MADAGASCAR

INTRA-REGIONAL TRADE AND AGOA EXPORTS:

CHALLENGES AND PROPOSED STRATEGIES

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ACRONYMS

AGOA: African Growth and Opportunity Act

AMCHAM : American Chamber of Commerce

BIANCO: Bureau Indépendant Anti-Corruption

COMESA: Common Market Of Eastern and Southern Africa

COI: Commission de l'Océan Indien

EPZ: Export Processing Zone

EU: European Union

FDI: Foreign Direct Investment

FTA: Free Trade Agreement

GDP: Gross Domestic Product

GEFP: Groupement des Entreprises Franches et Partenaires

GOM: Government of Madagascar

ITC: International Trade Center

JIRAMA: Jiro sy Rano Malagasy

MDG: Madagascar

OSS: One-Stop-Shop

SADC: Southern African Development Community

SME: Small and Medium Enterprise

SSA: Sub-Saharian Africa

SWOT : Strength Weakness Opportunity Threats

USAID: United States Agency for International Development

USITC: United States International Trade Commission

ZES: Zone Economique Spéciale

EXECUTIVE SUMMARY

Madagascar was among the country beneficiaries of African Growth and Opportunity Act (AGOA) since 2000, but was removed from AGOA eligibility in 2010, following a 2009 coup d'état. Consecutive to the free market access to the US market, Madagascar export of apparel and clothing increased, creating thousands of jobs in the textile industry. Due to the loss of AGOA eligibility, Madagascar's total exports to the U.S. declined by 56 percent. In particular, textile exports to the U.S., which surged under AGOA, fell abruptly while non-apparel and clothing exports gradually increased.

The Malagasy economy has progressively resumed with growth after the crisis, although the economic recovery took longer than expected to emerge. Growth rate projections for 2017 and 2018 are 4,5% , thanks to EPZ industry, agro-industry and wood.

Business environment remains poor as indicated by the World Bank Doing Business Report 2016, which ranks the country 164th out of 189 economies.

Madagascar exports, mainly the exports of mining product and surge of vanilla price on international market, have risen since 2014, thanks to AGOA re-eligibility. At the same time, non-AGOA exports grew up progressively and the US appears to be the second importing market of Malagasy exports, after France in 2016. Madagascar ranked 3rd exporter of textile product under AGOA in 2016, after Lesotho and Kenya but 8th exporter for all products (behind Mauritius, Lesotho, Kenya, South Africa, Chad, Gabon and Angola).

With regard to intra-regional trade, Madagascar failed to increase its exports, despite the signing of Free Trade Agreement with SADC and COMESA member countries.

Among the products having potential to be exported to the US, there are:

- Vanilla, clove, coffee
- Mining product: Nickel and Cobalt
- Fishing product: Shrimps and prawns, prepared or preserved tunas
- Textile
- Essential oils
- Handicraft

Poor export performance is explained by the lack of competitiveness of the Malagasy economy, due mainly to:

- Poor infrastructure
- Technological backwardness and lack of innovation
- Underdeveloped financial market
- Poor governance in regulating business activities.

In addition high factor cost, complicated export procedures and market access constitute obstacles of increasing export in general and to the US in particular.

To address the problems identified above, both the private and the public sectors need to undertake actions. As the challenges concern the business environment in general and specific sectors in particular, the solutions are grouped into two main categories: general strategic activities and specific activities for each sector. General strategic activities include improving competitiveness and facilitating access to market.

BACKGROUND

On May 18, 2000, the US congress enacted the African Growth and Opportunity Act (AGOA) to provide duty-free market access to the US for qualifying Sub-Saharan African countries during 8 years (2000-2008).

Qualification for AGOA preferences is based on a set of conditions contained in the AGOA legislation. In order to qualify and remain eligible for AGOA, each country must be working to improve its rule of law, human rights, and respect for core labor standards. In July 2004, AGOA was extended until 2015 and finally extended for another 10 years on June 29, 2015 (2025).

