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Zambia – Trade and trade related issues

by Ron Sandrey

TRADE BRIEF

tralac Trade Brief
No. US14TB01/2014
June 2014



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This publication should be cited as: Sandrey, R. 2014.

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by Ron Sandrey

Introduction and key points

The objective for this paper is to set the background for a discussion and analysis of Zambia and its merchandise trading background. Specifically, for the Tripartite Free Trade Area (TFTA) Zambia is expected to negotiate with only four potential partners in the TFTA region. These are Angola, Democratic Republic of the Congo (DRC), Ethiopia and Eritrea. This is a meaningless agenda, as Zambia has virtually no trade with either Ethiopia or Eritrea and very limited reported trade with Angola. Only imports of almost exclusively duty-free mineral ores from the DRC feature. With large land borders with both Angola and the DRC Zambia lives in a dubious neighbourhood and negotiating trade agreements with these two countries, neither of whom has shown any appetite or abilities to progress the TFTA, is a daunting prospect.

Background

Zambia is a medium sized landlocked country in East Africa. Its land area¹ of around three quarters of a million square kilometres (similar to Turkey, Chile and Pakistan) makes it one a medium-to-large largest countries by world standards. The reported population in 2012 was some 14.4 million (similar to Zimbabwe), while its population density of 18 inhabitants/km² gives Zambia about the same population density as North America as a bloc. The World Bank places Zambia's GNI per capita at just \$1,350 dollars. This is ahead of some of its neighbours as seen in Table 1 but still significantly below the SACU countries shown.

The New Agriculturist² reports that Zambia was once at the forefront of the 'Green Revolution', with hybrid maize yields breaking record charts in the 1960s, but its vast agricultural potential with a favourable climate, fertile land and ample water resources that potential is not realised. Some 58 percent of land suitable for agricultural production but only 14 percent is cultivated, and despite its potential agriculture makes up only 20 percent of GDP while employing roughly 85 percent of the population. This is in part because Zambia has relied on its copper while agriculture has remained

¹ Data in this paragraph is sourced in part from the World Bank, at www.worldbank.org.

² <http://www.new-ag.info/en/country/profile.php?a=2621>.

poor cousin. Privatisation of state-owned copper mines, high copper prices and foreign investment have all bolstered the economy with strong GDP growth in recent years, but over 60 percent of the people live in poverty and rely on small-scale subsistence farming.

Table 1: Indicators for Zambia and selected countries

	Population		GDP 2012 \$	GNI \$
	Mill	per sq km	Total bill	capita
Zambia	14.4	18	21	1,350
Angola	20.8	16	114.1	4,580
DRC	65.7	28	17.2	230
Zimbabwe	13.7	35	9.8	650
Malawi	15.9	164	4.3	320
Mozambique	25.1	32	14.2	510
South Africa	51.2	42	384	7,610
Botswana	2	4	14.5	7,650
Namibia	2.3	3	13.1	5,610
Eritrea	6.1	59	3.1	450
Ethiopia	91.7	89	41.6	380

Source: World Bank

Zambia’s trade performance and policy framework

Table 2 shows the 2012 WTO trade summary for Zambia. The values are expressed in US dollar millions, and the data shows that during 2012 exports were valued at \$8,600 million while imports were a slightly lower \$8,200 million. Exports declined by 4% during 2012 from 2011 while imports increased by 14%. This follows the changes in 2011 where exports increased by 25% while imports increased by a greater 35%. Fuels and mining products completely dominate exports while manufacturing products dominate the imports. By destination almost one half of the exports went to Switzerland while South Africa was the source of 35.7% of the imports by value. The average assessed duty was 13.6% on all goods, made up from 19% on agricultural goods and a lesser 12.8% on manufactured goods. Some 17.8% of the agricultural and 46.7% of the manufactured goods was duty-free in 2011.

Table 2: Zambia’s merchandise trade summary for 2012

MFN tariffs 2012 Simple average of import duties	Bound	Applied			
All goods	106.5	13.6			
Agricultural goods (AOA)	123.3	19	% increase Merchandise trade	2011	2012
Non-agricultural goods	43.5	12.8	Exports	25	-4
MFN duty free imports (% , 2011)			Imports	35	14
in agricultural goods (AOA)		17.8			
in non-agricultural goods		46.7			
MERCHANDISE TRADE (Value 2012)					
Exports, f.o.b. (US\$ m)		8 600	Imports, c.i.f. (US\$ m)		8 200
Share in world total exports		0.05	Share in world imports		0.04
% total exports			% total imports		
Agricultural products		8.7	Agricultural products		5.6
Fuels and mining products		78.2	Fuels and mining products		24.9
Manufactures		12.1	Manufactures		69.2
By main destination %			By main origin %		
1. Switzerland		48.9	1. South Africa		35.7
2. China		16.7	2. Congo, Dem. Rep. of		18.5
3. South Africa		9.3	3. China		9.8
4. Congo, Dem. Rep. of		6.5	4. European Union (27)		9.3
5. European Union (27)		5.6	5. Kuwait		4.7

Source: WTO

Trade profile and performance

The next series of tables presents the trade profile and performance for Zambia, with the data, sourced from the International Trade Commission (ITC) and expressed in US dollar thousands. Market share in percentages and changes expressed as a ratio of the average of the last two years over the average of the first two years are also given at times.

Details of Zambia’s trade with its TFTA negotiating partners of the DRC, Angola, Ethiopia and Eritrea are given in Annex A. This is presented in US dollar thousands for the 2001 to 2012 period along with the total trade over this period. It is ranked by this total trade on the right hand column. The data is at the HS 4 level, and a short description is provided. A consistent format is used of providing

(a) the Zambian imports from the respective partner and then (b) the reverse flows of Zambian exports to that partner.

Imports

Table 3 shows that South Africa was dominant source of imports during 2012, and this has been the case since 2001, the first year shown. Total imports during an average of 2011/2012 were some 7.4 times those at an average over 2001/2002 as shown on the right hand column. Note here that imports from the EU are shown both by (a) the total in the top row to differentiate it from (b) the individual countries with the United Kingdom (UK) as the main source. The aggregated EU-27 imports were some \$827 million, a total that would have placed the EU in fourth place behind both the Congo and China. The dramatic rise has been 2012 imports from the Congo, imports that grew from literally nothing to a clear second place in 2012, while Kuwait has also become a significant trading partner. These changes are confirmed by looking at Table 4 that shows the percentage shares from these import sources. From around 23% in 2004 the EU share more than halved to 9.25% over the last two years as China's around 3% in the early years grew to 9.88% in 2012 to overtake the EU. Indian imports have been stable in recent years while Kenya has increased market share significantly. Slightly belying its role as "an old economy", and in mild contrast to its fellow "old economy" of the EU, the import share from the US remained stable to perhaps marginally increasing over the period. Zambia has become a representation of the new age whereby trade with the EU and US, while still important, is being supplanted by trade with the new economies such as the oil exporters, the growth Asian economies of China and to a lesser extent India, and to a lesser extent fellow African economies with South Africa remaining the regional powerhouse. **Note** that there is an anomaly in the data (as highlighted in Tables 8 and 9) that the ITC does not report imports into Zambia from the DRC during 2012, and this data is ranked by 2013. Conversely the data reported for the Congo is likely to actually be in fact the DRC.

The next two tables, Table 5 and Table 6, show the imports by HS 6 trade lines over the same period. Note that the HS 6 is a disaggregated classification, and sometimes two lines with different numbers will same the same shortened description. As with the source of imports, the first table shows the monetary value of these imports in dollar million while the second shows the respective shares of total imports. Copper ore has increased over the period to become the main import, and its share has increased from virtually nothing to around 10% in the last three years. Other mineral products such as cobalt and copper powder have also dramatically increased, and along with many countries petroleum imports have become significant.

A matrix is given in Table 7 that combines the source data from Table 3 and the HS 6 products from Table 5 for the 2012 year. It gives the eleven main import sources by the 25 main import products as well as the HS 6 code description on the left hand columns and the MFN (non preferential) Zambian tariff in the second column for each line. The product diversification for South Africa, China and the EU (and to a lesser extent India and the US) is highlighted by the table, while at the other extreme the concentration of petroleum from Kuwait and Kenya and exclusivity of minerals from the Congo (DRC) is also shown.

Given that the focus of this paper is on the TFTA, Table 8 shows the total imports from each TFTA member from 2001 through to 2012 while the following Table 9 shows the import matrix by HS 6 for these imports. Again, note that DRC is in the bottom row, and if it is accepted that its imports are in fact accredited to the Congo then it would be number two. Over the period around 60 percent of Zambia's imports have been from TFTA countries (with 2012 again the outlier).

A matrix for the top eight TFTA import sources of South Africa (RSA), Kenya, Egypt, Zimbabwe, Tanzania, Malawi, Mauritius and Botswana are shown with their associated top HS 6 trade lines in Table 9 (again, no DRC). Almost all of the imports from Kenya are petroleum or petroleum related, while most of Malawi's trade is concentrated into HS 120242 (groundnuts or peanuts). Conversely, South Africa's trade is more diversified even though the vehicles are important. The totals from both the world and from TFTA are also shown along with the % shares that TFTA provides in total imports of that particular trade line. In many instances these % shares are high.

Analysis of trade data is fraught with difficulties, and this is especially so in Africa. The trade data we are using to date has been downloaded from the ITC data as reported for Zambia. Much of the ITC data is what is known as 'mirror' data, meaning it was not supplied by Zambia but 'mirrored' from the partner trade flow. Thus, for a possible example, exports from Zambia to the EU are recorded as imports from Zambia into the EU and not those exports directly. When two countries relying on mirror data there is a serious bilateral problem in that there is no data to actually 'mirror'. Trade with the DRC is a good example here, as all DRC trade is 'mirrored' by the ITC (even to the extent of the mirror getting the Congo's wrong?). Informal trade that is, by definition, not captured by the reporting agencies is another problem in many countries, and other tralac research has found this to be a problem for Africa.

In this section we make a preliminary assessment of the consistency of our trade data reporting's used. It would be disconcerting if we found wide differences in the reported trade flows, as it is this base

that we formulate our negotiating strategy from. Unfortunately where we find differences we are unable to provide a definitive answer as to what is the ‘correct’ trade data, but rather rely on trying to assess where any differences may arise from.

There are several reasons as to why these data sources may vary. One is that exports are generally valued at what is known as FoB, or the value of the goods sitting on the dock or at the airport awaiting transportation. Imports are generally (but not always) assessed at the value upon arrival and include the costs of transportation and insurance. This, as a general and inexact figure may be expected to be perhaps 10% or more of the value on average, an average that varies widely by the type of goods. Other differences may arise because of different trade classifications by the respective authorities – but this could be a problem at the detailed level as we use the internationally accepted HS 6 codes (Harmonised System at the third level of aggregation down) where differences are common. Other issues that confuse are examples such as South African gold trade where the destinations are not officially reported and goods that may be trans-shipped through a third country (a common problem for land-locked countries such as Zambia). In addition, trade data is often late in being reported so it is not possible to compare recent data between countries, and (inexcusably) there is often poor communication between the recording agency and the reporting agency in some countries that create timeliness issues.

