

**PARTNER COUNTRY
AID FOR TRADE
QUESTIONNAIRE**



1. COUNTRY

ZAMBIA

2. ABOUT YOU

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Ministry: - Ministry of Commerce, Trade and Industry

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3. Have your Aid-for-Trade priorities changed since 2010?

YES

4. If YES, please indicate your NEW Aid-for-Trade priorities. Below are listed the most common priority areas grouped according to broad Aid-for-Trade categories. Please rank the top 3 NEW priority areas among the 12 listed (1 being the most important).

	1	2	3
Trade policy analysis, negotiations and implementation			
WTO accession costs			
Trade facilitation			
Network infrastructure (e.g. power, water, telecoms)			X
Other transport			
Cross border infrastructure			
Competitiveness			
Value chains			X
Export diversification			
Adjustment costs			
Regional integration			
Other			

Additional comments: It could be noted the new priorities do not necessarily completely replace the older ones, but are actually additions to the priorities

5. If your Aid-for-Trade priorities have changed since 2010, please identify the top 3 drivers of these changes (1 being the most important).

	1	2	3
Economic crisis			
New development priorities			X
Change of government		X	
Regional integration			
New trade capacity needs			X
Competitiveness objectives			

Competiveness objectives _____

Poverty reduction objectives _____

Green growth objectives _____

Gender equality objectives _____

Other _____

Additional comments: _____

6. If your Aid-for-Trade priorities have changed since 2010, have these changes been reflected in your national development strategy?

UPDATE PLANNED

7. If your Aid-for-Trade priorities have changed since 2010, have these changes been reflected in your dialogue with donors?

YES

8. Does your national development strategy identify specific sectors as sources of growth?

YES

9. If YES, please indicate which SECTORS and sub-sectors.

AGRICULTURE, FISHERY AND FORESTRY

FUELS AND MINING PRODUCTS

MANUFACTURING

SERVICES

Tourism services

Other (please specify) - Agriculture - Livestock

10. Do you have national strategies for these sectors?

YES

11. If YES, to what extent are trade objectives integrated into sectoral strategies?

	FULLY REFLECTED	PARTIALLY REFLECTED	NOT REFLECTED	NOT SURE
Agriculture, fisheries and forestry		X		
Fuels and mining products		X		
Manufacturing		X		
Services				
Intellectual Property				
Other				

Additional comments: There are no sectoral strategies for services and Intellectual Property, though the trade strategy that is being finalized will include goods and services.

12. How important a role do imports play in sectoral development strategies?

	Imports are a factor for future growth	Imports are not considered in the sectoral strategy	Imports are a challenge to future sectoral growth	Not sure
Agriculture, fisheries and forestry				X
Fuels and mining products				X
Manufacturing				X
Services				X
Intellectual Property				X
Other				X

Additional comments: _____

13. Do you have a national trade or export development strategy?

NO

14. If YES, to what extent is the national trade or export strategy aligned with sectoral strategies?

No Response

15. If NO, please explain why there is no trade or export strategy?

Lack of capacity in trade ministry

Other (please specify) - It should be noted however, that though there is no single document spelling out the trade strategy, there are several documents that clearly outlines the strategic direction for the country with regard to developing/expanding trade. In addition with the assistance of cooperating partners, the Ministry is in the process of finalizing the trade strategy

16. Was the private sector involved in the elaboration of your national strategies?

	YES	NO	NOT SURE
National development strategy	X		
Sectoral strategies	X		
National trade or export development strategy			
Through public-private consultation body or dialogue	X		

Additional comments:

17. What stage of processing are the goods that you export?

	Raw materials	Basic intermediate products	More advanced intermediate products	Finished products
Agricultural products	X	X		
Food products		X		
Fish and fish products				
Forestry products	X	X		
Fuels				
Ores and other minerals	X			
Iron and steel				
Chemicals				
Office and telecoms equipment				
Automotive products				
Textiles				
Clothing				

Additional comments:

18. What type of services do you export?

	Services	No services data available	Not sure
Transportation services		X	
Tourism services	X		
Communication services		X	
Construction services		X	
Insurance services		X	
Banking services	X		
Computer and information services		X	
Business and professional services	X		

Additional comments: Services data is generally not available and even for the sectors that have been highlighted that the country is exporting, the basis for the information provided is very limited, mostly based on a single mode of supply e.g Tourism on mode 2, Insurance and Banking services mode 3, which does not provide a wholistic picture.