Madagascar appears among the country beneficiaries of AGOA in 2000. Consecutive to the free market access to the US market, Madagascar export of apparel and clothing increased, creating thousands of jobs in the textile industry. However, in 2010, following the coup of 2009, Madagascar was suspended from AGOA until democracy was restored in the country, through the election of a new president. Madagascar was reinstated as AGOA beneficiary, on June 26, 2014.

Madagascar’s total exports to the U.S. declined by 56 percent following the loss of AGOA eligibility. In particular, textile exports to the U.S., which surged under AGOA, fell abruptly while non-apparel and clothing exports gradually increased.

Being again AGOA-beneficiary, Madagascar should seize this opportunity and maximize the benefits from it by increasing exports to the US. The United States Government financially supports most of trade capacity building efforts related to AGOA such as African Trade Hubs. As far as Madagascar is concerned, the East Africa Trade and Investment Hub, funded by the United States Agency for International Development (USAID), awarded a grant to the American Chamber of Commerce (AMCHAM) in Madagascar, to boost trade and investment in the region. AMCHAM Madagascar will work with public and private sector stakeholders to increase awareness of export opportunities under the African Growth and Opportunity Act (AGOA), with the goal of growing exports to reach the level they were before Madagascar lost its AGOA eligibility status.

A major component of the grant is an AGOA market access training and knowledge management center project, which will provide exporters with U.S. market requirements and information, and facilitate business linkages.

In this context, the East Africa Trade and Investment Hub, through AGOA-Resources Center Madagascar, plans to provide suggestion for improvement to the National AGOA Strategy for Madagascar, thus reinforcing the country strategy to benefit from the African Growth and Opportunity Act. Therefore the current study is intended to propose further improvements, to the National AGOA Strategy for Madagascar which was published on April 2015.

First, a situational analysis is presented with regards to the following topics:

- Economic performance of Madagascar
- Business environment
- Exports performance: Export to the US (non-AGOA and AGOA exports) and regional exports.

Second, the study identifies the sector with export potential to the US.

Third, the factors impeding exports to the US and to the regional markets are presented. They concern competitiveness factors in general and specific challenges for the sector with potential. This is followed by an AGOA SWOT Analysis.

Finally, the report proposes strategic activities to address the identified challenges.

SITUATIONAL ANALYSIS

Review of Economic Performance

Emerging from a five-year period of "Transition", following a political crisis in 2009, the Malagasy economy has progressively resumed with growth, although the economic recovery took longer than expected to emerge. During the past three years, GDP growth passed from 3,4% in 2014, 3,1% in 2015 and 4% in 2016, thanks to increased exports, mainly of EPZ companies and vanilla (due to the surge in price of vanilla which passed from USD 58,8/kilo in 2015 to USD 181,2/kilo in 2016).

The primary sector recorded a growth rate of 1,6% in 2016 compared to -0,75% in 2015. The secondary sector grew by 5,5% in 2016, thanks to activities in the EPZ companies (24,7% growth rate) and energy (8,3% growth rate). Finally the tertiary sector grew by 4,8%, thanks to transportation (2% growth rate) and services (5,5% growth rate).

Consumption accounts for 88,5% of GDP and investment for 15,3% of GDP (5,3% public investment and 10% private investment).FDI represents only 4,9% of GDP in 2016.

Table 1. Madagascar: National Account: Real supply side growth, Percent change

	2013	2014	2015	2016	2017
	Actuals			Estimates	Forecast
Primary sector	-6,1	3,3	-0,7	1,6	0,8
Agriculture	-12,8	4,5	-2,4	1,4	-0,3
Cattle and fishing	1,4	2,8	0,8	1,9	2,0
Forestry	-1,9	-1,0	1,0	1,0	1,0
Secondary sector	22,2	8,5	7,3	5,5	5,7
Food and drink	3,1	3,4	3,8	6,4	5,6
Export processing zone	5,9	2,1	-0,3	24,7	15,6
Energy	5,6	4,2	4,1	8,3	6,5
Extractive industry	219,2	25,9	19,5	-1,6	2,3
Other	-2,0	2,1	1,2	5,8	5,5
Tertiary sector	0,8	2,1	3,3	4,8	5,8
Transportation	3,6	2,2	2,0	2,1	5,8
Services	2,2	1,2	5,3	5,2	5,2
Trade	-3,4	2,9	1,0	3,1	3,0
Public administration	1,0	1,4	1,0	1,0	1,1
Public works / construction	-2,2	3,1	9,4	18,7	15,3

Source: Malagasy Authorities and IMF previsions, March 2017

The economic growth remains however insufficient to improve the welfare of the population which grows by 2,8% annually whereas the poverty rate is estimated at more than 90%.

