ADVANCING AFGHAN TRADE
EU TRADE-RELATED ASSISTANCE

Export Guide on Fresh Fruits and Vegetables
Cover photo:
@ Shutterstock

Address: International Trade Centre
        rue de Montbrillant 54-56
        1202 Geneva, Switzerland

Telephone: (41-22) 730 01 11
Fax: (41-22) 733 44 39
E-mail: aat@intracen.org
Internet: http://www.intracen.org/aat
Facebook Group https://www.facebook.com/groups/AdvancingAfghanTrade/

For inquiries and further details about the Advancing Afghan Trade Project, Contact: Andrew Huelin, Project Officer, International Trade Centre (ITC) Email: aat@intracen.org
EXPORT GUIDE ON FRESH FRUITS AND VEGETABLES
This document has been produced with the assistance of the European Union. The contents of this report can in no way be taken to reflect the views of the European Union. This document has not received formal editing.
Acknowledgements

This guide was developed by the Afghanistan Center for Excellence (ACE), working under the International Trade Centre, serving in the role of national consulting agency for Afghanistan. The research team managed by ACE included Munir Zadran, Hassibullah Hafizi, David Fox and Syed Kamal.

The ITC would also like to acknowledge the contributions and support received from the Afghanistan Chamber of Commerce and Industries, the Afghan Customs Department (headquarters), the Kabul Customs Department, the Hamid Karzai International Airport Customs Department, the Export Promotion Agency of Afghanistan, and the Handicrafts Promotion Center (Ministry of Commerce and Industries).

This guide is one component of the Advancing Afghan Trade initiative, a 3-year project led by the Afghan Government, supported by the International Trade Centre, and funded by the European Union. This project aims to lay the foundation for strengthening Afghanistan’s trade capacities and building a business-friendly environment, with a long-term goal of helping to transform Afghanistan and its regional partners into a vibrant regional economic hub.
Table of Contents

ACKNOWLEDGEMENTS .................................................................................................................. 5

TABLE OF CONTENTS .................................................................................................................. 6

CHAPTER 1: SECTOR ANALYSIS ................................................................................................. 9
STRENGTHS ................................................................................................................................. 9
RANKING AMONG AFGHAN EXPORTS (2015) ....................................................................... 9
TOP DESTINATION MARKETS ................................................................................................. 9
KEY COMPETITORS .................................................................................................................... 9
WEAKNESSES ............................................................................................................................ 10
OPPORTUNITIES ........................................................................................................................ 10
THREATS ....................................................................................................................................... 11

CHAPTER 2A: STEP-BY-STEP EXPORT PROCESS, AIR TRANSPORT ..................................... 12
1.) OBTAIN QUALITY CERTIFICATE [FOR FOOD PRODUCTS, INCLUDING SAFFRON] ........ 12
   Apply for Quality Certificate ................................................................................................. 12
   Inspection of product samples ............................................................................................ 12
   Pay for Quality Certificate ................................................................................................. 13
   Obtain Quality Certification ............................................................................................... 13
2.) OBTAIN REQUEST TO EXPORT LETTER (ACCI HEADQUARTERS) ............................. 14
   Visit ACCI Headquarters, Kabul ....................................................................................... 14
   Apply for Request to Export Letter ................................................................................... 14
   Obtain Request to Export Letter ........................................................................................ 15
3.) PREPARE PACKING LIST (ACCI AIRPORT OFFICE) ......................................................... 16
   Enter Kabul Airport Customs Control Area ....................................................................... 16
   Request Packing List .......................................................................................................... 16
   Obtain Packing List ............................................................................................................ 17
4.) OBTAIN ACCI CUSTOMS INVOICE (ACCI AIRPORT OFFICE) .................................... 17
   Request Invoice .................................................................................................................. 17
   Pay for Invoice .................................................................................................................... 18
   Obtain Invoice .................................................................................................................... 18
5.) OBTAIN CERTIFICATE OF ORIGIN (ACCI AIRPORT OFFICE) ..................................... 19
   Apply for Certificate of Origin .......................................................................................... 19
   Obtain Certificate of Origin ............................................................................................... 19
6.) OBTAIN PHYTOSANITARY CERTIFICATE ....................................................................... 20
   Apply for Phytosanitary Certificate ................................................................................... 20
   Testing of Sample ................................................................................................................ 21
   Obtain Phytosanitary Certificate ....................................................................................... 21
7.) OBTAIN SINGLE ADMINISTRATIVE DOCUMENT (SAD) .................................................... 22
   Contract with Customs Broker, Apply for SAD ................................................................. 22
8.) INSPECTIONS CLEARANCE ................................................................................................. 22
   Apply for customs inspection ............................................................................................ 23
   Undergo customs inspection ............................................................................................. 23
8.) OBTAIN RELEASE FORM (GREEN FORM) ....................................................................... 24
   Apply for Release Form ....................................................................................................... 24
   Pay customs fees ................................................................................................................ 24
   Obtain Release Form .......................................................................................................... 25
9.) SUBMIT DOCUMENTS TO ARCHIVE OFFICE ................................................................. 25
10.) SUBMIT RELEASE ORDER TO EXPORT WAREHOUSE .................................................. 26
11.) SUBMIT RELEASE ORDER TO AIRLINE ........................................................................ 27

CHAPTER 2B: STEP-BY-STEP EXPORT PROCESS, GROUND TRANSPORT .......................... 28
1.) Obtain Quality Certificate [For Food Products, Including Saffron] ............................................. 28
   Apply for Quality Certificate ............................................................................................................. 28
   Inspection of product samples ......................................................................................................... 28
   Pay for Quality Certificate ................................................................................................................ 29
   Obtain Quality Certification ............................................................................................................. 29
2.) Prepare Packing List (At ‘One-Stop-Shop’) .................................................................................. 30
   Visit Customs ‘One-Stop-Shop’ ........................................................................................................ 30
   Request Packing List ......................................................................................................................... 31
   Obtain Packing List .......................................................................................................................... 31
3.) Obtain ACCI Customs Invoice (At ‘One-Stop-Shop’) ................................................................. 32
   Request Invoice ............................................................................................................................... 32
   Pay for Invoice ................................................................................................................................ 32
   Obtain Invoice .................................................................................................................................. 33
4.) Obtain Certificate of Origin (At ‘One-Stop-Shop’) .................................................................... 33
   Apply for Certificate of Origin ......................................................................................................... 33
   Obtain Certificate of Origin ............................................................................................................. 34
5.) Obtain Single Administrative Document (SAD) ........................................................................... 35
   Visit Kabul Customs Department (or local regional customs office) ............................................... 35
   Contract with Customs Broker, Apply for SAD ............................................................................. 35
6.) Obtain Phytosanitary Certificate ................................................................................................. 36
7.) Clear Border Customs ................................................................................................................ 36

CHAPTER 3: DESTINATION-SPECIFIC REQUIREMENTS [TARGET MARKETS] ......................................... 37
Pakistan .................................................................................................................................................. 37
   Required Forms ............................................................................................................................... 37
   Tariffs ............................................................................................................................................... 37
India ...................................................................................................................................................... 38
   Required Forms ............................................................................................................................. 38
   Tariffs .............................................................................................................................................. 38
Tajikistan .............................................................................................................................................. 38
   Required Forms ............................................................................................................................. 38
   Tariffs .............................................................................................................................................. 38
Ukraine .................................................................................................................................................. 38
   Required Forms ............................................................................................................................. 38
   Tariffs .............................................................................................................................................. 38
Russia ................................................................................................................................................... 39
   Required Forms ............................................................................................................................. 39
   Tariffs .............................................................................................................................................. 39

CHAPTER 4: EXPORT SUPPORT FACILITIES ......................................................................................... 40
Export Promotion Agency of Afghanistan (EPAA) .......................................................................... 40
Afghanistan Chamber of Commerce & Industries (ACCI) ............................................................... 40
Customs Department ‘One-Stop-Shop’ (OSS) ................................................................................. 41
Customs Department .......................................................................................................................... 42
Ministry of Commerce & Industries (MoCI) ....................................................................................... 42

MOCI HEADQUARTERS ....................................................................................................................... 43

Kishmish Directorate ......................................................................................................................... 43

CHAPTER 5: EXAMPLE DOCUMENTS ....................................................................................................... 44
Example, Packing List .......................................................................................................................... 44
EXAMPLE OF A PACKING LIST BROUGHT TO ACCI IN ORDER TO START THE EXPORT PROCESS. ................................................. 44
Example, Invoice ........................................................................................................................................................................ 45
Certificate of Origin (China) ..................................................................................................................................................... 46
This Certificate of Origin is exclusively for exports to China .................................................................................................... 46
Certificate of Origin (SAFTA) ................................................................................................................................................... 47
This Certificate of Origin is for exports to SAFTA countries .................................................................................................... 47
Certificate of Origin (General) .................................................................................................................................................... 48
Quality Certificate ........................................................................................................................................................................ 49
Transit Certificate .......................................................................................................................................................................... 50
Customs Clearance Form ......................................................................................................................................................... 51
Phytosanitary Certificate ............................................................................................................................................................. 52
India Air Corridor Application .................................................................................................................................................... 53
EU Customs Reject Letter ............................................................................................................................................................ 55
Chapter 1: Sector Analysis

Strengths
Afghanistan produces an assortment of fruits and vegetables that are in demand regionally and globally. Afghanistan’s #1 export, across all sectors of the economy, are grapes. Grapes are one of the more durable fresh fruit or vegetable products, and Afghan grapes are exported as far as Australia, the US, and Russia. In general, fresh Afghan produce is well-known for its excellent taste, and could potentially fetch premium prices in Western markets with an ‘organic’ label.

