



## TRAINING ON RULES OF ORIGIN IN INTERNATIONAL TRADE

The Voice of Private Sector in  
East Africa



Dates: 25<sup>th</sup> - 29<sup>th</sup> May 2015 in Nairobi  
14<sup>th</sup> - 18<sup>th</sup> September 2015 in Kampala



## Introduction

The East African Business Council (EABC) is the apex body of business associations of the private sector in East Africa. Founded in 1997, EABC's mission is to promote private sector regional and global competitiveness in trade and investment. EABC membership consists of national apex private sector associations, national manufacturers' associations, national employers' associations, national chambers of commerce, sector based associations and corporations from all five EAC Partner States.

Based on its current strategic plan, EABC advocates for better business environment and increased investment driven by taking advantage of regional integration established instruments and agreements. This involves taking advantage of the existing EAC Customs Union and Common Market frameworks. Riding on its successes and experience in dealing with various impediments to free flow of goods in the EAC region, EABC would like to demystify the tools enabling cross border trade by organizing its first ever detailed training on one of such key tools of which business persons lack concrete understanding and application that is RULES of ORIGIN.

## Background and Context

Rules of Origin are the cornerstone of the any preferential trade regime. It's through application of the Rules of Origin that Members of preferential trade regimes can accord preferential tariffs on goods that meet the origin rules and are traded between the Member States. In addition, Rules of Origin can prevent trade deflection in the preferential trade area.

The East African Community (EAC) like any other Regional Economic Community (REC) has Rules of Origin. The EAC Rules of Origin were first adopted in 2005 during the commencement of the Customs Union Protocol. The EAC Rules of Origin were revised in 2009 to ensure that they continue to provide maximum benefit to the economies of the Partner States in the face of changes in the economic environment.

As a result of the dismal performance of intra-EAC trade since the review of 2009 coupled with the need to have set of rules of origin which are compatible with other preferential trade regimes such as EAC-EU EPA and Tripartite FTA, EAC launched a review of the EAC Rules of Origin together with the user Manual. Both the rules and the Manual have now been revised and adopted by EAC policy organs. Effective implementation of these rules once adopted will enhance intra - EAC trade, increase EAC trade with European Union as well increase EAC trade with COMESA and SADC in the grand FTA.

In order to make sure that the private sector in the EAC continue to fully exploit opportunities provided by preferential trade arrangements such as EAC, EAC-EU-EPA and Tripartite FTA, EABC embarked on series of training courses on Rules of Origin. The training courses are aimed at equipping both public and private sector officials with skills and knowledge on the technical and administrative aspects of the Revised EAC Rules of Origin, EAC - EU EPA Rules of Origin and Tripartite FTA Rules of Origin. The rationale for this training is based on the fact that clear understanding of the basics of the rule of origin and their applications are important factor in increasing regional and international trade. In short, without the knowledge of practical application of the rule of origin, cross-border trade risks being slowed.

On 19th to 23rd May and 22nd-25 September 2014, EABC conducted the training on Rules of Origin in Gisenyi, Rwanda and Arusha, Tanzania whereby 37 participants both from private and public sectors across EAC Partner States were equipped with necessary skills and knowledge on technical and administrative aspects of the Revised EAC Rules of Origin, EAC-EU-EPA Rules of Origin and Tripartite FTA Rules of Origin.



## Import

Aiming at raising awareness and building capacity of the wider range of East Africans in the areas of the Rules of Origin, EABC is planning to conduct yet another training on Rules of Origin.

### Course Objectives

The main objective of this training on the EAC Rules of Origin is to raise awareness and build capacity of the EAC Partner States in the area of Rules of Origin so that they can harness the opportunities provided by the preferential trade regimes within the EAC and other trade blocs. The training is tailored to enable the business community and officials from the Revenue Authorities and other Government agencies and trade support organizations to enhance their skills and knowledge on the Revised EAC Rules of Origin with a view to improving their operational performance and support the uniform application of EAC Rules of origin in order to enhance regional cooperation and intra-EAC trade. The course will also assist participants in building a regional pool of experts within the private sector on Rules of Origin.

Specifically, the course will have the following objectives

- 1) To enhance understanding on the rules of origin and their roles in international trade.
- 2) To build the capacity of the private sector to be able to take advantage of the trade opportunities being created by the forthcoming Tripartite FTA and EPAs.
- 3) To contribute to the set-up of a regional network of experts within the private sector who are able to effectively engage with policy makers on regular dialogues on the rule of origin.

### Course Content

The training will focus on rules of origin and their role in promoting international trade. Specific attention will be paid to the following aspects.



## Export

- a) General aspects of rules of origin and their roles in promoting international trade.
- b) Overview of the Revised EAC Rules of Origin
- c) Origin Criteria used in the Revised EAC Rules of Origin
- d) Administrative Procedures of the Revised EAC Rules of Origin
- e) Comparison of the Revised EAC Rules of Origin with former EAC Rules of Origin
- f) Overview of COMESA and SADC Rules of Origin in comparison with Revised EAC Rules of Origin
- g) Proposed Tripartite FTA and rules of origin; and
- h) The EAC/EU/EPAs rules of origin

### Course outcomes

At the end of the training, the participants are expected to have achieved the following outcomes.

- a) Increased understanding on Rules of Origin and their application in regional and international trade.
- b) Enhanced capacity of participants to effectively engage in the development and design of appropriate Rules of Origin.
- c) Increased pool of private sector experts on Rules of Origin in the participants organizations.
- d) Enhanced capacity of SMEs and women involved in cross-border trade so as to ultimately contribute to increased-intra regional trade.

### Mode of delivery

The course will be delivered by a group of trade experts with vast experience in development, design and application of the rules of origin. The course will be delivered through practical examples, experiences and visits to competent authorities involved in the issuance of certificates of origin.



Manufacturers and exporters with experience in international trade will be invited to give talks. Participants will be encouraged to share best practices, experiences and lesson learnt on the rules of origin. The training will be conducted in five days. All training will be conducted in English.

### **Target group**

This short course is highly recommended for manufacturers, traders, clearing and forwarding agents, customs officers, revenue authorities, trade supporting institutions, competent authorities issuing certificated of origin and private sector associations among others.

### **Fees**

The course will run for five days (5 days). The course fee is USD 1,499 per participant and it will partly cover tuition, training materials and facilitation.

### **How to apply**

Applications should be submitted to the Executive Director, East African Business Council, through the attached form to P.O.BOX 2617, Arusha, Tanzania or through [procurement@eabc-online.com](mailto:procurement@eabc-online.com). Deadline for application is Friday 8th May 2015 and Monday 17th August 2015 respectively.