In the medium term, the main drivers of growth **is** expected to be tourism, garments and other light manufacturing, mining, and productivity gains in agriculture, especially the shift from subsistence to export-oriented agribusiness (for example vanilla and cloves).Growth rate projections for 2017 and 2018 are 4,5% , thanks to EPZ industry, agro-industry and wood.

The most important economic challenge faced by the country is the consequence of climate change which weakens macroeconomic stability and hampers poverty reduction efforts.

In addition, repeated political crises, the last of which shook the country from 2009 to 2013, often threaten the development progress made.

Overview of Business Environment

The four-year-long (2009-2013) political crisis has led to deterioration in the business climate and greater loss of control in governance, and has worsened the living conditions of the population, despite some progress in education. The World Bank Doing Business Report 2016 confirms the poor business environment with the country ranking 164th out of 189 economies.

According to this report, Madagascar made starting a business more difficult by requiring a bank certified check to pay the tax authority. Getting electricity remains very difficult as it was in the previous years. Madagascar has high cost and low quality electricity that covers only 15 per cent of the demand, which is due to the low generation capacities, operated by a single state owned company.

On the other hand transferring property was made less costly by lowering the property transfer tax. Madagascar also reduced the time for border compliance for both exporting and importing by upgrading port infrastructure.

Table 2. Doing business index

MADAGASCAR			
Ease of doing business rank (1–189)	**164**	**Overall distance to frontier (DTF) score (0–100)**	**45,68**
Starting a business (rank)	128	**Getting credit** (rank)	167
Procedures (number)	9	Strength of legal rights index (0–12)	3
Time (days)	13	Depth of credit information index (0–8)	0
Cost (% of income per capita)	43,7	Credit bureau coverage (% of adults)	0,0
Minimum capital (% of income per capita)	0,0	Credit registry coverage (% of adults)	3,0
Dealing with construction permits (rank)	182	**Protecting minority investors** (rank)	105
Procedures (number)	15	Extent of conflict of interest regulation index (0–10)	6,0
Time (days)	185	Extent of shareholder governance index (0–10)	4,0
Cost (% of warehouse value)	30,8	Strength of minority investor protection index (0–10)	5,0
Building quality control index (0–15)	4		
Getting electricity (rank)	188	**Paying taxes** (rank)	76
Procedures (number)	6	Payments (number per year)	23
Time (days)	450	Time (hours per year)	183
Cost (% of income per capita)	6229,5	Total tax rate (% of profit)	38,1
Reliability of supply and transparency of tariffs index (0–8)	0		
Registering property (rank)	161	**Enforcing contracts** (rank)	153
Procedures (number)	6	Time (days)	871

Time (days)	100	Cost (% of claim)	33,6
Cost (% of property value)	9,2	Quality of judicial processes index (0–18)	6
Quality of land administration index (0–30)	8		
Trading across borders (rank)	125	**Resolving insolvency** (rank)	127
Time to export		Time (years)	3,0
Documentary compliance (hours)	59	Cost (% of estate)	9
Border compliance (hours)	70	Recovery rate (cents on the dollar)	11,4
Domestic transport (hours)	13	Strength of insolvency framework index (0–16)	9
Cost to export			
Documentary compliance (US$)	117		
Border compliance (US$)	868		
Domestic transport (US$)	610		
Time to import			
Documentary compliance (hours)	68		
Border compliance (hours)	105		
Domestic transport (hours)	14		
Cost to import			
Documentary compliance (US$)	150		
Border compliance (US$)	595		
Domestic transport (US$)	680		

Source: Doing Business, 2016

Analysis of Exports Performance

Following the political crisis of 2009, Madagascar's exports have fallen, due to the loss of preferential access market under AGOA and also to the sanctions imposed by the international community on Madagascar which led to the political and economic isolation of the country.

