphological and structural terminology
ISO 1956-2:1989	Fruits and vegetables — Morphological and structural terminology
ISO 2169:1981	Fruits and vegetables — Physical conditions in cold stores — Definitions and measurement
ISO 2173:2003	Fruit and vegetable products — Determination of soluble solids — Refractometric method
ISO 2447:1998	Fruit and vegetable products — Determination of tin content
ISO 2448:1998	Fruit and vegetable products — Determination of ethanol content
ISO 3659:1977	Fruits and vegetables — Ripening after cold storage
ISO 5515:1979	Fruits, vegetables and derived products — Decomposition of organic matter prior to analysis — Wet method
ISO 5516:1978	Fruits, vegetables and derived products — Decomposition of organic matter prior to analysis — Ashing method
ISO 5517:1978	Fruits, vegetables and derived products — Determination of iron content — 1,10- Phenanthroline photometric method
ISO 5518:2007	Fruits, vegetables and derived products — Determination of benzoic acid content — Spectrophotometric method
ISO 5519:2008	Fruits, vegetables and derived products — Determination of sorbic acid content
ISO 5520:1981	Fruits, vegetables and derived products — Determination of alkalinity of total ash and of water-soluble ash
ISO 5521:1981	Fruits, vegetables and derived products — Qualitative method for the detection of sulphur dioxide
ISO 5522:1981	Fruits, vegetables and derived products — Determination of total sulphur dioxide content
ISO 5523:1981	Liquid fruit and vegetable products — Determination of sulphur dioxide content (Routine method)
ISO 6557-1:1986	Fruits, vegetables and derived products — Determination of ascorbic acid — Part 1: Reference method
ISO 6557-2:1984	Fruits, vegetables and derived products — Determination of ascorbic acid content — Part 2: Routine methods
ISO 6558-2:1992	Fruits, vegetables and derived products — Determination of carotene content — Part 2: Routine methods
ISO 6560:1983	Fruit and vegetable products — Determination of benzoic acid content (benzoic acid contents greater than 200 mg per litre or per kilogram) — Molecular absorption spectrometric method
ISO 6561-1:2005	Fruits, vegetables and derived products — Determination of cadmium content — Part 1: Method using graphite furnace atomic absorption spectrometry
ISO 6561-2:2005	Fruits, vegetables and derived products — Determination of cadmium content — Part 2: Method using flame atomic absorption spectrometry
ISO 6632:1981	Fruits, vegetables and derived products — Determination of volatile acidity
ISO 6633:1984	Fruits, vegetables and derived products — Determination of lead content — Flameless atomic absorption spectro-metric method

Continues>>

Title of Standard	Description of standard (via iso.org)
ISO 6634:1982	Fruits, vegetables and derived products — Determination of arsenic content — Silver diethyldithiocarbamate spectrophotometric method
ISO 6635:1984	Fruits, vegetables and derived products — Determination of nitrite and nitrate content — Molecular absorption spectrometric method
ISO 6636-1:1986	Fruits, vegetables and derived products — Determination of zinc content — Part 1: Polarographic method
ISO 6636-2:1981	Fruits, vegetables and derived products — Determination of zinc content — Part 2: Atomic absorption spectrometric method
ISO 6636-3:1983	Fruit and vegetable products — Determination of zinc content — Part 3: Dithizone spectrometric method
ISO 6637:1984	Fruits, vegetables and derived products — Determination of mercury content — Flameless atomic absorption method
ISO 6638-1:1985	Fruit and vegetable products — Determination of formic acid content — Part 1: Gravimetric method
ISO 6638-2:1984	Fruit and vegetable products — Determination of formic acid content — Part 2: Routine method
ISO 6661:1983	Fresh fruits and vegetables — Arrangement of parallelepipedic packages in land transport vehicles
ISO 6949:1988	Fruits and vegetables — Principles and techniques of the controlled atmosphere method of storage
ISO 7466:1986	Fruit and vegetable products — Determination of 5-hydroxymethylfurfural (5-HMF) content
ISO 7558:1988	Guide to the prepacking of fruits and vegetables
ISO 7563:1998	Fresh fruits and vegetables — Vocabulary
ISO 7952:1994	Fruits, vegetables and derived products — Determination of copper content — Method using flame atomic absorption spectrometry
ISO 9526:1990	Fruits, vegetables and derived products — Determination of iron content by flame atomic absorption spectrometry
ISO 17239:2004	Fruits, vegetables and derived products — Determination of arsenic content — Method using hydride generation atomic absorption spectrometry
ISO 17240:2004	Fruit and vegetable products — Determination of tin content — Method using flame atomic absorption spectrometry
ISO 20982:2020	Priests (caper) (Capparis spp.) — Specification and test methods
ISO 22855:2008	Fruit and vegetable products — Determination of benzoic acid and sorbic acid concentrations — High performance liquid chromatography method

Below are the international standards for some of the fruits produced in Rwanda.

Table 15, International Standards Specifically for Fruits

Title of Standard	Description of standard (via iso.org)
ISO 1990-1:1982	Fruits — Nomenclature — First list
ISO 1990-2:1985	Fruits — Nomenclature — Second list
ISO 6660:1993	Mangoes — Cold storage
ISO 1212:1995	Apples — Cold storage
ISO 8682:1987	Apples — Storage in controlled atmospheres
ISO 1838:1993	Fresh pineapples — Storage and transport
ISO 931:1980	Green bananas — Guide to storage and transport
ISO 3959:1977	Green bananas — Ripening conditions
ISO 1134:1993	Pears — Cold storage
ISO 6665:1983	Strawberries — Guide to cold storage
ISO 1955:1982	Citrus fruits and derived products — Determination of essential oils content (Reference method)
ISO 3631:2019	Citrus fruits — Guidelines for storage

Below are the international standards for some of the fruits produced in Rwanda.

Table 16, International Standards Specifically for Vegetables

Title of Standard	Description of standard (via iso.org)
ISO 1991-1:1982	Vegetables — Nomenclature — First list
ISO 1991-2:1995	Vegetables — Nomenclature — Part 2: Second list
ISO 3634:1979	Vegetable products — Determination of chloride content
ISO 2165:1974	Ware potatoes — Guide to storage
ISO 5525:1986	Potatoes — Storage in the open (in clamps)
ISO 6822:1984	Potatoes, root vegetables and round-headed cabbages — Guide to storage in silos using forced ventilation
ISO 7562:1990	Potatoes — Guidelines for storage in artificially ventilated stores
ISO 9376:1988	Early potatoes — Guide to cooling and refrigerated transport
ISO 9719:1995	Root vegetables — Cold storage and refrigerated transport
ISO 2167:1991	Round-headed cabbage — Guide to cold storage and refrigerated transport
ISO 6000:1981	Round-headed cabbage — Storage in the open
ISO 2166:1981	Carrots — Guide to storage
ISO 5524:1991	Tomatoes — Guide to cold storage and refrigerated transport
ISO 1673:1991	Onions — Guide to storage

EAC Regional Horticulture Standards

The EAC Treaty provides for cooperation in the areas of Standardization, Quality Assurance, Metrology and Testing (SQMT). Under this cooperation, the SQMT Act was enacted in 2006, which among others, sets out the objectives of harmonization of standards, including to protect and improve the health and safety of consumers; facilitate regional and international trade as well as increase opportunities for companies within the community to participate in international technology transfer. The East African Standards (EAS) standards are developed by the East African Standards Committee (EASC), a policy organ established by the SQMT Act. Their aim is to harmonize quality requirements across the EAC in order to facilitate trade.

For fruits produced in Rwanda, the relevant EAC standards are:

Table 17, East African Standards for Fruits

Title of Standard	Description of Standard
EAS 6: 2017	Fresh pineapples — Specification (2nd edition)
EAS 91: 2017	Passion fruit — Specification (2nd edition)
EAS 329: 2017	Fresh mangoes — Specification (2nd edition)
EAS 330: 2002	Citrus fruits — Specification

For vegetables produced in Rwanda, the relevant EAC standards are:

Table 18, East African Standards for Vegetables

Title of Standard	Description of Standard
EAS 83: 2017	Fresh tomatoes — Specification (2nd edition)
EAS 748: 2017	Fresh ware potato — Specification (2nd edition)
EAS 748:2017	Warehouse potato — Specification
EAS 891:2017	Carrots — Specification
EAS 894:2017	Onions — Specification

Rwanda Horticultural Product Standards

The following are the Rwandan Horticulture Standards, The full standards which include technical guidelines can only be obtained by purchasing them from the Rwanda Bureau of Standards (RBS).

Table 19, Rwandan Standards for Fruits and Vegetables

Standard	Description of Standard
RS ISO 7563: 1998	Fresh fruits and vegetables — Vocabulary
RS CAC/RCP 44: 2007	This code of practice for Packaging and Transport of fresh fruits and vegetables recommends proper packaging and transport of fresh fruit and vegetables in order to maintain produce quality during transportation and marketing
RS ISO 7952: 1994	Fruits, vegetables and derived products — Determination of topper content — Method using flame atomic absorption spectrometry
RS CAC/RCP 53: 2003	Code of Hygienic Practice for Fresh Fruits and Vegetables
RS ISO 5517: 1978	Fruits, vegetables and derived products — Determination of iron content — 1.10Phenanthroline photometric method
RS ISO 5518: 2007	Fruits, vegetables and derived products — Determination of benzoic content — Spectrophotometric method
RS ISO 6557-2: 1984	Fruits, vegetables and derived products — Determination of ascorbic acid content
RS ISO 6561-1: 2005	Fruits, vegetables and derived products — Determination of cadmium content — Part 1: Method using graphite furnace atomic absorption spectrometry
RS ISO 6561-2: 2005	Fruits, vegetables and derived products — Determination of cadmium content — Part 2: Method using flame atomic absorption spectrometry
RS ISO 6632: 1981	Fruits, vegetables and derived products — Determination of volatile acidity
RS ISO 6633: 1984	Fruits, vegetables and derived products — Determination of lead content — Flameless atomic absorption spectrometric method
RS ISO 6634: 1982	Fruits, vegetables and derived products — Determination of arsenic content — Silver diethyldithiocarbamate spectrophotometric method
RS ISO 6636-2: 1981	Fruits, vegetables and derived products — Determination of zinc content — Part 2: Atomic absorption spectrometric method
RS ISO 6637: 1984	Fruits, vegetables and derived products — Determination of mercury content — Flameless atomic absorption method
RS ISO 7558: 1988	Guide to the pre-packaging fruits and vegetables
RS ISO7563: 1998	Fresh fruits and vegetables — Vocabulary
RS ISO 751: 1998	Fruit and vegetable products — Determination of water-insoluble solids
RS ISO 1842: 1991	Fruit and vegetable products — Determination of pH
RS ISO 2169: 1981	Fruits and vegetables — Physical conditions in cold stores — Definitions and measurement
RS ISO 2173:2003	Fruit and vegetable products — Determination of soluble solids — Refractometric method
RS ISO 2447: 1998	Fruit and vegetable products — Determination of tin content
RS ISO 2448: 1998	Fruit and vegetable products — Determination of ethanol content
RS ISO 17239: 2004	Fruits, vegetables and derived products — Determination of arsenic content — Method using hydride generation atomic absorption spectrometry
RS ISO 17240: 2004	Fruit and vegetable products — Determination of tin content — Method using flame atomic absorption spectrometry
RS ISO 762: 2003	Fruit and vegetable products — Determination of mineral impurities content
RS ISO 763:2003	Fruit and vegetable products — Determination of ash insoluble in hydrochloric acid

