

#### PAGE 4: B.1) ABOUT YOU

| Q1: COUNTRY  | CAMBODIA   |
|--|--|
| Q2: ABOUT YOU  |  |
| Name:  | Ms. Kamrang Tekreth  |
| Position:  | EIF Focal Point - Secretary of State   |
| Ministry / Organization:   | Ministry of Commerce   |
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| Q3: CONSULTATION (Other ministries/agencies consulted in preparing this questionnaire reply) : | Consulattions held with Sub-Steering Committee on Trade Development and Trade Related Investment |

#### PAGE 6: C.2.) YOUR GOVERNMENT'S AID-FOR-TRADE PRIORITIES

|  |  | Yes | Q4: Do you have Aid-for-Trade priorities? |
|--|--|-----|---|
|--|--|-----|---|

#### PAGE 7: C.2.) YOUR GOVERNMENT'S AID-FOR-TRADE PRIORITIES

| grouped according to broad Aid-for-Trade categories. Please rank the top 5 priority areas among the 12 listed .(1 being the most important) |   |
|---|---|
| Trade facilitation  | 1 |
| Transport infrastructure (airport, roads, rail, port)   | 5 |
| Competitiveness   | 3 |
| Export diversification  | 2 |
| Connecting to value chains  | 4 |

#### Q6: Additional information.

Measuring the impact of Aid-for-Trade on economic development is equally important, to ensure resources support development priorities.

#### PAGE 8: C.2) YOUR GOVERNMENT'S AID FOR TRADE PRIORITIES

Q7: Have your Aid-for-Trade priorities changed since 2012?

Yes

#### PAGE 9: C.2) YOUR GOVERNMENT'S AID FOR TRADE PRIORITIES

| Q8: What are the top 3 drivers of these changes? (Please choose no more than 3 options)             | Regional integration, Trade facilitation, Poverty reduction objectives |
|---|--|
| Q9: Additional information.   | Respondent skipped this question                                       |
| Q10: Have these changes been reflected in your national development strategy?                       | Yes  |
| Q11: Have these changes been reflected in your dialogue with development partners?                  | Yes  |
| Q12: Is trade facilitation reflected as a priority in your national or regional development policy? | Yes  |

#### PAGE 10: C.2.) YOUR GOVERNMENT'S AID-FOR-TRADE PRIORITIES

| Q13: In which existing policy document(s) can trade facilitation be found as a priority? (You may tick more than one box) | National development strategy,  National trade strategy,  National sectoral strategy(ies) |
|---|---|
| Q14: Additional information.  |   |
| National Trade Strategy: DTIS update 2007 and 2014  |   |

#### PAGE 11: C.2.) YOUR GOVERNMENT'S AID-FOR-TRADE PRIORITIES

Q15: Is trade facilitation included in new draft policy documents currently being updated and formulated?

Yes

#### PAGE 12: C.2.) YOUR GOVERNMENT'S AID-FOR-TRADE PRIORITIES

Q16: Please indicate in which new draft policy documents, currently being updated or formulated, trade facilitation is included:

National development strategy,

National trade strategy,

National sectoral strategy(ies)

#### Q17: Additional information.

The documents are: Rectangular Strategy of the Royal Government of Cambodia 2013-2018, NSDP 2014-2018, DTIS 2014-2018

#### PAGE 14: D.1) TRADE COSTS

Q18: How important are trade costs for the competitiveness of your exports?

Very important

#### Q19: Additional information.

Cambodia moving away from preferential market access and entering competitiveness needs to focus on reducing trade costs to maintain and expand market shares.

Q20: Do your national policies address the issue of trade costs for exports?

Yes

#### PAGE 15: D.1) TRADE COSTS

Q21: Which document(s) address(es) the issue of trade costs for exports?

