

السادة أعضاء جمعية رجال الأعمال المصريين الأفارقة المحترمين

استكمالاً للجهود المستمرة والعلاقات المتميزة التي تربط الجمعية بشركائها الاستراتيجيين، وحرصاً على تعزيز التعاون مع الجهات الخارجية وفتح آفاق جديدة أمام مجتمع الأعمال المصري، فقد ورد إلينا مقترح بشأن تطبيق نظام التعريفية الجمركية الصفيرية (Zero Tariff) على مجموعة من السلع بين الدول الأعضاء، بهدف تسهيل حركة التجارة وخفض التكاليف وزيادة تنافسية الصادرات. وفي هذا الإطار، ندعو السادة الأعضاء للاطلاع على تفاصيل المبادرة ودراسة السلع المقترحة، تمهيداً لإبداء الرأي والملاحظات، بما يساهم في دعم توجهات التوسع التجاري وتعظيم الاستفادة من الفرص المتاحة.

مرفق مع المنشور

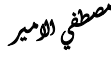
وتفضلوا بقبول فائق الاحترام،

رئيس مجلس إدارة جمعية
رجال الأعمال المصريين الأفارقة


د/ يسري الشراوي

جمعية رجال الأعمال المصريين الأفارقة
مشهرة برقم ١٧٧٤ لسنة ٢٠٢٠
Egyptian African Businessmen's Association
6779/2020

الأمين العام لجمعية
رجال الأعمال المصريين الأفارقة


م / مصطفى الامير

POLICY BRIEF

Understanding China's Zero Tariff Policy: A Practical Guide for Ghanaian Exporters.

Paul Frimpong, Executive Director, ACCPA

EXECUTIVE summary

Beginning **1 May 2026**, China will implement a **zero-tariff policy on 100% of tariff lines** for 53 African countries with diplomatic relations, marking a significant expansion of its preferential trade arrangements under the Forum on China–Africa Cooperation (FOCAC). This policy eliminates import duties on a wide range of goods entering China, creating a more competitive and accessible market for African exporters, including Ghana.

For Ghana, this development presents a strategic opportunity to deepen trade engagement with China, move beyond traditional commodity exports, and scale up participation in one of the world’s largest consumer and industrial markets. While Ghana already exports products such as cocoa, gold, and timber to China, the zero-tariff regime opens new pathways for value-added, agro-processed, and light manufactured goods to enter the Chinese market with improved price competitiveness.

However, zero tariffs do not automatically translate into increased exports. Ghanaian exporters must navigate critical requirements such as rules of origin compliance, product standards, certification processes, and market access channels. Without adequate preparation, the benefits of the policy may remain underutilized.

Key opportunities emerging from this policy include:

- **Expansion of agro-processed exports**, particularly cocoa derivatives, cashew, shea-based products, and processed foods
- **Entry into China’s growing consumer market**, especially for premium, organic, and ethically sourced products
- **Industrial upgrading and diversification**, leveraging preferential access to scale light manufacturing exports
- **Strengthened Ghana–China commercial partnerships**, including joint ventures and distribution networks



To fully harness these opportunities, this brief advances the following actionable recommendations:

- **Develop a targeted China Export Strategy** focused on priority sectors, product standards, and market intelligence
- **Strengthen exporter readiness and compliance capacity**, particularly in rules of origin and Chinese regulatory standards
- **Promote value addition and industrial processing** to enhance competitiveness and meet Chinese market demand
- **Facilitate market entry through trade platforms and partnerships**, including participation in major Chinese trade fairs and e-commerce channels
- **Establish dedicated export support mechanisms**, such as a China-focused export desk and technical assistance programs

INTRODUCTION & context

Over the past two decades, economic engagement between Africa and China has been anchored within the framework of the Forum on China–Africa Cooperation (FOCAC), established in 2000 as a platform to advance diplomatic, economic, and development cooperation. Trade has remained a central pillar of FOCAC, with successive summits introducing measures aimed at enhancing market access, promoting investment, and facilitating Africa’s integration into global value chains. Within this context, preferential trade arrangements—particularly tariff reductions—have increasingly become a key instrument through which China supports African exports.