19. What do you consider to be the main obstacles to greater participation of your companies in value chains? Please rank the top 3 constraints (1 being the most serious constraint).

	1	2	3
Lack of comparative advantage			
Market entry costs			
Inadequate domestic infrastructure		X	
Burdensome border procedures in export markets			
Burdensome documentation requirements			
Limited access to trade finance			X
Inability to attract foreign direct investment			
Lack of labour force skills			
Structure of value chains			
Trade restrictions			

Standards compliance	X
Other	

Additional comments: Whilst inadequate domestic infrastructure and limited access to finance is considered as the top 2 by the private sector, you will note that depending on the sector the third constraint has ranged from standards and compliance, Trade restrictions to high cost of doing business exacerbated by many government fees, charges and taxation.

20. What are your government's priorities to expand export of goods and services? Please rank these objectives by order of importance (1 being the most important).

	1	2	3	4	5	6
Adding value to your exports	X					
Developing new export markets						X
Developing new export products				X		
Addressing export competitiveness issues				X		
Promoting an enabling business environment		X				
Promoting specific trade policy objectives or agreements (e.g. Free Trade Agreements)						X

Additional comments:

21. What policy measures do you use to achieve these objectives?

	MOST IMPORTANT	IMPORTANT	NOT IMPORTANT	NOT SURE
Industrial policy	X			
Firm and industry subsidies Tax incentives	X		X	
Local content requirements			X	
Export restrictions		X		
Infrastructure development	X			
Public-private partnerships		X		
Improving the investment climate	X			
Import policy		X		
Regulatory reform		X		
Service sector development		X		
Other				

Additional comments: Whilst the policy measures currently used to achieve the objectives are as listed. There are shifts in policy direction to also include the local content

22. Do you operate Export Processing Zones?

YES

23. If YES, what percentage of your exports by value do you estimate originated from your Export Processing Zones in the last year for which you have statistics ?

No statistics

24. Do your national strategies (national development strategy, sectoral strategies or trade strategy) discuss value chains?

NO

25. If YES, to what extent do your national strategies consider trade growth objectives from the perspective of participation in value chains?

No Response

26. To what extent does your dialogue with DEVELOPMENT partners address the problems your firms face in accessing value chains?

NOT SURE

27. To what extent does your dialogue with SOUTH-SOUTH partners address the problems your firms face in accessing value chains?

NOT SURE

28. What type of Aid-for-Trade support do you consider as the most effective in assisting your firms to enter or move up value chains?

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	VERY EFFECTIVE	EFFECTIVE	INEFFECTIVE	VERY INEFFECTIVE
Infrastructure development support	X			
Investment promotion support			X	
Trade promotion and market analysis and development			X	
Business development	X			
Support to improve business climate	X			
Support for export processing zones			X	
Support for labour skills development	X			
Direct sectoral support	X			
Support for financial services	X			
Other				
<i>Additional comments:</i>				

29. What is the most important source of financing for your firms to connect to regional, South-South and global markets?

	MOST IMPORTANT	IMPORTANT	NOT IMPORTANT	NOT SURE
Official development assistance		X		
Non-concessional financing		X		
Foreign direct investment	X			
Domestic private investment	X			
Domestic public investment	X			
Income remitted by migrants			X	
<i>Additional comments:</i>				

30. What do you expect will be the most important source of financing over the next 5 years to connect your firms to regional, South-South and global markets?

	MOST IMPORTANT	IMPORTANT	NOT IMPORTANT	NOT SURE
Official development assistance		X		
Non-concessional financing	X			
Foreign direct investment	X			
Domestic private investment	X			
Domestic public investment		X		
Income remitted by migrants		X		
<i>Additional comments:</i>				

31. Finally, what impact do you think connecting trade (in particular through value chains) has on your economy?

	MOST IMPORTANT	IMPORTANT	NOT IMPORTANT	NOT SURE
Increased exports		X		
Increased exports and imports				X
Export diversification		X		
Increased economic growth				
Employment				
Poverty alleviation				
Greater environmental sustainability				
Women's economic empowerment				
Other				
<i>Additional comments:</i> The impact on imports, environmental sustainability and women's economic empowerment largely depends on the sectors in question				