IMPLEMENTING THE TRADE FACILITATION AGREEMENT:

The Kenya E-Trade Portals: 
*Challenges and Solutions*

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Principal Secretary,
State Department for Trade

Presentation Made During WTO MC11 Session on Trade Facilitation on Track 
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Kenya has been working to comply with the **heart of the WTO TFA**, its **Article 1** on the requirement to publish trade information.

Art 1 requires Governments to publish their trade procedures **online**, displaying them **step-by-step**, with contact information on **enquiry points**, access to **forms** and other **required documents** and all **relevant trade and customs laws**.
Key challenges faced were:

1. **Non-publication of Information**: trade information sometimes available only in the mind of some officials and not documented nor regularly updated;

2. **Publicized information not available to those who need it**, or only to a limited number of Public officials;

3. **Fees and charges and procedures are sometimes changed without consultation**, and places where to obtain the information not communicated; and,

• State Department for Trade & KenTrade and its partners developed and launched the Kenya E-Trade and InfoTradeKenya Portal in October and November 2017

• Kenya is the 1st country in the East Africa Community (EAC) and Sub Saharan Africa(SSA) to comply with Art. 1 of WTO TFA

• Objective: to provide traders (current and potential) with transparent information on tariffs, rules and procedures pertaining to import and export formalities,
  • through detailed, practical and up-to-date descriptions of steps to go through, as seen from the user’s point of view to assist in decision-making.
We have redesigned the State Department For Trade Website

Check it out
Features of the Kenya ETP

Trade with Kenya: tariffs and procedures
Target Markets Abroad
Information on counties
Trade Statistics
National e-Commerce Gateway (Source from Kenya)
Find the requirements for Exports from Kenya and Imports into Kenya by searching for products below.

If you know tariff line of the product type it in the ‘Enter Product Code’ search box below. Then click search to view results. If you do not know the product code, click Find Product Code to view dialogue box from which to click the product of your interest. Then click search to view results.
### RESULTS

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>02</td>
<td>Meat and edible meat offal</td>
</tr>
<tr>
<td>0207</td>
<td>Meat and edible offal, of the poultry of heading 01.05, fresh, chilled or frozen.</td>
</tr>
<tr>
<td>0207.11.00</td>
<td>-- Not cut in pieces, fresh or chilled</td>
</tr>
</tbody>
</table>

### TARIFFS

<table>
<thead>
<tr>
<th>Tariff No</th>
<th>Description</th>
<th>EAC Rate</th>
<th>COMESA FTA 1</th>
<th>COMESA FTA 2</th>
<th>COMESA FTA 3</th>
<th>EU</th>
</tr>
</thead>
<tbody>
<tr>
<td>0207.11.00</td>
<td>-- Not cut in pieces, fresh or chilled</td>
<td>0%</td>
<td>0%</td>
<td>2.5%</td>
<td>5.0%</td>
<td>22.5%</td>
</tr>
</tbody>
</table>

Source of data: Kenya Revenue Authority

EAC Rate - Rate applicable on goods originating from EAC Partner States on proof of origin: Burundi, Rwanda, Tanzania and Uganda.
Phytosanitary certificate

A phytosanitary certificate certifies that plant and plant products are free from regulated pests and conforms with other phytosanitary requirements of the importing country. Issuance of the phytosanitary certificate is regulated by the Kenya Plant Health Inspectorate Service (KEPHIS). Traders are required to obtain a phytosanitary certificate for each consignment.

Export certificate

An export certificate is issued by the AFA Horticultural Crops Directorate (HCD) to an exporter of horticultural produce (fresh fruits, vegetables, plants and flowers) as an indication that AFA HCD has cleared the consignment for export.
InfoTradeKenya integrated with Kenya E-Tradeportal

**Trade with Kenya**

- How it works
- Trade in goods
- Trade in Services
- Trade Procedures Database

**Trade Procedures**

**STEPS (51)**

1. Apply to be an exporter
2. Obtain acknowledgement letter
3. Pay prescribed fees
4. Request for audit
5. Audit
6. Obtain audit response
7. Request for training on electronic certification system
8. Training on electronic certification system
9. Obtain export authorization letter
10. Register online with electronic certification system
11. Obtain user credentials