For fruits produced in Rwanda, the relevant standards are:

Table 20, Rwandan Standards for Fruits

Standard	Description of Standard (via TBS)
RS 199 ICS 67.080 For All Fruits And Vegs 2013	Oranges — Specification
RS 200: 2013	Papayas — Specification
RS CODEX STAN 299: 2010	Apple — Specification
RS CODEX STAN 303: 2011	Tree tomato — Specification
RS 206: 2014	Watermelon — Specification
RS EAS 91: 2017	Passion fruit — Specification
RS EAS 329: 2017	Fresh mangoes — Specification
RS EAS 330: 2002	Citrus fruit — Specification
RS EAS 892: 2017	Banana — Specification
RS EAS 19: 2017	Fresh avocado — Specification
RS EAS 6: 2017	Fresh pineapples — Specification

For vegetables produced in Rwanda, the relevant standards are:

Table 21, Rwandan Standards for Vegetables

Standard	Description of Standard (via TBS)
RS EAS 738: 2010	Fresh sweet cassava — Specification
RS EAS 748: 2017	Ware potato — Specification
RS 204: 2014	Fresh beans — Specification
RS 205: 2014	Fresh peas — Specification
RS 302: 2016	Processed mushrooms — Specification
RS EAS 56: 2000	Fresh mushrooms — Specification
RS EAS 83:2017	Tomatoes — Specification
RS EAS 891: 2017	Carrots — Specification
RS EAS 894: 2017	Onions — Specification
RS EAS 332: 2002	Fresh capsicums — Specification
RS EAS 771: 2012	Fresh sweet potato — Specification
RS EAS 775: 2012	Production and handling fresh ware potatoes — Code of practice
RS EAS 776: 2012	Production and Handling of fresh cassava — Code of Practice
RS EAS 778: 2012	Fresh bitter Cassava — Specification
RS EAS 780: 2012	Fresh Cassava leaves — Specification

Horticultural Product Marketing Standards

The EU has set minimum marketing standards for specific fresh fruits and vegetables. These standards define parameters like minimum maturity levels, size codes, quality classes (Extra Class, Class I and Class II) and size. The fruits and vegetables with specific marketing standards must be accompanied with a certificate of conformity which is issued by European control bodies or by the country of origin. The following fruits and vegetables have marketing standards issued by the EU:

- Apples
- Citrus fruit
- Kiwi fruit
- Lettuce, curly and broad-leaved endives
- Peaches and nectarines
- Pears
- Strawberries
- Sweet peppers
- Table grapes
- Tomatoes

These standards can be found in Part B of Annex I of Regulation (EU) No 543/2011 found here: https://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:32011R0543&from=en.

Horticultural products with no specific marketing standards must comply with general standards found in Part A of Annex I of Regulation (EU) No 543/2011 or an applicable UNECE standard. UNECE has specific standards for fruits and vegetables like apples, avocados, beans, berries, broccoli, Brussel sprouts, headed cabbages, carrots, cauliflower, chili peppers, citrus fruits, cucumbers, leafy vegetables, mangoes, pineapples, potatoes, tomatoes among others. UNECE standards can be found here: https://unece.org/trade/wp7/FFV-Standards.

Among the high priority fruits and vegetables exported from Rwanda, none have EU standards but for pineapples, French beans and broccoli, the following UNECE standards apply:

Pineapples

This standard applies to pineapples of varieties (cultivars) grown from Ananas comosus (L.) Merr. to be supplied fresh to the consumer, pineapples for ornamental use or industrial processing being excluded. In all classes, subject to the special provisions for each class and the tolerances allowed, the pineapples must be:

- intact, with or without crown; if present, the crown may be reduced or trimmed
- sound; produce affected by rotting or deterioration, such as to make it unfit for consumption, is excluded
- clean, practically free of any visible foreign matter
- practically free from pests
- free from damage caused by pests affecting the flesh
- fresh in appearance, including the crown
- free of abnormal external moisture
- free of any foreign smell and/or taste.

When a stalk is present, it shall not be longer than 2.5 cm measured from the shoulder of the fruit and the cut must be transversal, straight and clean. However, during transportation pineapples with a longer stem are excluded from these requirements.

The development and condition of the pineapples must be such as to enable them:

- to withstand transportation and handling
- to arrive in satisfactory condition at the place of destination.

The pineapples must be sufficiently developed and display satisfactory maturity and/or ripeness, in accordance with criteria proper to the variety and to the area in which they are grown. The total soluble solids content of the fruit flesh should be at least 120 Brix. Fruit showing over-ripeness affecting edibility is excluded. The skin colour can be green, provided the minimum maturity requirements are met.

Pineapples are classified into three classes as shown below:

Table 22, UNECE Pineapple Classes

Class	Defects Allowed
Extra Class	Pineapples in this class must be of superior quality. They must be characteristic of the variety. The crown, if present, must be single and straight with no side-shoots and should not exceed 150 per cent of the length of the fruit. It must be: ■ fresh and not discoloured ■ the flesh must be perfectly sound ■ they must be free from defects, with the exception of very slight superficial defects, provided these do not affect the general appearance of the produce, the quality, the keeping quality and presentation in the package.
Class I	Pineapples in this class must be of good quality. They must be characteristic of the variety. The crown, if present, must be single and with no side-shoots and should not exceed 150 per cent of the length of the fruit. It may be: ■ slightly damaged ■ slightly discoloured ■ slightly curved with a maximum inclination not exceeding 300 from the longitudinal axis of the fruit. The flesh must be perfectly sound. The following slight defects, however, may be allowed, provided these do not affect the general appearance of the produce, the quality, the keeping quality and presentation in the package: ■ a slight defect in shape ■ slight defects in colouring, including discolouration caused by the sun ■ slight skin defects not exceeding 5 per cent of the total surface area ■ slight bruises.
Class II	This class includes pineapples that do not qualify for inclusion in the higher classes but satisfy the minimum requirements specified above. The flesh must be free from major defects. The following defects may be allowed, provided the pineapples retain their essential characteristics as regards the quality, the keeping quality and presentation: ■ defects in shape, including a double crown ■ defects in colouring, including sun-scorch ■ skin defects not exceeding 10 per cent of the total surface area ■ bruises.

There are quality tolerances for each class as follows:

Table 23, Pineapple Quality Tolerances

Class	Tolerance
Extra Class	A total tolerance of 5 per cent, by number or weight, of pineapples not satisfying the requirements of the class but meeting those of Class I is allowed. Within this tolerance not more than 0.5 per cent in total may consist of produce satisfying the requirements of Class II quality.
Class I	A total tolerance of 10 per cent, by number or weight, of pineapples not satisfying the requirements of the class but meeting those of Class II is allowed. Within this tolerance not more than 1 per cent in total may consist of produce satisfying neither the requirements of Class II quality nor the minimum requirements, or of produce affected by decay.
Class II	A total tolerance of 10 per cent, by number or weight, of pineapples satisfying neither the requirements of the class nor the minimum requirements is allowed. Within this tolerance not more than 2 per cent in total may consist of produce affected by decay.

To ensure uniformity in the size of pineapples, the range in size between fruits in the same package should not exceed 300 grams for fruit weighing 1,300g or less or 680 grams for fruit weighing more than 1300g. For all classes: a total tolerance of 20 per cent, by number or weight, of pineapples not satisfying the requirements as regards sizing is allowed.

For green beans which are the main vegetable for export in Rwanda, the following UNECE standards apply:

Beans

This standard applies to beans of varieties (cultivars) grown from Phaseolus vulgaris L. and Phaseolus coccineus L. to be supplied fresh to the consumer, beans for shelling or industrial processing being excluded. In all classes, subject to the special provisions for each class and the tolerances allowed, the beans must be:

- intact
- sound; produce affected by rotting or deterioration such as to make it unfit for consumption is excluded
- clean, practically free of any visible foreign matter
- fresh in appearance
- free from parchment (hard endoderm)
- practically free from pests
- practically free from damage caused by pests
- free of abnormal external moisture
- free of any foreign smell and/or taste.

The development and condition of the beans must be such as to enable them:

- to withstand transportation and handling
- to arrive in satisfactory condition at the place of destination.

Beans are classified into three classes as shown below:

Table 24, UNECE Green Bean Classes

Class	Defects Allowed
Extra Class	Beans in this class must be of superior quality. They must be characteristic of the variety and/or commercial type. They must be: ■ turgid, easily snapped ■ very tender ■ practically straight ■ stringless. Seeds, if present, must be small and soft. However, needle beans must be seedless. They must be free from defects, with the exception of very slight superficial defects, provided these do not affect the general appearance of the produce, the quality, the keeping quality and presentation in the package.
Class I	Beans in this class must be of good quality. They must be characteristic of the variety and/or commercial type. They must be: ■ turgid ■ young and tender ■ practically stringless except in the case of beans for slicing. Seeds, if present must be small and soft. The following slight defects, however, may be allowed, provided these do not affect the general appearance of the produce, the quality, the keeping quality and presentation in the package: ■ a slight defect in shape ■ slight defects in colouring ■ slight skin defects.
Class II	This class includes beans that do not qualify for inclusion in the higher classes but satisfy the minimum requirements specified above. They must be: ■ reasonably tender ■ free from rust spots in the case of needle beans. Seeds, if present, should not be too large and must be reasonably soft. The following defects may be allowed, provided the beans retain their essential characteristics as regards the quality, the keeping quality and presentation: ■ defects in shape ■ defects in colouring ■ skin defects ■ strings ■ slight rust spots except in the case of needle beans.