Ranking Among Afghan Exports (2015)

<table>
<thead>
<tr>
<th>Ranking</th>
<th>HS Code</th>
<th>Product</th>
<th>Export Value (In USD Millions)</th>
<th>% of Total Afghan Exports</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>080610</td>
<td>Grapes</td>
<td>$86.1</td>
<td>9.9%</td>
</tr>
<tr>
<td>2</td>
<td>520100</td>
<td>Cotton, Not Carded or Combed</td>
<td>$82.8</td>
<td>9.6%</td>
</tr>
<tr>
<td>3</td>
<td>080620</td>
<td>Raisins</td>
<td>$80.9</td>
<td>9.3%</td>
</tr>
<tr>
<td>4</td>
<td>130190</td>
<td>Natural Gums and Resins (Asafeotida)</td>
<td>$70.2</td>
<td>8.1%</td>
</tr>
<tr>
<td>5</td>
<td>270119</td>
<td>Coal</td>
<td>$56.0</td>
<td>6.5%</td>
</tr>
<tr>
<td>6</td>
<td>070310</td>
<td>Onions and Shallots</td>
<td>$34.2</td>
<td>4.0%</td>
</tr>
<tr>
<td>7</td>
<td>080250</td>
<td>Pistachios, Fresh or Dried</td>
<td>$33.5</td>
<td>3.9%</td>
</tr>
<tr>
<td>8</td>
<td>720449</td>
<td>Ferrous Waste or Scrap</td>
<td>$26.7</td>
<td>3.1%</td>
</tr>
<tr>
<td>9</td>
<td>120740</td>
<td>Sesamum Seeds</td>
<td>$24.9</td>
<td>2.9%</td>
</tr>
<tr>
<td>10</td>
<td>121490</td>
<td>Forage Products (Roots)</td>
<td>$24.5</td>
<td>2.8%</td>
</tr>
<tr>
<td>11</td>
<td>080420</td>
<td>Figs (Fresh or Dried)</td>
<td>$24.4</td>
<td>2.8%</td>
</tr>
<tr>
<td>12</td>
<td>130219</td>
<td>Vegetable Saps and Extracts</td>
<td>$23.5</td>
<td>2.7%</td>
</tr>
<tr>
<td>13</td>
<td>070200</td>
<td>Tomatoes</td>
<td>$21.2</td>
<td>2.4%</td>
</tr>
<tr>
<td>14</td>
<td>080212</td>
<td>Almonds, Fresh or Dried (Shelled)</td>
<td>$16.6</td>
<td>1.9%</td>
</tr>
<tr>
<td>15</td>
<td>081310</td>
<td>Apricot (Dried)</td>
<td>$14.2</td>
<td>1.6%</td>
</tr>
<tr>
<td>16</td>
<td>081090</td>
<td>Fresh Fruits (Other)</td>
<td>$13.7</td>
<td>1.6%</td>
</tr>
<tr>
<td>17</td>
<td>121190</td>
<td>Plants (Medicinal, Perfumary, Insecticidal)</td>
<td>$12.5</td>
<td>1.4%</td>
</tr>
<tr>
<td>18</td>
<td>091020</td>
<td>Saffron</td>
<td>$11.5</td>
<td>1.3%</td>
</tr>
<tr>
<td>19</td>
<td>071390</td>
<td>Leguminous Vegetables</td>
<td>$11.4</td>
<td>1.3%</td>
</tr>
<tr>
<td>20</td>
<td>071331</td>
<td>Beans (Urd, Mung, Black, or Green Gram)</td>
<td>$10.7</td>
<td>1.2%</td>
</tr>
<tr>
<td>21</td>
<td>080810</td>
<td>Apples</td>
<td>$10.6</td>
<td>1.2%</td>
</tr>
<tr>
<td>22</td>
<td>090300</td>
<td>Mate</td>
<td>$10.6</td>
<td>1.2%</td>
</tr>
<tr>
<td>23</td>
<td>090910</td>
<td>Anise &amp; Badian Seeds</td>
<td>$9.7</td>
<td>1.1%</td>
</tr>
<tr>
<td>24</td>
<td>080910</td>
<td>Apricots, Cherries, Peaches, Plums (Fresh)</td>
<td>$8.8</td>
<td>1.0%</td>
</tr>
<tr>
<td>25</td>
<td>570110</td>
<td>Carpets, Knotted</td>
<td>$8.6</td>
<td>1.0%</td>
</tr>
</tbody>
</table>

Source: UN Comtrade Data, Observatory for Economic Complexity

Note: Figs are not highlighted in this list, due to the fact that likely 100% of Afghan figs are exported in the dried form, due to the difficulties involved in exporting a fruit as sensitive to damage as the fresh fig.

Top Destination Markets
- Top global market: Russia
- Top regional markets: Pakistan, India, Tajikistan
- Top European market: Ukraine

Key Competitors
For Afghanistan’s fresh fruits and vegetables exporters, the real concerns are not regional or
global competitors, but rather limited capacity in cold storage and a cold storage supply chain. These issues are detailed in the next section.

**Weaknesses**

Afghanistan’s fresh fruit and vegetable exports have suffered from a number of weaknesses that have existed for decades. Primary among them is a serious deficiency in Afghanistan’s cold storage supply chain. Fruits and vegetables can - when prepared and cooled appropriately - make long trips and still make it onto retail shelves looking fresh and appetizing.

At all stages of the cold storage supply chain, from the initial chilling period to transportation in cooled trucks or air/sea cargo holds, Afghanistan lacks the capacity to do large-scale exports outside of Central Asia. It has even been reported that Pakistani traders have purchased large volumes of Afghan fruits and vegetables - particularly tomatoes - kept them in cold storage just across the border until the conclusion of the harvesting season, and then exported the produce back into the Afghan market at a handsome profit.

Another weakness is the dependence on Pakistan as a market for fresh fruits and vegetables. In all categories of fresh fruits and vegetables tracked by the UN’s Comtrade database, Pakistan is the dominant importer. The consequence of this is that during the harvesting periods for Afghanistan’s primary export crops, a border closure initiated by Pakistan can result in millions of dollars of loses for Afghan traders as shipments of fresh fruits and vegetables rot at the border.

**Opportunities**

Realistically, Afghanistan has limited options in terms of expanding the reach of its fresh fruit and vegetable exports. High rates for air cargo wipe out profit margins for the export of all produce except for grapes. Strict EU import regulations for foodstuffs present high risks for Afghan traders; a rejected shipment of fresh fruits or vegetables at a EU border control point would almost certainly result in a complete loss of the produce due to spoilage.

While widespread global exports of fruits and vegetables may be beyond Afghanistan’s capacity, for now, there are opportunities to greatly expand trade with regional neighbors. With better cold storage facilities in Kabul, Jalalabad, Kandahar, and the Af-Pak border control points, Afghan traders can limit the damage caused by Pakistan’s habitual border closures, as well as hold quantities of fresh fruits and vegetables in storage until prices are optimal across the border.

In terms of exports to Russia and India, there is vast potential to boost exports, if the following actions are taken:

- **Border transit issues:** While the Afghan Government has concluded transit agreements with its immediate neighbors to facilitate exports to Russia and India, these agreements have not been successfully implemented in the real world.
- **Cold storage supply chain:** Currently Afghan traders have limited options when it comes to uninterrupted refrigerated ground shipping north to Russia and south to India. This is partially the result of the failure of existing transit agreements (cited
above), but also a lack of cold storage ground shipping capacity. The Afghan Government should consider providing incentives (in terms of tax relief and/or waiving customs duties for purchasing new trucks) for logistics companies to increase their fleets of refrigerated vehicles. The recent opening of a low-cost air corridor with India presents tremendous opportunities for Afghan traders, but will not help the fresh fruit and vegetable exporters unless the goods are handled with care and have hassle-free access to cold storage facilities at the Kabul Airport and the Delhi Airport.

**Threats**

As mentioned earlier, border closures with Pakistan represent the greatest threat to Afghanistan’s fresh fruit and vegetables exports. Cold storage facilities located at Afghanistan’s urban trade hubs and border crossing points are inadequate in terms of preserving produce through the duration of a 1-2 week border closure.

A secondary threat to Afghanistan’s entire agricultural sector is drought. Drought remains a significant threat to Afghan fresh fruit and vegetable exporters. Regions of Afghanistan typically suffer from drought every 3-5 years, while large-scale droughts tend to occur every 9-11 years. Little can be done by the traders to offset the negative impact of drought.
Chapter 2A: Step-By-Step Export Process, Air Transport

1.) Obtain Quality Certificate [For Food Products, Including Saffron]

Apply for Quality Certificate

- **Contact details**
  - Entity in charge: Ministry of Commerce & Industries
  - Unit in charge: Afghan Raisin, Fruits & Vegetables Export Promotion Administration (*Kishmish* Directorate)
  - Person in charge: Mustafa Hasheemi (Director) / (+93) 70 022 4458

- **Expected results**
  - Stamped Request Letter (stamping can be performed by any manager on duty)
  - Appointment with an inspector

- **Requirements**
  - Request Letter for Quality Certificate, drafted by the trader, which states the type of product to be exported and the destination country
  - Product sample

- **Time frame**
  - Waiting time in queue: 5 minutes
  - Processing time: 5 minutes
  - Waiting time until next step: 5 minutes

- **Legal justification**
  - None available

- **Additional information**
  - Traders should contact laboratory technician Faraidoon Omar to confirm necessary sample size prior to arrival. Phone: (+93) 77 792 9672.