**Obtain tea buyer/exporter & Importer licence (7)**

12. Apply for registration

**SUMMARY OF THE PROCEDURE**

- **Institutions involved:**
  - **Kenya Plant Health Inspectorate Service (KEPHIS) (x 8)**
  - **East African Tea Trade Association (EATTA) (x 3)**
  - **AFA Tea Directorate (x 3)**
  - **Bank (x 6)**
  - **Tea Broker (x 2)**

**Results:**
Select procedure criteria

Search procedure

KENYA, A WORLD-CLASS LOGISTICS HUB IN THE REGION
PROCEDURES PRESENTED FROM THE USER'S POINT OF VIEW

Data from each step is compiled in the summary sheet.
PROCEDURES PRESENTED FROM THE USER’S POINT OF VIEW

Complete list of all steps in a procedure

Every interaction with a civil servant is considered a step

Who to see

Where to go

Which documents you will receive
<table>
<thead>
<tr>
<th>Step</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Obtain invoice</td>
</tr>
<tr>
<td>2.</td>
<td>Pay cargo handling and/or storage</td>
</tr>
<tr>
<td>3.</td>
<td>Pay cargo handling and/or storage online</td>
</tr>
<tr>
<td>4.</td>
<td>Obtain billing data</td>
</tr>
<tr>
<td>5.</td>
<td>Pay online</td>
</tr>
<tr>
<td>6.</td>
<td>Obtain proof of payment</td>
</tr>
<tr>
<td>7.</td>
<td>Release cargo</td>
</tr>
<tr>
<td>8.</td>
<td>Copies</td>
</tr>
<tr>
<td>9.</td>
<td>Get documents verification</td>
</tr>
<tr>
<td>10.</td>
<td>Receive cargo</td>
</tr>
</tbody>
</table>

**Requirements**

1. Receipt of payment for Registration (original)
2. Identity card (Simple copy)
   *Of one of the directors*
3. Company PIN Certificate (Simple copy)

**Costs**

- **Cost detail**
  - **KES 3,000**
    - For the company sail - estimate

**Time frame**

- **Waiting time in queue**: Min. 5min - Max. 10min
- **Attention at counter**: Min. 5min - Max. 10min

**Legal justification**

- **Article 16**
  - **Decree no 50/SP-RM 16 October 2000**

**Who certified this information?**

Polyn RUNYENJE, Snr. Principal state counsel, 15/12/2015

**Report incorrect information**

[Suggest a simplification]
Every interaction with a civil servant is certified

Send complaints about a step or a procedure through the system

Messages are automatically dispatched to authorities in charge of procedures

Send your suggestions to make procedures easier

Visit or contact by phone or email the recourse official

**PROCEDURES PRESENTED FROM THE USER'S POINT OF VIEW**

**Who certified this information?**
John MULI, Deputy Regional Manager, 23/02/2017

**Report incorrect information**  **Suggest a simplification**

**Recourse: Kenya Plant Health Inspectorate Service (KEPHIS) (Kilindini)**

**Entity in charge**
KENYA PLANT HEALTH INSPECTORATE SERVICE (KEPHIS) (KILINDINI)
P.O. Box 80100-80126, Mombasa
Tel: +254 722 209 5014/+ 254 734 330 018
Email: kephis_mombasa@kephis.org
Website: www.kephis.org

**Unit in charge**
OFFICE OF THE REGIONAL MANAGER (KEPHIS) (KILINDINI)
Mon: 00:01-00:00
Tue: 00:01-00:00
Wed: 00:01-00:00
Thu: 00:01-00:00
Fri: 00:01-00:00
Sat: 00:01-00:00

**Person in charge**
JOSIAH M. SYANDA
Regional Manager
Tel: +254 412 316 002/3, +254 203 536 174
Email: jsyanda@kephis.org
The system makes it easier for decision makers to analyse the complexity of the procedure as it is experienced by the trader and to detect simplification opportunities.
OTHER FUNCTIONS OF THE KENYA E-TRADE PORTAL