China–Africa trade relations have evolved significantly over time. From relatively modest volumes in the early 2000s, China has become Africa’s largest trading partner, with bilateral trade surpassing USD 250 billion in recent years. However, this relationship has been characterized by structural asymmetries: Africa largely exports primary commodities, while importing manufactured goods from China. This imbalance has prompted growing calls for a shift toward value addition, industrialization, and export diversification across African economies. In response, China has gradually expanded preferential access schemes to support African exports, particularly from least developed countries (LDCs).

The zero-tariff policy represents the most ambitious step in this direction. Initially applied to a subset of African LDCs covering approximately 97% of tariff lines, the policy has now been expanded to cover 100% of tariff lines for 53 African countries with diplomatic relations with China, effective May 2026.

This shift marks a transition from a targeted preferential scheme to a broad-based continental market access initiative, significantly widening the scope of potential beneficiaries, including non-LDCs such as Ghana.

For Ghana, trade relations with China have deepened steadily over the years, with China serving as one of Ghana’s largest trading partners. Ghana’s exports to China have traditionally been concentrated in natural resources, including gold, crude oil, cocoa, and timber. While these exports have contributed to foreign exchange earnings, they also reflect limited diversification and relatively low levels of value addition. At the same time, Ghana imports a wide range of manufactured goods, machinery, and industrial inputs from China, reinforcing an existing trade imbalance. The zero-tariff policy therefore presents an opportunity for Ghana to rebalance and upgrade its trade profile by expanding exports into higher-value segments.

Against this backdrop, the purpose of this policy brief is twofold. First, it seeks to translate China’s zero-tariff policy into clear, practical guidance for Ghanaian exporters, breaking down its implications, requirements, and opportunities in an accessible manner. Second, it aims to support policymakers, trade institutions, and private sector actors in Ghana to better position themselves to take advantage of this policy shift. By bridging the gap between high-level policy announcements and on-the-ground implementation, this brief contributes to ensuring that Ghana is not only aware of the opportunity but is also prepared to act on it effectively.

3. WHAT IS CHINA'S zero tariff policy?



3.1 Policy Overview

China's zero-tariff policy represents a landmark trade facilitation measure aimed at enhancing African exports into the Chinese market. At its core, the policy entails the **elimination of import tariffs on 100% of tariff lines for 53 African countries** with diplomatic relations with China. This effectively means that eligible goods exported from Ghana and other qualifying African countries can enter the Chinese market **duty-free**, significantly improving their price competitiveness.

The policy is scheduled to take effect from **1 May 2026**, building on earlier preferential trade arrangements that covered only least developed countries (LDCs) and a limited proportion of tariff lines. Its expansion to all African diplomatic partners signals a shift toward **broader, more inclusive market access** under the framework of the Forum on China–Africa Cooperation (FOCAC).

In terms of scope, the policy applies across a wide range of goods and sectors, including:

- **Agricultural products** (e.g., cocoa derivatives, fruits, nuts)
- **Industrial and manufactured goods** (e.g., textiles, garments, light machinery)
- **Processed and semi-processed goods** (e.g., food products, cosmetics)

However, while tariffs are eliminated, exporters must still comply with **non-tariff measures**, including quality standards, sanitary and phytosanitary (SPS) requirements, and product certification rules applicable within China.

3.2 How It Works in Practice



To benefit from the zero-tariff policy, Ghanaian exporters must go beyond simply shipping goods to China. The policy operates within a structured trade compliance framework that requires adherence to specific procedures:

Customs Procedures

Goods exported to China must be declared through Chinese customs systems upon arrival. Importers (or their agents) in China typically handle the clearance process, but exporters must ensure that all required documentation is accurate and complete to avoid delays or rejection.

Rules of Origin Requirements

A critical condition for accessing zero tariffs is compliance with **rules of origin**. These rules determine whether a product qualifies as originating from Ghana. Generally, this involves:

- Proof that the product is **wholly obtained** in Ghana (e.g., agricultural goods), or
- Evidence of **substantial transformation** for manufactured goods (e.g., local value addition thresholds)

Failure to meet these requirements may result in the product being denied preferential treatment and subjected to standard tariffs.

Certification Processes

Exporters must obtain a valid **Certificate of Origin** from designated national authorities in Ghana. This document certifies that the goods meet the origin criteria and is a mandatory requirement for accessing zero-tariff benefits at Chinese ports of entry.