- **Recourse**
  - Entity in charge: Ministry of Commerce & Industries
  - Unit in charge: International Trade Department
  - Person in charge: Mir Sayed Sayeedi (Director General for Private Sector) / (+93) 79 052 0972

Inspection of product samples

- **Contact details**
  - Entity in charge: Ministry of Commerce & Industries
  - Unit in charge: Afghan Raisin, Fruits & Vegetables Export Promotion Administration (*Kishmish* Directorate)
  - Person in charge: Faraidoon Omar (Laboratory Technician) / (+93) 77 792 9672

- **Expected results**
  - Quality Certificate with results of examinations/tests entered (not signed or stamped)
  - Invoice for services
• Requirements
  o Stamped Request Letter
  o Product sample

• Time frame
  o Waiting time in queue: 5 minutes
  o Processing time (physical examination): 5 minutes
  o Processing time (chemical testing): 45 minutes

• Additional information
  o The Kishmish Directorate provides over 20 different types of certifications depending on the preferences of the trader and the requirements of the destination country. There are both physical and chemical tests that can be conducted.
  o Sample is kept in storage at the facility for 3 months, in the event that issues arise with inspectors of destination countries.

• Recourse
  o Entity in charge: Ministry of Commerce & Industries
  o Unit in charge: International Trade Department
  o Person in charge: Mir Sayed Sayeedi (Director General for Private Sector) / (+93) 79 052 0972

Pay for Quality Certificate

• Contact details
  o Entity in charge: Ministry of Commerce & Industries
  o Unit in charge: Afghan Raisin, Fruits & Vegetables Export Promotion Administration (Kishmish Directorate)
  o Person in charge: Massoud Safi (Marketing Manager) / (+93) 78 620 5602

• Expected results
  o Receipt for Quality Certificate

• Requirements
  o Invoice for Quality Certificate

• Cost
  o Quality Certificate fee (physical examination component only): 20-225 AFN
  o Quality Certificate fee (chemical examination component only): $25 USD
  o Payment method: Cash

• Time frame
  o Waiting time in queue: 5 minutes
  o Processing time: 5 minutes
  o Waiting time until next step: 5 minutes

• Recourse
  o Entity in charge: Ministry of Commerce & Industries
  o Unit in charge: International Trade Department
  o Person in charge: Mir Sayed Sayeedi (Director General for Private Sector) / (+93) 79 052 0972

Obtain Quality Certification
1.) Obtain Quality Certificate (Kishmish Directorate)

- Contact details
  - Entity in charge: Ministry of Commerce & Industries
  - Unit in charge: Afghan Raisin, Fruits & Vegetables Export Promotion Administration (Kishmish Directorate)
  - Person in charge: Mustafa Hasheemi (Director) / (+93) 70 022 4458

- Expected results
  - Quality Certificate with Kishmish Directorate stamp and authorized signature

- Requirements
  - Receipt for Quality Certificate fee

- Time frame
  - Waiting time in queue: 5 minutes
  - Processing time: 5 minutes

- Additional information
  - None

- Recourse
  - Entity in charge: Ministry of Commerce & Industries
  - Unit in charge: International Trade Department
  - Person in charge: Mir Sayed Sayeedi (Director General for Private Sector) / (+93) 79 052 0972

2.) Obtain Request to Export Letter (ACCI Headquarters)

Visit ACCI Headquarters, Kabul

- Contact details
  - Entity in charge: ACCI
  - Unit in charge: Export Management
  - Person in charge: Mir Zaman Popal (Exports Manager) / (+93) 70 022 2827

- Expected results
  - Entry

- Requirements
  - None

- Time frame
  - Waiting time in queue: 5 minutes
  - Waiting time until next step: 3 minutes

- Additional information
  - None

- Recourse
  - Entity in charge: Customs Department (Kabul Headquarters)
  - Unit in charge: Customs Operations
  - Person in charge: Shamroz Khan Masjidi (Director of Customs Operations) / (+93) 79 733 2334

Apply for Request to Export Letter
• Contact details
  o Entity in charge: ACCI
  o Unit in charge: Export Management
  o Person in charge: Mir Zaman Popal (Exports Manager) / (+93) 70 022 2827
• Expected results
  o Packing list
• Requirements
  o Up-to-date trader’s license with zero outstanding tax liabilities
  o Up-to-date registration in ASYCUDA customs tracking system
• Time frame
  o Waiting time in queue: 5 minutes
  o Processing time: 5 minutes
  o Waiting time until next step: 5 minutes
• Legal justification?
  o None available
• Recourse
  o Entity in charge: Customs Department (Kabul Headquarters)
  o Unit in charge: Customs Operations
  o Person in charge: Shamroz Khan Masjidi (Director of Customs Operations) / (+93) 79 733 2334

Obtain Request to Export Letter

• Contact details
  o Entity in charge: ACCI
  o Unit in charge: Export Management
  o Person in charge: Mir Zaman Popal (Exports Manager) / (+93) 70 022 2827
• Expected results
  o Request to Export letter
• Requirements
  o Up-to-date trader’s license with zero outstanding tax liabilities
  o Up-to-date registration in ASYCUDA customs tracking system
• Costs
  o No fees
• Time frame
  o Waiting time in queue: 5 minutes
  o Processing time: 5 minutes
  o Waiting time until next step: 5 minutes
• Legal justification
  o None available
• Recourse
  o Entity in charge: Customs Department (Kabul Headquarters)
  o Unit in charge: Customs Operations
  o Person in charge: Shamroz Khan Masjidi (Director of Customs Operations) / (+93) 79 733 2334
3.) Prepare Packing List (ACCI Airport Office)

Note: traders have the option to prepare their own packing list, if they are familiar with all required information required on this document. ACCI does not charge traders for preparing the packing list.

Enter Kabul Airport Customs Control Area

- Contact details
  - Entity in charge: Customs Department
  - Unit in charge: Kabul Airport Customs Control
  - Person in charge: Haji Azizullah Aziz (Deputy Director) / (+93) 70 064 7083
- Expected results
  - Entry
- Requirements
  - ACCI Request to Export letter
- Time frame
  - Waiting time in queue: 5 minutes
  - Waiting time until next step: 3 minutes
- Additional information
  - ACCI Request to Export Letter must be signed by Haji Azizullah Aziz (or another senior management official) before entry can be approved.
- Recourse
  - Entity in charge: Customs Department
  - Unit in charge: Kabul Airport Customs Control
  - Person in charge: Khalid Akram (Director) / (+93) 78 694 9168

Request Packing List

- Contact details
  - Entity in charge: ACCI
  - Unit in charge: ACCI Airport Office
  - Person in charge: Iwaz Amiri (Branch Manager) / (+93) 79 912 3577
- Expected results
  - Packing list
- Requirements
  - Up-to-date trader’s license with zero outstanding tax liabilities
  - Up-to-date registration in ASYCUDA customs tracking system
  - ACCI Request to Export letter
- Time frame
  - Waiting time in queue: 5 minutes
  - Processing time: 5 minutes
  - Waiting time until next step: 5 minutes
- Legal justification?
  - None available
• Recourse
  o Entity in charge: ACCI
  o Unit in charge: Export Management
  o Person in charge: Mir Zaman Popal (Exports Manager) / (+93) 70 022 2827

Obtain Packing List

• Contact details
  o Entity in charge: ACCI
  o Unit in charge: ACCI Airport Office
  o Person in charge: Iwaz Amiri (Branch Manager) / (+93) 79 912 3577

• Expected results
  o Packing List

• Requirements
  o Up-to-date trader’s license with zero outstanding tax liabilities

• Costs
  o No fees

• Time frame
  o Waiting time in queue: 5 minutes
  o Processing time: 5 minutes
  o Waiting time until next step: 5 minutes

• Legal justification
  o None available

• Recourse
  o Entity in charge: ACCI
  o Unit in charge: Export Management
  o Person in charge: Mir Zaman Popal (Exports Manager) / (+93) 70 022 2827

4.) Obtain ACCI Customs Invoice (ACCI Airport Office)

Request Invoice

• Contact details
  o Entity in charge: ACCI
  o Unit in charge: ACCI Airport Office
  o Person in charge: Iwaz Amiri (Branch Manager) / (+93) 79 912 3577

• Expected results
  o Calculation of amount of fees paid to ACCI (.1% of total shipment value)

• Requirements
  o Up-to-date trader’s license with zero outstanding tax liabilities
  o Up-to-date registration in ASYCUDA customs tracking system
  o Packing List

• Time frame
  o Waiting time in queue: 5 minutes
  o Processing time: 5 minutes
  o Waiting time until next step: 5 minutes
• Legal justification
  o None available
• Additional information
  o None
• Recourse
  o Entity in charge: ACCI
  o Unit in charge: Export Management
  o Person in charge: Mir Zaman Popal (Exports Manager) / (+93) 70 022 2827