We next compare ITC import data into Zambia from each partner country data on their exports as downloaded from the commercially obtainable Global Trade Atlas (GTA) data that tralac have access to. We note however that we have only access to GTA data for South Africa, the EU, China, India, Russia, Brazil and Japan. Again, as shown in Table 10 this throws up discrepancies, although there is a consistency in the data. We make no effort to verify either data source but emphasise that these differences are quite large and important. With the high transaction and transportation costs associated with Central African trade we would not expect one-to-one reconciliation but rather the ITC import data to be perhaps 20 to 30 percent above the GTA export data (and conversely for export data from Zambia to be below the GTA reporting countries import data as shown later).

Just taking the 2012 ratio of Zambian imports to partner exports as shown in the lower section on the extreme right hand column of Table 10 we find that the ratios for the EU, China and India (1.27 to 1.41) to be very close to where we would expect them to be. Ratios for the EU and India have been consistent while those for China have fluctuated. Japan is perhaps on the high side at 1.68, although this has been consistent over the period. The ratio for South Africa is close to where developing country values with their lower transaction costs would be but perhaps marginally low for Africa.

Conversely, the ratios for both Russia and Brazil are too low but as they are both off very low trade values this is understandable. Overall the exercise produces a generally satisfactory outcome.

Table 3: Zambia’s Imports, 2001 to 2012 inclusive, \$ million and change (for Congo read DRC)

Exporters	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	% change
EU 27	164,367	162,102	222,313	498,016	573,429	373,655	666,894	512,299	393,603	484,222	664,024	827,295	4.6
World	1,081,842	1,102,478	1,573,829	2,152,072	2,558,010	3,074,261	3,971,132	5,060,483	3,792,643	5,320,834	7,177,788	8,938,692	7.4
South Africa	604,243	609,526	766,936	993,937	1,216,467	1,446,445	1,883,068	2,153,956	1,516,011	1,829,501	2,562,711	3,014,220	4.6
Congo	0	0	7	0	0	0	94	34	1	3	147	1,288,749	large
China	38,186	28,916	43,226	46,125	85,458	83,792	233,976	227,230	178,029	289,699	706,335	883,308	23.7
Kuwait	70	6	0	15	8	4	88	513,728	401,000	508,683	335,820	560,531	large
India	19,263	41,784	35,499	50,752	79,850	85,901	162,700	191,592	130,909	144,443	248,103	310,019	9.1
Kenya	5,283	11,284	24,069	34,168	37,465	56,427	78,113	80,387	77,998	64,608	130,336	287,525	25.2
USA	16,258	15,578	32,497	35,070	41,213	58,260	65,257	72,150	50,699	72,459	98,199	252,152	11.0
Japan	31,082	31,367	23,403	28,916	41,586	47,356	51,571	86,686	66,367	84,839	150,550	246,520	6.4
United Kingdom	107,826	90,523	92,399	317,740	321,659	112,841	159,387	157,157	135,960	105,886	189,831	223,663	2.1
UAE	12,550	17,176	67,256	145,906	94,120	320,339	255,781	123,547	109,710	116,667	241,222	223,500	15.6
Germany	16,064	13,441	24,024	22,104	36,086	43,907	80,854	66,727	59,112	53,961	58,557	113,812	5.8
Sweden	5,091	5,041	9,844	18,658	36,435	57,559	88,391	61,563	34,165	48,538	88,680	98,667	18.5
Egypt	675	504	1,970	3,817	6,225	6,697	9,422	14,423	15,315	14,985	29,193	95,114	105.4
Zimbabwe	97,372	97,068	202,694	124,469	110,066	175,714	111,028	107,118	56,937	72,033	87,446	94,473	0.9
Switzerland	3,944	2,775	11,189	18,160	16,365	23,999	20,400	36,524	16,858	20,564	62,275	83,074	21.6
Tanzania	7,306	10,761	23,742	30,142	65,506	53,281	23,485	47,581	33,746	40,864	55,042	72,267	7.0
Ireland	2,955	2,346	5,638	8,859	5,549	11,780	17,289	20,101	21,935	46,060	48,972	71,774	22.8
Belgium	5,311	9,738	6,618	7,969	7,562	14,488	16,925	27,457	19,462	87,987	46,991	71,324	7.9
Malawi	3,384	3,782	9,462	7,803	14,343	13,581	12,165	16,615	12,228	13,442	22,083	70,444	12.9
Hong Kong	2,538	3,039	8,791	7,416	10,158	12,343	15,158	34,538	21,406	25,542	35,970	64,396	18.0
Netherlands	7,055	6,086	10,929	11,246	29,939	45,598	75,766	34,837	31,043	30,893	49,671	61,970	8.5
Australia	1,939	3,630	5,387	18,918	27,085	27,551	31,914	50,314	17,450	36,346	45,387	60,541	19.0
Singapore	1,837	2,127	5,269	6,417	6,497	10,003	10,519	16,494	12,908	41,650	93,058	56,725	37.8
Finland	3,292	6,553	27,028	22,690	12,292	12,881	55,148	50,644	14,777	36,808	83,729	46,787	13.3
Canada	9,576	7,957	10,445	9,510	17,431	14,328	17,616	22,369	13,599	21,884	38,803	46,382	4.9

Source: ITC. The EU 27 total is shown as well as the individual member states.

Table 4: Zambia’s Imports, 2001 to 2012 inclusive, % shares by source (for Congo read DRC)

Exporters	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
EU 27	15.19%	14.70%	14.13%	23.14%	22.42%	12.15%	16.79%	10.12%	10.38%	9.10%	9.25%	9.26%
All \$1000	1,081,842	1,102,478	1,573,829	2,152,072	2,558,010	3,074,261	3,971,132	5,060,483	3,792,643	5,320,834	7,177,788	8,938,692
South Africa	55.85%	55.29%	48.73%	46.19%	47.56%	47.05%	47.42%	42.56%	39.97%	34.38%	35.70%	33.72%
Congo	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	14.42%
China	3.53%	2.62%	2.75%	2.14%	3.34%	2.73%	5.89%	4.49%	4.69%	5.44%	9.84%	9.88%
Kuwait	0.01%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	10.15%	10.57%	9.56%	4.68%	6.27%
India	1.78%	3.79%	2.26%	2.36%	3.12%	2.79%	4.10%	3.79%	3.45%	2.71%	3.46%	3.47%
Kenya	0.49%	1.02%	1.53%	1.59%	1.46%	1.84%	1.97%	1.59%	2.06%	1.21%	1.82%	3.22%
USA	1.50%	1.41%	2.06%	1.63%	1.61%	1.90%	1.64%	1.43%	1.34%	1.36%	1.37%	2.82%
Japan	2.87%	2.85%	1.49%	1.34%	1.63%	1.54%	1.30%	1.71%	1.75%	1.59%	2.10%	2.76%
United Kingdom	9.97%	8.21%	5.87%	14.76%	12.57%	3.67%	4.01%	3.11%	3.58%	1.99%	2.64%	2.50%
UAE	1.16%	1.56%	4.27%	6.78%	3.68%	10.42%	6.44%	2.44%	2.89%	2.19%	3.36%	2.50%
Germany	1.48%	1.22%	1.53%	1.03%	1.41%	1.43%	2.04%	1.32%	1.56%	1.01%	0.82%	1.27%
Sweden	0.47%	0.46%	0.63%	0.87%	1.42%	1.87%	2.23%	1.22%	0.90%	0.91%	1.24%	1.10%
Egypt	0.06%	0.05%	0.13%	0.18%	0.24%	0.22%	0.24%	0.29%	0.40%	0.28%	0.41%	1.06%
Zimbabwe	9.00%	8.80%	12.88%	5.78%	4.30%	5.72%	2.80%	2.12%	1.50%	1.35%	1.22%	1.06%
Switzerland	0.36%	0.25%	0.71%	0.84%	0.64%	0.78%	0.51%	0.72%	0.44%	0.39%	0.87%	0.93%
Tanzania	0.68%	0.98%	1.51%	1.40%	2.56%	1.73%	0.59%	0.94%	0.89%	0.77%	0.77%	0.81%
Ireland	0.27%	0.21%	0.36%	0.41%	0.22%	0.38%	0.44%	0.40%	0.58%	0.87%	0.68%	0.80%
Belgium	0.49%	0.88%	0.42%	0.37%	0.30%	0.47%	0.43%	0.54%	0.51%	1.65%	0.65%	0.80%
Malawi	0.31%	0.34%	0.60%	0.36%	0.56%	0.44%	0.31%	0.33%	0.32%	0.25%	0.31%	0.79%
Hong Kong	0.23%	0.28%	0.56%	0.34%	0.40%	0.40%	0.38%	0.68%	0.56%	0.48%	0.50%	0.72%
Netherlands	0.65%	0.55%	0.69%	0.52%	1.17%	1.48%	1.91%	0.69%	0.82%	0.58%	0.69%	0.69%
Australia	0.18%	0.33%	0.34%	0.88%	1.06%	0.90%	0.80%	0.99%	0.46%	0.68%	0.63%	0.68%
Singapore	0.17%	0.19%	0.33%	0.30%	0.25%	0.33%	0.26%	0.33%	0.34%	0.78%	1.30%	0.63%
Finland	0.30%	0.59%	1.72%	1.05%	0.48%	0.42%	1.39%	1.00%	0.39%	0.69%	1.17%	0.52%
Canada	0.89%	0.72%	0.66%	0.44%	0.68%	0.47%	0.44%	0.44%	0.36%	0.41%	0.54%	0.52%

Source: ITC. Note again that the EU is shown both as a total and as individual member states.