There are quality tolerances for each class as follows:

Table 25, Green Bean Quality Tolerances

Class	Tolerance
Extra Class	A total tolerance of 5 per cent, by number or weight, of beans not satisfying the requirements of the class but meeting those of Class I is allowed. Within this tolerance not more than 0.5 per cent in total may consist of produce satisfying the requirements of Class II quality.
Class I	A total tolerance of 10 per cent, by number or weight, of beans not satisfying the requirements of the class but meeting those of Class II is allowed. Within this tolerance not more than 1 per cent in total may consist of produce satisfying neither the requirements of Class II quality nor the minimum requirements, or of produce affected by decay. No tolerance is allowed for produce affected by Colletotrichum lindemuthianum (bean spot disease). Within this tolerance, a maximum of 5 per cent, by number or weight, may have strings in the case of a variety and/or commercial type that should be stringless. In addition, a maximum of 15 per cent, by number or weight, of beans (excluding needle beans) may have the stalk and a small section of the narrow part of the neck missing, provided these pods remain closed, dry and not discoloured.
Class II	A total tolerance of 10 per cent, by number or weight, of beans satisfying neither the requirements of the class nor the minimum requirements is allowed. Within this tolerance not more than 2 per cent in total may consist of produce affected by decay. No tolerance is allowed for produce affected by Colletotrichum lindemuthianum (bean spot disease). In addition a maximum of 30 per cent, by number or weight, of beans (excluding needlebeans) may have the stalk and a small section of the narrow part of the neck missing, provided these pods remain closed, dry and not discoloured.

Size is determined by the maximum width of the pod measured at right angles to the seam. To ensure uniformity in size, needle beans in the same package should not exceed:

- 6 mm when marked "very fine"
- 9 mm when marked "fine"
- 12 mm when marked "medium".

For all classes (if sized): a total tolerance of 10 per cent, by number or weight, of beans not satisfying the requirements as regards sizing is allowed.

Broccoli

This standard applies to broccoli of varieties (cultivars) grown from Brassica oleracea var. italica Plenck to be supplied fresh to the consumer, broccoli for industrial processing being excluded. In all classes, subject to the special provisions for each class and the tolerances allowed, the pineapples must be:

- intact; for the purpose of presentation some sprouts may be removed
- sound; produce affected by rotting or deterioration such as to make it unfit for consumption is excluded
- clean, practically free of any visible foreign matter
- fresh in appearance
- practically free from pests
- practically free from damage caused by pests
- free of abnormal external moisture; in the case where crushed ice is used traces of residual water are not considered to constitute abnormal moisture
- free of any foreign smell and/or taste

The cut of the floral stem must be clean and as square as possible.

Hollow stems are not considered a defect provided the hollow part is sound, fresh and not discoloured.

The development and condition of broccoli must be such as to enable it:

- to withstand transportation and handling
- to arrive in satisfactory condition at the place of destination

Broccoli is classified into two classes as follows:

Table 26, UNECE Broccoli Classes

Class	Defects Allowed
Class I	Broccoli in this class must be of good quality. It must be characteristic of the variety and/or commercial type. Broccoli must be: ■ firm and compact ■ tightly-grained ■ free of defects such as stains or traces of frost. The buds must be fully closed. The floral stem must be sufficiently tender and free of woodiness. The following slight defects, however, may be allowed, provided these do not affect the general appearance of the produce, the quality, the keeping quality and presentation in the package: ■ a slight defect in shape ■ a slight defect in colouring. Leaves extending above the head may be allowed provided these are green, sound, fresh and tender.
Class II	This class includes broccoli that do not qualify for inclusion in Class I but satisfy the minimum requirements specified above. Broccoli may be: ■ slightly loose and less compact ■ less tightly-grained. The buds must be practically closed. The floral stem must be reasonably tender, and may have a trace of woodiness. The following defects may be allowed, provided broccoli retains its essential characteristics as regards the quality, the keeping quality and presentation in the package: ■ defects in shape ■ defects in colouring ■ slight bruising and injury. Leaves extending above the head may be allowed provided these are green, sound, fresh and tender.

There are quality tolerances for each class as follows:

Table 27, UNECE Broccoli Quality Tolerances

Class	Tolerance
Class I	A total tolerance of 10 per cent, by number or weight, of broccoli not satisfying the requirements of the class but meeting those of Class II is allowed. Within this tolerance not more than 1 per cent in total may consist of produce satisfying neither the requirements of Class II quality nor the minimum requirements, or of produce affected by decay.
Class II	A total tolerance of 10 per cent, by number or weight, of broccoli satisfying neither the requirements of the class nor the minimum requirements is allowed. Within this tolerance not more than 2 per cent in total may consist of produce affected by decay.

UNECE determines the size of broccoli either by the diameter of the floral stem at the cut end or by the maximum diameter of the head.

The minimum size shall be:

- 8 mm for broccoli graded by diameter of the floral stem
- 2 cm for broccoli graded by the diameter of the head and presented prepacked or bunched
- 6 cm for broccoli graded by the diameter of the head.

In any case, the ratio between the diameter of the head and that of the floral stem in each package must not be less than 2:1.

The maximum size shall be 20 cm in height, except for long-stemmed type broccoli.

To ensure uniformity in size, the range in size between produce in the same package shall not exceed:

- 20 mm for broccoli graded by diameter of the floral stem
- 4 cm for broccoli graded by the diameter of the head if the smallest head has a diameter of less than 10 cm
- 8 cm for broccoli graded by the diameter of the head if the smallest head has a diameter of 10 cm or more.

For all prepacked or bunched produce, uniformity of size is not required.

The size requirements shall not apply to miniature produce.

For all classes (if sized): a total tolerance of 10 per cent, by number or weight, of broccoli not satisfying the requirements as regards sizing is allowed.

Packaging

Packaging is a vital component of export success and includes not only the materials used to package the product, but also all of the packaging-related processes along the supply chain. Packaging machines and equipment, transportation and storage, whether at a production centre, distribution centre or at the point of sale, all influence the success of a packaging system. Moreover, the disposal of packaging material after final use or consumption of the product must also be considered.

Packaging serves two main purposes – to ensure the integrity of the product until sale and to entice consumers to purchase the product over other options. Packaging protects its contents from external threats including spoilage, breakage and damage from external environmental conditions until the product reaches the end user. Non-compliance with regulations such as those pertaining to food contact materials can result in outright rejection of goods at the port of entry in the destination market.

There are generally three layers of packaging that need to be considered for most products: primary, secondary and tertiary:

- Primary packaging is that which comes into immediate contact with the product and is the smallest unit of distribution.
- Secondary packaging envelops the primary packages and serves as an added layer of protection, such as a case or carton.
- Tertiary packaging is the third layer of packaging, which is generally used during transportation or shipping, such as a palletized load of secondary packages.

Different importers/buyers will have different packaging requirements, depending on their point in the supply chain. The exporter must thus ensure that their packaging systems fit the market expectations and requirements.

Packaging should adhere to provisions designed to protect the environment, customer health and protect the product from contamination, leakage and dehydration. Different importers/buyers will have different requirements regarding what they expect in terms of packaging. The following should however be borne in mind:

- **Food contact materials** - Regulation (EC) No 1935/2004 lays out rules regarding materials that come into contact with food products, such as packaging. Thus, only materials which are suitable for contact with food are used and that they will not endanger human health, cause an unacceptable change in the composition of the food or cause deterioration in the sensory characteristics of the food. The packaging must be free from substances that could damage the food, fungal contamination, insect infestation and undesirable or bad odours.
- **Specific packaging** requirements for horticultural products will vary depending on the product and target market. However, all packaging material must be new, clean and quality packaging to prevent damage.
- **Transport** from KIA to Europe should maintain a perfect cold chain.

The following specific UNECE packaging requirements apply to pineapples, French beans and broccoli:

Pineapples

- **Uniformity:**
  The contents of each package must be uniform and contain only pineapples, with or without crowns, of the same origin, variety, quality and size. In addition, for the "Extra" Class and Class I, uniformity in colouring and length of crowns is required. The visible part of the contents of the package must be representative of the entire contents.
- **Packaging:**
  Pineapples must be packed in such a way as to protect the produce properly. The materials used inside the package must be clean and of a quality such as to avoid causing any external or internal damage to the produce. The use of materials, particularly of paper or stamps bearing trade specifications, is allowed, provided the printing or labelling has been done with non-toxic ink or glue.

  Stickers or labels individually attached to the produce shall be such that, when removed, they neither leave visible traces of glue nor lead to skin defects. Information lasered on single fruit should not lead to flesh or skin defects. Packages must be free of all foreign matter

Green Beans

- **Uniformity:**
  The contents of each package must be uniform and contain only beans of the same origin, variety or commercial type, quality and size (if sized). The visible part of the contents of the package must be representative of the entire contents.
- **Packaging:**
  Beans must be packed in such a way as to protect the produce properly. The materials used inside the package must be clean and of a quality such as to avoid causing any external or internal damage to the produce. The use of materials, particularly of paper or stamps bearing trade specifications, is allowed, provided the printing or labelling has been done with non-toxic ink or glue. Packages must be free of all foreign matter.