During the past three years however, Madagascar exports have risen again as Madagascar apparel's benefits were reinstated in 2014 and vanilla price on international market surges sharply.

Export of textile products from EPZ companies represent approximately 23% of total export in 2016, followed by Nickel (18%) and vanilla. During the recent years Nickel was the first export product but given the decreasing price on the international market, it becomes the second product. In the future, mining products (Nickel, Cobalt, Ilmenite, Zirconium, graphite, chrome) would be the leading exports for Madagascar.

In 2016, Agricultural products represent 26% of total export, with vanilla representing 18% and clove 6,8% and others 2% (cocoa, pepper, coffee). Fishing products represent only 4% of total export in 2016.

Table 3. Madagascar exports, FOB, Million USD

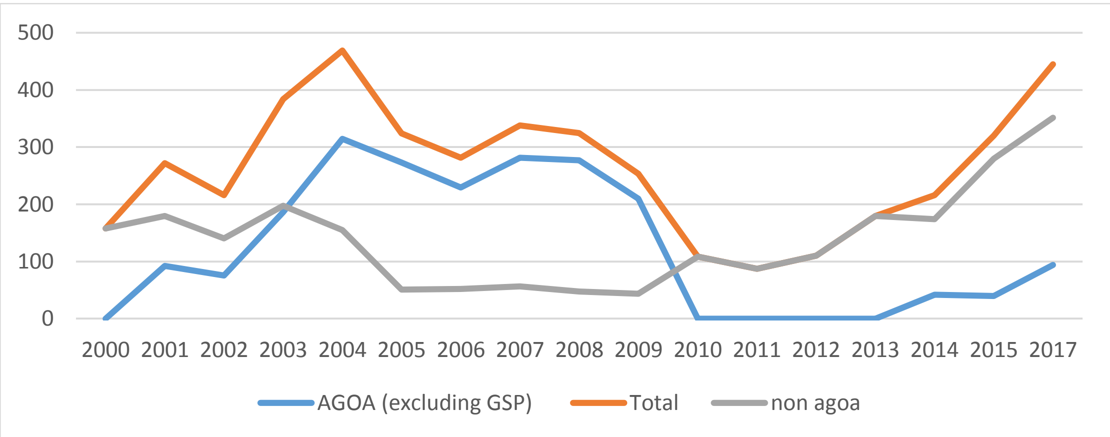
	2015	2016	2017 (*)
Coffee	4,9	7,1	2,8
Vanilla	195,7	389,1	313,0
Clove	158,2	147,6	131,7
Pepper	10,5	8,9	1,3
Shrimp	25,7	30,9	14,2
Sugar	9,7	4,7	8,8
Cocoa	21,7	22,0	8,2
Cotton	0,0	0,0	0,0
Sisal	6,7	6,4	3,2
Oil product	45,0	28,0	12,0
Chromite	31,3	10,0	8,6
Graphite	5,6	7,2	2,9
Clove	13,6	20,7	11,6
Titanium	31,3	38,4	34,5
Zirconium	7,4	6,1	5,9
Nickel	536,2	392,0	181,4
Cobalt	90,8	79,1	74,0
Other	229,5	246,8	130,8
ARD	33,5	43,3	10,8
EPZ	541,9	638,5	343,5
TOTAL	1 999,4	2 126,8	1 299,4