Table 5: Zambia’s imports by HS 6 codes, \$ 1,000

HS 6	Description	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	change
	All products	1,081,842	1,102,478	1,573,829	2,152,072	2,558,010	3,074,261	3,971,132	5,060,483	3,792,643	5,320,834	7,177,788	8,938,692	7.4
'260300	Copper ores	6	1,023	2,284	6,752	15,419	26,786	129,294	425,799	255,515	620,459	822,149	858,675	large
'270900	Petroleum	76	370	41,432	134,409	101,327	232,160	228,613	481,853	430,834	508,785	335,385	557,197	large
'271019	Petroleum	0	35,561	38,427	52,811	97,124	141,548	175,931	231,040	57,980	56,372	121,749	228,020	9.8
'260500	Cobalt ore	408	20	1,302	3,604	4,530	2,473	263	915	83,256	219,704	119,263	193,888	732
'870410	Dump trucks	906	1,065	2,271	18,038	13,706	32,666	43,813	47,793	24,526	57,354	123,450	188,909	158
'880330	Aircraft parts	245	140	84	170	312	444	303	349	501	428	26,545	156,871	476
'870421	Trucks	23,359	20,625	22,554	32,707	50,204	73,686	67,433	108,760	55,983	71,685	106,569	130,279	5.4
'843149	Parts cranes etc	10,603	8,468	19,126	22,227	30,283	50,328	69,453	86,558	48,828	78,694	101,881	116,743	11.5
'300490	Medicaments	6,943	0	2	307	32	56	46,922	130,236	90,392	64,486	84,269	114,805	28.7
'730890	Structures	5,742	2,871	5,173	21,175	16,291	18,478	82,043	40,636	21,395	35,242	64,006	109,463	20.1
'740620	Copper powder	1	0	0	0	0	0	0	1	0	0	0	105,323	large
'870323	Automobiles	14,329	13,589	12,979	24,172	27,683	48,280	35,755	52,384	31,847	45,252	69,316	104,191	6.2
'282200	Cobalt	3	1	0	17	6	5	16	19	14,438	176,358	181,280	101,531	large
'847490	Mining parts	20,969	9,922	10,169	16,335	15,525	26,200	56,093	51,491	43,322	52,933	72,312	86,951	5.2
'842951	Loaders	2,606	6,874	17,084	16,495	19,255	26,188	86,941	47,766	25,943	52,013	68,792	79,772	15.7
'151190	Palm oil	7,217	9,630	17,003	20,615	17,553	16,493	13,973	25,961	7,786	6,449	62,901	74,514	8.2
'310210	Urea	7,992	12,882	14,253	30,238	25,109	29,357	39,501	39,489	65,670	64,624	113,958	73,341	9.0
'870120	Road tractors	1,724	3,797	5,284	8,080	11,756	13,090	15,534	24,592	20,581	23,748	33,578	72,880	19.3
'250300	Sulphur	5,398	6,869	8,592	16,982	18,042	20,189	29,790	83,575	9,117	5,271	60,807	71,774	10.8
'280200	Sulphur	1,201	1,609	21	27	138	8,811	4,050	20,786	6,418	11,925	49,262	67,779	41.7
'843041	Boring machine	677	3,093	2,784	3,915	8,046	2,710	11,837	13,865	8,042	18,237	44,747	64,907	29.1
'310520	Fertilizers	16,222	18,963	33,193	19,729	9,528	19,219	16,875	27,446	29,240	20,375	58,962	61,054	3.4
'880211	Helicopters	150	63	98	0	0	1	0	0	0	2	0	59,005	277
'271012	Light oils	0	0	0	0	0	0	0	0	0	0	0	56,647	large
'120242	Groundnuts	0	0	0	0	0	0	0	0	0	0	0	54,882	large

Table 6: Zambia’s imports, HS 6 code, percentage shares

HS 6	Description	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
All products \$1000		1081842	1102478	1573829	2152072	2558010	3074261	3971132	5060483	3792643	5320834	7177788	8938692
'260300	Copper ores	0.00%	0.09%	0.15%	0.31%	0.60%	0.87%	3.26%	8.41%	6.74%	11.66%	11.45%	9.61%
'270900	Petroleum	0.01%	0.03%	2.63%	6.25%	3.96%	7.55%	5.76%	9.52%	11.36%	9.56%	4.67%	6.23%
'271019	Petroleum	0.00%	3.23%	2.44%	2.45%	3.80%	4.60%	4.43%	4.57%	1.53%	1.06%	1.70%	2.55%
'260500	Cobalt ore	0.04%	0.00%	0.08%	0.17%	0.18%	0.08%	0.01%	0.02%	2.20%	4.13%	1.66%	2.17%
'870410	Dump trucks	0.08%	0.10%	0.14%	0.84%	0.54%	1.06%	1.10%	0.94%	0.65%	1.08%	1.72%	2.11%
'880330	Aircraft parts	0.02%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.37%	1.75%
'870421	Trucks	2.16%	1.87%	1.43%	1.52%	1.96%	2.40%	1.70%	2.15%	1.48%	1.35%	1.48%	1.46%
'843149	Parts cranes etc	0.98%	0.77%	1.22%	1.03%	1.18%	1.64%	1.75%	1.71%	1.29%	1.48%	1.42%	1.31%
'300490	Medicaments	0.64%	0.00%	0.00%	0.01%	0.00%	0.00%	1.18%	2.57%	2.38%	1.21%	1.17%	1.28%
'730890	Structures	0.53%	0.26%	0.33%	0.98%	0.64%	0.60%	2.07%	0.80%	0.56%	0.66%	0.89%	1.22%
'740620	Copper powder	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.18%
'870323	Automobiles	1.32%	1.23%	0.82%	1.12%	1.08%	1.57%	0.90%	1.04%	0.84%	0.85%	0.97%	1.17%
'282200	Cobalt	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.38%	3.31%	2.53%	1.14%
'847490	Mining parts	1.94%	0.90%	0.65%	0.76%	0.61%	0.85%	1.41%	1.02%	1.14%	0.99%	1.01%	0.97%
'842951	Loaders	0.24%	0.62%	1.09%	0.77%	0.75%	0.85%	2.19%	0.94%	0.68%	0.98%	0.96%	0.89%
'151190	Palm oil	0.67%	0.87%	1.08%	0.96%	0.69%	0.54%	0.35%	0.51%	0.21%	0.12%	0.88%	0.83%
'310210	Urea	0.74%	1.17%	0.91%	1.41%	0.98%	0.95%	0.99%	0.78%	1.73%	1.21%	1.59%	0.82%
'870120	Road tractors	0.16%	0.34%	0.34%	0.38%	0.46%	0.43%	0.39%	0.49%	0.54%	0.45%	0.47%	0.82%
'250300	Sulphur	0.50%	0.62%	0.55%	0.79%	0.71%	0.66%	0.75%	1.65%	0.24%	0.10%	0.85%	0.80%
'280200	Sulphur	0.11%	0.15%	0.00%	0.00%	0.01%	0.29%	0.10%	0.41%	0.17%	0.22%	0.69%	0.76%
'843041	Boring machine	0.06%	0.28%	0.18%	0.18%	0.31%	0.09%	0.30%	0.27%	0.21%	0.34%	0.62%	0.73%
'310520	Fertilizers	1.50%	1.72%	2.11%	0.92%	0.37%	0.63%	0.42%	0.54%	0.77%	0.38%	0.82%	0.68%
'880211	Helicopters	0.01%	0.01%	0.01%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.66%
'271012	Light oils	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.63%
'120242	Groundnuts	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.61%

Table 7: Zambia’s imports, \$ 1,000, matrix of supplier and HS 4 codes for 2012 (for Congo read DRC)

	Duty	Total	RSA	Congo	China	EU	Kuwait	India	Kenya	USA	Japan	UAE	Egypt
	MFN %	8,908,421	3,014,220	1,288,749	883,308	826,439	560,531	310,019	287,525	252,152	246,520	223,500	95,114
Copper	0	858,674	377	858,200		97							
Petroleum	5	557,197	408			6	549,137		7,620			26	
petroleum	21.9	228,020	78,625		70	829	3,458	17	140,742	22		1,029	1,236
Cobalt	0	193,888		193,888									
Dump trucks	15	188,909	130,263	18	2,975	35,921		308	5	5,684	8,198		
Aircraft parts	0	156,871	716		132,678	5,815			1	13,486		4,158	
Parts	5	116,610	47,215	543	11,083	30,059		907		22,140	523	194	1
Trucks	15	128,188	65,408	20	2,569	5,821		4,213	110	653	44,172	1,264	
Medicaments	0	114,794	23,266		506	13,562		64,869	1,417	4,471		560	18
Structures	15	109,456	57,068	39	37,914	1,268		770	482	852	2	92	684
Automobiles	17.5	104,012	5,589	64	1,436	13,418		295	100	1,086	76,608	1,486	
Powder copper	0	105,323		105,323									
Cobalt	0	101,530	13	101,517									
Parts sorting	0	86,947	54,036		10,112	7,814		1,229		3,910	4	2	
Loaders	0	79,162	22,957	34	11,345	40,578		202		569	654	19	
Road tractors	0	72,880	26,037	695	4,486	28,263		826	286	9,495	414	24	
Palm oil	11.7	74,515	29,783		382			1,433	449				
Urea	0	73,321	5,235		13	661		2,072		3,813		33,888	3,667
Sulphur	0	71,773	24,065		13					1			
Sulphur	0	67,780	67,009			313							
Boring	0	64,907	7,637	10	7,397	18,109		344		14,400			233
Fertilizers	0	61,056	38,957		16	8,385		4,177				399	
Helicopters	5	59,005			59,005								
Medical equip	0	44,373	1,388			42,634						126	
Petroleum	11.7	56,647	19,489	11	1	2,368	7,776		24,719	6			

Source: ITC

Table 8: Zambia’s imports from TFTA partners, \$ 1,000 (note DRC is not reported for 2012, read Congo as above)

Exporters	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
World	1,081,842	1,102,478	1,573,829	2,152,072	2,558,010	3,074,261	3,971,132	5,060,483	3,792,643	5,320,834	7,177,788	8,938,692
TFTA \$ 1,000	737,804	755,695	1,073,449	1,234,427	1,506,193	1,834,388	2,352,238	3,072,781	2,293,842	3,376,462	4,323,791	3,776,255
TFTA % total	68.2%	68.5%	68.2%	57.4%	58.9%	59.7%	59.2%	60.7%	60.5%	63.5%	60.2%	42.2%
South Africa	604,243	609,526	766,936	993,937	1,216,467	1,446,445	1,883,068	2,153,956	1,516,011	1,829,501	2,562,711	3,014,220
Kenya	5,283	11,284	24,069	34,168	37,465	56,427	78,113	80,387	77,998	64,608	130,336	287,525
Egypt	675	504	1,970	3,817	6,225	6,697	9,422	14,423	15,315	14,985	29,193	95,114
Zimbabwe	97,372	97,068	202,694	124,469	110,066	175,714	111,028	107,118	56,937	72,033	87,446	94,473
Tanzania	7,306	10,761	23,742	30,142	65,506	53,281	23,485	47,581	33,746	40,864	55,042	72,267
Malawi	3,384	3,782	9,462	7,803	14,343	13,581	12,165	16,615	12,228	13,442	22,083	70,444
Mauritius	4,077	5,560	2,409	2,767	1,987	2,390	8,004	12,480	11,716	11,152	14,523	39,750
Botswana	4,579	4,283	6,560	9,431	11,492	18,981	23,080	27,191	32,935	18,129	42,005	29,009
Namibia	2,180	2,748	3,593	5,734	6,324	8,482	12,218	14,374	9,310	12,708	18,632	25,356
Mozambique	4,878	3,481	10,323	2,271	10,287	15,354	54,102	53,004	33,897	16,885	18,785	21,569
Swaziland	2,943	2,172	4,372	5,369	3,747	5,478	8,230	9,778	6,751	12,272	11,793	20,210
Angola	3	4	17	112	8	19	70	66	121	30	23	2,936
Uganda	13	2,730	5,276	250	467	139	54	1,004	79	588	507	2,871
Rwanda	11	5	7	17	0	21	4	0	29	508	268	425
Lesotho	166	164	0	14	2	9	11	0	6	65	32	42
Burundi	0	0	0	6	0	5	26	61	9	5	55	30
Madagascar	0	0	0	0	16	0	0	0	1	12	2	11
Djibouti	48	0	0	0	0	0	0	0	21	0	0	3
DRC	643	1,623	12,019	14,120	21,791	31,365	129,158	534,743	486,732	1,268,675	1,330,355	na