Broccoli

- **Uniformity:**
  The contents of each package must be uniform and contain only broccoli of the same origin, variety or commercial type, quality and size (if sized). Broccoli in Class I must be uniform in colouring. However, a mixture of broccoli of distinctly different colours may be packed together in a package, provided they are uniform in quality and, for each colour concerned, in origin. However, in case of those mixtures uniformity in size is not required. Miniature broccoli must be reasonably uniform in size. They may be mixed with other miniature products of a different species and origin. The visible part of the contents of the package must be representative of the entire contents.
- **Packaging:**
  Broccoli must be packed in such a way as to protect the produce properly. Where crushed ice is used, care must be taken to ensure the heads do not lie in melted water. The materials used inside the package must be clean and of a quality such as to avoid causing any external or internal damage to the produce. The use of materials, particularly of paper or stamps bearing trade specifications, is allowed, provided the printing or labelling has been done with non-toxic ink or glue. Packages must be free of all foreign matter

Labelling

Labelling is one of the main reasons that export food consignments are rejected at the point of entry. When the labelling does not comply with international requirements or requirements of the importing country, the goods may be rejected outrightly, or there may be delays in its release until corrective action is taken or new labelling is applied. In either case, trade is disrupted and could even lead to spoilage of the whole consignment if the conditions are not ideal, incurring significant financial losses. Most countries have laws stipulating how foods are to be labelled and what information labels must contain. It is therefore essential that exporters familiarize themselves with the food labelling requirements of importing countries.

The Codex Alimentarius Commission has deemed eight key elements as mandatory for consumer-ready packaged foods within Codex Standard 1-1985 (General Standard for the Labelling of Pre-packaged Foods). These elements serve as the basis for many national regulations on labelling; however, they are only a starting point, as there are many other factors to consider. For example, labels will differ for primary, secondary and tertiary packaging. There will also be different barcodes used for primary, secondary and tertiary packaging. Requirements will also vary from one region of the globe to another and will differ depending on if the product is to be sold in bulk or retail format.

Effective retail labelling goes beyond the mandatory particulars and also serves to differentiate a product and appeal to the customer. Its success depends on many other factors such as materials, design elements, different bar codes and QR codes that provide additional information to the consumer. As a rule of thumb, the labelling information must be easy to understand, easily visible, clearly legible and indelible, using a minimum font size. Labelling information must appear in the official language(s) of the Member State where the product is marketed. English is often used for transportation labels when shipping internationally. In addition, labels or any direct printing must not contain any toxic ink or glue. EU labelling legislation forbids misleading consumers with false claims about the product. This includes mandatory information as well as any voluntary information that is included on the label.

According to a CBI report, the labelling requirements for fresh fruits and vegetables are as follows:

- Trade packages and cartons of fresh fruit or vegetables:
  - Name and address of the packer or dispatcher;
  - Name and variety of the produce (if the produce is not visible from the outside of the packaging);
  - Country of origin;
  - Class and size (referring to the marketing standards);
  - Lot number for traceability or GGN if certified GLOBALG.A.P. (recommended);
  - Official control mark to replace name and address of the packer (optional);
  - Post-harvest treatment; for example, anti-moulding agents added in a post-harvest treatment of citrus fruits must be mentioned on the trade package;
  - Organic certification, including name of inspection body and certification number (if applicable).
- Fruits or vegetables processed or directly packed for consumption:
  - Common name of the product;
  - Full name of the country of origin;
  - Name and address of the producer, packer, importer, brand owner or seller (retailer) in the EU who places the product on the market, and the wording "Packed for:", if applicable;
  - Net content in weight;
  - Minimum durability – a best-before date (on all processed fruit and vegetables, such as freshly cut);
  - Producer identification or lot number;
  - List of ingredients (if applicable), including additives and post-harvest treatment;
  - Allergenic declaration (if applicable);
  - Declaration of nutritional value (when mixed with other foodstuffs);
  - Packed in protective atmosphere, if applicable;
  - Additional information about quality class, size, variety or commercial type and post-harvest treatment on the product labelling or in close proximity (on the shelf) for products with specific marketing standards.
- **Labelling of food contact materials**
  According to Regulation (EC) No 1935/2004, articles intended to come into contact with foodstuffs, including packaging materials and containers shall be labelled 'for food contact' or shall bear the symbol with a glass and fork.
- **Labelling of food additives and flavourings**
  If food additives and/or flavourings are used in food products, they must always be labelled on the packaging by their category (anti-oxidant, preservative, colour, etc.) along with their name or E-number. Other provisions on labelling of additives sold as such to food producers and consumers are laid down in Regulation (EC) No 1333/2008 and Regulation (EC) No 1334/2008.

For pineapples, French beans and broccoli, the following UNECE labelling requirements apply:

Pineapples

Each package must bear the following particulars, in letters grouped on the same side, legibly and indelibly marked, and visible from the outside.

Table 28, Pineapple Labelling Requirements

Labelling Particulars	Specification
Identification	Packer and/or dispatcher/exporter: Name and physical address (e.g. street/city/region/postal code and, if different from the country of origin, the country) or a code mark officially recognized by the national authority if the country applying such a system is listed in the UNECE database
Nature of the produce	■ "Pineapples" if the contents are not visible from the outside ■ Name of variety for "Extra" Class and Class I. The name of the variety can be replaced by a synonym. A trade name can only be given in addition to the variety or the synonym. ■ "Without crown" or equivalent denomination, where appropriate.
Origin of the produce	■ Country of origin and, optionally, district where grown, or national, regional or local place name.
Commercial specifications	■ Class ■ Size expressed as: ■ minimum and maximum weight; or ■ number of fruits ■ Colour code (optional) ■ The indication "Should not be stored below 80 C" (optional).
Official control mark (optional)	Adopted 2003 Last revised 2012 Aligned with the Standard Layout 2017

Green beans

Each package must bear the following particulars, in letters grouped on the same side, legibly and indelibly marked, and visible from the outside.

Table 29, Green Bean Labelling Requirements

Labelling Particulars	Specification
Identification	Packer and/or dispatcher/exporter: Name and physical address (e.g. street/city/region/postal code and, if different from the country of origin, the country) or a code mark officially recognized by the national authority if the country applying such a system is listed in the UNECE database.
Nature of the produce	■ "Beans" and/or commercial type if the contents are not visible from the outside ■ Name of the variety (optional).
Origin of the produce	Country of origin and, optionally, district where grown, or national, regional or local place name.
Commercial specifications	■ Class ■ Size: ■ for needle beans expressed as "very fine", "fine", "medium" ■ for other beans (if sized) expressed as minimum and maximum width of the pods.
Official control mark (optional)	Adopted 1962 Last revised 2010 Aligned with the Standard Layout 2017

Broccoli

Each package must bear the following particulars, in letters grouped on the same side, legibly and indelibly marked, and visible from the outside:

Table 30, Broccoli Labelling Requirements

Labelling Particulars	Specification
Identification	Packer and/or dispatcher/exporter: Name and physical address (e.g. street/city/region/postal code and, if different from the country of origin, the country) or a code mark officially recognized by the national authority if the country applying such a system is listed in the UNECE database.
Nature of the produce	"Broccoli" or "Calabrese" if the contents are not visible from the outside "Long stemmed type broccoli", or equivalent denomination where appropriate "Mixture of broccoli", or equivalent denomination, in the case of a mixture of distinctly different colours of broccoli. If the produce is not visible from the outside, the colours and the quantity of each in the package must be indicated. Miniature broccoli, or other appropriate term for miniature produce. Where several species of miniature produce are mixed in the same package, all products and their respective origins must be mentioned.
Origin of the produce	■ Country of origin and, optionally, district where grown, or national, regional or local place name. ■ In the case of a mixture of distinctly different colours of broccoli of different origins, the indication of each country of origin shall appear next to the name of the colour concerned.
Commercial specifications	■ Class ■ Size (if sized) expressed as minimum and maximum diameter (floral stem in mm; head in cm), optional ■ "Packed with crushed ice", where appropriate
Official control mark (optional)	Adopted 1994 Last revised 2019 Aligned with the Standard Layout 2017

Market Preferences / Trends

According to various reports, there is a noticeable shift in fruits and vegetables consumption trends. The following are trends relevant to export of fresh fruits and vegetables;

- There is an **increasing demand for convenience fruit and vegetables**. Companies in Europe like large retailers offer additional processing services like ripening, packaging, cutting and mixing fresh fruits and vegetables. Exporters can benefit from this trend by supplying to retailers that can turn produce to convenience foods. The convenience trend is also being promoted by online grocery shopping. Since customers cannot inspect products themselves when shopping online, retailers may transfer the responsibility of delivering quality and uniform produce to the suppliers.
- The relationship between food and health has received more recognition in recent years, which has led to **an increase in the demand for healthy food**s. This has increased the popularity of fruits and vegetables as alternatives to processed foods and snacks. Vegetables are also increasingly being consumed as substitutes to meat products. This trend has led to a growing interest in vegetables with high protein content.

  The demand for healthy food has also fueled the demand for organic foods which are promoted as healthier and better tasting. The current supply does not meet the demand for organic fruits and vegetables making this a niche that SMEs in Rwanda can occupy. For fruits and vegetables to be marketed as organic products in Europe, they must be produced using organic methods stipulated in European legislation and get certified by an accredited certifier. Information on the organic methods required is available here: https://www.ifoam-eu.org/fr/organic-regulations/list-eu-organic-regulations. It is important to note that the process of implementing organic requirements and getting certified can be expensive. A cost benefit analysis of organic certification should be done by SMEs as organic certification is not compulsory.

- Due to the growing interest in **sustainable sourcing**, the demand for certified fruits and vegetables has increased significantly in the EU market. Sustainability ensures that aspects like the supply chain, working conditions, water use and plastic use. To ensure sustainable sourcing, retailers and other traders have collaborated with the Sustainability Initiative Fruits and Vegetables (SIFAV) which has been working to ensure smallholder farmer inclusion, health and safety, food safety and the sustainable use of water resources.

  As part of this trend, consumers are increasingly buying locally produced fruits and vegetables. As an exporter, it is therefore important to know the production season of your product and focus on supplying when it is off-season in the EU.

- Sustainability standards as well as food safety requirements are guaranteed through certification schemes like the GLOBAL. G.A.P which covers the entire agricultural process up to the final non-processed product. The GLOBAL G.A.P certification is especially important for exporters to Northern Europe as most supermarkets require it.