Pay for Invoice

• Contact details
  o Entity in charge: ACCI
  o Unit in charge: ACCI Airport Office
  o Person in charge: Iwaz Amiri (Branch Manager) / (+93) 79 912 3577
• Expected results
  o No receipt – fee amount is included on the Customs Invoice itself
• Requirements
  o Up-to-date trader’s license with zero outstanding tax liabilities
  o Up-to-date registration in ASYCUDA customs tracking system
  o Packing List
• Costs
  o .1% of total shipment value
  o Payment can be made in cash at the ACCI Airport Office
• Time frame
  o Waiting time in queue: 5 minutes
  o Processing time: 5 minutes
  o Waiting time until next step: 5 minutes
• Legal justification
  o None available
• Additional information
  o None
• Recourse
  o Entity in charge: ACCI
  o Unit in charge: Export Management
  o Person in charge: Mir Zaman Popal (Exports Manager) / (+93) 70 022 2827

Obtain Invoice

• Contact details
  o Entity in charge: ACCI
  o Unit in charge: ACCI Airport Office
  o Person in charge: Iwaz Amiri (Branch Manager) / (+93) 79 912 3577
• Expected results
  o Customs Invoice, signed and stamped by ACCI officer
• Requirements
• Up-to-date trader’s license with zero outstanding tax liabilities
• Up-to-date registration in ASYCUDA customs tracking system
• Packing List

5.) Obtain Certificate of Origin (ACCI Airport Office)

Apply for Certificate of Origin

• Contact details
  o Entity in charge: ACCI
  o Unit in charge: ACCI Airport Office
  o Person in charge: Iwaz Amiri (Branch Manager) / (+93) 79 912 3577

• Expected results
  o Certificate of Origin

• Requirements
  o Up-to-date trader’s license with zero outstanding tax liabilities
  o Packing List

• Time frame
  o Waiting time in queue: 5 minutes
  o Processing time: 10 minutes
  o Waiting time until next step: 5 minutes

• Legal justification?
  o None available

• Additional information
  o There are three different types of Certificates of Origin issued by ACCI, depending on the destination country. There is one for countries belonging to the South Asian Free Trade Area (SAFTA), one for China, and one for all other countries.

• Recourse
  o Entity in charge: ACCI
  o Unit in charge: Export Management
  o Person in charge: Mir Zaman Popal (Exports Manager) / (+93) 70 022 2827
• Contact details  
  o Entity in charge: ACCI  
  o Unit in charge: ACCI Airport Office  
  o Person in charge: Iwaz Amiri (Branch Manager) / (+93) 79 912 3577  
• Expected results  
  o Certificate of Origin  
• Requirements  
  o Up-to-date trader’s license with zero outstanding tax liabilities  
  o Packing List  
• Time frame  
  o Waiting time in queue: 5 minutes  
  o Processing time: 5 minutes  
• Legal justification  
  o None available  
• Additional information  
  o There are no fees for obtaining a Certificate of Origin  
• Recourse  
  o Entity in charge: ACCI  
  o Unit in charge: Export Management  
  o Person in charge: Mir Zaman Popal (Exports Manager) / (+93) 70 022 2827

6.) Obtain Phytosanitary Certificate

Note: Phytosanitary Certificates are only issued at the actual point of exit. Traders are expected to take steps themselves to fumigate/sanitize their own products, for example by placing a fumigation tablet in their warehouse one day prior to shipment. This component of the export process remains severely underdeveloped. Officially, samples are supposed to be taken from each shipment for testing. At the Kabul Airport Customs Control area, the research team that prepared these guides witnessed a Phytosanitary Certificate being issued without any inspection, following the objections of the trader who claimed that his produce was so rigidly packaged that no loose produce was available for testing.

Apply for Phytosanitary Certificate

• Contact details  
  o Entity in charge: Ministry of Agriculture, Irrigation, & Livestock (MAIL)  
  o Unit in charge: Plant Protection and Quarantine Department, Airport Branch  
  o Person in charge: Mohammad Rafi Rostami (Plant Quarantine Officer) / (+93) 79 924 1676  
• Expected results  
  o Appointment for inspection  
• Requirements  
  o ACCI Customs Invoice  
• Time frame  
  o Waiting time in queue: 5 minutes  
  o Processing time: 5 minutes
EXPORT GUIDE ON FRESH FRUITS AND VEGETABLES

- Waiting time until next step: 5 minutes
  - Legal justification
    - None available
  - Additional information
    - None
  - Recourse
    - Entity in charge: Ministry of Agriculture, Irrigation, & Livestock (MAIL)
    - Unit in charge: Plant Protection and Quarantine Department
    - Person in charge: Mohammad Qasim Karam Khalil (Director) / (+93) 70 064 7083

Testing of Sample

- Contact details
  - Entity in charge: Ministry of Agriculture, Irrigation, & Livestock (MAIL)
  - Unit in charge: Plant Protection and Quarantine Department, Airport Branch
  - Person in charge: Mohammad Rafi Rostami (Plant Quarantine Officer) / (+93) 79 924 1676
- Expected results
  - Tests indicating that there are no phytosanitary concerns related to the shipment
- Requirements
  - ACCI Customs Invoice
- Time frame
  - Waiting time in queue: 5 minutes
  - Processing time: 15 minutes
- Legal justification
  - None available
- Recourse
  - Entity in charge: Ministry of Agriculture, Irrigation, & Livestock (MAIL)
  - Unit in charge: Plant Protection and Quarantine Department
  - Person in charge: Mohammad Qasim Karam Khalil (Director) / (+93) 70 064 7083

Obtain Phytosanitary Certificate

- Contact details
  - Entity in charge: Ministry of Agriculture, Irrigation, & Livestock (MAIL)
  - Unit in charge: Plant Protection and Quarantine Department, Airport Branch
  - Person in charge: Mohammad Rafi Rostami (Plant Quarantine Officer) / (+93) 79 924 1676
- Expected results
  - Phytosanitary Certificate
- Requirements
  - ACCI Customs Invoice
- Fees:
• 100 Af, paid in cash

- Time frame
  o Waiting time in queue: 5 minutes
  o Processing time: 3 minutes

- Legal justification
  o None available

- Recourse
  o Entity in charge: Ministry of Agriculture, Irrigation, & Livestock (MAIL)
  o Unit in charge: Plant Protection and Quarantine Department
  o Person in charge: Mohammad Qasim Karam Khalil (Director) / (+93) 70 064 7083

7.) Obtain Single Administrative Document (SAD)

Note: This entire step must be performed by customs brokers, who have access to the ASYCUDA system. A trader cannot perform this function independently.

Contract with Customs Broker, Apply for SAD

- Contact details
  o Entity in charge: Afghanistan Customs Brokers Association
  o Unit in charge: Airport Customs Brokers Union
  o Person in charge: Suleiman Sharifi (Head of Airport Customs Brokers Union / (+93) 78 462 4435

- Expected results
  o SAD

- Requirements
  o Up-to-date trader’s license with zero outstanding tax liabilities
  o Up-to-date registration in ASYCUDA customs tracking system
  o ACCI Customs Invoice

- Costs
  o Each trader must negotiate service fees directly with their selected customs broker. These fees depend on the complexity of the shipment and the number of steps that the customs broker is involved in.

- Time frame
  o Waiting time in queue: 5 minutes
  o Processing time: 5 minutes
  o Waiting time until next step: 5 minutes

- Legal justification?
  o None available

- Recourse
  o Entity in charge: Customs Department (Kabul Headquarters)
  o Unit in charge: Customs Operations - Customs Brokers Oversight Unit
  o Person in charge: Mirwais Kamawal (Manager) / (+93) 78 633 8494

8.) Inspections Clearance
Apply for customs inspection

- **Contact details**
  - Entity in charge: Kabul Airport Customs Department
  - Unit in charge: Reception Office
  - Person in charge: Naimatullah Amirkhail (Manager) / (+93) 78 777 1959

- **Expected results**
  - Appointment for inspection

- **Requirements**
  - SAD

- **Time frame**
  - Waiting time in queue: 5 minutes
  - Processing time: 5 minutes
  - Waiting time until next step: 3 minutes

- **Legal justification**
  - None available

- **Additional information**
  - The Reception Office Manager will enter the trader’s information from his/her SAD form, and the computer system will automatically generate the customs officials assigned to the inspection. The inspectors will then go with the trader to inspect the shipment.

