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Policy Brief No:02

March 2022

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***AN ANALYSIS OF AGRICULTURAL TARIFFS AND NON-TARIFF MEASURES IN SELECTED AFRICAN COUNTRIES:  
POSSIBILITIES FOR NAMIBIA'S CROP EXPORTS***

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### 1. Key Messages

- Tariffs are forms of taxes that are charged on goods imported from or exported to other countries, which are usually imposed to restrict the importation or exportation of such goods. Apart from tariffs, countries also apply non-tariff barriers to be used for the same purpose.
- Namibia is a party to several trade agreements that allow the country to trade with other such countries on a reduced tariff or no tariffs at all on the majority of agricultural products (horticulture and agronomy sectors).
- Local crop farmers and processors should re-focus on exploring export markets instead of just depending on local markets as often local consumers are unable to consume all the products, especially when there is an oversupply of certain agronomy horticultural products. Farmers or agents should take advantage of the preferential tariff rates from other countries, conduct market intelligence studies and seek export markets elsewhere.
- Namibia is eligible for a 0% preferential tariff rate to more than six countries, such as **South Africa, Botswana, Lesotho, Eswatini, Zambia, and Mozambique**. Currently, no African country is applying any trade remedy to agricultural produces. Increased export markets lead to increased local production and eventually increased income and welfare.
- Crop industry stakeholders' training and awareness creation in export markets and trading on an international level are essential.

## 2. What are tariffs, and non-tariff barriers and how do they influence trade?

According to Gibson et al. (2001), tariffs are forms of taxes that are imposed on commodity imports by a government, which may be a fixed charge per unit of product imported (specific tariff), a fixed percentage of value (*ad valorem* tariff), or some combination of both. These are usually imposed by governments to restrict imports from other countries, thereby increasing the prices of goods and/or services from other countries. Eventually, this leads to increased prices of these imported goods and/or services, making them less favourable to domestic consumers who would then resort to buying goods and/or services that are locally produced. Apart from import taxes (tariffs), governments also use other measures called non-tariff barriers which are mostly regulations whose purpose is to restrict imports and/or exports to or from other countries. These include licenses, quotas/permits, foreign exchange restrictions, regulations (phytosanitary, rules of origin), etc.

Gibson et al. (2001) further proffer that the high protection for agricultural commodities in the form of tariffs continues to be a major factor restricting world trade. This is because the large differences in average tariffs across countries make it possible for farmers and processors in one country to benefit from tariff protection while farmers and processors in other countries lose income because of lower prices resulting from those tariffs. Overall, international trade negotiations between countries have created room for free trade agreements hence significantly reducing tariffs. However, the non-tariff barriers remain the main challenge, especially in agriculture, because most farmers (especially small-scale farmers in developing countries) are unable to meet the strict requirements imposed by the importing countries.

This brief provides an analysis of different agricultural (crop) tariffs and non-tariff barriers applied by various selected African countries. The report further highlights countries that Namibia may have a good possibility to expand into in terms of export markets.

## 3. Tariffs vs free trade agreements

Countries charge different tax rates based on the value of the products. However, where free trade agreements have been entered into between the trading countries, usually the products are duty-free or at a preferential rate. Namibia is a party to several free trade agreements such as the Southern African Customs Union (SACU) (free movement of goods among member states), SACU-EFTA Free Trade Agreement, SADC Protocol on Trade, SACU-Mercosur Preferential Trade Agreement, SACU-USA Trade, Investment and Development Cooperation Agreement, African Growth and Opportunity Act (AGOA), SADC Free Trade Agreement, SADC Economic Partnership Agreement as well as the African Continental Free Trade Area (AfCFTA). Other trade agreements that Namibia is a party to are bilateral agreements with several countries such as Angola, Malaysia, Zimbabwe, Cuba, Tunisia, Ghana, India, and Russia (International Trade Administration, 2021).

Most of these agreements eliminate or reduce tariffs on the majority of goods and/or services as well as ease trade between the countries, which eventually makes it easier for farmers and processors to access new markets in other countries.

#### **4. General market access conditions for countries**

Different countries apply market conditions such as customs tariffs, quotas, trade remedies, regulatory requirements (including product standards, documentation, and customs requirements), and preferential regimes or agreements applicable to specific agricultural products. This brief used the Market Access Map by the International Trade Centre (ITC) to analyse and compare different markets (of different African countries) for different agricultural products as per their international Harmonised-System (HS) codes.

This is to help Namibian producers of these products to compare markets in different countries for their products and eventually identify prospective international markets for export diversification. Furthermore, market research in terms of competitors in the identified market destination, logistics and other aspects not included herein should however still be carried out for an informed decision.