Standards and Compliance

In addition to origin certification, exporters must comply with Chinese regulatory standards, including:

- Product quality and safety requirements
- Packaging and labeling regulations
- Sanitary and phytosanitary standards (for food and agricultural products)

Role of Chinese Customs Authorities

The General Administration of Customs of China is responsible for verifying documentation, enforcing compliance, and granting tariff exemptions at the point of entry. Their assessment determines whether goods qualify for zero-duty treatment.

3.3 Key Institutions Involved

Effective utilization of the zero-tariff policy requires coordination between institutions in both Ghana and China.

In Ghana:

- The **Ministry of Trade, Agribusiness and Industry** provides policy direction and oversees trade facilitation efforts
- The **GRA Customs Division** manages export documentation and ensures compliance with customs procedures
- The **Ghana Export Promotion Authority (GEPA)** supports exporters through capacity-building, market intelligence, and export promotion initiatives

In China:

- The Ministry of Commerce of the People's Republic of China (MOFCOM) oversees trade policy implementation and bilateral trade relations
- The General Administration of Customs of China enforces customs regulations, verifies eligibility for preferential treatment, and administers the zero-tariff regime at ports of entry



In essence, while China's zero-tariff policy removes a major cost barrier, its successful utilization depends on compliance, coordination, and exporter preparedness. Ghanaian exporters who understand and navigate these processes effectively will be best positioned to benefit from the policy.

4. WHAT THIS MEANS for Ghana

4.1 Current Ghana–China Trade Dynamics

Trade relations between Ghana and China have expanded significantly over the past decade, positioning China as one of Ghana's most important bilateral trading partners. However, the structure of this relationship reveals a persistent trade imbalance.

Ghana's imports from China—largely comprising manufactured goods, machinery, electronics, textiles, and industrial inputs—consistently exceed its exports. This has resulted in a trade deficit, reflecting Ghana's role as a net importer of higher-value manufactured products.

On the export side, Ghana's trade with China remains highly concentrated in primary commodities, including:

- **Gold** (a dominant export, driven by strong Chinese demand)
- **Crude oil**
- **Cocoa beans and semi-processed cocoa products**
- **Timber and wood products**

While these exports generate substantial foreign exchange, they are largely low in value addition and vulnerable to global price fluctuations. This structure limits Ghana's ability to fully capture value within global supply chains and constrains job creation in domestic industries.

4.2 Structural Constraints

Despite the opportunities presented by China's zero-tariff policy, several structural challenges may limit Ghana's ability to fully capitalize on it:

Limited Export Diversification

Ghana's export base remains narrow, with insufficient development of **non-traditional exports** such as processed foods, manufactured goods, and high-value agricultural products. This reduces the range of products that can immediately benefit from tariff-free access.

Compliance & Standards Issues

Access to the Chinese market is governed not only by tariffs but also by stringent **quality, safety, and phytosanitary standards**. Many Ghanaian exporters—particularly SMEs—face challenges in:

- Meeting certification requirements
- Understanding Chinese regulatory frameworks
- Ensuring consistency in product quality

Logistics & Supply Chain Gaps

Inefficiencies in logistics continue to affect export competitiveness. Key issues include:

- High transportation and shipping costs
- Limited cold chain infrastructure for perishable goods
- Port and customs inefficiencies
- Weak integration into global and regional supply chains

4.3 Strategic Opportunity Window



Notwithstanding these challenges, China's zero-tariff policy presents Ghana with a rare strategic window to reposition its export economy.

Shift from Raw Exports to Value-Added Exports

The removal of tariffs creates strong incentives for Ghana to transition from exporting raw materials to **processed and semi-processed goods**. For example:

- Moving from cocoa beans to **chocolate and cocoa derivatives**
- From raw cashew to **processed cashew products**
- From timber logs to **finished wood products**

This shift would enhance export revenues, create jobs, and strengthen industrial capacity.