Source: ITC. Note that 2012 imports from DRC were not reported by ITC

Table 9: Zambia’s imports from TFTA partners by HS 6 code, 2012 (note DRC is not reported for 2012 – read Congo as above)

HS 6	Description	Duty MFN %	All	TFTA%	TFTA	RSA	Kenya	Egypt	Zimbabwe	Tanzania	Malawi	Mauritius	Botswana	
			8,908,421	42.4%	3,776,211	3,014,220	287,525	95,114	94,473	72,267	70,444	39,750	29,009	
271019	petroleum	21.9	228,020	97.0%	221,118	78,625	140,742	1,236	2	513				
870410	Dump trucks	15	188,909	70.2%	132,569	130,263	5		18	12		367	1,904	
280200	Sulphur	0	67,780	98.9%	67,017	67,009				8				
870421	Trucks	15	128,188	51.8%	66,381	65,408	110		66	162		286	192	
730890	Structures	15	109,456	53.9%	58,994	57,068	482	684	271	26	399			
847490	Parts sorting	0	86,947	62.4%	54,239	54,036			203					
120242	Groundnuts	15	54,882	100.0%	54,882	5					54,877			
843149	Parts	5	116,610	40.7%	47,433	47,215		1	17	13			126	
271012	petroleum	11.7	56,647	80.0%	45,338	19,489	24,719		462	1		36		
310520	Fertilizers	0	61,056	69.7%	42,561	38,957				3,522				
382200	Medical equip	0	53,118	78.6%	41,731	40,797	597						3	
151190	Palm oil	11.7	74,515	51.2%	38,167	29,783	449			3,655		3,867		
310230	Ammonium nitrate	0	44,920	88.8%	39,887	36,266						3,509		
390210	Polypropylene	0	52,446	74.8%	39,204	37,258	46		1,404	492			4	
271011	Petroleum		33,725	99.6%	33,575	57	33,518							
150710	Margarine	0	33,924	85.9%	29,132	13,084	47	100		936		14,965		
870120	Road tractors	0	72,880	36.7%	26,746	26,037	286		12	170	117		55	
842959	Heavy machines	0	47,293	54.7%	25,876	25,117			17	200	211		331	
300490	Medicaments	0	114,794	22.4%	25,712	23,266	1,417	18	186	474		6	338	
250300	Sulphur	0	71,773	33.6%	24,140	24,065				75				
310590	Fertilizers	0	27,370	87.6%	23,968	21,907			206		9			
842951	Loaders	0	79,162	29.4%	23,244	22,957			13	95			179	
360200	Explosives	15	22,810	100.0%	22,810	22,810								
271320	Bitumen	15	23,972	94.6%	22,676	21,051		1,537		88				
842481	Crop sprayers	0	30,777	70.8%	21,805	21,054			12		54	22	462	
Sub tot % total				21.1%		32.6%	30.6%	70.4%	3.8%	3.1%	14.4%	79.0%	58.0%	12.4%

Source: ITC. Note that 2012 imports from DRC were not reported by ITC

Table 10: Zambia’s imports reconciliation ITC versus GTA data, \$ 1,000 and ratio

	Country exports using GTA data, \$ million and ratio											
	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
EU	102,496	104,777	128,978	153,948	197,111	304,112	378,953	362,213	246,088	346,310	534,672	587,088
RSA	572,775	528,781	538,556	739,235	848,909	1,177,575	1,435,898	1,988,438	1,442,438	1,762,342	2,376,255	2,673,046
China	38,836	37,191	35,221	51,042	48,517	102,564	198,313	258,741	151,797	301,143	615,198	696,164
India	24,662	28,567	35,606	44,391	67,647	96,741	135,045	110,895	84,055	97,883	191,639	232,932
Russia	93	4	22	19	67	21	61	5,025	693	234	1,815	1,195
Brazil	1,250	1,420	5,525	8,456	8,110	7,465	11,274	14,228	5,026	8,891	8,983	12,309
Japan	18,211	19,478	15,093	16,081	17,067	23,892	25,754	47,383	40,623	62,948	101,527	146,786
	Zambian imports from ITC data as used											
EU	164,367	162,102	222,313	498,016	573,429	373,655	666,894	512,299	393,603	484,222	664,024	827,295
RSA	604,243	609,526	766,936	993,937	1,216,467	1,446,445	1,883,068	2,153,956	1,516,011	1,829,501	2,562,711	3,014,220
China	38,186	28,916	43,226	46,125	85,458	83,792	233,976	227,230	178,029	289,699	706,335	883,308
India	19,263	41,784	35,499	50,752	79,850	85,901	162,700	191,592	130,909	144,443	248,103	310,019
Russia	32	10	16	45	46	45	19	224	395	229	90	758
Brazil	951	1,306	3,022	6,134	6,318	6,990	8,295	11,873	6,124	3,992	8,005	8,867
Japan	31,082	31,367	23,403	28,916	41,586	47,356	51,571	86,686	66,367	84,839	150,550	246,520
	Zambian imports as ratio of country exports											
EU	1.60	1.55	1.72	3.23	2.91	1.23	1.76	1.41	1.60	1.40	1.24	1.41
RSA	1.05	1.15	1.42	1.34	1.43	1.23	1.31	1.08	1.05	1.04	1.08	1.13
China	0.98	0.78	1.23	0.90	1.76	0.82	1.18	0.88	1.17	0.96	1.15	1.27
India	0.78	1.46	1.00	1.14	1.18	0.89	1.20	1.73	1.56	1.48	1.29	1.33
Russia	0.34	2.50	0.73	2.37	0.69	2.14	0.31	0.04	0.57	0.98	0.05	0.63
Brazil	0.76	0.92	0.55	0.73	0.78	0.94	0.74	0.83	1.22	0.45	0.89	0.72
Japan	1.71	1.61	1.55	1.80	2.44	1.98	2.00	1.83	1.63	1.35	1.48	1.68

Source: ITC and Global Trade Atlas

Exports from Zambia

The next series of tables duplicates the import analysis but this time for Zambian exports. The same formats and data sources are used where Table 11 shows that Switzerland was dominant source of exports during 2012, a position that it has strengthened throughout the period. Total exports during an average of 2011/2012 were some 9.5 times those at an average over 2001/2002 as shown on the right hand column (note this was above the import change of 7.4 times over the period). Exports to second-place South Africa were significantly below the world average as South Africa lost market share over the period, and this is confirmed by looking at Table 12 that shows the percentage shares for these export destinations. Aggregate EU exports are shown separately at the top of the table, with the individual countries in their respective places in the body³. The top right hand entry shows that these exports have stayed exactly the same in nominal terms for the period (after declining to half of that level in 2006). This is reinforced by looking at the individual entries in the table and by looking at percentage shares in Table 12 where the EU share went from 55.49% in 2001 to 5.25% in 2012 after dropping below five percent in 2009 and 2010. Switzerland has replaced the EU. China has, as usually is the case, has become increasingly important as an export destination. Regionally South Africa has become less important while both the DRC and Zimbabwe has become more important. Looking at Table 12 it can be seen that China and South Africa are displaying a pattern whereby they are operating a ‘scissors’ look with one blade going one way and the other the opposite direction.

The next two tables, Table 13 and Table 14, show the exports by HS 6 trade lines over the same period. As with the source of imports, the first table shows the monetary value of these exports in dollar million while the second shows the respective shares of the lines over the period. Copper is king, with the other minerals of cobalt gold and silver contributing. During 2012 the copper-related trade lines shown in the table contributed some 68% of the total exports. Maize, cotton, tobacco and sugar are important agricultural exports, with maize and sugar increasing strongly.

As was the case with imports, we now introduce a trade matrix in Table 15 that combines the destination data from Table 12 and the HS 4 products from Table 14 for the 2012 year. It gives the thirteen main export destinations by the 23 main export products as well as the HS 4 descriptions on the left hand column. Note that we have moved from the disaggregated HS 6 lines to the higher level HS 4 codes. While sacrificing some details this allows for more trade to be shown and still preserves

³ These individual EU destinations (and sources from the previous import tables) are possibly indicative only as goods tranship freely in Europe.

the big picture. Switzerland and China are all about copper, and an examination of the table shows that many other destinations are concentrated upon two or three major exports.

Given that the focus of this paper is on the TFTA, Table 16 shows the total exports from each TFTA member from 2001 through to 2012 while the following Table 17 shows the export matrix by HS 4 for these imports. Overall the TFTA destinations took some 28.8% of global exports in 2012, the highest figure since the 40.5% in 2005 and the 49.3% in 2004. The top five destinations from Zambia are South Africa, DRC, Zimbabwe, Malawi and Namibia. They accounted for 87% of these TFTA exports or 24.9% of Zambia's global exports, although overall the TFTA countries as a region have not grown as fast as global exports.

A matrix for the top fifteen export destinations within TFTA and the top HS 4 trade lines is shown in Table 17. Notable is that in almost all the lines where exports are destined for TFTA countries the TFTA market share is often almost total. In 17 of the 23 lines TFTA countries are taking at least 99 percent of the total exports. All of the gold and cobalt is going to South Africa and there are other examples such as candles to Malawi where the TFTA country is taking a large portion of the total exports. The minor exports to both Swaziland and Lesotho are predominantly cotton.

We now return to the reconciliation exercise for Zambia exports and GTA data for country imports. The general discussion given above for imports applies here as well, except that Zambian exports are measured against GTA imports. This time we would expect imports into the destination countries to be perhaps 20 percent or even more above Zambian export data in a perfect world as we account for transportation and associated costs. In the way that Table 18 is set out however we have the ratio of exports to imports to be consistent with the earlier reconciliation table, and in this case the ratios should be values of perhaps around 0.80 or thereabouts.

