



Project	Technical Assistance for Trade and Development Support in Mozambique — Promove Comércio
NKE	SNKE & JNKEs (local experts)
Mission	Study of Cumulation Provisions in the Implementation of the EPA-SADC-EU
Component	Component 3: Awareness and Outreach on the EPA for Various Stakeholders Key Result Area 3.2 - Enhanced Capacity of Business Associations to Promote the Commercial and Trade Opportunities of the EPA.
Output	Activity 3.2.1: Studies conducted in collaboration with business associations or support organizations, and preparation of documents on key issues.
Local	Home and in-person-based
Period	March – June de 2025
Working days (wd)	50 wd for SNKE e 33 wd for each NKE

1. CONTEXT

The Economic Partnership Agreement (EPA) between the Southern African Development Community (SADC) and the European Union (EU) aims to promote economic cooperation and sustainable development between the two regions. It includes cumulation provisions (total, bilateral, diagonal, and extended), allowing materials and processes from different SADC countries to be combined to meet the EU's rules of origin requirements. This cumulation mechanism creates significant opportunities for Mozambique and other signatory countries, enabling them to use regional resources to improve competitiveness and access to the EU market.

Cumulation is a principle that allows certain inputs to be considered locally sourced when determining the origin of a product, according to the Rules of Origin (RoO). In simple terms, imagine a Mozambican company producing clothing for export to the EU under a trade agreement with reduced tariffs. To qualify, the company must meet the RoO, which requires a minimum percentage of local or regional content. However, the main fabric used comes from Botswana, which is also part of the agreement. With cumulation, this fabric can be treated as Mozambican, helping the company meet origin requirements and benefit from tariff reductions.

In Mozambique, several sectors have the potential to benefit from cumulation and support local businesses in taking advantage of the SADC-EU Economic Partnership Agreement (EPA). Tentatively, sectors such as agribusiness, fishing, manufacturing, and energy transition. Furthermore, national strategies such as the National Export Strategy and the National Industrialization Program (PRONAI) provide a solid foundation to enhance competitiveness and align industries with the provisions of the EPA. This presents an opportunity for Mozambique to strengthen its integration into regional value chains.

The Promove Comércio project in Mozambique aims to support the public sector in implementing the SADC-EU EPA and to raise awareness in the private sector about the agreement's opportunities. As part of this process, the project developed an Export Guide to the EU, providing practical guidance for Mozambican exporters on meeting EU requirements. Additionally, in collaboration with the current



Ministry of Economy (formerly the Ministry of Industry and Trade) and the General Directorate of Customs (DGA), the project produced a manual explaining the rules of origin and cumulation under the EPA-SADC-EU and organized workshops in Maputo, Beira, and Nacala to train customs officials, ministry staff, customs brokers, and the private sector.

2. OBJECTIVES

2.1. GENERAL

- Assess how Mozambique can take advantage of the cumulation provisions under the implementation of the SADC-EU-EPA.

2.2. SPECIFICS:

- Identify and assess the products and sectors in Mozambique with potential for cumulation under the SADC-EU EPA and quantify the possible economic benefits and impacts for the country.
- Analyze the regional dynamics of cumulation, focusing on the countries and sectors that are already benefiting.
- Assess the potential risks in the implementation of cumulation and provide recommendations and measurable indicators to evaluate its effectiveness.

3. SCOPE OF WORK

The study will cover the following areas:

3.1 Potential of Strategic Sectors

- Conduct specific studies to identify cumulation opportunities in Mozambique's sectors, value chains, and specific products.
- Assess how these sectors can meet EU requirements and integrate into regional and continental value chains through cumulation.

3.2 Alignment with National and International Policies

- Mozambique's National Industrialization Program.
- National Export Strategy (under development).

3.4 Indicators and Recommendations

- Development of clear and actionable recommendations to leverage the cumulation provisions in the identified sectors, value chains, and products.
- Proposal of measurable indicators to monitor progress, such as:
 - Number of new export agreements facilitated by cumulation.
 - Increase in export volume and value to the EU.
 - Expansion of connections within regional supply chains.
 - Etc.
- Development of clear and actionable recommendations to leverage cumulation provisions in the identified sectors, value chains, and products.



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 - Etc.

4. EXPECTED RESULTS AND DELIVERABLES

4.1. Expected deliverables.

- Inception report: Work Plan, detailed methodology, stakeholder engagement strategy, 1st workshop report¹ and identification of sectorial studies which are eligible for cumulation.
- NKE: Selection of thematic NKE for sectorial studies eligible for cumulation by the project.
- A detailed opportunity study will be developed by the SNKE considering the general and specific objectives, as well as sectoral or product studies eligible for cumulation in specific value chains and/or products, by the SNKE: this should include separate chapters dedicated to each of these value chains/products, with concrete opportunities identified, along with an estimate of the potential economic benefits they may generate.
- Second Workshop: public presentation of the cumulation provisions study.
- Final Report: A comprehensive document incorporating stakeholder feedback, with clear recommendations and measurable indicators, including a risk assessment related to possible challenges in implementing the cumulation provisions (e.g., political, economic, or logistical barriers).