Entry into China's Consumer and Industrial Markets

China represents one of the world's largest and fastest-growing markets, with rising demand for:

- High-quality agricultural products
- Processed foods and beverages
- Natural and organic products
- Light manufactured goods

Catalyst for Industrial Upgrading and Partnerships

The policy also creates opportunities for:

- Joint ventures between Ghanaian and Chinese firms
- Technology transfer and industrial collaboration
- Integration into China-linked global value chains

In summary, while Ghana's current trade structure with China reflects longstanding imbalances, the zero-tariff policy offers a transformational opportunity. Realizing this potential will depend on Ghana's ability to overcome structural constraints and strategically reposition its export sectors toward higher-value production and market integration.



5. PRIORITY EXPORT OPPORTUNITIES

for Ghanaian businesses

China's zero-tariff policy creates a powerful incentive for Ghanaian businesses to **reposition their export portfolios toward higher-value and market-responsive products**. While traditional exports will continue, the real gains lie in expanding into processed, branded, and niche segments that align with demand trends in China.

5.1 Agricultural & Agro-Processed Products

Agriculture remains Ghana's strongest comparative advantage, but the opportunity under the zero-tariff regime lies in moving up the value chain.

Cocoa Derivatives (Butter, Powder, Chocolate)

China's growing middle class is driving demand for **chocolate, confectionery, and premium cocoa-based products**. Exporting processed cocoa (butter, powder) rather than raw beans significantly increases value capture and export earnings.

Cashew and Shea Products

- **Processed cashew (kernels, roasted products)** has strong export potential, especially as China's snack market expands
- **Shea butter and derivatives** are in demand for both food and cosmetic industries

Fruits and Horticulture

Fresh and processed fruits—such as pineapple, mango, coconut, and dried fruits—offer strong prospects, particularly when supported by:

- Proper cold chain logistics
- Compliance with phytosanitary standards

5.2 Industrial & Manufactured Goods

Beyond agriculture, the zero-tariff policy creates space for Ghana to expand into light manufacturing exports, especially in sectors aligned with China's evolving consumption patterns and outsourcing trends.

Textiles and Garments

With increasing labor costs in China, there is growing interest in sourcing textiles and apparel from external markets. Ghanaian producers can tap into:

- Niche African prints and designs
- Ethical and sustainable fashion segments

Light Manufacturing Products

Opportunities exist in:

- Household goods
- Packaging materials
- Basic consumer products

These sectors can benefit from **scale, standardization, and partnerships with Chinese firms**, particularly through joint ventures or contract manufacturing arrangements.



5.3 Emerging Sectors

Several emerging sectors present high-growth opportunities, particularly for **innovative** and **export-ready SMEs**.

Processed Foods

China's urban population is increasingly demanding:

- Ready-to-eat foods
- Packaged African delicacies
- Health-oriented food products

Ghanaian brands can position themselves in **ethnic, organic, and premium food categories**.

Cosmetics (Shea-Based Products)

The global shift toward natural beauty products has reached China's cosmetics market. Shea-based products—including creams, oils, and skincare formulations—can gain traction if properly branded and certified.

Green and Eco-Certified Products

Sustainability is becoming a key purchasing factor in China. Products that are:

- Organic
- Fair trade
- Environmentally certified

can command premium prices and differentiate Ghanaian exports in competitive segments.

Summary of Priority Opportunities

SECTOR	OPPORTUNITY	MARKET ENTRY POTENTIAL	KEY REQUIREMENTS
Cocoa & Agro-processing	Cocoa butter, powder, chocolate	High – growing consumer demand	Quality standards, branding,
Nuts & Natural Products	Cashew, shea butter	High – snack & cosmetics markets	Processing, certification,
Fruits & Horticulture	Fresh & dried fruits	Medium-High	Cold chain, SPS compliance
Textiles & Garments	African prints, apparel	Medium	Design, quality consistency,
Light Manufacturing	Basic consumer goods	Medium	Scale, cost competitiveness
Processed Foods	Packaged and ready-to-eat foods	High	Food safety standards,
Cosmetics	Shea-based skincare products	High	Certification, branding,
Green Products	Organic and eco-certified goods	High (premium niche)	Certification, traceability

6. STEP-BY-STEP GUIDE for Ghanaian exporters

To fully benefit from China's zero-tariff policy, Ghanaian exporters must follow a **clear, structured process** that goes beyond production to include compliance, certification, and market entry strategy. This section provides a **practical, step-by-step guide** to support exporters in navigating the system effectively.