The section below highlights the main certification schemes in Rwanda:

- **GLOBAL G.A.P:** This is the most common certificate required for fruits and vegetables sold in EU supermarkets. GLOBAL. G.A.P sets to establish common Good Agricultural Practices (GAP) for agricultural products around the world, ensuring food safety, sustainability, environmental conservation, traceability and worker safety and welfare. It is s pre-farm-gate standard, which means it covers all stages of the agricultural production process, from planting to post-harvest handling, packing and storing of the unprocessed produce. The focus of this certification is food safety, environmental conservation, high product quality and good labour conditions. There are over 100 GLOBAL G.A.P certification bodies around the world. A GLOBAL.G.A.P certification body in Rwanda is Safari Prudent, https://www.globalgap.org/uk_en/Profiles/Prudent/. It is recommended to read the GLOBAL G.A.P general requirements available on their website (https://www.globalgap.org/uk_en/what-we-do/globalg.a.p.-certification/five-steps-to-get-certified/) before contacting a certification body.

- **Sedex Members Ethical Trade Audit (SMETA):** This certification helps SMEs adhere to ethical trading requirements through social audits to assess working conditions at the supplier site. An auditor goes to the workplace and assesses the health and safety of workers and adherence to international human rights like zero tolerance to child labour. Any issues found are addressed based on a Corrective Action Plan (CAPR). SMETA audits are conducted in Rwanda by Partner Africa: https://www.partnerafrica.org/

Key features of SMETA

- SMETA provides best practice guidance related to the number of auditor days, the audit timetable, number of workers' interviews depending on the size of company, training and experience requirements for auditors, pre-audit communication and detailed audit execution step-by-step.
- SMETA best practice guidance provides guidance for auditing against the Ethical Trade Initiative (ETI) Base Code and local laws.
- SMETA best practice guidance is not intended as a stand-alone description of how to conduct an audit. Instead, it sets out to establish a common set of criteria to supplement auditors' own systems.

Source: https://www.standardsmap.org/review-standards?short_list=128,60

- **British Retail Consortium Global Standards:** BRCGS for hygiene and food safety are required by almost all buyers of fresh fruit and vegetables in the North-Western Europe market. BRCGS consist of standards for the entire supply chain, covering food safety, packaging and packaging materials, storage and distribution, consumer products, agents and brokers, retail, gluten free, plant-based and ethical trading to assure customers of the safety, legality and quality of the products.

  BRCGS audits and certification is done in Rwanda by SGS Rwanda found on Ground Floor of Ruterana House, Plot No 1236, Boulevard de l'Umuganda, Kacyru Sud, Kigali, Rwanda and by Certvalue: https://www.certvalue.com/brc-certification-in-rwanda/

- **Organic Certification:** To become an organic farmer with certification to supply EU countries with organic fruits and vegetables, you must be certified by an EU recognized control agency. The process of acquiring organic certification is long, taking 2 to 3 years, during which the farmer is expected to transition the farm into being fully organic. Organic farms are subjected to yearly inspections to check for compliance. It is recommended to make yourself familiar with EU legislation on organic farming before embarking on the process.

Where to find additional / updated information

- Additional information on the requirements to export to the EU or to any other market, can be found from the following organisations:
- Tropical Pesticide Research Institute (TPRI): monitors the pesticides being used in the country, as well as informing farmers and stakeholders about banned ones. https://www.tpri.go.tz/
- EU Pesticide Database: the database contains details of all allowed pesticides, as well as those that are banned. https://ec.europa.eu/food/plant/pesticides/eu-pesticides-database/public/?event=homepage&language=EN
- The Codex Alimentarius Commission (CAC): also maintains a pesticide database that outlines MRLs for different foods and food categories. Countries sometimes refer to this database in lieu of establishing their own MRLs within food safety regulations.
- ITC Quality Compass: provides comprehensive and very detailed requirements about the quality requirements for exporting horticultural products to the EU, both mandatory and voluntary.
- EU Export Health Desk: provides product specific requirements, as well as import related procedures.
- For a comprehensive list of certifications that may be required for exporting fruits and vegetables to the EU, visit the ITC Standards Map here: https://www.standardsmap.org/standards_intro
- To learn more about the certification schemes in Rwanda, visit their official websites below;
  - GLOBAL G.A.P: https://www.globalgap.org/uk_en/what-we-do/globalg.a.p.-certification/five-steps-to-get-certified/
  - SMETA: https://www.sedex.com/our-services/smeta-audit/
  - BRCGS: https://www.brcgs.com/
  - Organic certificate: https://ec.europa.eu/info/food-farming-fisheries/farming/organic-farming/organics-glance_en

Chapter 3: Step by Step Procedures for Exporting Fruits and Vegetables in Rwanda

Overview and Objectives of Chapter 3:

This Chapter presents the whole gamut of business processes and regulatory activities required to export avocados in Rwanda for a first time exporter – from registering as an exporter, going through the various state entities to obtain various certifications and approvals, to releasing the avocados at the port for shipment.

Several important points to note in reading this chapter:

- As part of implementing the WTO Trade Facilitation Agreement (WTO-TFA), these measures have been mapped and documented as part of the EAC Regional Information Trade Portal, which brings together National Trade Portals. The information in the chapter is drawn from the Rwanda Trade Portal (https://rwandatrade.rw/)
- As part of implementing the WTO TFA, which calls for simplifications of trade procedures, as well as other measures meant to regulate the sector, these procedures may change from time to time. It is therefore important that exporters regularly check the Rwanda Trade Portal to ensure they are well acquainted with the current procedures at the time of exporting.
- The chapter currently maps procedures as at 10th July 2021. It presents ALL the procedures a first-time exporter would go through, meaning that for SMEs that are already established, some of the steps may not be necessary.

The **key objectives** of this Chapter are:

- To provide the Rwandan avocado SME with both a summary and an elaboration of the whole avocado export process in Kenya; from the document requirements, involved institutions, the costs and the time to meet all the requirements.
- To provide Rwandan TSIs with an understanding of the overall regulatory burden for avocado exporters
- To point the Rwandan avocado SMEs and TSIs to sources of credible information on the avocado exporting process in Rwanda

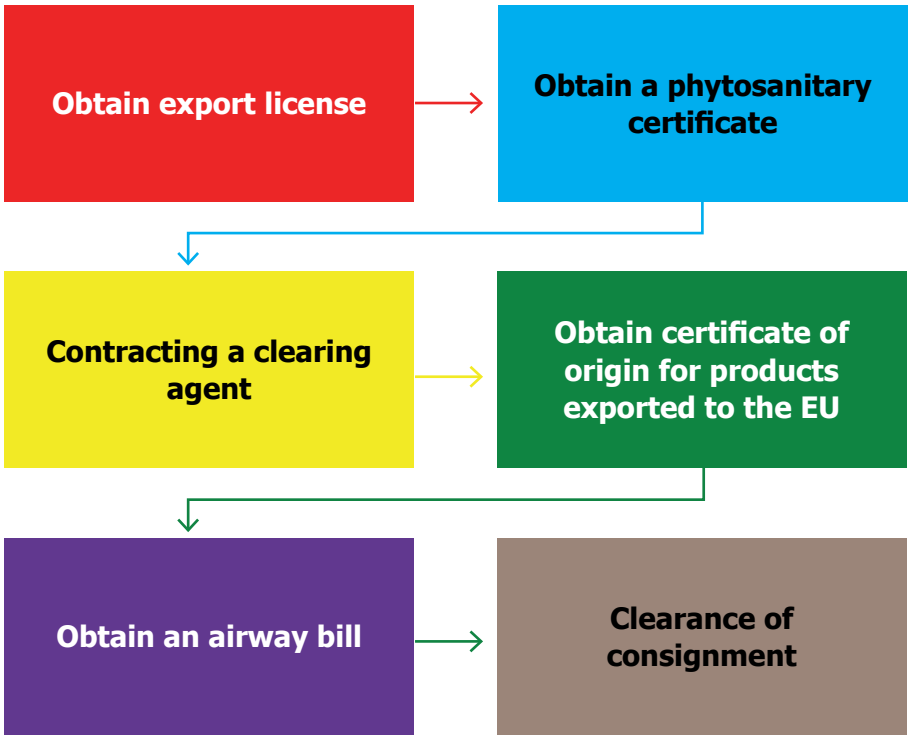
Summary of Procedures for Fruits and Vegetable Exports from Rwanda through the Kigali International Airport

The export of fruits and vegetables in Rwanda through Kigali International Airport involves 18 different steps, that fall into 6 broad procedures. Overall, 13 documents are required at various parts of the export process, which are obtained from 10 institutions. To complete all the procedures, a first-time exporter would require about 6 to 16 days to complete the entire process. The cost of all the government processes is about RWF 151,799.57.

Figure 5, Summary of procedures and required documents, institutions, time and cost to export fruits and vegetables in Rwanda

Overall number of Tasks	6 overall Procedures, comprising 18 different steps
Documents Required	13 documents required
Institutions Involved	10 institutions
Legislations	13 laws
Estimated time	6 days minimum to 16 days maximum
Estimated Cost	RWF151,799.57

The figure below summarises the 8 procedures that a trader must complete to export fruits and vegetables.



Procedure 1: Obtain export license

What are the steps involved	There are **3 steps required to obtain an export license**, as follows: 1. Submit application for export license 2. Field visit 3. Obtain export license
Which Institutions do you go to	■ National Agricultural Export Development Board (NAEB) KK 530 St, Kigali Tel: 3800 / +250 252 575 600 Email: info@naeb.gov.rw Website: http://www.naeb.gov.rw/
Which documents are needed	*To submit application for export license:* ■ Application form - hort export license (original + Simple copy) signed by the managing director and stamped ■ Certificate of domestic company registration (Simple copy) ■ National ID card (Simple copy) of the managing director ■ 4.Export contract (Simple copy) or Purchase order (original) *For field visit:* ■ None. Just the physical presence of the exporter or their representative *To obtain export license:* ■ None. Just the physical presence of the applicant or their representative
What is the legal basis for these requirements	■ Nº 13/2017 of 14/04/2017 establishing National Agricultural Export Development Board (NAEB) and determining its mission, organisation and functioning Article 5 ■ Requirements to be licensed as a horticulture exporter in Rwanda
Fees	
Processing time for full task	Min. 5 days – Max. 12 days
Contact info	National Agricultural Export Development Board (NAEB) KK 530 St, Kigali Tel: 3800 / +250 252 575 600 Email: info@naeb.gov.rw Website: http://www.naeb.gov.rw/
What document do you receive	*After submitting application for export license:* ■ Copy of application form with stamp for reception (hort) *After field visit:* ■ Field code(s) After obtaining export license: ■ Export license (NAEB)
Additional information	■ Prior to issuing the license, NAEB staff ensures to visit all fields / farms owned where the export commodity is grown to ensure it's up to standards. Keys observed elements are farming system, farming history, commodity, location and size. ■ The export license is valid for a year and renewable up on request.