## Tariff rate comparisons for different African countries as Namibia's export potential

HS codes/products	Countries	Tariff regime (trade agreement)	Tariff rate	Regulatory requirements (including documentation)	Trade remedies applied
✓ 080410,40,50 – Dates, Avocadoes, Guavas, Mangoes & Mangosteens	South Africa	SACU (Intra SACU) tariff	0%	Not specified on ITC	None
	Botswana	SACU (Intra SACU) tariff	0%	<ul style="list-style-type: none"> <li>Sanitary and phytosanitary measures (SPS)</li> <li>Packaging requirements</li> <li>Testing requirements</li> <li>Inspection requirements</li> <li>Labelling requirements</li> <li>Importing licence</li> <li>*Tolerance limits for residues of contamination by certain substances</li> </ul>	None
✓ 080510,22,50 - Oranges, Clementines, Lemons & Lime					
✓ 080610,20 - Grapes (fresh & dried)					
✓ 080711,19,20 - Watermelons & Pawpaws/Papayas					
✓ 080810,30 - Apples & Pears					
✓ 070190 - Potatoes (fresh or chilled)	Lesotho	SACU (Intra SACU) tariff	0%	Not specified on ITC	None
✓ 070200 - Tomatoes (fresh or chilled)	Eswatini	SACU (Intra SACU) tariff	0%	Not specified on ITC	None
✓ 070310,20,90 - Onions & Shallots, Garlic, Leeks & other alliaceous vegetables	Zambia	<b>SADC preferential tariff</b>	0%	Not specified on ITC	None
✓ 070410,20,90 – Cauliflowers, Headed Broccoli, Brussels Sprouts, and others		Other non-SADC members with no preferential agreement are charged 25% (all other products) or 15% (cereals) Most Favoured Nation (MFN) duties depending on product type			
✓ 070511,19 – Cabbage, Lettuce, and others					
✓ 070610,90 – Carrots, Turnips, and other					
✓ 070700 - Cucumbers & Gherkins (fresh or chilled)	Mozambique	<b>SADC preferential tariff</b>	0%	Not specified on ITC	None
		Other non-SADC members with no preferential agreement are charged			

HS codes/products	Countries	Tariff regime (trade agreement)	Tariff rate	Regulatory requirements (including documentation)	Trade remedies applied
✓ <b>070810,20,90 - Peas, Beans, and other leguminous vegetables</b>		20% (all other products) or 7.5% (all cereals except millet) MFN duties depending on product type			
✓ <b>070920,30,40,51,59,70,91,92,93,99 - Asparagus, Eggplants, Celery, Mushrooms &amp; Truffles, Spinach, Artichokes, Olives, Pumpkins, Squash &amp; Gourds, others</b>	Kenya	MFN duties	25% (all other products) & 0% (wheat),	Not specified on ITC	None
✓ <b>071010,21,22,30,40,90 - Frozen vegetables: Potatoes, Peas, Beans, Spinach, Sweetcorn, Mixtures of Vegetables</b>			50% (maize)		
✓ <b>071220,31,90 - Dried vegetables: Onions, Mushrooms &amp; Truffles, other vegetable mixtures</b>			Semi or wholly milled rice - 35% or USD 200/MT whichever is higher		
✓ <b>071310,20,31,32,33,34,35,39,40,50,60,90 - Dried leguminous vegetables: Peas, Beans (Red, Kidney, Bambara, Broad &amp; Horse, Pigeon Beans), Cowpeas, Lentils, other</b>	Ethiopia	General tariff	30% (all other products)	<ul style="list-style-type: none"> <li>• Special authorisation requirement for Sanitary and Phyto-Sanitary measures (SPS) reasons</li> <li>• Registration requirements for importers</li> <li>• Prohibitions/restrictions of imports for SPS reasons not elsewhere specified</li> <li>• Tolerance limits for residues of or contamination by certain (non-microbiological) substances</li> <li>• Labelling requirements</li> <li>• Packaging requirements</li> <li>• Storage and transport conditions</li> <li>• Other requirements on production or post-production processes, not elsewhere specified</li> <li>• Certification requirement</li> </ul>	None
✓ <b>071420 - Sweet potatoes</b>			5% (cereals)		
✓ <b>200110,90 - Preserved vegetables: Cucumbers &amp; Gherkins, other</b>					
✓ <b>200210,90 - Preserved vegetables: Tomatoes whole or in pieces, other</b>					
✓ <b>200310,90 - Preserved vegetables: Mushrooms, other</b>					