Step 1: Identify Eligible Products

The first step is to determine whether your product qualifies under the zero-tariff regime.

- Review the list of tariff lines covered under China's zero-tariff policy (which now includes 100% of eligible products for African partners)
- Match your product with the appropriate Harmonized System (HS) Code
- Confirm eligibility with relevant Ghanaian trade institutions (e.g., GEPA or Ministry of Trade)

Practical Tip:

- Even though the policy covers all tariff lines, proper classification is essential to avoid delays or rejection at Chinese ports.

Step 2: Meet Rules of Origin Requirements

Eligibility for zero tariffs depends on proving that your product **originates from Ghana**.

Key Requirements:

- **Wholly obtained goods** (e.g., raw agricultural products grown in Ghana), or
- **Substantial transformation** (for manufactured goods), meaning:
 - A defined percentage of **local value addition**, or
 - A change in tariff classification after processing

Documentation Needed:

- Production records
- Supplier invoices (local inputs)
- Cost breakdowns showing value addition
- Export invoices and packing lists

Practical Tip:

Failure to meet rules of origin requirements is one of the most common reasons for denial of preferential treatment.

Step 3: Obtain Certification

To access zero tariffs, exporters must secure a **Certificate of Origin (CoO)**.

- Issued by designated authorities in Ghana (typically through the **GRA Customs Division** or other authorized bodies)
- Confirms that the product meets origin requirements
- Must accompany export documentation and be presented at the Chinese port of entry

Practical Tip:

Ensure all documentation is consistent (invoice, packing list, CoO) to avoid discrepancies during customs verification.

Step 4: Ensure Standards Compliance

Zero tariffs do not eliminate the need to meet **Chinese regulatory standards**, which are often stringent.

Key Areas of Compliance:

- **Product quality and safety standards**
- **Sanitary and phytosanitary (SPS) requirements** (for food and agricultural products)
- **Packaging and labeling regulations** (including Chinese language requirements in some cases)
- **Certification for specific products** (e.g., cosmetics, processed foods)

Practical Tip:

Engage with export support institutions or consultants early to understand product-specific requirements in China. Non-compliance can result in shipment rejection or bans.

Step 5: Find Market Access Channels

Having a compliant product is only half the journey—exporters must actively secure market entry pathways.

Key Channels:

- **Chinese Importers/Distributors**
 - Establish partnerships with licensed importers who understand local distribution networks
 - Use business matchmaking platforms and trade missions
- **E-commerce Platforms**
 - Leverage China's digital economy through platforms such as cross-border e-commerce channels
 - Particularly useful for SMEs and niche products
- **Trade Fairs and Exhibitions**
 - Participate in major events such as the China International Import Expo (CIIE)
 - Showcase products, build networks, and secure contracts

Step 6: Logistics & Shipping

Efficient logistics are essential to ensure products reach China on time and in good condition.

Key Considerations:

- Ports of export: Typically Tema or Takoradi
- Freight forwarding: Engage reliable logistics companies experienced in China-bound shipments
- **Shipping mode:**
 - Sea freight (cost-effective for bulk goods)
 - Air freight (for perishable or high-value goods)
- **Customs Clearance:**
 - Ensure all documentation is complete (invoice, bill of lading, Certificate of Origin, compliance certificates)
 - Work closely with your Chinese importer or agent

Practical Tip:

For perishable goods, invest in cold chain logistics to maintain quality throughout transit.

Exporter Checklist

Before exporting to China under the zero-tariff policy, ensure you have:

Correct HS code and product classification
Proof of origin (meeting rules of origin requirements)
Valid Certificate of Origin
Compliance with Chinese standards and regulations
Identified buyer/distributor or market entry channel
Reliable logistics and shipping arrangements
Complete and consistent documentation

7. POLICY

recommendations

7.1 For Government (Ghana)

1. Develop a National China Export Strategy

Ghana should design a targeted, market-specific export strategy focused on China, identifying priority sectors, product categories, and entry pathways. This strategy should:

- Align with industrial policy and export diversification goals
- Provide market intelligence on Chinese demand trends
- Set clear export targets and performance benchmarks

2. Strengthen Standards and Certification Systems

To meet Chinese regulatory requirements, Ghana must upgrade its **national quality infrastructure**, including:

