



**KENYA EXPORT
PROMOTION & BRANDING
AGENCY**

KENYA-CHINA EARLY HARVEST AGREEMENT EXPORT REQUIREMENTS

The Kenya-China Early Harvest Arrangement, signed on March 24, 2026, grants Kenyan exports duty-free access to 98.2% of Chinese tariff lines. This interim framework aims to reduce Kenya's trade deficit by increasing agricultural exports, such as tea, coffee, and avocados. It follows the FOCAC Beijing Summit held in September 2024 as part of a broader economic partnership.

The Kenya-China Early Harvest Arrangement officially takes effect on **May 1, 2026**.

- **Scope:** 98.2% of Kenyan products are granted quota-free and duty free access to the Chinese market.
- **Targeted Products:** Primary focus is on agricultural and value-added goods, including tea, coffee, avocados, macadamia nuts, cut flowers, and fish.
- **Objective:** To address the substantial trade imbalance (over KSh500 billion deficit) by increasing Kenyan export volumes.

Export requirements

To export to China under the Kenya-China Early Harvest Arrangement, exporters must meet mandatory customs registrations, sanitary and phytosanitary (SPS) standards, and quality protocols. While the agreement grants duty-free access to 98.2% of Kenyan tariff lines as of May 1, 2026, compliance with Chinese regulatory frameworks remains a prerequisite for market entry.

1. Mandatory Registrations & Compliance

Exporters must be registered with both the Kenyan and Chinese authorities to legally ship goods.

- a) **GACC Registration:** Mandatory for all overseas food production, processing, and storage facilities.
 - **Local Licensing:** Exporters must register as a business in Kenya via the eCitizen Platform, obtain a business permit, and secure product-specific licenses from the relevant industry regulator.
 - **High-risk products** (e.g., meat, dairy, seafood, nuts, dried fruits) require recommendation and registration by the Kenyan competent authorities (KEPHIS or KEBS).

- **Low-risk** products can apply directly via the GACC Single Window system.
- Exporters must receive a unique 18-digit GACC registration number, which must appear on all packaging and documentation.

2. Technical & Quality Standards

China enforces one of the most structured compliance regimes, specifically for agricultural products.

- **Phytosanitary Certification:** Every consignment of plants or plant products (e.g., avocados, tea, flowers) must have a Phytosanitary Certificate from the Kenya Plant Health Inspectorate Service (KEPHIS).
- **Labelling Requirements:** All products must have Chinese-language labels (GB 7718) affixed before reaching Chinese customs. Labels must include the product name, ingredients, net weight, production/expiry dates, country of origin, and the GACC registration number.
- **Traceability:** Exporters must maintain records that trace any product lot back to its specific farm or collection point.
- **Inspections:** High-risk fresh produce, such as avocados, requires quarterly inspections by KEPHIS. Dry commodities like tea and coffee require a quarterly godown facility and commodity inspections.

3. Document Requirements for Shipment

For smooth customs clearance, exporters must provide:

- Commercial invoice
- Packing list
- Sales contract/agreement describing goods and pricing
- Certificate of Origin
- Export license
- Product-specific permits and health certificates.

For more Trade information on exporting from Kenya, please visit the Kenya Export Promotion and Branding Agency offices at Anniversary Towers, first floor, Nairobi, or write an email to enquiries@brand.ke

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