In total, two workshops will be organized: an initial one, for consultation, in collaboration with the project, to promote an open and collaborative discussion on how Mozambique can maximize the benefits of the different types of cumulation (full, bilateral, diagonal, and extended) to boost trade and regional integration, especially in the context of the SADC-EU EPA. Following the discussions from the first workshop with local stakeholders, the study will continue to be developed. The second workshop will be dedicated to the presentation of the study's results.

4.2. Expected results:

- Understanding of the cumulation provisions and opportunities among key stakeholders (government², business associations, chambers of commerce, private sector).
- Understanding of Mozambique's opportunities and capacity to effectively use cumulation to integrate into regional value chains under the SADC-EU EPA.
- Identification and quantification of the potential of priority sectors and products to leverage cumulation provisions under the SADC-EU EPA.
- Increased awareness and capacity of business associations to promote the use of cumulation in the implementation of the SADC-EU EPA.

¹ The first Workshop will be held for initial findings, and recommendations with stakeholders.

² MIC, APIEX, Ministry of Agriculture, DGA, JUE-McNet etc.



- Suggest best practices, with clear recommendations and indicators to measure the impact level of cumulation use, such as increased exports and improved integration into supply chains.

5. METHODOLOGY

The study will use a mixed-methods approach, including:

- Documentary research: Analysis of regional and continental implementation, focusing on countries and sectors that are already benefiting from cumulation, such as Botswana and South Africa, among others, as well as national/international policies, studies from the Trade Law Centre, among others.
- First workshop: Open and collaborative discussion on cumulation.
- Specific research studies by sector and/or value chain, identifying opportunities for Mozambique to use cumulation under the SADC-EU EPA and quantifying its potential benefits.
- Second workshop: Public presentation of the study results.

6. PLACE OF EXECUTION, DATE AND DURATION

6.1. Local e duration

The mission will take place between February and June 2025. The consultant will work both remotely and in person. The success of this mission relies on the engagement of local JNKE experts (three maximum) who bring valuable knowledge of Mozambique's economic landscape, trade dynamics, and local market conditions. These specialists will work closely with the SNKE and assist in various project phases, providing expertise specific to the Mozambican context from different areas based on the identified value chains, sectors, or products.

Additionally, they will assist with the preliminary analysis and identification of the value chains, sectors, or products identified as having the highest potential for cumulation, as well as the specific studies, the development of interim reports, and technical assistance throughout the mission until the final report is submitted.

7. REQUIREMENTS FOR SPECIALISTS

7.1. Senior Specialist (SNKE)

Qualifications and Experience:

- Academic Background: master's or PhD in International Trade, Economics, Commercial Law, or related fields.
- Professional Experience: Minimum of 10 years in international trade, focusing on identifying opportunities and the economic impact of free trade agreements (preferably EPA-SADC-EU), with expertise in cumulation. Proven experience in similar impact studies is required.
- Technical Knowledge: In-depth understanding of cumulation provisions (bilateral, diagonal, total, etc.) and Rules of Origin within the context of EPA SADC-EU. Expertise and experience in identifying and analyzing eligible products and sectors for cumulation and their potential economic impact.



- Leadership Skills: Ability to lead a team, interact with high-level stakeholders (government, private sector, international organizations), and facilitate workshops and seminars.

7.2. Junior Specialists (JNKEs)

Qualifications and Experience:

- Academic Background: bachelor's degree in international Trade, Economics, Economic Integration, or related fields.
- Professional Experience: 5 to 6 years of experience in economic studies, with a focus on value chain analysis (national and regional), international trade, or the implementation of trade agreements.
- Technical Knowledge:
 - Knowledge of the Mozambican economy and its key economic sectors and value chains, including their potential and constraints.
 - Familiarity with national and regional economies, and the level and potential for regional integration of Mozambique.
 - Knowledge of the EPA-SADC-EU, including cumulation provisions, as well as national trade and export policies.
- Support Skills: Ability to provide logistical support, organize meetings, collect data, and assist in analysis under the guidance of the senior specialist.

8. INDICATIVE AGENDA

Data	Activities	Execution Place	SNKE	Per diems	JNKE	Per diems
			WD		WD ³	
March 2025	Inception report: Work Plan, detailed methodology, stakeholder engagement strategy, 1 st workshop report and identification of sectorial studies	Remote/Maputo	10			
April-May 2025	Study of opportunities for Mozambique to apply cumulation (SNKE ⁴ e NKE ⁵).	Remote/Maputo	25	15	60	15
	Revision, finalization, and submission of the report	Remote/Maputo	05	05	15	
May 2025	Second Workshop	Maputo	05	05	15	15
June 2025	Final report	Remote/Maputo	05		09	
TOTAL			50	25	99	30

³ Assuming three thematic JNKEs.

⁴ Please see the specifics objectives.

⁵ Three sectorial studies that are eligible for cumulation are identified in the inception report.



The workdays may be extended, considering the dynamics and progress of the mission.

9. FOCAL POINT

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