- Testing laboratories and certification bodies
- Food safety and phytosanitary inspection systems
- Accreditation mechanisms aligned with international and Chinese standards

3. Expand Export Financing and Incentives

Access to finance remains a key constraint for exporters. Government should:

- Scale up **export credit schemes and guarantees**
- Provide concessional financing for export-oriented SMEs
- Introduce targeted incentives for value-added production (e.g., tax breaks, subsidies for processing equipment)

7.2 For Trade Institutions

1. Exporter Training and Capacity-Building Programmes

The **Ghana Export Promotion Authority (GEPa)** should lead structured training programmes to equip exporters with:

- Knowledge of China's market requirements
- Guidance on rules of origin and certification processes
- Practical skills in branding, packaging, and market entry

These **programmes should be sector-specific** and hands-on, targeting both established exporters and emerging SMEs.

2. Establish a Dedicated China Export Support Desk

A specialized “China Export Desk” should be created within GEPA or the Ministry of Trade to:

- Provide real-time advisory services to exporters
- Facilitate documentation and certification processes
- Support business matchmaking with

Chinese importers and distributors

This desk can serve as a **one-stop hub** for all China-related export inquiries and support.

7.3 For the Private Sector

1. Invest in Value Addition and Product Development

Ghanaian businesses must shift from raw exports to **processed, branded, and market-ready products**. This includes:

- Upgrading processing facilities
- Improving packaging and labeling standards
- Developing products tailored to Chinese consumer preferences

2. Form Export Consortia and Clusters

SMEs should collaborate to:

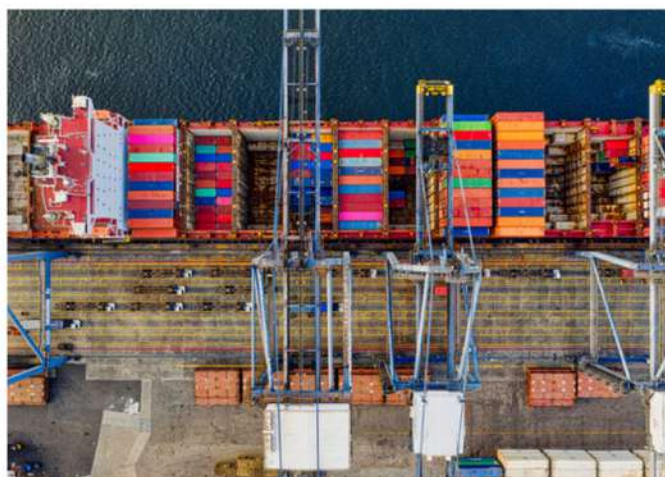
- Aggregate supply and meet large-volume orders
- Share costs related to certification, logistics, and marketing
- Strengthen bargaining power in negotiations with Chinese buyers

3. Build Strategic Partnerships with Chinese Firms

Partnerships with Chinese companies can provide:

- Market access and distribution networks
- Technical expertise and technology transfer
- Opportunities for joint ventures and co-production

Such collaborations are critical for navigating the Chinese business environment and scaling exports.



7.4 For China–Ghana Cooperation

1. Provide Technical Assistance on Standards and Compliance

China can support Ghana through:

- Capacity-building programmes on Chinese regulatory requirements
- Knowledge transfer on quality assurance and certification systems
- Institutional partnerships between standards agencies

2. Promote Joint Ventures in Agro-Processing and Manufacturing

Encouraging China–Ghana industrial partnerships can:

- Support local value addition
- Enhance productivity and efficiency
- Integrate Ghanaian firms into global value chains linked to China

3. Establish Trade Facilitation and Market Access Platforms

Both countries can collaborate to develop:

- Digital trade platforms connecting Ghanaian exporters to Chinese buyers
- Regular trade fairs, exhibitions, and business forums
- Dedicated logistics and distribution channels for Ghanaian products in China

Conclusion to Recommendations

The success of China’s zero-tariff policy for Ghana will depend not on the policy itself, but on the ecosystem built around it. With the right mix of strategy, capacity, investment, and partnership, Ghana can transform this policy into a catalyst for export diversification, industrial growth, and deeper economic engagement with China.