Procedure 2: Obtain a phytosanitary certificate

What are the steps involved	There are **5 steps required to obtain a phytosanitary certificate**, as follows: 4. Obtain payment advice ticket (phyto) 5. Pay application fee *Register as an eRalis user (optional) 6. Submit application for phytosanitary certificate 7. Pack house inspection 8. Obtain phytosanitary certificate
Which Institutions do you go to	**RRA Non Fiscal Revenue Services** Tel: 3004 / +250 788 185 500 Email: info@rra.gov.rw Website: https://nonfiscal.rra.gov.rw/citizenrecieptGeneration?flag=C# *To pay application fee:* Bank. The list of licensed banks is available here: https://www.bnr.rw/financial-stability/bank-supervision/licensed-banks/ *To register as an eRalis user, to submit application for phytosanitary certificate:* eRalis Portal Tel: +250 788 154 500 Email: info@rica.gov.rw Website: https://www.eralis.minagri.gov.rw/ *For packhouse inspection, to obtain phytosanitary certificate:* Rwanda Inspectorate, Competition and Consumer Protection Authority (RICA) P.O Box 621, Kigali Tel: +250 788 154 500 Email: info@rica.gov.rw Website: http://www.rica.gov.rw
Which documents are needed	*To pay application fees:* ■ Payment advice ticket (phyto) (original) *To register as an eRalis user:* ■ Email address ■ National ID card number ■ TIN number *To submit application for phytosanitary certificate:* ■ Phytosanitary certificate fee payment receipt (Simple copy) ■ Export contract (Simple copy) ■ Import permit from destination country (Simple copy) *For packhouse inspection:* ■ None. Just the physical presence of the applicant or their representative *To obtain phytosanitary certificate:* ■ Phytosanitary certificate fee payment receipt (original)
What is the legal basis for these requirements	■ Arrêté ministériel nº 4/76. Taxe rémunératoire pour tout contrôle phytosanitaire, délivrance de certificats phytosanitaires et constat de qualité ou d'avarie. (J.O., 1976, p. 757) Article 1 ■ Law N° 16/2016 du 10/05/2016 on plant health protection in Rwanda Article 10, 31 ■ RALIS portal user guide ■ RALIS communique 04-04-2020
Fees	RWF 200 **Payment methods:** cash, credit cards, check, bank transfer Payment is made on RRA "non fiscal" account at the bank of your choice or online for the banks that provide that service.
Processing time for full task	Max. 1.5 days

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Contact info	**Rwanda Revenue Authority (RRA)** P. O. Box 3987, Kigali Tel: 3004 / +250 788 185 500 Email: info@rra.gov.rw Website: http://www.rra.gov.rw/ *For eRalis, for submission of application for phytosanitary certificate, pack house inspection, for packhouse inspection:* **Rwanda Inspectorate, Competition and Consumer Protection Authority (RICA)** P.O Box 621, Kigali Tel: +250 788 154 500 Email: info@rica.gov.rw Website: http://www.rica.gov.rw
What document do you receive	*After obtaining payment advice ticket (phyto):* ■ Payment advice ticket (phyto) *After paying application fees:* ■ Phytosanitary certificate fee payment receipt *After registering as an eRalis user:* ■ Confirmation email *After submitting application for phytosanitary certificate:* ■ Application submitted notification *After packhouse inspection:* ■ None. Appointment *After completing procedure:* ■ Phytosanitary certificate
Additional information	■ Once on the non-fiscal revenue services page click on the "services to public" menu and fill in the required information. In the service provider box, select: "MINAGRI" and in the service box: "Plant health certificate". ■ The Rwanda Revenue Authority non fiscal payment advice ticket is used as a payment reference at the bank. ■ After successful registration, the exporter receives an email authorising him / her to set a new password to be used anytime logging in on eRALIS to submit an application. ■ The link to online application can also be accessed through: MINAGRI website, by clicking on "eRALIS" in important links. ■ If you do not have a user account you will be requested to create one by entering your contact details, email address and a password to be used while logging in the future. ■ The source of the product (i.e. full contact details of the producer) should be well known to ensure traceability. The product should be free from any physical defects, pests & diseases and well packaged according to the international standards. ■ It is important to specify where your consignment will be packaged from so that the inspector knows the directions. ■ To increase the chances of obtaining a phytosanitary certificate, keep your products free of any pests or diseases and be aware of which fertilizers and pesticides are prohibited in Rwanda and in your export destination. ■ The inspector contacts the exporter by phone or through the eRelis system to organise the appointment for inspection. Inspection takes place at the pack house while products are being sorted or before packing. For products that have to be kept in a cold room, inspection takes place at the airport cold room. The inspector leaves after closing the boxes / bags. ■ You will usually be provided with an answer right after inspection. If your products fail to comply with applicable standards, you will receive recommendation on how your products can attain necessary standards in the future.

Procedure 3: Contracting a clearing agent

What are the steps involved	There is **1 step required to contract a clearing agent**, as follows: 9. Contract a clearing agent
Which Institutions do you go to	Clearing agent
Which documents are needed	■ Certificate of domestic company registration (simple copy)
What is the legal basis for these requirements	■ East African Community Customs Management Act, 2004 (Revised 30th June 2019) Sections 147, 148 ■ Regional local clearing tariff
Fees	Approximately USD 150 **Payment methods:** cash, check, invoice The fee charged by the clearing agent is negotiable.
Processing time for full task	
Contact info	**Rwanda Freight Forwarders Association** P.O Box 4976, Kigali Tel: +250 788 495 208 Email: info@adrwanda.com Website: http://www.adrwanda.com/
What document do you receive	■ Contract
Additional information	■ A clearing agent is a professional who can handle all customs clearance processes and steps involved with getting your goods onto their way. Their services usually include getting appropriate certificates, booking storage space at warehouses, arranging for payment of any applicable fees and communication with customs, border and logistics personnel at the border post, airport or port. ■ Most clearing agents can also arrange for your goods to be picked up from your factory and arrange transport on your behalf. For these services additional charges apply. ■ The List of clearing agents approved by RRA can also be found on RRA website / customs services / licensing of agents / updated list of clearing agencies.

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Procedure 4: Obtain certificate of origin for products exported to EU

What are the steps involved	There are **2 steps to obtain certificate of origin for products exported to EU**, as follows: 10. Submit application for certificate of origin 11. Obtain certificate of origin
Which Institutions do you go to	**e-Single Window** Tel: +250 788 185 611 Email: reswteam@rra.gov.rw Website: https://sw.gov.rw
Which documents are needed	*To submit application for certificate of origin:* ■ Invoice (original) ■ Packing list (original) optional *To obtain certificate of origin:* ■ Online notification (applicants can track the status of their applications online)
What is the legal basis for these requirements	Cotonou Agreement
Fees	None
Processing time for full task	Max. 0.5 day
Contact info	Customs Service Department - Gikondo Office KK 532 St P.O Box 3987 Kigali, Kigali Tel: +250 788 185 712 Email: customs@rra.gov.rw Website: www.rra.gov.rw
What document do you receive	*After submitting application for certificate of origin:* ■ Application submitted notification *After completing procedure:* ■ EU certificate of origin
Additional information	■ Applicants should find out about the particular rules of origin that apply to the specific product and export market. Find out more by consulting RRA's customs unit: Tel.: + 250 252595512 Hotline: 3004 (free of charge) E-mail: customs@rra.gov.rw ■ The EU accepts certificates of origin only up to 10 months after their issuance. At least 10% of the weight of an unprocessed or 10% of the value of a processed/manufactured export product must have been produced in Rwanda for the agreement to apply.

Procedure 5: Obtain an airway bill

What are the steps involved	There are **5 steps required to obtain an airway bill**, as follows: 12. Contact the airline to book cargo space 13. Cargo scanning at airport warehouse 14. Weighing of consignment 15. Obtain airway bill 16. Pay prescribed fee
Which Institutions do you go to	*To contract the airline to book cargo space, cargo scanning at airport warehouse:* Airline *For weighing of consignment, to obtain airway bill:* **Kigali International Airport** KN 5 Rd, Kigali Tel: +250 252 585 845 Email: info@caa.gov.rw Website: www.caa.gov.rw *To pay prescribed fee:* Bank
Which documents are needed	*To contract the airline to book cargo space:* ■ Export contract (simple copy) *For cargo scanning at airport warehouse:* ■ Invoice (export) (original) ■ Packing list (original) *For weighing the consignment:* ■ None. Just the physical presence of the exporter or their representative. *To obtain airway bill:* ■ Export contract (simple copy) ■ Packing list (simple copy) *To pay prescribed fee:* ■ Payment slip (original)
What is the legal basis for these requirements	■ Law no 42/2011 of 31/10/2011relating to Civil Aviation Security articles 26, 27 ■ Magerwa fee list - KIA
Fees	■ RWF 0 - RWF 10 per kilogram handling fee for general cargo ■ or RWF 0 - RWF 20 per kilogram handling fee for high value or sensitive goods, including those that must be kept in the cold room ■ USD 0 - USD 1.5 per kilogram average air freight cargo fee per kilogram, negotiable depending on the airline and size of the consignment P**ayment methods:** cash, credit cards, check, bank transfer MAGERWA bank accounts: I&M Bank: 010-0000210-02-34 RWF and 010-0000210-03-35 USD Bank of Kigali: 040-0000808065 RWF
Processing time for full task	Min 1 hr 25 min – Max 2 hr 25 min
Contact info	Kigali International Airport KN 5 Rd, Kigali Tel: +250 252 585 845 Email: info@caa.gov.rw Website: www.caa.gov.rw