Statistics: key data on trade statistics incl integration with ITC TradeMap

Search by export markets

View details by product

<table>
<thead>
<tr>
<th>HS4</th>
<th>Code</th>
<th>Product label</th>
<th>Value exported in 2016 (USD thousand)</th>
<th>Annual growth in value between 2015-2016 (% p.a.)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>TOTAL</td>
<td>All products</td>
<td>4,973,941</td>
<td>-2</td>
</tr>
<tr>
<td>09</td>
<td>Coffee, tea, maté and spices</td>
<td>1,370,305</td>
<td>-1</td>
<td></td>
</tr>
<tr>
<td>06</td>
<td>Live trees and other plants; bulbs, roots and the like; cut flowers and ornamental foliage</td>
<td>748,352</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>07</td>
<td>Edible vegetables and certain roots and tubers</td>
<td>293,146</td>
<td>-1</td>
<td></td>
</tr>
<tr>
<td>62</td>
<td>Articles of apparel and clothing accessories, not knitted or crocheted</td>
<td>231,476</td>
<td>8</td>
<td></td>
</tr>
<tr>
<td>08</td>
<td>Edible fruit and nuts; peel of citrus fruit or melons</td>
<td>199,992</td>
<td>9</td>
<td></td>
</tr>
<tr>
<td>26</td>
<td>Ores, slag and ash</td>
<td>152,517</td>
<td>11</td>
<td></td>
</tr>
<tr>
<td>61</td>
<td>Articles of apparel and clothing</td>
<td>146,006</td>
<td>-22</td>
<td></td>
</tr>
</tbody>
</table>
OTHER FUNCTIONS OF THE KENYA E-TRADE PORTAL

**Source from Kenya:** Database of suppliers of various goods and services.

### Buy from Kenya
- How it works
- Suppliers of Goods
- Suppliers of professional Services
- Trade Support Institutions
- Wholesalers and Retailers

### Search suppliers by county

<table>
<thead>
<tr>
<th>Name of Organization</th>
<th>Physical Address</th>
<th>County</th>
<th>Telephone</th>
<th>Website</th>
<th>Association</th>
</tr>
</thead>
<tbody>
<tr>
<td>PWANI OIL PRODUCTS</td>
<td>Wahunzi Street, Miji Kenda St,</td>
<td>Mombasa (County)</td>
<td>0722811896</td>
<td><a href="https://pwani.net/">https://pwani.net/</a></td>
<td>AKS</td>
</tr>
<tr>
<td></td>
<td>Mombasa</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**ANIMAL OR VEGETABLE FATS AND OILS**

**PROCESSED FOODS, BEVERAGES AND TOBACCO (SAUSAGES, PREPARED OR PRESERVED FISH; SUGAR AND SUGAR COFECTIONERY; COCOA AND COCOA PREPARATION; MALT EXTRACT; PASTA, BREAD, PASTRY, CAKES, BISCUITS, PREPARED OR PRESERVED VEGETABLES, FRUIT AND NUTS AND TOMATOES; MUSHROOMS, JAM, TOMATO PASTE, FRUIT JUICES, YEASTS, SAUCES, SOUPS, WATER, BEER, WINE, BRAN, OIL CAKE AND TOBACCO)**

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<td></td>
<td></td>
</tr>
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The E-Trade Portal Kenya and InfoTrade Kenya are significant for 6 main reasons:

1. Describe the reality of administrative procedures, from the traders’ point of view;

2. User-centric systems which illustrate the idea, and our aspiration as Government, that public administration is at the service of the public;

3. Presentation of standardized information on trade procedures (one story, not many, in one place);
The E-Trade Portal Kenya and InfoTrade Kenya are significant for 6 main reasons:

4. **Do it right**: most effective way to collect, centralize, disseminate and keep updated the regulatory information on trade in a rapidly changing environment (*one database of procedures connected to many websites*); 

5. Enable the Government to **analyse how procedures can be simplified** for the user by easily detecting the bottlenecks and redundancies; and,

6. **Linking Kenyan suppliers to global buyers** through the e-Commerce Gateway (Source from Kenya).
Please visit:

www.kenyatradeportal.go.ke

www.infotradekenya.go.ke

Thank you

www.trade.go.ke

State Department for Trade