Looking at the right hand column of the table we find that the ratios for both EU and China for 2012 are around where we would expect them to be. For South Africa we see that during 2012 Zambia exported over double to South Africa as that country reported as importing. South African trade statistics are distorted by reluctance for South Africa of report gold trade, and looking at both ITC and GTA we find that gold is not listed as an import into South Africa from Zambia. The data for India is consistently low while Russia, Brazil and Japan bear no resemblance to accept figures. We have not taken this reconciliation further.

Table 11: Zambian exports, \$ million and % change

EU 27	547,888	457,499	337,507	408,396	436,571	215,160	251,985	327,157	213,533	316,021	507,390	500,286	1.0
Importers	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	% change
World	987,411	956,349	980,445	1,575,627	1,809,763	3,770,370	4,618,619	5,098,688	4,312,055	7,200,267	9,000,946	9,523,978	9.5
Switzerland	61,050	58,200	76,755	255,513	519,355	1,502,047	1,930,078	2,537,327	2,027,235	3,673,487	4,402,850	4,026,505	70.7
China	369	3,578	16,564	33,909	38,432	256,545	188,346	286,894	482,648	1,455,428	1,504,569	1,836,254	large
South Africa	218,753	215,157	211,370	385,104	336,892	415,224	553,787	528,425	394,726	657,834	838,359	859,550	3.9
DRC	32,533	39,139	41,650	105,857	97,421	134,353	245,721	287,067	300,853	333,526	584,111	736,088	18.4
Zimbabwe	16,008	15,988	18,913	89,226	74,934	53,399	82,010	64,090	84,306	120,589	242,530	437,382	21.2
United Kingdom	483,758	393,540	254,064	275,112	261,316	102,623	56,257	115,062	87,193	134,804	333,058	316,421	0.7
UAE	3,977	5,125	6,983	1,064	321	85,484	51,264	23,690	141,038	176,248	87,515	229,378	34.8
Malawi	9,674	15,669	24,536	48,234	62,330	56,333	31,339	62,975	73,177	102,671	119,550	189,638	12.2
Namibia	851	1,873	1,264	4,320	8,688	18,757	40,099	9,480	5,856	19,638	36,537	154,808	70.2
Tanzania	3,806	57,498	122,719	120,626	92,758	17,514	95,224	31,942	34,509	31,835	75,314	101,406	2.9
Belgium	7,671	17,897	27,902	36,698	31,381	9,509	45,733	54,764	55,941	72,409	84,849	89,306	6.8
India	32,156	30,071	34,376	16,829	25,422	134,018	52,459	32,553	49,409	19,023	26,173	70,554	1.6
Botswana	3,870	2,827	3,579	2,945	41,435	6,084	19,305	8,770	10,090	16,915	28,330	64,361	13.8
Kenya	12,704	4,285	5,760	9,084	13,600	31,342	29,624	27,190	23,843	33,878	81,633	56,938	8.2
Mauritius	2,890	6,345	3,890	3,820	1,480	683	35	19,745	28,568	18,446	65,003	48,596	12.3
Singapore	59	31	393	523	1,242	3,633	3,287	5,101	5,331	3,271	28,300	43,822	large
Luxembourg	2	0	7	0	0	90	23	0	4,453	36,652	44,510	35,785	large
Netherlands	22,001	21,325	27,418	47,708	45,799	43,019	50,193	126,600	42,414	44,846	13,964	30,838	1.0
Burundi	1,897	2,098	2,765	2,287	15	3,335	1,528	3,100	7,033	27,888	28,029	27,697	13.9
Hong Kong	9,866	7,917	24,688	2,561	2,235	14,575	5,333	1,902	2,537	2,166	3,053	26,579	1.7
Angola	33	407	1,104	400	559	400	566	1,309	1,978	3,037	2,457	24,994	62.4
Mozambique	15	113	1,191	1,508	804	1,033	898	760	3,300	5,200	78,429	20,587	large
Germany	15,092	9,266	7,374	10,811	12,502	11,168	9,569	8,719	10,138	7,802	12,776	12,447	1.0
Egypt	68	831	1,043	737	95	159,378	232,904	384,771	106,472	49,170	6,766	8,737	17.2
Swaziland	235	602	240	481	914	953	3,381	3,181	4,622	5,067	9,461	8,335	21.3

Table 12: Zambia’s exports by % shares

EU	55.49%	47.84%	34.42%	25.92%	24.12%	5.71%	5.46%	6.42%	4.95%	4.39%	5.64%	5.25%
Importers	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
All products \$1000	987411	956349	980445	1575627	1809763	3770370	4618619	5098688	4312055	7200267	9000946	9523978
Switzerland	6.18%	6.09%	7.83%	16.22%	28.70%	39.84%	41.79%	49.76%	47.01%	51.02%	48.92%	42.28%
China	0.04%	0.37%	1.69%	2.15%	2.12%	6.80%	4.08%	5.63%	11.19%	20.21%	16.72%	19.28%
South Africa	22.15%	22.50%	21.56%	24.44%	18.62%	11.01%	11.99%	10.36%	9.15%	9.14%	9.31%	9.03%
DRC	3.29%	4.09%	4.25%	6.72%	5.38%	3.56%	5.32%	5.63%	6.98%	4.63%	6.49%	7.73%
Zimbabwe	1.62%	1.67%	1.93%	5.66%	4.14%	1.42%	1.78%	1.26%	1.96%	1.67%	2.69%	4.59%
United Kingdom	48.99%	41.15%	25.91%	17.46%	14.44%	2.72%	1.22%	2.26%	2.02%	1.87%	3.70%	3.32%
UAE	0.40%	0.54%	0.71%	0.07%	0.02%	2.27%	1.11%	0.46%	3.27%	2.45%	0.97%	2.41%
Malawi	0.98%	1.64%	2.50%	3.06%	3.44%	1.49%	0.68%	1.24%	1.70%	1.43%	1.33%	1.99%
Namibia	0.09%	0.20%	0.13%	0.27%	0.48%	0.50%	0.87%	0.19%	0.14%	0.27%	0.41%	1.63%
Tanzania	0.39%	6.01%	12.52%	7.66%	5.13%	0.46%	2.06%	0.63%	0.80%	0.44%	0.84%	1.06%
Belgium	0.78%	1.87%	2.85%	2.33%	1.73%	0.25%	0.99%	1.07%	1.30%	1.01%	0.94%	0.94%
India	3.26%	3.14%	3.51%	1.07%	1.40%	3.55%	1.14%	0.64%	1.15%	0.26%	0.29%	0.74%
Botswana	0.39%	0.30%	0.37%	0.19%	2.29%	0.16%	0.42%	0.17%	0.23%	0.23%	0.31%	0.68%
Kenya	1.29%	0.45%	0.59%	0.58%	0.75%	0.83%	0.64%	0.53%	0.55%	0.47%	0.91%	0.60%
Mauritius	0.29%	0.66%	0.40%	0.24%	0.08%	0.02%	0.00%	0.39%	0.66%	0.26%	0.72%	0.51%
Singapore	0.01%	0.00%	0.04%	0.03%	0.07%	0.10%	0.07%	0.10%	0.12%	0.05%	0.31%	0.46%
Luxembourg	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.10%	0.51%	0.49%	0.38%
Netherlands	2.23%	2.23%	2.80%	3.03%	2.53%	1.14%	1.09%	2.48%	0.98%	0.62%	0.16%	0.32%
Burundi	0.19%	0.22%	0.28%	0.15%	0.00%	0.09%	0.03%	0.06%	0.16%	0.39%	0.31%	0.29%
Hong Kong	1.00%	0.83%	2.52%	0.16%	0.12%	0.39%	0.12%	0.04%	0.06%	0.03%	0.03%	0.28%
Angola	0.00%	0.04%	0.11%	0.03%	0.03%	0.01%	0.01%	0.03%	0.05%	0.04%	0.03%	0.26%
Mozambique	0.00%	0.01%	0.12%	0.10%	0.04%	0.03%	0.02%	0.01%	0.08%	0.07%	0.87%	0.22%
Germany	1.53%	0.97%	0.75%	0.69%	0.69%	0.30%	0.21%	0.17%	0.24%	0.11%	0.14%	0.13%
Egypt	0.01%	0.09%	0.11%	0.05%	0.01%	4.23%	5.04%	7.55%	2.47%	0.68%	0.08%	0.09%
Swaziland	0.02%	0.06%	0.02%	0.03%	0.05%	0.03%	0.07%	0.06%	0.11%	0.07%	0.11%	0.09%

Table 13: Zambia’s exports by HS 4 codes, \$ 1,000

HS 4	Description	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	change
	All products	987,411	956,349	980,445	1,575,627	1,809,763	3,770,370	4,618,619	5,098,688	4,312,055	7,200,267	9,000,946	9,523,978	9.5
'740311	Copper	487,436	470,824	394,224	497,777	629,223	1,483,419	2,106,181	2,095,251	1,770,384	3,495,053	4,778,669	4,314,097	9.5
'740319	Refined copper	419	36	17	0	4,051	257	188	16,540	469,965	991,172	1,171,709	1,443,352	large
'740329	Copper alloys	0	0	0	0	9	0	19	1,924	6,583	88,556	222,465	282,892	large
'100510	Maize seed	796	1,971	4,560	27,136	9,311	8,377	22,071	16,366	21,300	28,146	55,054	242,745	107.6
'740919	Plate copper	289	4	0	9,091	134,731	909,209	825,136	981,557	534,637	680,209	386,599	225,312	large
'810590	Cobalt	66,089	53,763	48,907	258,420	161,417	143,657	247,939	293,979	75,243	194,448	195,680	213,629	3.4
'100590	Maize	1,005	304	1,726	15,003	6,904	4,998	38,481	34,722	634	7,038	135,901	176,769	238.9
'740811	Wire copper	10,537	16,176	19,386	43,687	73,712	149,514	149,428	138,146	97,944	146,899	177,657	152,674	12.4
'710813	Gold	6,705	6,914	3,300	46	296	174	0	0	18,964	46,400	81,040	138,607	16.1
'520100	Cotton	5,364	16,606	24,734	122,222	57,320	61,705	41,174	33,568	45,687	47,062	100,641	116,771	9.9
'230210	Maize	579	218	228	787	137	210	1,585	2,782	1,947	4,179	9,272	110,298	150.0
'240110	Tobacco	9,155	12,599	8,577	29,629	38,964	41,488	54,539	66,657	65,126	78,442	76,959	110,198	8.6
'711299	Waste silver	0	160	0	1	0	3	0	0	2	8	2	95,837	large
'280700	Sulphuric acid	554	872	251	396	15	651	5,654	20,984	20,516	20,611	42,449	77,686	84.2
'441090	Particle board	0	39	242	600	651	754	660	465	420	995	1,012	76,354	large
'170113	Raw sugar	0	0	0	0	0	0	0	0	0	0	0	72,255	large
'252329	Cement	6,714	4,866	5,979	7,257	7,884	11,204	8,284	24,885	28,776	52,419	66,061	63,455	11.2
'740929	Plate copper-zinc	0	0	1	0	0	0	2	1	0	0	0	57,679	large
'830910	Corks metal	0	0	0	96	315	682	489	2	175	1,333	1,177	55,467	large
'280200	Sulphur	0	39	316	0	144	166	969	1,513	5,922	9,623	44,547	53,543	large
'340600	Candles	54	5	28	25	85	68	4,134	2,640	1,646	2,177	3,269	50,429	large
'271600	Electrical energy	8,889	6,696	6,167	5,047	4,443	10,642	7,415	4,192	10,094	22,143	16,551	49,367	4.2
'854449	Conductors elec	4,973	2,002	50	11	36	3	3,752	318	20,688	38,409	37,096	48,853	12.3
'262030	Ash copper	111	155	4	123	2,681	3,846	19,286	27,204	59,421	91,249	99,421	45,343	large
'271119	Petroleum gas	0	3	29	0	413	635	1,096	4,352	3,819	4,194	7,694	44,141	large