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What document do you receive	*After contacting the airline to book cargo space:* ■ Export contract (Simple copy) *After cargo scanning at airport warehouse:* ■ Appointment *After weighing of consignment:* ■ None. Sealed container *After obtaining airway bill:* ■ Airway bill (RwandAir) *After paying prescribed fee:* ■ Storage fee payment receipt
Additional information	■ The booking must be done at least 24 hours prior to direct flights and 48 hours prior to transiting flights. The air freight cargo cost is negotiable with the airline, with an average fee of $ 1.5 per kilogram. ■ RwandAir handles cargo services for other airlines that operate in Rwanda i.e. KENYA AIRWAYS, KLM, MARTINAIR, QATAR, TURKISH AIRLINES. ■ All the documents are received in RwandAir office and booking can be done per email on cargo@rwandair.com. ■ Cargo must be brought to the warehouse at least 6 hours before flight. ■ Each consignment is checked for security purposes at the entry of the warehouse, in presence of a police officer. ■ Approximately RWF 2 per kilogram are charged for storing goods in airport warehouses. Goods that need to be stored in the cold chain or goods classified as dangerous will face a surcharge depending on the exact type of product and duration of storage. Your clearing agent and the RRA customs unit located at the airport can inform you about the exact costs. ■ After this step, the goods will be handled by the cargo officer. ■ Over 10 international airlines currently operating from Kigali International Airport, serving multiple markets, including: ■ Europe: Rwandair to London and Brussels daily, KLM to Amsterdam daily, SN Brussels to Brussels daily ■ Middle East: Rwandair to Dubai daily, Qatar to Doha daily, Turkish Airways to Istanbul daily ■ Africa: Multiple countries with Rwandair, Ethiopian Airlines & Kenya Airways daily ■ Asia: Multiple onward connections from Dubai, Nairobi & Addis Ababa ■ Average cargo capacity: 4-5 tons for intercontinental flights (e.g. Rwandair, SN Brussels, Turkish, Qatar, KLM); 2-3 tons for regional flights (Rwandair, Kenyan Airways, Ethiopian Airlines). ■ Dedicated cargo capacity also provided by MartinAir.

Procedure 6: Clearance of consignment

What are the steps involved	There are **2 steps required for clearance of consignment**, as follows: 17. Declare cargo & pay fees 18. Obtain release documents
Which Institutions do you go to	*To declare cargo & pay fees:* e-Single Window Tel: +250 788 185 611 Email: reswteam@rra.gov.rw Website: https://sw.gov.rw *To obtain release documents:* Customs Services Department - Kigali International Airport KN 5 Rd, Kigali Tel: +250 788 185 602 Email: customs@rra.gov.rw Website: http://www.rra.gov.rw/
Which documents are needed	*To declare cargo and pay fees:* ■ Invoice (export) (original) ■ Packing list (original) ■ EU certificate of origin (original) ■ Airway bill (RwandAir) (original) ■ Phytosanitary certificate (original) *To obtain release documents:* ■ Customs reference
What is the legal basis for these requirements	■ East African Community Customs Management Act, 2004 (Revised 30th June 2019) Section 73-75 ■ The East African Community Customs Management Regulations, 2010 Section 88-89 ■ East African Community Common External Tariff 2017
Fees	RWF 3,000. An estimate which can be modified to calculate your costs. Payment methods: cash, credit cards, check, bank transfer Payment can be made online on Rwanda Revenue Authority account at any of the commercial banks that provide that service, and via MTN Mobile Money, by selecting payment (#3) and Rwanda Revenue (#6). Once the payment is made, the Customs office gets an automatic notification in the electronic single window system so they can produce the release documents right away.
Processing time for full task	Min 5 min – Max 20 min
Contact info	Customs Services Department - Kigali International Airport KN 5 Rd , Kigali Tel: +250 788 185 602 Email: customs@rra.gov.rw Website: http://www.rra.gov.rw/
What document do you receive	*After declaring cargo and paying fees:* ■ Export declaration ■ Assessment notice – EX 1 ■ Payment confirmation – export declaration *After obtaining release documents:* ■ Release order ■ Exit note - export
Additional information	■ Since 2012 Rwanda Revenue Authority uses the Electronic Single Window (ESW) for creating, validating, modifying export, import and transit declarations. Ideally, information on custom declarations is shared between all EAC members since ESW is connected to all EAC partner states online clearing systems. Check with RRA customs unit for an update on the current status of integration. ■ Currently, only accredited clearing agents are able to access the ESW. The exporter submits all necessary documents to the clearing agent. The clearing agent prepares and submits online export declaration together with supporting documents. The customs officer verifies both the customs entry and the attached supporting documents. ■ Release order serves as confirmation that cargo declaration is complete and payment of the processing fee is done. It is produced by the customs officer after verification of declaration and payment in the electronic single window.

Chapter 4: Fruit And Vegetable Import Procedures in the EU

Overview and Objectives of Chapter 4:

This chapter discusses some of the import procedures in the European Union and UK. While the importer in the EU member country is ultimately responsible for ensuring that the importing requirements have been met, in this Chapter we shall discuss some of the key procedures and requirements where the exporter has a role to play.

Several important points to note in reading this chapter:

- The Chapter assumes that the importing company is already registered in the given EU Member country and has the 'Economic Operator Registration and Identification (EORI) number that is required by the Customs Authority in the EU to, among others, lodge a customs declaration and make an entry summary declaration (ENS) and an exit summary declaration (EXS)
- The information in the chapter is mainly drawn from the EU Help Desk https://trade.ec.europa.eu/tradehelp/myexport#?product=0902000000&partner=KE&reporter=DE
- The chapter contains information that is valid as at 20 August 2020. Procedures and requirements however change. As a rule of thumb, the exporting SME should always check with the importer what are the current requirements before any shipment is done.

The **key objectives** of this Chapter are:

- To provide the Rwandan horticulture SME with a consolidated and simplified reference to the mandatory requirements for exporting horticultural products to the EU;
- To provide the Rwandan horticulture SME with an overview of EU horticultural market preferences and trends that the SME may tap into;
- To provide Rwanda's TSIs with a reference point for the requirement SMEs must fulfill in order to tap into the EU Market; and,
- To point the Rwandan horticulture SMEs and TSIs to sources of credible information on requirements and market preferences for horticultural products exported to the EU.

Summary of Procedures for Horticultural Imports into the EU from Rwanda

The figure below depicts the procedures for importing goods into the EU.

Below we elaborate the steps further:

Step 1: Entry Summary Declaration (ENS)

The ENS is lodged by the carrier of goods entering the customs territory of the EU, in advance of the goods arriving in the EU. For container marine cargo, the ENS should be launched 24 hours before commencement of loading in the foreign load port, while for bulk marine cargo, at least 4 hours before arrival. The ENS can also be lodged by the importer -consignee or a representative of the carrier or importer.

Part of the information that the carrier must include in the ENS **comes from documents provided by the exporter: bill of lading and commercial invoices It is crucial that these reach the party responsible for the lodging of the ENS in a timely and accurate manner.**

The ENS declaration falls within the scope of the Import Control System (ICS) which became fully operational on 1 January 2011, as part of the Security Amendment laid down by Regulation (EC) No 648/2005 of the European Parliament and of the Council.

Step 2: Customs declaration - SAD (Single Administrative Document)

The placing of the goods under any customs approved treatment or use is done using the Single Administrative Document (SAD), which is a common form for all the EU Member States according to the Union Customs Code and the Transitional Delegated Act (Commission Regulation (EU) 2016/341) whereas a fully electronic customs environment is created.

The SAD can be presented to the customs authorities by the importer or their representative. The representation may be direct, where the representatives act in the name of, and on behalf of, another person; or indirect, where representatives act in their own name but on behalf of another person.

The SAD may be presented either by electronic means directly linked to the customs authorities (each Member State may have its own system); or by lodging it with the designated customs office premises. The declaration must be drawn up in one of the official languages of the EU, which is acceptable to the customs authorities of the Member State where the formalities are carried out.

The main information that shall be declared is:

- Identifying data of the parties involved in the operation (importer, exporter, representative, etc.)
- Custom approved treatment (release for free circulation, release for consumption, temporary importation, transit, etc.)
- Identifying data of the goods (Taric code, weight, units), location and packaging
- Information referred to the means of transport
- Data about country of origin, country of export and destination
- Commercial and financial information (Incoterms, invoice value, invoice currency, exchange rate, insurance etc.)
- List of documents associated to the SAD (Import licenses, inspection certificates, document of origin, transport document, commercial invoice etc.)
- Declaration and method of payment of import taxes (tariff duties, VAT, Excises, etc)

The SAD set consists of eight copies; the operator completes all or part of the sheets depending on the type of operation. In the case of importation generally three copies shall be used: one is to be retained by the authorities of the Member State in which arrival formalities are completed, other is used for statistical pur-

poses by the Member State of destination and the last one is returned to the consignee after being stamped by the customs authority.

Documents associated to the SAD

For horticultural products, the documents that need to be presented together with the SAD include:

- Documentary proof of origin (Through the certificate of origin)
- Certificate confirming the special nature of the product
- Transport Document
- Commercial Invoice
- Customs Value Declaration
- Inspections Certificates (Health, Plant Health certificates)
- Import Licenses (if applicable)

Step 3: Goods are placed under temporary storage situation

Goods imported into the EU customs territory must be accompanied by a summary declaration, which is presented to the customs authorities of the place where they are to be unloaded. Goods are then placed under the temporary storage situation (not exceeding 90 days in any case), which means that they are stored under customs supervision until they go through any of the following customs procedures or re-exported:

Release for free circulation

Goods are 'released for free circulation' when the conditions relating to importation into the EU have been duly fulfilled (payment of tariff duties and other charges, as appropriate, application of non-tariff commercial policy measures and completion of the other formalities related the import of the goods). Release for free circulation confers on non-Union goods the customs status of 'Union goods'.

Once the mentioned duties as well as the value added tax (VAT) and any applicable excise duties have been paid, goods are 'released for consumption', as they have satisfied the conditions for consumption in the Member State of destination.