8. CONCLUSION

China's zero-tariff policy marks a significant milestone in Africa–China trade relations, offering Ghana unprecedented access to one of the world's largest and most dynamic markets. However, it is critical to underscore that zero tariffs do not automatically translate into increased exports. Market access alone is not sufficient—competitiveness, compliance, and coordination will ultimately determine Ghana's success.

To fully benefit from this policy, Ghanaian exporters and institutions must prioritize preparedness. This includes building the capacity to meet rules of origin requirements, securing the necessary certifications, and understanding the regulatory landscape in China. Without this foundation, even the most promising export opportunities may fail to materialize.

Equally important is adherence to standards. China's market is highly regulated, and only products that meet stringent quality, safety, and phytosanitary requirements will gain entry and sustain market presence. Strengthening Ghana's standards infrastructure and exporter compliance systems is therefore non-negotiable.

Finally, success under the zero-tariff regime requires a clear and deliberate strategy. Ghana must move beyond its traditional reliance on raw commodity exports and embrace value addition, product differentiation, and targeted market entry approaches. Strategic partnerships, branding, and participation in trade platforms will be essential in positioning Ghanaian products competitively.

The moment ahead is not just one of opportunity—it is one of urgency. Ghana stands at a critical juncture where policy access must be matched with decisive action. Government, trade institutions, and the private sector must work together to convert this preferential access into real export growth, job creation, and industrial transformation.

In short, Ghana must move from **opportunity** to **execution**.

9. ANNEX

9.1 Glossary of Key Trade Terms

- **Zero Tariff:** The elimination of import duties on eligible goods entering a market, reducing the cost of exports and improving competitiveness.
- **Tariff Lines:** Specific product categories classified under the Harmonized System (HS) used to determine applicable duties.
- **Harmonized System (HS) Code:** An internationally standardized system for classifying traded goods, used for customs and tariff purposes.
- **Rules of Origin:** Criteria used to determine the country of origin of a product, which is required to access preferential trade benefits.
- **Certificate of Origin (CoO):** An official document certifying that exported goods meet the origin requirements of a trade agreement.
- **Sanitary and Phytosanitary (SPS) Measures:** Regulations aimed at protecting human, animal, and plant health, especially relevant for food and agricultural exports.
- **Non-Tariff Barriers (NTBs):** Trade restrictions other than tariffs, such as standards, quotas, and licensing requirements.
- **Customs Clearance:** The process of obtaining permission from customs authorities for goods to enter or leave a country.
- **Freight Forwarder:** A logistics provider that arranges the transportation and shipment of goods internationally.
- **Value Addition:** The process of increasing the economic value of a product through processing, manufacturing, or branding.

10.2 Key Institutions for Export Support

Ghanaian Institutions

- **Ministry of Trade, Agribusiness and Industry** – Policy direction and trade facilitation
- **Ghana Export Promotion Authority (GEPA)** – Export development, training, and market access support
- **GRA Customs Division** – Export documentation and customs procedures
- **Ghana Standards Authority (GSA)** – Product standards and certification
- **Food and Drugs Authority (FDA Ghana)** – Regulation of food, cosmetics, and health-related products
- **Ghana Free Zones Authority (GFZA)** – Support for export-oriented manufacturing

Chinese Institutions

- **Ministry of Commerce of the People's Republic of China** – Trade policy and international cooperation
- **General Administration of Customs of China** – Customs clearance and tariff administration
- **China Council for the Promotion of International Trade (CCPIT)** – Trade promotion and business matchmaking
- **China International Import Expo (CIIE) Organizing Committee** – Trade exhibition and market access platform

→ About **Author**

Paul Frimpong is a development economist and **Executive Director** of the **Africa–China Centre for Policy & Advisory (ACCPA)**, known for his work at the intersection of trade, policy, and Africa–China relations, where he provides practical insights to governments and businesses on leveraging China’s engagement for Africa’s development.

→ About **ACCPA**

Africa–China Centre for Policy & Advisory is an independent policy think tank focused on Africa–China relations, delivering research, advisory, and practical insights that inform trade, investment, and development decisions.

CONTACT

Phone

→ +233 303 965259

Email

→ paulf@africachinacentre.org

Website

→ www.africachinacentre.org

Address

→ PLOT 49, Haatso RD, North Legon, Accra, Ghana