National development strategy,

National trade strategy,

Sector specific strategies (e.g. agriculture, etc.),

Other (please specify)

Logistics Performance Index (LPI), Investment

Climate Assessment (ICA)

#### Q22: Additional information.

DTIS update identifies trade costs as impediment to competitiveness

#### PAGE 16: D.1) TRADE COSTS

Q23: How important are trade costs for access to imports?

Very important

Q24: Additional information.

Sourcing of raw materials overseas for our main export earner (Garment and Footwear) means import costs are critical for Cambodia's competitiveness. Similarly, commodities import for agro-business industry, for use by the tourism industry.

#### PAGE 17: D.1) TRADE COSTS

Q25: Do national policies address the issue of trade costs for imports?

Yes

#### PAGE 18: D.1) TRADE COSTS

| Q26: Which document(s) address(es) the issue of trade costs for imports? | National development strategy,  |
|--|---|
|  | National trade strategy,  Sector specific strategies (e.g. agriculture, etc.),  Other (please specify) DTIS 2014-2018 |
| Q27: Additional information.   | Respondent skipped this question  |

#### PAGE 19: D.1) TRADE COSTS

| Q28: What are the most important sources of trade costs for the export of merchandise goods? (You may choose more than 1 option) | Border procedures (trade facilitation),  Non-Tariff Measures (including standards),  Transport infrastructure,  Network infrastructure (ICT, power, telecoms), |
|--|--|
| Q29: Additional information.   | Access to trade finance  Respondent skipped this question  |

PAGE 20: D.1) TRADE COSTS

| Q30: What are the most important sources of trade costs for the export of services? (You may choose more than 1 option) | Transport infrastructure (e.g. for tourism),  Non-recognition of professional qualifications,  Low levels of skills in service sectors |
|---|--|
| Q31: Additional information.  | Respondent skipped this question   |

### PAGE 21: D.1) TRADE COSTS

| Q32: In which regional markets to which you export merchandise goods and services do you face the highest trade costs? (Please select no more than 5 regions) | North America, Western Europe, Developed Asia, East Asia, South Asia |
|---|--|
| Q33: Indicate your home region.   | South East Asia  |

## PAGE 22: D.1) TRADE COSTS

| Q34: FOR MERCHANDISE GOODS: For the markets which you have identified as the highest cost, why are trade costs high? (You may choose more than 1 option) | Tariffs, fees and other charges,  Non-Tariff Measures (including standards),  Transport infrastructure,                                     |
|--|---|
|  | Network infrastructure (ICT, power, telecoms), Access to trade finance  |
| Q35: Additional information.   | Respondent skipped this question  |
| Q36: FOR SERVICES: For the markets which you have identified as the highest costs, why are trade costs high? (You may choose more than 1 options)        | Poor network infrastructure (ICT, telecoms),  Poor transport infrastructure (e.g. for tourism),  Recognition of professional qualifications |
| Q37: Additional information.   | Respondent skipped this question  |

PAGE 23: D.1) TRADE COSTS

Q38: How have your trade costs evolved over the past 5 years?

More than 10% reduction

Q39: Additional information.

Automation of key trade procedures (Customs, C/O issuance) combined with better infrastructure, work on standards and better Government-Private Sector dialogue have led to a reduction in trade costs.

#### PAGE 24: D.1) TRADE COSTS

| Q40: Does your Government use any of the   | Research with private sector,                    |
|--|--|
| following sources to address the issue of trade costs? (You may choose more than 1 option) | Research by government,                          |
|  | Research by national academic institution,       |
|  | World Bank Doing Business Index,                 |
|  | World Bank Logistic Performance Index            |
| Q41: Additional information.   | Respondent skipped this question                 |
| Q42: Do you validate the results? (You may tick more than 1 box)                           | Yes, dialogue with private sector,               |
|  | Yes, dialogue with government,                   |
|  | Yes, dialogue with national academic institution |
| Q43: Additional information.   | Respondent skipped this question                 |

#### PAGE 26: E.1) REDUCING TRADE COSTS

| Q44: Is your government taking national action to reduce trade costs? | Yes |
|---|-----|
|---|-----|

#### PAGE 27: E.1) REDUCING TRADE COSTS

| Q45: What national action is your government is taking ?(You may tick more than 1 box) | National government initiatives,  Joint public-private sector initiatives, |
|--|--|
|  | Initiatives supported by development partners                              |

#### Q46: Additional information.

Government - Private Sector Forum addresses competitiveness and trade costs issues. The Ministry of Commerce is co-chairing the export facilitation and competitiveness working group where trade costs issues are addressed.