- **Recourse**
  - Entity in charge: Kabul Airport Customs Department
  - Unit in charge: Office of the Director
  - Person in charge: Khalid Akram (Director) / (+93) 78 694 9168

Undergo customs inspection

- **Contact details**
  - Entity in charge: Kabul Airport Customs Department
  - Unit in charge: Inspection Office
  - Person in charge: Akram Stanakzai (Head of Inspection Office) / (+93) 70 028 728

- **Expected results**
  - Signature of all inspection officers (3 different signatures) on back of SAD form

- **Requirements**
  - SAD

- **Time frame**
  - Waiting time in queue: 5 minutes
  - Processing time: 15 minutes
  - Waiting time until next step: 3 minutes

- **Legal justification**
  - None available

- **Additional information**
  - Shipments will be inspected in the presence of the trader, with samples
selected randomly

- Recourse
  - Entity in charge: Kabul Airport Customs Department
  - Unit in charge: Office of the Director
  - Person in charge: Khalid Akram (Director) / (+93) 78 694 9168

8.) Obtain Release Form (Green Form)

*Note: This step requires the assistance of a customs broker, who will print out the 'P-Number' forms that facilitate the fee payments to Da Afghanistan Bank.*

**Apply for Release Form**

- Contact details
  - Entity in charge: Kabul Airport Customs Department
  - Unit in charge: Release Order Office
  - Person in charge: Mohammad Hamed (Head of Release Order Office) / (+93) 70 060 7745
- Expected results
  - Release Form (Green Form), without signatures
  - P-Number forms (two slight different forms), without signatures
- Requirements
  - SAD with all three customs inspection signatures on backside
- Time frame
  - Waiting time in queue: 5 minutes
  - Processing time: 5 minutes
  - Waiting time until next step: 3 minutes
- Legal justification
  - None available
- Additional information
  - The P-Number forms shows the fee amounts that must be paid to the Customs Department through Da Afghanistan Bank, which totals 400 AFN

- Recourse
  - Entity in charge: Kabul Airport Customs Department
  - Unit in charge: Office of the Director
  - Person in charge: Khalid Akram (Director) / (+93) 78 694 9168

**Pay customs fees**

- Contact details
  - Entity in charge: Da Afghanistan Bank
  - Unit in charge: Kabul Airport Customs Control Branch
- Expected results
  - Payment slip from Da Afghanistan Bank
  - Signed and stamped P-Number forms
- Requirements
- Costs
  - Electronic export fee: 300 AFN
  - Customs seal: 100 AFN
- Time frame
  - Waiting time in queue: 5 minutes
  - Processing time: 5 minutes
  - Waiting time until next step: 5 minutes
- Legal justification
  - None available
- Additional information
  - None
- Recourse
  - Entity in charge: Kabul Airport Customs Department
  - Unit in charge: Office of the Director
  - Person in charge: Khalid Akram (Director) / (+93) 78 694 9168

**Obtain Release Form**

- Contact details
  - Entity in charge: Kabul Airport Customs Department
  - Unit in charge: Inspection Office
  - Person in charge: Akram Stanakzai (Head of Inspection Office) / (+93) 70 028 728
- Expected results
  - Release Form signed by Haji Azizullah Aziz, Akram Stanakzai, and Mohammad Hamed
- Requirements
  - SAD with all three customs inspection signatures on backside
  - Receipt from Da Afghanistan Bank for 400 AFN payment
  - Signed and stamped P-Number forms
- Time frame
  - Waiting time in queue: 5 minutes
  - Processing time: 5 minutes
  - Waiting time until next step: 5 minutes
- Legal justification
  - None available
- Additional information
  - None
- Recourse
  - Entity in charge: Kabul Airport Customs Department
  - Unit in charge: Office of the Director
  - Person in charge: Khalid Akram (Director) / (+93) 78 694 9168

9.) Submit Documents to Archive Office
• Contact details
  o Entity in charge: Kabul Airport Customs Department
  o Unit in charge: Archive Office
  o Person in charge: Ahmad Shah Amiri (Head of Archive Office) / (+93) 70 727 5446
• Expected results
  o Copies of all documents for personal records
• Requirements
  o Request to Export Letter
  o Packing List
  o ACCI Customs Invoice
  o Certificate of Origin
  o SAD
  o P-Number forms
  o Da Afghanistan Bank receipt
  o Release Form (Green Form)
• Time frame
  o Waiting time in queue: 5 minutes
  o Processing time: 5 minutes
  o Waiting time until next step: 5 minutes
• Legal justification
  o None available
• Additional information
  o None
• Recourse
  o Entity in charge: Kabul Airport Customs Department
  o Unit in charge: Office of the Director
  o Person in charge: Khalid Akram (Director) / (+93) 78 694 9168

10.) Submit Release Order to Export Warehouse

• Contact details
  o Entity in charge: Kabul Airport Customs Department
  o Unit in charge: Export Warehouse
  o Person in charge: Syed Jalal Hashimi (Head of Export Warehouse) / (+93) 70 001 4336
• Expected results
  o Release Form (Green Form) signed by the warehouse manager
• Requirements
  o Release Form (Green Form)
• Time frame
  o Waiting time in queue: 5 minutes
  o Processing time: 3 minutes
  o Waiting time until next step: 3 minutes
• Legal justification
  o None available
11.) Submit Release Order to Airline

Note: At any given time, there are different airlines providing cargo shipping services. The airlines that are heavily involved in cargo shipping, like Ariana Airways and Kam Air, have small offices located just outside the Customs Control area. This process does not involve any additional forms, signatures, or stamps.
Chapter 2B: Step-By-Step Export Process, Ground Transport

1.) Obtain Quality Certificate [For Food Products, Including Saffron]

Apply for Quality Certificate

- Contact details
  - Entity in charge: Ministry of Commerce & Industries
  - Unit in charge: Afghan Raisin, Fruits & Vegetables Export Promotion Administration (Kishmish Directorate)
  - Person in charge: Mustafa Hasheemi (Director) / (+93) 70 022 4458

- Expected results
  - Stamped Request Letter (stamping can be performed by any manager on duty)
  - Appointment with an inspector

- Requirements
  - Request Letter for Quality Certificate, drafted by the trader, which states the type of product to be exported and the destination country
  - Product sample

- Time frame
  - Waiting time in queue: 5 minutes
  - Processing time: 5 minutes
  - Waiting time until next step: 5 minutes

- Legal justification
  - None available

- Additional information
  - Traders should contact laboratory technician Faraidoon Omar to confirm necessary sample size prior to arrival. Phone: (+93) 77 792 9672.

- Recourse
  - Entity in charge: Ministry of Commerce & Industries
  - Unit in charge: International Trade Department
  - Person in charge: Mir Sayed Sayeedi (Director General for Private Sector) / (+93) 79 052 0972

Inspection of product samples

- Contact details
  - Entity in charge: Ministry of Commerce & Industries
  - Unit in charge: Afghan Raisin, Fruits & Vegetables Export Promotion Administration (Kishmish Directorate)
  - Person in charge: Faraidoon Omar (Laboratory Technician) / (+93) 77 792 9672

- Expected results
  - Quality Certificate with results of examinations/tests entered (not signed or stamped)
  - Invoice for services
• Requirements
  o Stamped Request Letter
  o Product sample

• Time frame
  o Waiting time in queue: 5 minutes
  o Processing time (physical examination): 5 minutes
  o Processing time (chemical testing): 45 minutes

• Additional information
  o The Kishmish Directorate provides over 20 different types of certifications depending on the preferences of the trader and the requirements of the destination country. There are both physical and chemical tests that can be conducted.
  o Sample is kept in storage at the facility for 3 months, in the event that issues arise with inspectors of destination countries.

• Recourse
  o Entity in charge: Ministry of Commerce & Industries
  o Unit in charge: International Trade Department
  o Person in charge: Mir Sayed Sayeedi (Director General for Private Sector) / (+93) 79 052 0972

Pay for Quality Certificate

• Contact details
  o Entity in charge: Ministry of Commerce & Industries
  o Unit in charge: Afghan Raisin, Fruits & Vegetables Export Promotion Administration (Kishmish Directorate)
  o Person in charge: Massoud Safi (Marketing Manager) / (+93) 78 620 5602

• Expected results
  o Receipt for Quality Certificate

• Requirements
  o Invoice for Quality Certificate

• Cost
  o Quality Certificate fee (physical examination component only): 20-225 AFN
  o Quality Certificate fee (chemical examination component only): $25 USD
  o Payment method: Cash

• Time frame
  o Waiting time in queue: 5 minutes
  o Processing time: 5 minutes
  o Waiting time until next step: 5 minutes

• Recourse
  o Entity in charge: Ministry of Commerce & Industries
  o Unit in charge: International Trade Department
  o Person in charge: Mir Sayed Sayeedi (Director General for Private Sector) / (+93) 79 052 0972

Obtain Quality Certification
• Contact details
  o Entity in charge: Ministry of Commerce & Industries
  o Unit in charge: Afghan Raisin, Fruits & Vegetables Export Promotion Administration (*Kishmish* Directorate)
  o Person in charge: Mustafa Hasheemi (Director) / (+93) 70 022 4458
• Expected results
  o Quality Certificate with *Kishmish* Directorate stamp and authorized signature
• Requirements
  o Receipt for Quality Certificate fee
• Time frame
  o Waiting time in queue: 5 minutes
  o Processing time: 5 minutes
• Additional information
  o None
• Recourse
  o Entity in charge: Ministry of Commerce & Industries
  o Unit in charge: International Trade Department
  o Person in charge: Mir Sayed Sayeedi (Director General for Private Sector) / (+93) 79 052 0972

2.) Prepare Packing List (At ‘One-Stop-Shop’)

*Note: traders have the option to prepare their own packing list, if they are familiar with all required information required on this document. ACCI does not charge traders for preparing the packing list.*

Visit Customs ‘One-Stop-Shop’