Table 14: Zambia’s exports by HS 4 codes, % shares

HS 4	Description	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
All products \$1000		987411	956349	980445	1575627	1809763	3770370	4618619	5098688	4312055	7200267	9000946	9523978
'740311	Copper	49.37%	49.23%	40.21%	31.59%	34.77%	39.34%	45.60%	41.09%	41.06%	48.54%	53.09%	45.30%
'740319	Refined copper	0.04%	0.00%	0.00%	0.00%	0.22%	0.01%	0.00%	0.32%	10.90%	13.77%	13.02%	15.15%
'740329	Copper alloys	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.04%	0.15%	1.23%	2.47%	2.97%
'100510	Maize seed	0.08%	0.21%	0.47%	1.72%	0.51%	0.22%	0.48%	0.32%	0.49%	0.39%	0.61%	2.55%
'740919	Plate copper	0.03%	0.00%	0.00%	0.58%	7.44%	24.11%	17.87%	19.25%	12.40%	9.45%	4.30%	2.37%
'810590	Cobalt	6.69%	5.62%	4.99%	16.40%	8.92%	3.81%	5.37%	5.77%	1.74%	2.70%	2.17%	2.24%
'100590	Maize	0.10%	0.03%	0.18%	0.95%	0.38%	0.13%	0.83%	0.68%	0.01%	0.10%	1.51%	1.86%
'740811	Wire copper	1.07%	1.69%	1.98%	2.77%	4.07%	3.97%	3.24%	2.71%	2.27%	2.04%	1.97%	1.60%
'710813	Gold	0.68%	0.72%	0.34%	0.00%	0.02%	0.00%	0.00%	0.00%	0.44%	0.64%	0.90%	1.46%
'520100	Cotton	0.54%	1.74%	2.52%	7.76%	3.17%	1.64%	0.89%	0.66%	1.06%	0.65%	1.12%	1.23%
'230210	Maize	0.06%	0.02%	0.02%	0.05%	0.01%	0.01%	0.03%	0.05%	0.05%	0.06%	0.10%	1.16%
'240110	Tobacco	0.93%	1.32%	0.87%	1.88%	2.15%	1.10%	1.18%	1.31%	1.51%	1.09%	0.86%	1.16%
'711299	Waste silver	0.00%	0.02%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.01%
'280700	Sulphuric acid	0.06%	0.09%	0.03%	0.03%	0.00%	0.02%	0.12%	0.41%	0.48%	0.29%	0.47%	0.82%
'441090	Particle board	0.00%	0.00%	0.02%	0.04%	0.04%	0.02%	0.01%	0.01%	0.01%	0.01%	0.01%	0.80%
'170113	Raw sugar	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.76%
'252329	Cement	0.68%	0.51%	0.61%	0.46%	0.44%	0.30%	0.18%	0.49%	0.67%	0.73%	0.73%	0.67%
'740929	Plate copper-zinc	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.61%
'830910	Corks metal	0.00%	0.00%	0.00%	0.01%	0.02%	0.02%	0.01%	0.00%	0.00%	0.02%	0.01%	0.58%
'280200	Sulphur	0.00%	0.00%	0.03%	0.00%	0.01%	0.00%	0.02%	0.03%	0.14%	0.13%	0.49%	0.56%
'340600	Candles	0.01%	0.00%	0.00%	0.00%	0.00%	0.00%	0.09%	0.05%	0.04%	0.03%	0.04%	0.53%
'271600	Electrical energy	0.90%	0.70%	0.63%	0.32%	0.25%	0.28%	0.16%	0.08%	0.23%	0.31%	0.18%	0.52%
'854449	Electric conductors	0.50%	0.21%	0.01%	0.00%	0.00%	0.00%	0.08%	0.01%	0.48%	0.53%	0.41%	0.51%
'262030	Ash copper	0.01%	0.02%	0.00%	0.01%	0.15%	0.10%	0.42%	0.53%	1.38%	1.27%	1.10%	0.48%
'271119	Petroleum gas	0.00%	0.00%	0.00%	0.00%	0.02%	0.02%	0.02%	0.09%	0.09%	0.06%	0.09%	0.46%

Table 15: Zambia’s exports matrix of destination by HS 4, \$ 1,000 for 2012

	All	Swiz	China	RSA	DRC	EU	Zimbab	UAE	Malawi	Namib	Tanzan	India	Bots	Kenya
Description	9,523,957	4,026,505	1,836,254	859,550	736,088	570,886	437,382	229,378	189,638	154,808	101,406	70,554	64,361	56,938
Refined copper	6,041,131	3,804,043	1,621,618	82,443		220,195		191,759				34,979		
Maize (corn)	419,514	815	2	42,372	715	4	244,439		445	68,643	20,394		11,363	15,785
Copper plates	283,258	140,320	58,318	965				31,218				12,664		90
Cobalt	218,392	5,672	88,781	120,264		3,284		3,675						
Tobacco	158,852	2,907	48,099	3,005		45,738	66,302		10,123			426		
Copper wire	152,771	2,129		90,805							7,848		37,988	11,565
Gold	140,744			140,709				35						
Sugar	126,112			913	56,642	67,622	5,421		611					447
Cotton	116,771	31,655	218	59,574			13		2,716			1,437	1	
Bran	112,362	103		105,649	1		563			569			5,472	
Waste prec metal	95,838			7		37				54,620				
Sulphuric acid	77,686				75,026				2,660					
Particle board	76,362			10	269		470		75,612					
Cement	66,785	27		16	47,342		2,194		7,204		1,108			
Stopper	58,615				54,966	4			550		3,099			
Sulphur	53,543			587	52,956									
Candles	50,429			43	2,216		72		48,065					
Precious stone	49,661	2	175	69		7,634		130			1	17,365	1	13
Electricity	49,367				21,418		2,031			19,468	4,254		1,959	
Insulated wire	49,322		10	45,444	1,455	94	479		36		1,010			748
Ash etc	45,343		1,580											
Petroleum gas	44,304	34			418		16,975		2		286		90	26,381
Bread etc	39,893	66		22	721		5,110		7		33,936		5	6

Table 16: Zambia’s exports to TFTA destinations, \$ 1,000

Importers	2012%	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	% change
World	100.0%	987,411	956,349	980,445	1,575,627	1,809,763	3,770,370	4,618,619	5,098,688	4,312,055	7,200,267	9,000,946	9,523,978	9.5
TFTA		308,577	363,944	439,350	777,347	733,421	755,696	1,108,396	1,051,860	982,512	1,380,841	2,205,655	2,741,204	7.4
TFTA % tot	28.8%	31.3%	38.1%	44.8%	49.3%	40.5%	20.0%	24.0%	20.6%	22.8%	19.2%	24.5%	28.8%	
RSA	9.0%	218,753	215,157	211,370	385,104	336,892	415,224	553,787	528,425	394,726	657,834	838,359	859,550	3.9
DRC	7.7%	32,533	39,139	41,650	105,857	97,421	134,353	245,721	287,067	300,853	333,526	584,111	736,088	18.4
Zimbabwe	4.6%	16,008	15,988	18,913	89,226	74,934	53,399	82,010	64,090	84,306	120,589	242,530	437,382	21.2
Malawi	2.0%	9,674	15,669	24,536	48,234	62,330	56,333	31,339	62,975	73,177	102,671	119,550	189,638	12.2
Namibia	1.6%	851	1,873	1,264	4,320	8,688	18,757	40,099	9,480	5,856	19,638	36,537	154,808	70.2
Tanzania	1.1%	3,806	57,498	122,719	120,626	92,758	17,514	95,224	31,942	34,509	31,835	75,314	101,406	2.9
Botswana	0.7%	3,870	2,827	3,579	2,945	41,435	6,084	19,305	8,770	10,090	16,915	28,330	64,361	13.8
Kenya	0.6%	12,704	4,285	5,760	9,084	13,600	31,342	29,624	27,190	23,843	33,878	81,633	56,938	8.2
Mauritius	0.5%	2,890	6,345	3,890	3,820	1,480	683	35	19,745	28,568	18,446	65,003	48,596	12.3
Burundi	0.3%	1,897	2,098	2,765	2,287	15	3,335	1,528	3,100	7,033	27,888	28,029	27,697	13.9
Angola	0.3%	33	407	1,104	400	559	400	566	1,309	1,978	3,037	2,457	24,994	62.4
Mozambique	0.2%	15	113	1,191	1,508	804	1,033	898	760	3,300	5,200	78,429	20,587	773.6
Swaziland	0.1%	235	602	240	481	914	953	3,381	3,181	4,622	5,067	9,461	8,335	21.3
Rwanda	0.1%	3,983	1,071	1	371	24	10,528	2,131	1,663	5,071	3,039	11,623	7,109	3.7
Lesotho	0.0%	16	105	119	2,550	640	4,945	1,039	849	406	253	1,219	2,331	29.3
Uganda	0.0%	1,309	767	249	534	924	813	1,682	1,294	1,438	536	2,705	1,320	1.9
Madagascar	0.0%	0	0	0	0	3	0	27	20	2,736	489	365	64	na