# Q47: In which areas have national actions been undertaken or are on-going? (You may tick more than one box)

FOR MERCHANDISE GOODS:,

Border procedures (trade facilitation),

Tariffs, fees and other charges,

Non-Tariff Measures (including standards),

Network infrastructure (ICT, power, telecoms),

Transport infrastructure,

Network infrastructure (ICT, power, telecoms),

Transport infrastructure (e.g. for tourism),

Reforms of national regulatory frameworks for services

,

Negotiations with trading partners on access for service suppliers

#### PAGE 28: E.1) REDUCING TRADE COSTS

# Q48: Is your government engaged in regional actions to reduce trade costs?

Yes

#### PAGE 29: E.1) REDUCING TRADE COSTS

#### Q49: Please specify (You may tick more than 1 box)

Regional economic community,

Free trade agreements,

Joint public-private sector initiatives,

Private sector initiatives.

Other (please specify)

AEC entering into force in 2015 will have a major

impact on trade costs at regional level

Q50: In which areas have regional actions been undertaken or are on-going? (You may tick more than 1 box)

Border procedures (trade facilitation),

Non-Tariff Measures (including standards),

Network infrastructure (ICT, power, telecoms),

Transport infrastructure,

Network infrastructure (ICT, power, telecoms),

Transport infrastructure (e.g. for tourism),

Reforms of national regulatory frameworks for

services

Q51: Additional information.

Cambodia is member of ATIGA, ATIGA and CLMV where trade costs issues are discussed

#### PAGE 30: E.1) REDUCING TRADE COSTS

| Q52: Is external support aligned with your national and regional needs to reduce trade costs? | Yes                              |  |
|---|----------------------------------|--|
| Q53: Additional information.  | Respondent skipped this question |  |

#### PAGE 31: E.1) REDUCING TRADE COSTS

| Q54: How is external support aligned with your needs?(You may tick more than 1 box) | External support is aligned with national priorities to reduce trade costs       |
|---|--|
|   | ,  |
|   | Dialogue with donors has resulted in attention to the issue of trade costs       |
|   | ,  |
|   | Improved dialogue with the private sector has resulted in this being prioritized |
|   | ,  |
|   | Improved dialogue with regional partners has resulted in this being prioritized  |
| Q55: Additional information.  | Respondent skipped this question   |

#### PAGE 32: E.1) REDUCING TRADE COSTS

| Q56: Why is external support not aligned with your needs?(You may tick more than 1 box) | Respondent skipped this question |
|---|----------------------------------|
| Q57: Additional information.  | Respondent skipped this question |

### PAGE 34: F.1) TRADE FACILITATION AGREEMENT

| Q58: What impact would implementation of the Trade Facilitation Agreement, when adopted, have on the evolution of your trade costs? | More than 10% increase           |
|---|----------------------------------|
| Q59: Additional information.  | Respondent skipped this question |

### PAGE 35: F.1) TRADE FACILITATION AGREEMENT

| Q60: In which regions would the implementation of the Trade Facilitation Agreement, when adopted, have the biggest impact on the trade costs you face ? (Please choose no more than 5 options) | All regions                      |  |
|--|----------------------------------|--|
| Q61: Additional information.   | Respondent skipped this question |  |

#### PAGE 36: F.1) TRADE FACILITATION AGREEMENT

| Q62: Do you plan to seek Aid-for-Trade support to help implement the Trade Facilitation Agreement, when adopted ? | Yes, support already being sought |
|---|-----------------------------------|
| Q63: Have you undertaken a Trade Facilitation Needs Assessment?   | No                                |

### PAGE 37: F.1) TRADE FACILITATION AGREEMENT

| Q64: Please specify the organization(s) involved in and year(s) of each needs assessment. |      |  |
|---|------|--|
| UNCTAD  | 2007 |  |
| World Bank  | 2013 |  |

#### PAGE 38: F.1) TRADE FACILITATION AGREEMENT

Q65: Do you plan to request a new Trade Facilitation Needs Assessment or an update of an existing assessment?