• Contact details
  o Entity in charge: Ministry of Interior
  o Unit in charge: Customs Security
  o Person in charge: Customs Department Facility Commandant
• Expected results
  o Entry
• Requirements
  o Trader’s license
• Time frame
  o Waiting time in queue: 5 minutes
  o Waiting time until next step: 3 minutes
• Additional information
  o Traders should enter the main gate at the Customs Department HQ and then request directions to the ‘One-Stop-Shop’
• Recourse
  o Entity in charge: EPAA
  o Unit in charge: EPAA ‘One-Stop-Shop’ Unit
Request Packing List

- **Contact details**
  - Entity in charge: ACCI
  - Unit in charge: ‘One-Stop-Shop’ (OSS) Unit
  - Person in charge: Abdul Wahid Sultani (Manager OSS) / (+93) 74 490 9722

- **Expected results**
  - Packing list

- **Requirements**
  - Up-to-date trader’s license with zero outstanding tax liabilities

- **Time frame**
  - Waiting time in queue: 5 minutes
  - Processing time: 5 minutes
  - Waiting time until next step: 5 minutes

- **Legal justification?**
  - None available

- **Recourse**
  - Entity in charge: ACCI
  - Unit in charge: Export Management
  - Person in charge: Mir Zaman Popal (Exports Manager) / (+93) 70 022 2827

Obtain Packing List

- **Contact details**
  - Entity in charge: ACCI
  - Unit in charge: ‘One-Stop-Shop’ (OSS) Unit
  - Person in charge: Abdul Ghafoor Ahmad (OSS ACCI Officer) / (+93) 77 882 8532

- **Expected results**
  - Packing list

- **Requirements**
  - Up-to-date trader’s license with zero outstanding tax liabilities

- **Costs**
  - No fees

- **Time frame**
  - Waiting time in queue: 5 minutes
  - Processing time: 5 minutes
  - Waiting time until next step: 5 minutes

- **Legal justification**
  - None available

- **Recourse**
  - Entity in charge: ACCI
3. Obtain ACCI Customs Invoice (At ‘One-Stop-Shop’)

Request Invoice

- Contact details
  - Entity in charge: ACCI
  - Unit in charge: ‘One-Stop-Shop’ (OSS) Unit
  - Person in charge: Abdul Ghafoor Ahmad (OSS ACCI Officer) / (+93) 77 882 8532
- Expected results
  - Calculation of amount of fees paid to ACCI (.1% of total shipment value)
- Requirements
  - Up-to-date trader’s license with zero outstanding tax liabilities
  - Up-to-date registration in ASYCUDA customs tracking system
  - Packing List
- Time frame
  - Waiting time in queue: 5 minutes
  - Processing time: 5 minutes
  - Waiting time until next step: 5 minutes
- Legal justification
  - None available
- Additional information
  - None
- Recourse
  - Entity in charge: ACCI
  - Unit in charge: Export Management
  - Person in charge: Mir Zaman Popal (Exports Manager) / (+93) 70 022 2827

Pay for Invoice

- Contact details
  - Entity in charge: ACCI
  - Unit in charge: ‘One-Stop-Shop’ (OSS) Unit
  - Person in charge: Abdul Ghafoor Ahmad (OSS ACCI Officer) / (+93) 77 882 8532
- Expected results
  - No receipt – fee amount is included on the Customs Invoice itself
- Requirements
  - Up-to-date trader’s license with zero outstanding tax liabilities
  - Up-to-date registration in ASYCUDA customs tracking system
  - Packing List
- Costs
  - .1% of total shipment value
Payment can be made in cash at the OSS

- **Time frame**
  - Waiting time in queue: 5 minutes
  - Processing time: 5 minutes
  - Waiting time until next step: 5 minutes

- **Legal justification**
  - None available

- **Additional information**
  - None

- **Recourse**
  - Entity in charge: ACCI
  - Unit in charge: Export Management
  - Person in charge: Mir Zaman Popal (Exports Manager) / (+93) 70 022 2827

**Obtain Invoice**

- **Contact details**
  - Entity in charge: ACCI
  - Unit in charge: ‘One-Stop-Shop’ (OSS) Unit
  - Person in charge: Abdul Ghafoor Ahmad (OSS ACCI Officer) / (+93) 77 882 8532

- **Expected results**
  - Customs Invoice, signed and stamped by ACCI officer

- **Requirements**
  - Up-to-date trader’s license with zero outstanding tax liabilities
  - Up-to-date registration in ASYCUDA customs tracking system
  - Packing List

- **Time frame**
  - Waiting time in queue: 5 minutes
  - Waiting time until next step: 5 minutes

- **Legal justification**
  - None available

- **Additional information**
  - None

- **Recourse**
  - Entity in charge: ACCI
  - Unit in charge: Export Management
  - Person in charge: Mir Zaman Popal (Exports Manager) / (+93) 70 022 2827

**4.) Obtain Certificate of Origin (At ‘One-Stop-Shop’)**

**Apply for Certificate of Origin**

- **Contact details**
  - Entity in charge: ACCI
  - Unit in charge: ‘One-Stop-Shop’ (OSS) Unit
• Person in charge: Abdul Ghafoor Ahmad (OSS ACCI Officer) / (+93) 77 882 8532

• Expected results
  o Certificate of Origin

• Requirements
  o Up-to-date trader's license with zero outstanding tax liabilities
  o Packing List

• Time frame
  o Waiting time in queue: 5 minutes
  o Processing time: 10 minutes
  o Waiting time until next step: 5 minutes

• Legal justification?
  o None available

• Additional information
  o There are three different types of Certificates of Origin issued by ACCI, depending on the destination country. There is one for countries belonging to the South Asian Free Trade Area (SAFTA), one for China, and one for all other countries.

• Recourse
  o Entity in charge: ACCI
  o Unit in charge: Export Management
  o Person in charge: Mir Zaman Popal (Exports Manager) / (+93) 70 022 2827

Obtain Certificate of Origin

• Contact details
  o Entity in charge: ACCI
  o Unit in charge: 'One-Stop-Shop' (OSS) Unit
  o Person in charge: Abdul Ghafoor Ahmad (OSS ACCI Officer) / (+93) 77 882 8532

• Expected results
  o Certificate of Origin

• Requirements
  o Up-to-date trader's license with zero outstanding tax liabilities
  o Packing List

• Time frame
  o Waiting time in queue: 5 minutes
  o Processing time: 5 minutes

• Legal justification
  o None available

• Additional information
  o There are no fees for obtaining a Certificate of Origin

• Recourse
  o Entity in charge: ACCI
  o Unit in charge: Export Management
  o Person in charge: Mir Zaman Popal (Exports Manager) / (+93) 70 022 2827
5.) Obtain Single Administrative Document (SAD)

Note: This entire step must be performed by customs brokers, who have access to the ASYCUDA system. A trader cannot perform this function independently. The 'One-Stop-Shop' and the customs brokers office are located on the same property on Jalalabad Road, but are entered by different gates.

Visit Kabul Customs Department (or local regional customs office)

- Contact details
  - Entity in charge: MOI
  - Unit in charge: Customs Security
  - Person in charge: Customs Department Facility Commandant

- Expected results
  - Entry

- Requirements
  - Trader’s license

- Time frame
  - Waiting time in queue: 5 minutes
  - Waiting time until next step: 5 minutes

- Recourse
  - Entity in charge: Kabul Customs Department
  - Unit in charge: Office of Customs Director
  - Person in charge: Sayed Mahmood Sadat (Director) / (+93) 70 599 0000

Contract with Customs Broker, Apply for SAD

- Contact details
  - Entity in charge: Afghanistan Customs Brokers Association
  - Unit in charge: Kabul Customs Brokers Union
  - Person in charge: Farid Sultani (Head of Kabul Customs Brokers Union) / (+93) 70 027 6025

- Expected results
  - SAD

- Requirements
  - Up-to-date trader’s license with zero outstanding tax liabilities
  - Up-to-date registration in ASYCUDA customs tracking system
  - ACCI Customs Invoice
  - Packing List

- Costs
  - Each trader must negotiate service fees directly with their selected customs broker. These fees depend on the complexity of the shipment and the number of steps that the customs broker is involved in.

- Time frame
  - Waiting time in queue: 5 minutes
o Processing time: 5 minutes
o Waiting time until next step: 5 minutes
• Legal justification?
  o None available
• Recourse
  o Entity in charge: Customs Department (Kabul Headquarters)
  o Unit in charge: Customs Operations – Customs Brokers Oversight Unit
  o Person in charge: Mirwais Kamawal (Manager) / (+93) 78 633 8494

6.) Obtain Phytosanitary Certificate

*Note: Phytosanitary Certificates are only issued at the actual point of exit. Traders are expected to take steps themselves to fumigate/sanitize their own products, for example by placing a fumigation tablet in their warehouse one day prior to shipment. This component of the export process remains severely underdeveloped. Officially, samples are supposed to be taken from each shipment for testing. At the Kabul Airport Customs Control area, the research team that prepared these guides witnessed a Phytosanitary Certificate being issued without any inspection, following the objections of the trader who claimed that his produce was so rigidly packaged that no loose produce was available for testing.*

7.) Clear Border Customs

*Note: Afghanistan has 11 ground customs border crossing points. Each ground border control point is going to have different procedures for how, exactly, to submit all necessary paperwork. As long as the traders or freight companies have all required documents, then they should be able to clear Afghan customs without any issue.*
Chapter 3: Destination-Specific Requirements [Target Markets]

Pakistan
Pakistan is Afghanistan’s largest trading partner, with 2015 United Nations Comtrade data showing that Pakistan received 45% of Afghanistan’s total exports that year. Both Afghanistan and Pakistan are part of the South Asian Free Trade Area (SAFTA), an association of 8 countries in the region. As a result, exports to Pakistan require the specific SAFTA Certificate of Origin. While Afghan traders and Government officials report severe issues with shipments transiting through Pakistan, as well as being stuck at the border during politically-motivated border closures initiated by the Pakistani Government, clearing Pakistani customs has not been an issue for Afghan traders.

