

## Workshop: Exporting natural food ingredients and processed food to the European Union – chances and challenges

Date: Monday, 28<sup>th</sup> May 2018  
Time: 14:00h – 18:00h  
Location: Montebelo Girassol Maputo Hotel

If you wish to participate in this information workshop, please write an email with your name and function to: [maria.krause@giz.de](mailto:maria.krause@giz.de) Deadline for inscription: **23.05.2018**.

### Programme

13:30 – 14:00	<b>Registration &amp; Welcome coffee</b>
14:00 – 14:10	<b>Welcome and introduction:</b> <ul style="list-style-type: none"> <li>• Introduction of the expert of the IPD</li> <li>• Presentation of the agenda for the day</li> </ul> <b>Maria Krause</b> , Junior advisor for the GIZ project “Supporting sustainability aspects in the implementation of EU Economic Partnership Agreements (NEW)”
14:15 – 14:30	<b>Presentation:</b> <b>The SADC-EU-EPA</b> <ul style="list-style-type: none"> <li>• Introduction to the SADC-EU-EPA and tariff schedules</li> </ul> <b>Kaluwa Vergamota</b> , EU Delegation Maputo
14:30 – 14:45	<b>Presentation:</b> <b>Customs-related preparatory steps to be taken</b> <ul style="list-style-type: none"> <li>• Which requirements in terms of customs are necessary prior to exporting?</li> </ul> <b>tbc</b> , Autoridade Tributária
14:45 – 15:30	<b>Presentation:</b> <b>The European food sector: Market trends, segments and channels</b> <ul style="list-style-type: none"> <li>• What are chances, what are hinderances for Mozambican producers?</li> </ul> <b>Kathrin Seelige</b> , IPD Expert Sourcing & Purchase
15:30 – 15:50	<b>Coffee Break</b>
15:50 – 16:30	<b>Presentation:</b> <b>Legal and non-legal market access requirements of the European market</b> <ul style="list-style-type: none"> <li>• Which requirements are necessary for a company to fulfil?</li> </ul> <b>Birgitt Boor</b> , IPD External Sourcing Expert
16:30 – 17:15	<b>Presentation:</b> <b>Preparation of a successful market entry</b> <ul style="list-style-type: none"> <li>• How can your company make a first step towards the EU market?</li> </ul> <b>Kathrin Seelige</b> , IPD Expert Sourcing & Purchase and <b>Birgitt Boor</b> , IPD External Sourcing Expert
17:15 – 17:45	<b>Q&amp;A: Discussion of your questions and concerns</b> <ul style="list-style-type: none"> <li>• Take the opportunity to ask the experts!</li> </ul> <b>Kathrin Seelige</b> , IPD Expert Sourcing & Purchase <b>Birgitt Boor</b> , IPD External Sourcing Expert <b>Maria Krause</b> , Junior advisor for the GIZ project “Supporting sustainability aspects in the implementation of EU Economic Partnership Agreements (NEW)”
17:45 – 18:00	<b>Short individual consulting of company participants</b> <ul style="list-style-type: none"> <li>• If you wish to discuss your personal company situation with the expert in order to receive a feedback concerning your chances to successfully enter the European market, please mention this in your email inscription to the workshop!</li> </ul>