HS codes/products	Countries	Tariff regime (trade agreement)	Tariff rate	Regulatory requirements (including documentation)	Trade remedies applied
<ul style="list-style-type: none"> <li>✓ 200410,11 - Preserved vegetables: Potatoes, others</li> <li>✓ 200510, 40,51,59.60,70,80,91,99 - Preserved vegetables: Homogenised vegetables, Potatoes, Peas, Beans, Asparagus, Olives, Sweetcorn, Bamboo shoots, others</li> </ul>				<ul style="list-style-type: none"> <li>• Testing requirements</li> <li>• Traceability requirements, not elsewhere specified.</li> <li>• SPS measures not elsewhere specified.</li> <li>• Prohibition for Technical Barriers to Trade (TBT) reasons</li> </ul>	
<ul style="list-style-type: none"> <li>✓ 200811,19,20,30,40,50,70,80 - Preserved or prepared fruits &amp; nuts: Groundnuts, other nut mixtures, Pineapples, Citrus Fruits, Pears, Apricots, Cherries, Peaches, Nectarines, Strawberries, Palmhearts, Cranberries, mixtures &amp; others</li> <li>✓ 200911,12,19,29 - Preserved or prepared fruits &amp; nuts: Orange juice, Grapefruit juice, Juice of any other single Citrus Fruit, Pineapple juice, Tomato juice, Grape juice, Apple juice, Cranberry juice, mixtures of juices</li> </ul>	Tanzania	<p><b>SADC preferential tariff</b></p> <p>Other non-SADC members with no preferential agreement are charged between 25% and 35% (all other products) or</p> <p>0% (on wheat), 50% (on maize), 75% or USD 345/MT whichever is higher (on semi-milled or wholly milled rice) MFN duties depending on product type</p>	0%	Not specified on ITC	None
<ul style="list-style-type: none"> <li>✓ 100119,99 - Durum wheat, other</li> <li>✓ 100510 - Maize (other)</li> <li>✓ 100610,20,30,40 - Rice in the husk, husked rice, semi-milled rice, broken rice</li> <li>✓ 100710 - Grain sorghum (other)</li> </ul>	Rwanda	MFN duties	<p>25% (all other products)</p> <p>0% (wheat,)</p> <p>50% (maize)</p> <p>45% or USD 345/MT whichever is higher (semi or wholly-milled rice)</p>	Not specified on ITC	None

HS codes/products	Countries	Tariff regime (trade agreement)	Tariff rate	Regulatory requirements (including documentation)	Trade remedies applied
✓ <b>100810,29,90 - Buckwheat, Millet (other), other cereals</b>  ✓ <b>190211,19,20,30 - Uncooked pasta (containing eggs), uncooked pasta (other), stuffed pasta, other pasta</b>  ✓ <b>190410,20,30,90 - Roasted cereal products, unroasted cereals, bulgur wheat, and other</b>  ✓ <b>190510,20,31,32,40,90 - Crispbread, Gingerbread and the likes, Sweet biscuits, Waffles &amp; Wafers, Rusks, Toasted bread &amp; similar toasted products, and other</b>	Ghana	MFN duties	Ranges from 5%, 20%, and 35% (all other products)  5% (wheat)	<ul style="list-style-type: none"> <li>• Authorisation requirement for SPS reasons for importing certain products</li> <li>• Authorisation requirement for importers for SPS</li> <li>• Labelling requirements</li> <li>• Storage and transport conditions</li> <li>• Testing requirement</li> <li>• Certification requirement</li> <li>• Inspection requirement</li> <li>• Labelling requirements</li> <li>• Product quality, safety or performance requirement</li> <li>• Product registration/approval requirement</li> <li>• Testing requirement</li> <li>• Inspection requirement</li> <li>• Non-automatic import-licensing procedures other than authorisations covered under SPS and TBT chapters</li> </ul>	None
	Madagascar	MFN duties	20% (all other products)  10% (maize, sorghum & millet)  0% (wheat, semi or wholly-milled rice)	<ul style="list-style-type: none"> <li>• Price control measures</li> <li>• Regulation of foods or feeds derived from or produced using genetically modified organisms (GMO)</li> </ul>	None

Source: Author's compilation using the Market Access Map by the International Trade Centre (ITC)

## 5. Namibia's export potential vs the tariffs

According to Global Marketing Associates (GMA) (2022), the COVID-19 pandemic brought about an increase in demand for horticulture products worldwide although coupled with high prices due to the low supply to meet the high demand. Several countries including Namibia have seen positive growth in the agricultural sector, specifically in horticulture production (Namibia Statistics Agency (NSA), 2021). Based on the 12 countries analysed above, when it comes to tariffs, Namibia has the advantage to explore more export markets in countries such as South Africa, Botswana, Lesotho and Eswatini due to the 0% preferential tariff rate on all the listed HS code products, applicable under the SACU agreement. Moreover, Namibian horticulture producers seeking to explore export markets can take advantage of the 0% tariff rate offered under the SADC trade protocol to countries such as Tanzania, Mozambique, Zambia and many other SADC member States not listed herein. In terms of grain products, wheat has the lowest tariff rate ranging from 0% to 5%, indicating a good investment opportunity for export markets.

## 6. Key recommendations

Currently, Namibia's only main export horticulture products are dates and grapes. However, the country has the potential to expand its export markets for other agronomy and horticulture products, such as vegetables. Time and again, small-scale farmers complain about not being able to find formal markets for their fresh produce. Exporting is another way of making sure that products do not go to waste while at the same time earning foreign currency. Moreover, increased access to markets, including export markets, leads to increased local production which will eventually cover the low horticulture production gap in the country.

Furthermore, it is encouraged to invest in export agencies that will specialise in the trade of agronomy and horticulture products from farmers and processors for exporting these products to various countries, including African countries listed above with preferential trade agreements. Furthermore, research in terms of each country's import regulations and customs requirements is highly encouraged to make an informed decision.

The government and its agencies should invest more in farmers' training and increase awareness of international trading and export markets as well as offer support to those seeking export markets, especially small-scale farmers.



## 7. References

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