Yes

Q66: Please specify why.

- Assess the impact of the TFA implementation on trade costs
- Know the areas of the TFA for which AFT assistance will be needed.
- Assess potential support from DP for the period 2016-2020

#### PAGE 39: F.1) TRADE FACILITATION AGREEMENT

Q67: Where might you need support to implement the Trade Facilitation Agreement, when adopted? (You may tick more than 1 box)

To prepare category A, B, C notifications,

To develop national implementation plans,

To support implementation of specific TFA provisions

#### PAGE 40: F.1) TRADE FACILITATION AGREEMENT

Q68: What difficulties do you face, or do you expect to face, in securing Aid-for-Trade support to help implement the Trade Facilitation Agreement, when adopted? (You may tick more than 1 box)

Differing priorities of in-country donors,

Ensuring TFA implementation is a priority in national development planning documents

Programming cycles,

Other (please specify)
Participation of private sector and coordination of private sector inputs

#### PAGE 41: F.1) TRADE FACILITATION AGREEMENT

Q69: Which disciplines of the Trade Facilitation Agreement, when adopted, will prove the hardest to implement and where Aid-for-Trade support should be focused?(You may tick more than 1 box)

Advance rulings, Appeal and review procedures,

Other measures to enhance impartiality, non-discrimination and transparency

Disciplines on fees,

Release and clearance of goods

Q70: Additional information.

Respondent skipped this question

### PAGE 43: G.1) IMPACT: REDUCING TRADE COSTS AND INCLUSIVE, SUSTAINABLE GROWTH

| Q71: What have been the key factors in achieving successful reductions in trade costs? (Please choose no more than 5 options) | Private sector engagement and commitment,  Alignment of projects with private sector priorities ,  Funding from development partners,  Alignment of donor support with national priorities ,  Sustained political engagement and commitment by national authorities |
|---|---|
| Q72: Additional information.  | Respondent skipped this question  |

### PAGE 44: G.1) IMPACT: REDUCING TRADE COSTS AND INCLUSIVE, SUSTAINABLE GROWTH

| 273: What outputs have been achieved by actions                     | Greater transparency,  |
|---|--|
| taken to reduce trade costs? (Please choose no more than 5 options) | Updated customs working practices,                             |
|   | New or updated transport infrastructure (roads, bridges, etc.) |
|   | ,  |
|   | New network infrastructure (e.g. ICT, power),                  |
|   | Creation of dialogue with private sector                       |
| Q74: Additional information.  | Respondent skipped this  |
|   | question   |

PAGE 45: G.1) IMPACT: REDUCING TRADE COSTS AND INCLUSIVE, SUSTAINABLE GROWTH

Q75: What outcomes have been achieved by actions taken to reduce trade costs? (Please choose no more than 5 options)

Reduction in border clearance times,
Increase in customs revenue,
Reduction in informal payments,
Increase in export volumes,
Increase in import volumes

Q76: Additional information.

Respondent skipped this question

#### PAGE 46: G.1) IMPACT: REDUCING TRADE COSTS AND INCLUSIVE, SUSTAINABLE GROWTH

Q77: What impacts have been achieved by actions taken to reduce trade costs? (Please choose no more than 5 options)

Diversification in export markets,

Diversification in export products,

Rise in employment,

Increase in foreign direct investment,

Fall in poverty

Q78: Additional information.