Special procedures

Goods may be placed under any of the following categories of special procedures:

- Transit, which comprises external and internal transit:
  - External transit: non-Union goods may be moved from one point to another within the customs territory of the Union without being subject to import duties, other charges related to the import of the goods (i.e. internal taxes) and commercial policy measures, thereby transferring customs clearance formalities to the customs office of destination.
  - Internal transit: Union goods may be moved from one point to another within the customs territory of the Union, passing through a country or territory outside that customs territory, without any change in their customs status.
- Storage, which comprises customs warehousing and free zones:
  - Customs warehousing: non-Union goods may be stored in premises or any other location authorised by the customs authorities and under customs supervision ('customs warehouses') without being subject to import duties, other charges related to the import of the goods and commercial policy measures.

- Free zones: Member States may designate parts of the customs territory of the Union as free zones. They are special areas within the customs territory of the Union where goods can be introduced free of import duties, other charges (i.e. internal taxes) and commercial policy measures, until they are either assigned another approved customs procedure or re-exported. Goods may also undergo simple operations such as processing and re-packing.

- Specific use, which comprises temporary admission and end-use:
  - Temporary admission: non-Union goods intended for re-export may be subject to specific use in the customs territory of the Union, with total or partial relief from import duty, and without being subject to other charges like internal taxes and commercial policy measures. This procedure may only be used provided that the goods are not intended to undergo any change. The maximum period during which goods may remain under this procedure is 2 years.
  - End-use: goods may be released for free circulation under a duty exemption or at a reduced rate of duty on account of their specific use.
- Processing, which comprises inward and outward processing:
  - Inward processing: goods are imported into the Union in order to be used in the customs territory of the Union in one or more processing operations, without being subject to import duties, taxes and commercial policy measures. The customs authorities shall specify the period within which the inward processing procedure is to be discharged. Where finished products are not finally exported, these shall be subject to the appropriate duties and measures
  - Outward processing: Union goods may be temporarily exported from the customs territory of the Union in order to undergo processing operations. The processed products resulting from those goods may be released for free circulation with total or partial relief from import duties.

Step 4: Inspection of goods under Temporary Storage:

This is a control measure at the point of entry. In addition to undergoing inspections prior to export in the origin country, according to Regulation (EU) 2017/625, food imported into the European Union is subject to potential controls at points of entry. These are performed to ensure that all food introduced into the EU market is safe and complies with all regulations. There are different types of official controls:

- documentary checks or an examination of documents accompanying a consignment
- identity checks to ensure that the accompanying documents match the consignment
- physical checks that may include inspections of packaging or sampling the product for laboratory analysis

These controls may happen at EU borders or even once on the market, but most frequently occur at the point of entry. The laboratory analyses may target pesticide residues, heavy metals or other contaminants. If a shipment is refused for non-compliance with EU legislation, the responsible party of the shipment has three options: a) Destroy the products in question; b) Re-dispatch these products to a non-EU country; or c) Return the products to the originating country.

Commercial Invoice:

The commercial invoice is a record or evidence of the transaction between the exporter and the importer. Once the goods are available, the exporter issues a commercial invoice to the importer in order to charge him for the goods. The commercial invoice contains the basic information on the transaction and it is always required for customs clearance.

Although some entries specific to the export-import trade are added, it is similar to an ordinary sales invoice. The minimum data generally included are the following:

- Information on the exporter and the importer (name and address)
- Date of issue
- Invoice number
- Description of the goods (name, quality, etc.)
- Unit of measure
- Quantity of goods
- Unit value
- Total item value
- Total invoice value and currency of payment. The equivalent amount must be indicated in a currency freely convertible to Euro or other legal tender in the importing Member State
- The terms of payment (method and date of payment, discounts, etc.)
- The terms of delivery according to the appropriate Incoterm
- Means of transport

No specific form is required. **The commercial invoice is prepared by the exporter according to standard business practice and it must be submitted in the original along with at least one copy.** In general, there is no need for the invoice to be signed. In practice, both the original and the copy of the commercial invoice are often signed. The commercial invoice may be prepared in any language. However, a translation into English is recommended.

Customs Value Declaration

The Customs Value Declaration is a document, which must be presented to the customs authorities where the value of the imported goods exceeds EUR 20 000. This form must be presented with the Single Administrative Document (SAD). The main purpose of this requirement is to assess the value of the transaction in order to fix the customs value (taxable value) to apply the tariff duties.

The customs value corresponds to the value of the goods including all the costs incurred (e.g.: commercial price, transport, insurance) until the first point of entry in the European Union. The usual method to establish the Customs value is using the transaction value (the price paid or payable for the imported goods).

In certain cases, the transaction value of the imported goods may be subject to an adjustment, which involves additions or deductions. For instance, the internal transport (from the entry point to the final destination in the Community Customs Territory) must be deducted. The customs authorities shall waive the requirement of all or part of the customs value declaration where:

- the customs value of the imported goods in a consignment does not exceed EUR 20 000, provided that they do not constitute split or multiple consignments from the same consignor to the same consignee, or
- the importations involved are of a non-commercial nature; or
- the submission of the particulars in question is not necessary for the application of the Customs Tariff of the European Communities or where the customs duties provided for in the Tariff are not chargeable pursuant to specific customs provisions.

Freight Documents (Transport Documentation)

Depending on the means of transport used, transport documents are filled in and presented to the customs authorities of the importing European Union (EU) Member State upon importation in order for the goods to be cleared.

For goods transported by sea, the transport document is the Bill of Lading, which is a document issued by the shipping company to the operating shipper, which acknowledges that the goods have been received on board. In this way the Bill of Lading serves as **proof of receipt of the goods by the carrier obliging him to deliver the goods to the consignee.** It contains the details of the goods, the vessel and the port of destination. It **evidences the contract** of carriage and conveys **title to the goods,** meaning that the bearer of the Bill of Lading is the owner of the goods.

Freight Insurance

The insurance is an agreement by which the insured is indemnified in the event of damages caused by a risk covered in the policy. Insurance is all-important in the transport of goods because of their exposure to more common risks during handling, storing, loading or transporting cargo, but also to other rare risks, such as riots, strikes or terrorism.

There is a difference between the goods transport insurance and the carrier's responsibility insurance. The covered risks, fixed compensation and indemnity of the contract of transport insurance are left to the holder's choice. Nevertheless, the hauler's responsibility insurance is determined by different regulations. Depending on the means of transport, indemnity is limited by the weight and value of the goods and is only given in case the transporter has been unable to evade responsibility.

The insurance invoice is required for customs clearance only when the relevant data do not appear in the commercial invoice indicating the premium paid to insure the merchandise.

Packing List

The packing list (P/L) is a commercial document accompanying the commercial invoice and the transport documents. It provides information on the imported items and the packaging details of each shipment (weight, dimensions, handling issues, etc.) It is required for customs clearance as an inventory of the incoming cargo. The generally included data are:

- Information on the exporter, the importer and the transport company
- Date of issue
- Number of the freight invoice
- Type of packaging (drum, crate, carton, box, barrel, bag, etc.)
- Number of packages

- Content of each package (description of the goods and number of items per package)
- Marks and numbers
- Net weight, gross weight and measurement of the packages

No specific form is required. The packing list is to be **prepared by the exporter according to standard business practice and the original along with at least one copy must be submitted**. Generally, there is no need to be signed. However, in practice, the original and the copy of the packing list are often signed. The packing list may be prepared in any language. However, a translation into English is recommended.

Chapter 5: Export Support Facilities

Key Export Support Facilities in Rwanda:

- NAEB: a government body which promotes and facilitates agricultural exports and provides support to private agricultural stakeholders. https://naeb.gov.rw/index.php?id=1
- RDB: a government institution which promotes economic growth by promoting growth within the private sector. https://rdb.rw/about-rdb/
- Rwanda Inspectorate, Competition and Consumer Protection Authority (RICA): entity responsible for assessing the phytosanitary condition of agricultural products for export. http://www.minagri.gov.rw/index.php?id=613
- Rwanda Agriculture and Animal Resources Development Board (RAB): promotes growth of the agricultural sector to a science, technology and market driven industry, with modern methods of agricultural and animal produce production. http://rab.gov.rw/index.php?id=158
- ITC Quality Compass – provides comprehensive and very detailed requirements about the quality requirements for exporting fruits and vegetables to the EU, both mandatory and voluntary. https://www.intracen.org/news/Trade-Compass-Moroccans-model-good-trade/

For certification in Rwanda, visit their official websites below:

- GLOBAL G.A.P: https://www.globalgap.org/uk_en/what-we-do/globalg.a.p.-certification/five-steps-to-get-certified/
- SMETA: https://www.sedex.com/our-services/smeta-audit/
- BRCGS: https://www.brcgs.com/
- Organic certificate: https://ec.europa.eu/info/food-farming-fisheries/farming/organic-farming/organics-glance_en

Key Support Facilities in Importing Markets

- International Trade Centre – a UN agency dedicated to supporting SMEs to export, the ITC provides market analysis tools; builds capacity of SMEs and supports policy advocacy among a host of other SME focused services. ITC also runs several programmes that SMES may be interested in joining, among them SheTrades and WEDF. https://www.intracen.org/
- CBI - the Centre for the Promotion of Imports from developing countries, is part of the Netherlands Enterprise Agency and is funded by the Netherlands Ministry of Foreign Affairs dedicated to increasing exports to the EU. CBI produces regular market reports on specific markets in the EU and specific products. CBI also works with trade promotion organisations. https://www.cbi.eu/
- EU Pesticide Database: the database contains details of all allowed pesticides, as well as those that are banned. https://ec.europa.eu/food/plant/pesticides/eu-pesticides-database/public/?event=homepage&language=EN
- The Codex Alimentarius Commission (CAC) also maintains a pesticide database that outlines MRLs for different foods and food categories. Countries sometimes refer to this database in lieu of establishing their own MRLs within food safety regulations.
- EU Export Health Desk – provides product specific requirements, as well as import related procedures. https://trade.ec.europa.eu/doclib/docs/2016/september/tradoc_154923.pdf

For additional EU certification standards:

- GLOBAL G.A.P: https://www.globalgap.org/uk_en/what-we-do/globalg.a.p.-certification/five-steps-to-get-certified/
- SMETA: https://www.sedex.com/our-services/smeta-audit/
- BRCGS: https://www.brcgs.com/