Table 17: Zambia’s exports to TFTA destinations by HS 4 codes, \$ 1,000 for 2012

	TFTA \$	%TFTA	RSA	DRC	Zim	Mal	Nam	Tan	Bot	Ken	Mau	Bur	Ang	Moz	Egy	Swa	Les
Description	2,749,941	28.9%	859,550	736,088	437,382	189,638	154,808	101,406	64,361	56,938	48,596	27,697	24,994	20,587	8,737	8,335	2,331
Maize (corn)	418,478	99.8%	42,372	715	244,439	445	68,643	20,394	11,363	15,785		2,813	12	6,929		638	
Copper wire	149,085	97.6%	90,805					7,848	37,988	11,565							
Gold	140,709	100.0%	140,709														
Sugar	126,038	99.9%	913	56,642	5,421	611				447	48,589	10,296		12			
Cobalt	120,264	55.1%	120,264														
Bran	112,259	99.9%	105,649	1	563		569		5,472							5	
Refined copper	90,823	1.5%	82,443												8,380		
Tobacco	79,757	50.2%	3,005		66,302	10,123									327		
Sulphuric acid	77,686	100.0%		75,026		2,660											
Particle board	76,361	100.0%	10	269	470	75,612											
Cotton	71,094	60.9%	59,574		13	2,716			1							6,545	2,245
Cement	66,712	99.9%	16	47,342	2,194	7,204		1,108				8,848					
Stopper	58,615	100.0%		54,966		550		3,099									
Waste prec metal	54,627	57.0%	7				54,620										
Sulphur	53,543	100.0%	587	52,956													
Candles	50,396	99.9%	43	2,216	72	48,065											
Electricity	49,367	100.0%		21,418	2,031		19,468	4,254	1,959					237			
Insulated wire	49,172	99.7%	45,444	1,455	479	36		1,010		748							
Petroleum gas	44,270	99.9%		418	16,975	2		286	90	26,381		65					
Bread etc	39,827	99.8%	22	721	5,110	7		33,936	5	6			7	13			
Aircraft	38,318	100.0%	38,313					5									
Olive oil	37,847	100.0%		37,847													
Quicklime	34,241	99.9%	450	31,149	532	2,109		1									

Table 18: Zambian exports, data reconciliation between ITC and GTA data

	Country imports using GTA data, \$ million and ratio											
	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
EU	152,110	112,708	146,323	220,949	230,991	505,390	643,552	676,038	322,998	282,959	703,551	591,040
RSA	48,499	74,759	75,676	154,725	204,414	268,618	353,035	296,128	203,719	288,876	374,371	405,112
China	35,683	46,056	47,882	171,082	251,776	269,133	393,730	541,983	1,240,624	2,549,221	2,789,116	2,688,556
India	12,475	13,251	13,902	22,537	34,836	83,649	72,691	132,229	159,817	48,492	123,550	289,032
Russia	35	12	1,567	897	1,798	5,755	11,384	11,968	13,390	7,973	14,618	11,019
Brazil	0	68	675	8,402	1,687	1,993	7,722	4,521	2,308	2,344	1,908	1,212
Japan	60,371	66,476	67,958	97,833	59,376	49,973	125,503	90,438	23,787	52,686	58,966	49,434
	Zambian exports from ITC data as used											
EU	547,888	457,499	337,507	408,396	436,571	215,160	251,985	327,157	213,533	316,021	507,390	500,286
RSA	218,753	215,157	211,370	385,104	336,892	415,224	553,787	528,425	394,726	657,834	838,359	859,550
China	369	3,578	16,564	33,909	38,432	256,545	188,346	286,894	482,648	1,455,428	1,504,569	1,836,254
India	32,156	30,071	34,376	16,829	25,422	134,018	52,459	32,553	49,409	19,023	26,173	70,554
Russia	135	2,258	33	3	0	667	236	94	114	263	141	93
Brazil	7	404	0	207	0	0	12	9	193	47	179	52
Japan	1,546	7,984	16,234	6,995	29,758	3,489	37,060	41,573	2,218	6,911	3,862	1,009
	Zambian exports as ratio of country imports – should be around 0.8											
EU	3.60	4.06	2.31	1.85	1.89	0.43	0.39	0.48	0.66	1.12	0.72	0.85
RSA	4.51	2.88	2.79	2.49	1.65	1.55	1.57	1.78	1.94	2.28	2.24	2.12
China	0.01	0.08	0.35	0.20	0.15	0.95	0.48	0.53	0.39	0.57	0.54	0.68
India	2.58	2.27	2.47	0.75	0.73	1.60	0.72	0.25	0.31	0.39	0.21	0.24
Russia	3.86	188.17	0.02	0.00	0.00	0.12	0.02	0.01	0.01	0.03	0.01	0.01
Brazil		5.94	0.00	0.02	0.00	0.00	0.00	0.00	0.08	0.02	0.09	0.04
Japan	0.03	0.12	0.24	0.07	0.50	0.07	0.30	0.46	0.09	0.13	0.07	0.02

Tariff peaks

This refers to the incidence of relatively high tariffs, usually on “sensitive” products, in a tariff schedule. For industrialized countries, tariffs of 15% and above are generally recognized as “tariff peaks”, but given that developing countries usually have higher tariffs the level for tariff peaks is also higher. Developing countries give an emphasis in the WTO Doha Agenda to tariff peaks as they still face exceptionally high tariffs on selected products in many markets that continue to obstruct exports. Examples include textiles, clothing, and fish and fish products. According to the WTO in the Uruguay Round, on average, industrial countries made slightly smaller reductions in their tariffs on products which are mainly exported by developing countries (37%), than on imports from all countries (40%), thus accentuating rather than mitigating the problem. However, at the same time, the potential for developing countries to trade with each other is also hampered by the fact that the highest tariffs are sometimes in developing countries themselves.

Data for Zambian tariffs is given in Table 19, where imports from South Africa are shown on the left hand side and those for all sources (including South Africa) are shown on the right hand side. The tariffs are the MFN rates at the HS 6 level and the data is the 2012 imports as downloaded from ITC at HS 6 level. Note that there are some lines where the tariff is at HS 8 lines rather than a ‘clean’ HS 6 line and this accounts for some small overlaps. Otherwise the tariff schedule is very clean and there appears to be a maximum of 20%.

The overall average rate is 8.39% while the South African average is a higher 10.90%. For South Africa one third of the imports were duty free and another one third at 15% and one fifth at mostly 25%. For the world as a whole 42.5% of the imports were zero rated, while 23.1% were assessed at 15% duty and 14.3% at mostly 25% duty. A small number were ‘undefined’, and this is mostly the Zambian category of HS 9999 or ‘Special goods’.

Table 19: Zambian tariffs, MFN schedule on 2012 imports, RSA and World

Imports from South Africa				Imports from World (inc RSA)		
Average duty for RSA = 10.90%				Average duty for World = 8.39%		
Imp \$1,000	Duty \$1,000	Lines	MFN Duty	Imp \$1,000	Duty \$1,000	Lines
3,014,220	328,472	3,753		8,908,421	747,249.3	4,173
33.6%	0.0%	20.0%	Zero	42.5%	0.0%	20.6%
8.9%	4.1%	12.8%	5%	14.8%	8.8%	13.6%
0.8%	0.5%	1.8%	5% to 10%	0.5%	0.5%	2.2%
0.8%	0.8%	0.7%	10%	0.3%	0.4%	0.6%
32.9%	44.7%	26.4%	15%	23.1%	40.6%	26.5%
1.6%	2.6%	0.7%	15% to 20%	2.8%	5.8%	0.7%
1.1%	2.0%	0.7%	20%	1.0%	2.3%	0.6%
20.1%	45.3%	35.7%	20% to 25%	14.3%	41.6%	33.8%
0.3%	0.0%	1.2%	Undefined	0.7%	0.0%	1.5%

Source: ITC data, MacMaps download for Zambian tariff schedule.

Enabling Global Trade Report⁴

The World Economic Forum also conducts an assessment of factors that enable trade provides a reminder of the attributes that govern a nation’s ability to benefit from trade. These attributes are captured in the Enabling Trade Index (ETI), which stands at the core of the Report and includes four broad categories: market access, border administration, infrastructure, and the business environment. The ETI measures the countries’ institutions, policies, and services facilitating the free flow of goods over borders and to destination. As shown in Table 20 the structure of the Index mirrors the main enablers of trade, breaking them into four overall issue areas, or subindexes: (1) market access, (2) border administration, (3) transport and communications infrastructure, and (4) the business environment. The assessments and rankings for Zambia are given below for the aggregate pillars with both the 2009 rankings on the left and 2012 rankings on the right hand side. These rankings are out of 132 countries, and disappointingly Zambia’s rankings are dropping in many categories. Note however that Zambia scores very highly in market access. Not shown but also in the report (with reference to earlier tariff peaks and specific tariffs) is that Zambia shares number one world place with 23 others for tariff peaks (or lack thereof) and similarly number one place with 49 others for lack of specific tariffs. This is an impressive achievement.

⁴ <http://www.weforum.org/issues/international-trade>.

Table 20: World Economic Forum Enabling Trade Index for Zambia, global rankings

Enabling Trade Index (with rank out of 132 countries)	2009	2012
2012 Index: Overall	60	88
Subindex A: Market access	19	28
1st pillar: Domestic and foreign market access	19	28
Subindex B: Border administration	102	105
2nd pillar: Efficiency of customs administration	57	63
3rd pillar: Efficiency of import-export procedures	112	112
4th pillar: Transparency of border administration	89	95
Subindex C: Transport & communications infrastructure	111	112
5th pillar: Availability and quality of transport infrastructure	111	101
6th pillar: Availability and quality of transport services	100	115
7th pillar: Availability and use of ICTs	110	113
Subindex D: Business environment	62	62
8th pillar: Regulatory environment	57	57
9th pillar: Physical security	59	67

Source: The Global Enabling Trade Reports, 2009 and 2012

Listed separately, the most problematic factors for **exporting** from Zambia highlighted: Identifying potential markets and buyers, Access to trade financing, Access to imported inputs at competitive prices, Inappropriate production technology and skills, Difficulties in meeting quality/quantity requirements of buyers, Technical requirements and standards abroad, High cost or delays caused by international transportation, Burdensome procedures and corruption at foreign borders, Rules of origin requirements abroad and High cost or delays caused by domestic transportation. The Most problematic factors for **importing** were listed as Tariffs and non-tariff barriers, Burdensome import procedures, Corruption at the border, High cost or delays caused by international transportation, Domestic technical requirements and standards, High cost or delays caused by domestic transportation, Crime and theft and Inappropriate telecommunications infrastructure.

In their 2014 review of Zambia the IMF⁵ raises some concerns about the potential adverse impact of recent regulations on the competitiveness of the Zambian economy, and reinforce that one of the key impediments to improving competitiveness in Zambia has been poor infrastructure and shortage of skilled labour. They support recent research that suggests Zambia’s infrastructure deficit relative to its regional neighbours, such as Mauritius, potentially cost the country 2 to 3 percent of GDP per annum.

⁵ International Monetary Fund (IMF), 2014, IMF Country Report No. 14/5, Zambia 2013 Article IV Consultations

They also believe, contrary to some observers, that recent the increase in the minimum wage and strengthened monitoring of the external sector may allow for productivity gains and improved macroeconomic management for the greater benefit of businesses and households.