Respondent skipped this question

#### PAGE 47: G.1) IMPACT: REDUCING TRADE COSTS AND INCLUSIVE, SUSTAINABLE GROWTH

| Q79: Which types of actions have achieved the most positive results in reducing trade costs for goods and services? (Please choose no more than 7 options) | Customs reform,                                   |
|--|---|
|  | Support for compliance with Non-Tariff Measures   |
|  | Upgrading transport infrastructure,               |
|  | Upgrading network infrastructure,                 |
|  | Improving the regulatory environment for services |
| Q80: Additional information.   | Respondent skipped this question                  |

PAGE 48: G.1) IMPACT: REDUCING TRADE COSTS AND INCLUSIVE, SUSTAINABLE GROWTH

Q81: What contribution can reducing trade costs make to the target of inclusive, sustainable growth?
(Please choose no more than 7 options)

Increase in exports, Rise in employment,
Moving up value chains,
Diversification in export markets,
Diversification in export products,
Foreign direct investment, Reduction in poverty

Respondent skipped this question

#### PAGE 50: H.1) IMPACT OF THE AID FOR TRADE INITIATIVE

Q83: Has the alignment of Aid-for-Trade support to your national needs and priorities changed since the launch of the Aid-for-Trade Initiative in 2005?

Improved

#### PAGE 51: H.1) IMPACT OF THE AID FOR TRADE INITIATIVE

Q84: If it has improved, please specify why.(You may tick more than one box)

Better dialogue with donors,

Better dialogue with South-South partners,

Better dialogue with the private sector,

Better dialogue with regional partners

#### PAGE 52: H.1) IMPACT OF THE AID FOR TRADE INITIATIVE

| Q85: Why has the alignment declined?(You may tick more than 1 box) | Other (please specify) Not relevant (alignment increased in Cambodia) |
|--|---|
| Q86: Additional information.                                       | Respondent skipped this question                                      |

### PAGE 53: H.1) IMPACT OF THE AID FOR TRADE INITIATIVE

| Q87: What impact has the Aid-for-Trade Initiative had since it was launched in 2005?(You may tick more than 1 box) | Increase in resources available for trade development,  More attention to trade issues in development,  More priority given by national authorities to trade issues in national development planning,  More priority given by donors to trade issues in national development planning,  More priority given by private sector to trade |
|--|--|
|  | More priority given by private sector to trade issues  |
| Q88: Additional information.   | Respondent skipped this question   |

## PAGE 54: H.1) IMPACT OF THE AID FOR TRADE INITIATIVE

| Q89: What potential future contribution could the Enhanced Integrated Framework for LDCs make to the post-2015 development agenda? (Please choose no more than 5 options) | Mainstreaming of trade issues in national policy,  Engaging the private sector in national trade and development policy planning,  Coherence in trade and development policy,  Catalyst for Aid-for-Trade flows,  Financing of catalytic actions |
|---|--|
| Q90: Additional information.  | Respondent skipped this question   |

| Q91: What potential future contribution could the Aid-for-Trade Initiative make to the post-2015 development agenda? (Please choose a maximum of 5 options) | Contribution of financing for development,  |
|---|---|
|   | Contribution to improving the business and regulatory environment   |
|   | ,   |
|   | Ensuring continued attention to trade issues in development   |
|   | ,   |
|   | Engaging the private sector in development issues   |
|   | ,   |
|   | Making a contribution to economic growth and poverty eradication through inclusive, sustainable development |
| Q92: Additional information.  | Respondent skipped this question  |
| Q93: How in your view could the Aid-for-Trade Initiative be improved?   | Respondent skipped this question  |

#### PAGE 55: H.1) IMPACT OF THE AID FOR TRADE INITIATIVE

Q94: Additional information on "Reducing trade costs and inclusive, sustainable growth". If there is anything you would like to add on the topic of "Reducing trade costs for inclusive, sustainable growth", which you feel has not been covered in this questionnaire, please use this box.

Respondent skipped this question