Required Forms

- Certificate of Origin (SAFTA)
- Phytosanitary Certificate

<table>
<thead>
<tr>
<th>HS Code</th>
<th>Product</th>
<th>Total Tariff (MFN Duties) %</th>
<th>Total Tariff (SAFTA) %</th>
</tr>
</thead>
<tbody>
<tr>
<td>080610</td>
<td>Grapes</td>
<td>20.00%</td>
<td>0.00%</td>
</tr>
<tr>
<td>080620</td>
<td>Raisins</td>
<td>20.00%</td>
<td>5.00%</td>
</tr>
<tr>
<td>070310</td>
<td>Onions and Shallots</td>
<td>3.00%</td>
<td>0.00%</td>
</tr>
<tr>
<td>080250</td>
<td>Pistachios, Fresh or Dried</td>
<td>3.00%</td>
<td>0.00%</td>
</tr>
<tr>
<td>080420</td>
<td>Figs (Fresh or Dried)</td>
<td>20.00%</td>
<td>5.00%</td>
</tr>
<tr>
<td>070200</td>
<td>Tomatoes</td>
<td>3.00%</td>
<td>0.00%</td>
</tr>
<tr>
<td>080212</td>
<td>Almonds, Fresh or Dried (Shelled)</td>
<td>20.00%</td>
<td>5.00%</td>
</tr>
<tr>
<td>081310</td>
<td>Apricot (Dried)</td>
<td>20.00%</td>
<td>5.00%</td>
</tr>
<tr>
<td>081090</td>
<td>Fresh Fruits (Other)</td>
<td>20.00%</td>
<td>5.00%</td>
</tr>
<tr>
<td>121190</td>
<td>Plants (Medicinal, Perfumary, Insecticidal)</td>
<td>3.00%</td>
<td>0.00%</td>
</tr>
<tr>
<td>080810</td>
<td>Apples</td>
<td>20.00%</td>
<td>0.00%</td>
</tr>
<tr>
<td>080910</td>
<td>Apricots, Cherries, Peaches, Plums (Fresh)</td>
<td>20.00%</td>
<td>0.00%</td>
</tr>
<tr>
<td>570110</td>
<td>Carpets, Knotted</td>
<td>20.00%</td>
<td>5.00%</td>
</tr>
</tbody>
</table>

Source: International Trade Centre Market Access Map

India
Exports destined for member countries of the South Asia Free Trade Area (SAFTA), which includes Bangladesh, Bhutan, India, Maldives, Nepal, Pakistan, and Sri Lanka, must have a SAFTA-specific Certificate of Origin in order to avoid difficulties in transit or customs clearance at the end destination. Any trader wishing to use the newly-established Air Corridor between Afghanistan and India must apply for this service through the ACCI headquarters office in Kabul. Once the trader is vetted, he will be introduced by ACCI to the Air Corridor department of Ariana Airways.

Required Forms

- Certificate of Origin (SAFTA)
- Phytosanitary Certificate
Tariffs

<table>
<thead>
<tr>
<th>HS Code</th>
<th>Product</th>
<th>Total Tariff (MFN Duties) %</th>
<th>Total Tariff (LDC) %</th>
</tr>
</thead>
<tbody>
<tr>
<td>080610</td>
<td>Grapes</td>
<td>30.00%</td>
<td>27.00%</td>
</tr>
<tr>
<td>080620</td>
<td>Raisins</td>
<td>100.00%</td>
<td>90.00%</td>
</tr>
<tr>
<td>070310</td>
<td>Onions and Shallots</td>
<td>0.00%</td>
<td>0.00%</td>
</tr>
<tr>
<td>080210</td>
<td>Fruits (Fresh or Dried)</td>
<td>0.00%</td>
<td>0.00%</td>
</tr>
<tr>
<td>080420</td>
<td>Figs (Fresh or Dried)</td>
<td>30.00%</td>
<td>0.00%</td>
</tr>
<tr>
<td>070200</td>
<td>Tomatoes</td>
<td>30.00%</td>
<td>22.50%</td>
</tr>
<tr>
<td>080212</td>
<td>Almonds, Fresh or Dried (Shelled)</td>
<td>12.82%</td>
<td>9.46%</td>
</tr>
<tr>
<td>081310</td>
<td>Apricot (Dried)</td>
<td>30.00%</td>
<td>24.00%</td>
</tr>
<tr>
<td>081090</td>
<td>Fresh Fruits (Other)</td>
<td>15.00%</td>
<td>0.00%</td>
</tr>
<tr>
<td>121190</td>
<td>Plants (Medicinal, Perfumery, Insecticides)</td>
<td>15.00%</td>
<td>0.00%</td>
</tr>
<tr>
<td>091020</td>
<td>Saffron</td>
<td>30.00%</td>
<td>0.00%</td>
</tr>
<tr>
<td>080810</td>
<td>Apples</td>
<td>50.00%</td>
<td>0.00%</td>
</tr>
<tr>
<td>080910</td>
<td>Apricots, Cherries, Peaches, Plums (Fresh)</td>
<td>30.00%</td>
<td>0.00%</td>
</tr>
</tbody>
</table>

Source: International Trade Centre Market Access Map

Tajikistan

Over the course of 2017, trade volume has increased between Afghanistan and Pakistan, with both countries enthusiastic about expanding trade ties. Afghan traders and Government officials have not reported serious obstacles to trade with Tajikistan.

Required Forms

- Certificate of Origin (A Form)
- Phytosanitary Certificate

Tariffs

<table>
<thead>
<tr>
<th>HS Code</th>
<th>Product</th>
<th>Total Tariff (MFN Duties) %</th>
<th>Total Tariff (LDC) %</th>
</tr>
</thead>
<tbody>
<tr>
<td>080610</td>
<td>Grapes</td>
<td>10.00%</td>
<td>5.00%</td>
</tr>
<tr>
<td>070310</td>
<td>Onions and Shallots</td>
<td>15.00%</td>
<td>7.50%</td>
</tr>
<tr>
<td>070200</td>
<td>Tomatoes</td>
<td>15.00%</td>
<td>7.50%</td>
</tr>
<tr>
<td>081090</td>
<td>Fresh Fruits (Other)</td>
<td>10.00%</td>
<td>5.00%</td>
</tr>
<tr>
<td>080810</td>
<td>Apples</td>
<td>10.00%</td>
<td>5.00%</td>
</tr>
<tr>
<td>080910</td>
<td>Apricots, Cherries, Peaches, Plums (Fresh)</td>
<td>10.00%</td>
<td>5.00%</td>
</tr>
</tbody>
</table>

Source: International Trade Centre Market Access Map

Ukraine

Ukraine is a potential market for Afghan fresh fruits and vegetables. Ukraine does not have the same stringent standards as EU countries, thereby making it more accessible to Afghan exporters.

Required Forms

- Certificate of Origin (A Form)
- Phytosanitary Certificate
Tariffs

<table>
<thead>
<tr>
<th>HS Code</th>
<th>Product</th>
<th>Total Tariff (Non-MFN) %</th>
</tr>
</thead>
<tbody>
<tr>
<td>080610</td>
<td>Grapes</td>
<td>10.00%</td>
</tr>
<tr>
<td>070310</td>
<td>Onions and Shallots</td>
<td>10.00%</td>
</tr>
<tr>
<td>070200</td>
<td>Tomatoes</td>
<td>10.00%</td>
</tr>
<tr>
<td>081090</td>
<td>Fresh Fruits (Other)</td>
<td>10.00%</td>
</tr>
<tr>
<td>080810</td>
<td>Apples</td>
<td>0.00%</td>
</tr>
<tr>
<td>080910</td>
<td>Apricots, Cherries, Peaches, Plums (Fresh)</td>
<td>5.00%</td>
</tr>
</tbody>
</table>

Source: International Trade Centre Market Access Map

Russia

Exporting fresh fruits and vegetables to major population centers in Russia is challenging for logistical reasons, but it is a proven destination. UN Comtrade data from 2015 shows $18.4 million dollars in the export of fresh grapes to Russia.