Product / \$1,000	Zambia's imports from Democratic Republic of the Congo												
	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	Total
All products	643	1,623	12,019	14,120	21,791	31,365	129,158	534,743	486,732	1,268,675	1,330,355	1,288,749	5,119,973
Copper ores	0	900	2,278	6,749	15,405	26,670	125,188	423,890	255,515	620,156	819,431	858,200	3,154,382
Cobalt ores	352	20	1,294	3,355	4,529	2,473	210	915	83,256	219,527	119,017	193,888	628,836
Copper powders	0	0	0	0	0	0	9	0	0	0	0	105,323	105,332
Cobalt oxides	0	0	0	0	0	0	0	0	14,412	176,295	181,264	101,517	473,488
Carbonate	0	0	0	0	0	0	0	0	0	5	1,339	11,311	12,655
Electrical energy	0	341	0	0	0	0	20	755	0	0	0	4,950	6,066
Sulphides	0	0	0	0	0	0	0	0	0	93	0	3,395	3,488
Semi-trailers	0	0	0	0	0	0	12	25	1	33	24	1,740	1,835
Specl vehicles	0	3	0	0	0	18	0	0	303	1,066	439	1,702	3,531
Fork-lift trucks	0	0	0	0	0	0	56	4	0	32	0	697	789
Tractors	0	2	0	0	0	0	8	267	27	83	128	695	1,210
Bars steel	0	0	0	0	0	0	0	3	99	23	195	673	993
Machinery part	0	0	0	4	57	173	46	120	356	117	899	668	2,440
Bulldozers etc	0	43	0	0	234	0	8	192	1,429	5,318	5,566	430	13,220
Caustic soda	0	0	0	0	0	0	0	14	0	0	0	373	387
Commodities oth	73	0	5	5	0	0	3	63	177	104	377	370	1,177
Engines	0	0	0	0	0	0	1	17	19	69	78	322	506
Part televisions	0	0	0	0	0	0	0	0	0	0	0	320	320
Pitch	0	0	0	0	0	0	0	0	0	0	42	290	332
Tools	14	0	0	0	0	0	0	4	5	46	39	223	331

Product / \$1,000	Zambia's exports to Democratic Republic of the Congo												
	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	Total
All products	32,533	39,139	41,650	105,857	97,421	134,353	245,721	287,067	300,853	333,526	584,111	736,088	2,938,319
Cane sugar	14,482	17,945	12,655	17,470	20,890	19,917	36,847	19,188	27,533	47,204	50,431	56,642	341,204
Cements	3,840	1,980	3,176	5,307	7,668	11,717	7,062	24,494	23,805	32,117	42,976	47,342	211,484
Boards	0	0	0	0	0	24	109	117	173	22	206,757	35	207,237
Sulph acid	554	860	229	370	15	651	5,645	20,905	19,821	20,265	39,273	75,026	183,614
Wheat	800	159	859	2,242	6,963	11,530	15,062	24,772	18,830	23,272	27,985	29,471	161,945
Petroleum	629	226	5,029	19,010	5,908	9,294	10,335	18,357	21,102	6,672	5,898	12,742	115,202
Sulphur	0	39	316	0	131	166	969	971	5,922	9,527	31,507	52,956	102,504
Part	22	14	61	68	55	24,156	1,736	12,192	20,868	14,602	7,118	20,030	100,922
Fertilizers	373	381	959	29,333	1,520	3,834	2,737	7,532	2,877	5,948	1,353	5,577	62,424
Stoppers	0	0	0	96	315	521	590	1,251	808	1,115	557	54,966	60,219
Quicklime	91	152	98	179	245	516	585	4,359	5,255	7,395	8,200	31,149	58,224
Odoriferous	0	0	3	4	0	0	257	2,156	8,303	15,191	15,704	12,064	53,682
Olive oils	0	0	0	125	2	0	0	0	38	0	7,417	37,847	45,429
Cheml prod	0	0	0	0	0	8	134	2,820	6,876	10,120	7,128	13,600	40,686
Explosives	73	50	94	503	1,588	714	1,591	836	1,249	2,866	9,894	13,974	33,432
Electricity	317	495	364	488	412	623	710	851	1,082	1,301	821	21,418	28,882
Cement etc	2	2	2	0	11	162	161	366	126	2,417	4,808	19,010	27,067
Wood	1	2	32	70	14,497	78	76	194	41	4,758	5,113	1,477	26,339
Confection	13	232	1,042	1,644	1,750	2,607	2,384	3,140	1,834	2,516	3,632	5,385	26,179
Mattresses	4	13	15	66	155	319	19,594	202	419	26	999	3,802	25,614

Product / \$1,000	Zambia's imports from Ethiopia												
	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	Total
All products	22	53	160	45	25	150	120	210	40	88	223	234	1,370
Commodities other	8	0	1	1	0	0	59	160	18	18	111	161	537
Cars	0	4	33	8	0	46	6	7	9	37	8	16	174
Data processing	1	34	0	1	0	12	7	0	0	0	5	13	73
Pharmaceuticals	0	0	51	0	0	13	0	0	0	0	0	0	64
Worn clothing	4	6	1	1	3	12	4	1	0	3	0	6	41
Electrical insulators	0	0	0	0	0	0	0	0	0	0	41	0	41
Plants, live	0	0	0	0	0	33	0	0	0	0	0	0	33
Trucks	0	0	27	0	0	0	0	0	0	0	0	0	27
Electro-medical apparatus	0	0	2	0	0	3	0	0	0	0	0	21	26
Diagnostic reagents	0	0	0	0	0	0	0	0	0	0	26	0	26
Office machines	0	0	0	0	0	0	22	0	0	0	0	0	22
Printed books etc	2	0	0	0	0	0	2	8	9	0	0	0	21
Vaccines	0	0	0	0	0	0	0	0	0	20	0	0	20
Gelatin	0	0	0	9	11	0	0	0	0	0	0	0	20
Dried vegetables	0	0	19	0	0	0	0	0	0	0	0	0	19
Parts computers	1	0	0	18	0	0	0	0	0	0	0	0	19
Tap, valves	0	0	0	0	0	0	0	0	0	0	18	0	18
Printers	0	3	0	0	0	0	0	10	0	0	1	0	14
Personal toilet	0	0	12	0	0	0	0	0	0	0	0	0	12
Iron & steel tables	0	0	0	0	0	10	1	0	0	0	0	0	11

Product / \$1,000	Zambia's exports to Ethiopia												
	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	Total
All products	0	259	7	20	76	172	31	4	10	45	46	15	685
Copper wire	0	257	0	0	0	0	0	0	0	0	0	0	257
Cut flowers	0	0	0	0	60	141	0	0	0	0	0	0	201
Commodities other	0	0	0	0	0	0	6	4	8	31	43	8	100
Plants, live	0	0	0	0	5	28	0	0	0	0	0	0	33
Worn clothing	0	0	6	12	0	0	0	0	0	3	1	0	22
Pulley tackle etc	0	0	0	0	0	0	18	0	0	0	0	0	18
Gold	0	0	0	6	11	0	0	0	0	0	0	0	17
Surveying gear	0	0	0	0	0	0	0	0	0	5	0	6	11

Product / \$1,000	Zambia's imports from Angola												
	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	Total
All products	3	4	17	112	8	19	70	66	121	30	23	2,936	3,409
Commodities other	0	0	0	0	0	0	0	50	120	5	17	2,932	3,124
Cars	0	0	6	0	0	4	48	0	0	6	0	0	64
Machinery sorting	0	0	0	43	0	0	0	0	0	0	0	0	43
Trucks	2	0	11	2	3	0	10	9	0	0	0	0	37
Copper bars	0	0	0	29	0	0	0	0	0	0	0	0	29
Electrical app	0	4	0	0	0	14	0	0	0	0	0	4	22
Electric motors	0	0	0	14	0	0	0	0	0	0	0	0	14
Buses & vans	0	0	0	13	0	0	0	0	0	0	0	0	13
Motorcycles	0	0	0	0	0	1	3	1	0	2	4	0	11
Printers	0	0	0	0	0	0	0	1	0	10	0	0	11
Flat iron	0	0	0	9	0	0	0	0	0	0	0	0	9

Product / \$1,000	Zambia's exports to Angola												Total
	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	
All products	33	407	1,104	400	559	400	566	1,309	1,978	3,037	2,457	24,994	37,244
Machines milling	0	0	0	0	0	0	0	5	0	782	1,617	10,782	13,186
Leguminous vegetables	0	0	0	31	0	0	0	0	0	19	0	7,150	7,200
Ground-nuts	0	0	0	17	0	0	13	0	0	0	338	6,190	6,558
Maize (corn)	0	0	318	148	249	28	113	237	136	0	17	12	1,258
Mattresses	0	0	12	0	0	9	21	10	28	630	5	5	720
Spoons, forks etc	0	0	562	0	14	0	0	0	0	0	0	0	576
Birds' eggs	0	0	0	0	7	89	177	71	221	0	0	0	565
Live poultry	0	0	0	3	20	0	40	185	107	52	91	50	548
Cereal flours	0	0	20	33	0	0	0	0	0	0	0	383	436
Prepared fish	0	0	0	0	0	0	0	50	144	225	2	0	421
Bulldozers etc	0	0	0	0	0	0	0	0	0	364	0	0	364
Tobacco	0	312	0	0	0	0	0	51	0	0	0	0	363
Machinery sorting	0	0	0	0	0	0	0	0	0	359	0	1	360
Prepared meat	0	0	0	0	0	0	0	75	105	136	8	0	324
Milk concentrated	0	0	0	0	0	0	0	38	230	28	0	0	296
Non-alcoholic beverages	0	0	0	0	0	0	23	58	46	24	30	60	241
Sugar	0	0	62	54	86	0	0	0	0	0	0	0	202
Soap	0	2	0	0	2	15	21	59	46	17	0	0	162
Bread etc	0	0	0	0	0	3	5	50	67	19	6	7	157
Trucks	0	0	0	0	0	0	0	54	2	22	78	0	156

Product / \$1,000	Zambia's imports from Eritrea												Total
	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	
All products	10	0	4	1	4	4	19	22	1	8	30	91	194
Men's shirts	0	0	0	0	0	0	0	0	0	0	12	46	58
Generators	0	0	0	0	0	0	0	0	0	0	0	24	24
Footwear	0	0	0	0	0	0	0	0	0	4	8	12	24
Refrigerators etc	0	0	0	0	0	0	14	0	0	0	0	0	14
Commodities other	0	0	0	0	0	0	2	9	0	0	0	0	11
Men's shirts	0	0	0	0	0	4	3	1	0	0	0	1	9
Ball bearings	8	0	0	0	0	0	0	0	0	0	0	0	8

Product / \$1,000	Zambia's exports to Eritrea												Total
	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	
All products	0	0	0	16	0	0	0	0	7	0	0	0	23
Worn clothing	0	0	0	16	0	0	0	0	0	0	0	0	16
Tools	0	0	0	0	0	0	0	0	7	0	0	0	7