Required Forms

- Certificate of Origin (A Form)
- Phytosanitary Certificate

Tariffs

<table>
<thead>
<tr>
<th>HS Code</th>
<th>Product</th>
<th>Total Tariff (MFN Duties) %</th>
</tr>
</thead>
<tbody>
<tr>
<td>080610</td>
<td>Grapes</td>
<td>5.00%</td>
</tr>
<tr>
<td>070310</td>
<td>Onions and Shallots</td>
<td>10.00%</td>
</tr>
<tr>
<td>070200</td>
<td>Tomatoes</td>
<td>10.00%</td>
</tr>
<tr>
<td>081090</td>
<td>Fresh Fruits (Other)</td>
<td>0.00%</td>
</tr>
<tr>
<td>080810</td>
<td>Apples</td>
<td>5.58%</td>
</tr>
<tr>
<td>080910</td>
<td>Apricots, Cherries, Peaches, Plums (Fresh)</td>
<td>5.00%</td>
</tr>
</tbody>
</table>

Source: International Trade Centre Market Access Map
Chapter 4: Export Support Facilities

Export Promotion Agency of Afghanistan (EPAA)

Support services available at EPAA:

- *Trade fair notification service:* EPAA operates a fee-based exhibition notification scheme, in which traders can pay an annual fee to receive email about upcoming sales exhibitions.
- *Training:* EPAA conducts regular training for traders on export-related soft-skills. There is no published schedule available online, and traders must contact EPAA officials to obtain details about training programs.

Afghanistan Chamber of Commerce & Industries (ACCI)

Support services available at ACCI:

- *Packing List:* ACCI will prepare a packing list for traders, free of cost.
- *Invoice:* Preparing standardized invoice to accompany shipment.
- *Customs broker introductions:* ACCI officials can, upon request, provide contact information for customs brokers to assist in the export process.
- *Shipping company introductions:* ACCI officials can, upon request, provide contact information for licensed shipping companies for the transport of exporter’s goods.
Customs Department ‘One-Stop-Shop’ (OSS)

About ‘One-Stop-Shop’: The OSS was established in 2010 as a joint partnership between EPAA, ACCI, Kabul Customs Department. The OSS is managed by EPAA, with operational expenses paid for by the Kabul Customs Department.

Support services available at the one-stop-shop:

- **Additional quality certifications provided by industry associations:** For example, document from the Afghan Carpet Exporters Guild providing details about the knot-count in a carpet.
- **ACCI support services:** The OSS has a dedicated desk for an official from the ACCI to perform such duties as prepare the Packing List, Invoice, and Certificate of Origin.
- **Transit Form:** Issuing transit forms for shipments that must transit through one or more countries before arriving at its final destination.
Customs Department

Services available at Customs Department:

- **Customs Clearance document:** The Customs Department headquarters issues the exporters a customs clearance document as the final step in processing the paperwork for a shipment abroad.
- **Registration in the ASYCUDA system:** The Customs Department manages the registration of traders in the ASYCUDA system, which tracks exports internationally.
- **Customs brokers:** There are approximately 80 licensed customs brokers in Afghanistan who have been trained to assist traders in the customs clearance process. Many of these brokers share an office space in the main Customs Department building in Kabul.

Ministry of Commerce & Industries (MoCi)

Support services available at the MoCi include:

- **The Directorate of Exhibitions:** The Directorate of Exhibitions is responsible for supporting traders in displaying their goods at trade fairs and exhibitions abroad.
- **Issuing Quality Certificate:** The Raisin, Fruits & Vegetables Export Promotion Administration (also known as the ‘Kishmish Directorate’, issues Quality Certificates to traders. This agency operates under the authority of MoCi.
Chapter 5: Example Documents

Example, Packing List
Example of a packing list brought to ACCI in order to start the export process.

![Example Packing List Image]
**Example, Invoice**

This is an example of an invoice prepared by ACCI, as one of the initial steps of the export process.

![Image of an invoice]

<table>
<thead>
<tr>
<th>No</th>
<th>Quantity</th>
<th>Description of Goods</th>
<th>Unit price USD</th>
<th>Total price USD</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>600 CTS</td>
<td>FRESH MELON SORT (1)</td>
<td>0.37</td>
<td>4440.00</td>
</tr>
</tbody>
</table>

Total Amount say

US $ : FOUR THOUSAND FOUR HUNDRED FORTY ONLY

(ORIGIN AFGHANISTAN)

Reg No: 201
Fee No: 760
Received the sum of: 345
Date: 30/04/1390

Signature: 

ABDUL RAHIM SADAT LTD
Certificate of Origin (China)
This Certificate of Origin is exclusively for exports to China
**Certificate of Origin (SAFTA)**

This Certificate of Origin is for exports to SAFTA countries.

---

**CERTIFICATE OF ORIGIN**

(SOUTH ASIAN FREE TRADE AREA)

1. Goods consigned from (exporter’s business name, address, country):

   HEMMAT AZIZ NOORI LTD
   T/L: 0101-29949, INDUSTRIAL PARK KABUL
   AFGHANISTAN, TEL: +93 799 533 481

2. Goods consigned to (Consignee’s name, address, country):

   SHRI NIWAS FOOD INDUSTRIES, C-26
   LAWRENCE ROAD INDUSTRIAL AREA DELHI-110035-INDIA

3. Means of Transport and route (as far as known):

   By Road: KABUL TO YORKHAM TO PAKISTAN TO WADAH IN TRANSIT TO INDIA.

4. For Official use

5. HS Code

6. Marks and numbers of packages

071320

7. Number and kind of packages: description of goods

500 BAGS

8. Origin criterion (see notes overleaf)

(A) 25500 KG

9. Gross weight or other quantity

666 1136

10. Number and date of invoices

2017

11. I.o.b. value in US $

1825.00 USD

12. Declaration by the exporter:

The undersigned hereby declares that the above details and statements are correct: that all the goods were produced in AFGHANISTAN (country) and that they comply with the origin requirements specified for these goods in SAFTA for goods exported to INDIA (importing country)

11/06/2017

Place and date, signature of authorized signatory
Certificate of Origin (General)
This Certificate of Origin is for exports to all countries that are not China or members of SAFTA.
**Quality Certificate**
This is a Quality Certificate issued by the Raisins, Fruits, & Vegetables Export Promotion Administration, also known as the 'Kishmish (Raisins) Directorate'.

---

**Export Guide on Fresh Fruits and Vegetables**

<table>
<thead>
<tr>
<th>No.</th>
<th>Quality Indicators (%)</th>
<th>Result</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Light &amp; dark color</td>
<td>10 %</td>
</tr>
<tr>
<td>2</td>
<td>Over and under size</td>
<td>8 %</td>
</tr>
<tr>
<td>3</td>
<td>Damage</td>
<td>2.5 %</td>
</tr>
<tr>
<td>4</td>
<td>Mixed</td>
<td>3.5 %</td>
</tr>
<tr>
<td>5</td>
<td>Faint</td>
<td>26 %</td>
</tr>
<tr>
<td>6</td>
<td>Sugared</td>
<td>6 %</td>
</tr>
<tr>
<td>7</td>
<td>Seeded raisin</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Raisin with stalk by no</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>Grit &amp; sand (mg)</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>Cap stem by xo</td>
<td>6 p</td>
</tr>
<tr>
<td>11</td>
<td>Moldy</td>
<td>2.5 %</td>
</tr>
<tr>
<td>12</td>
<td>Immature</td>
<td>3 %</td>
</tr>
</tbody>
</table>

**Physical Tests:**

- **Chemical Tests:**
  - Moisture: 16 %
  - Sugar content (Brix)
  - pH
  - Sulphur dioxide contents (ppm)

**Microbiology Tests:**

- Salmonella sp.
- Listeria sp.
- E.coli sp.
- Coli form sp.

---

**Islamic Republic of Afghanistan**

Ministry of Commerce & Industries
Raisin, Fruits & Vegetables Export Promotion Administration

Quality Certificate

No: 28
Date: 15/01/1396

<table>
<thead>
<tr>
<th>Shippers:</th>
<th>Gold Star Shams Co. &amp; TTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consignee:</td>
<td>Russia</td>
</tr>
<tr>
<td>No. of Contract</td>
<td>8 Date: 01/07/2014</td>
</tr>
<tr>
<td>Grade:</td>
<td>II</td>
</tr>
</tbody>
</table>

R/C: Red Raisins
No. of Packages: 2000 Cartons
Net Weight: 26 Tons
Sample received on: 04/04/2017

The Raisin, Fruits & Vegetables Export Promotion Administration Certifies that the R.R Sample was subjected to physical, chemical, aflatoxin, and microbiological tests in the Administration Laboratory on 04/04/2017. The results of the tests are as follows:

- Light & dark color: 10 %
- Over and under size: 8 %
- Damage: 2.5 %
- Mixed: 3.5 %
- Faint: 26 %
- Sugared: 6 %
- Seeded raisin: 0
- Raisin with stalk by no: 0
- Grit & sand (mg): 0
- Cap stem by xo: 6 p
- Moldy: 2.5 %
- Immature: 3 %

- Moisture: 16 %
- Sugar content (Brix)
- pH
- Sulphur dioxide contents (ppm)

- Aflatoxin (ppb)
- Ochratoxin (ppb)

- Salmonella sp.
- Listeria sp.
- E.coli sp.
- Coli form sp.

---

Directors of
Raisin, Fruits & Vegetables
Export Promotion Administration
Kabul Afghanistan
Transit Certificate
This is a document that facilitates the transit of Afghan goods through other countries in the region on their way to their end destination.
Customs Clearance Form
This document is the final form necessary for Afghan traders to clear customs and exit Afghan territory.
Phytosanitary Certificate
This document is issued at border control points. The required tests are stipulated by the end destination's customs authorities.
India Air Corridor Application
These papers are the new application form to access the air corridor between Afghanistan and India.
EU Customs Reject Letter

This is an example of a letter notifying an Afghan trader that their raisins have been rejected, in this case due to ochratoxin A levels.