Source: Central Bank of Madagascar

General Exports to the US

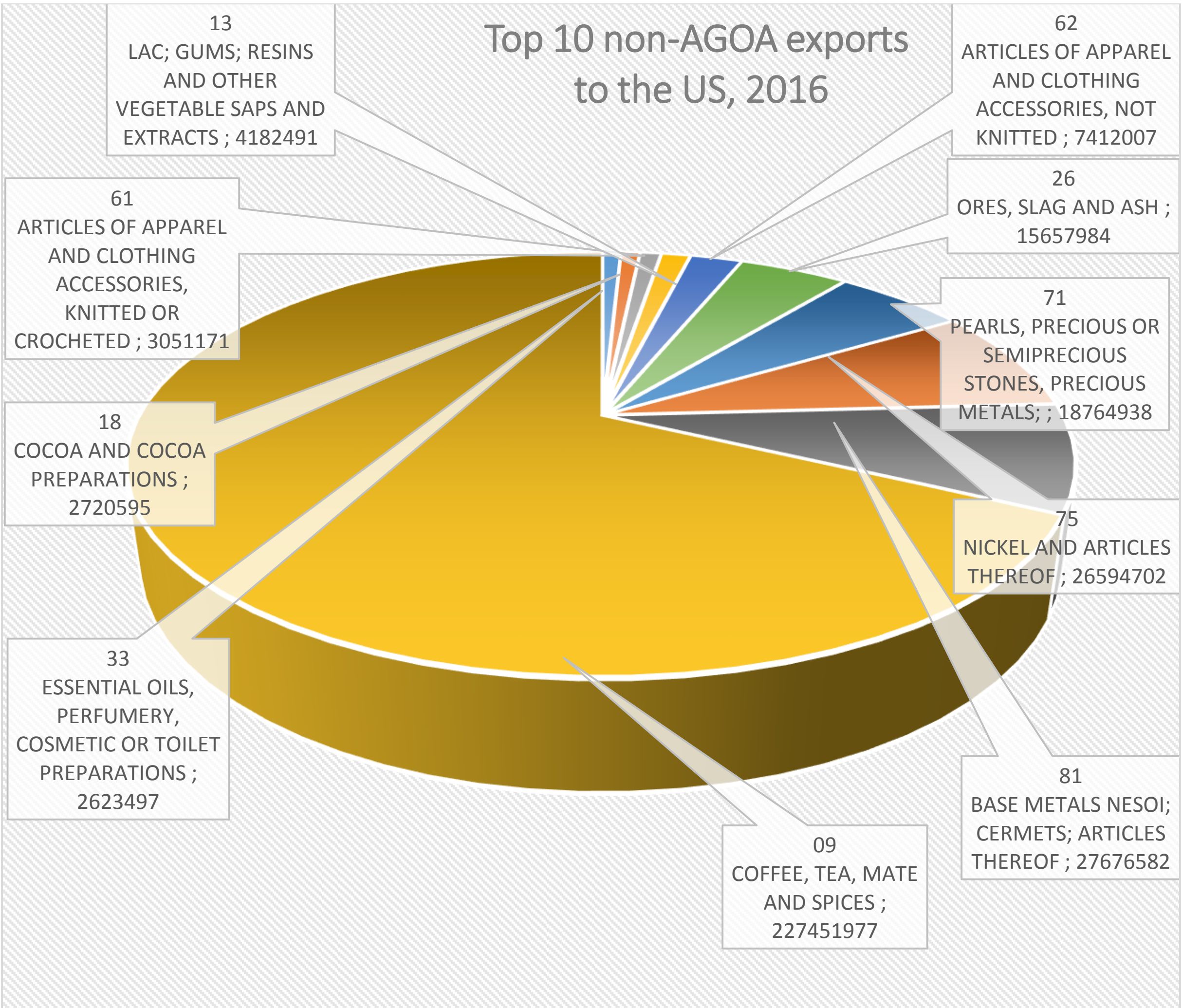
The United States is the second largest importing market of Malagasy exports after France during the past years. From 2001 to 2009, exports to the US were mainly driven by AGOA, which increased continuously and topped at more than USD 300 Million in 2004. From 2005 and 2009, non-AGOA exports to the US were very low, amounting to USD 50 Million. After the loss of AGOA in 2009 however, non-AGOA exports grew up progressively, amounting to USD 350 Million in 2016, which represents more than 70% of total exports to the US. With Madagascar being reinstated as AGOA beneficiary in 2014, exports to the US are expected to increase further.

Figure 1. Madagascar exports to the US, Million USD



Madagascar's exports to the US were basically composed of coffee, vanilla, cloves and textile products. In the recent years however, Madagascar began to export mining products such as Nickel and Cobalt as the Ambatovy mining project entered fully to its exploitation phase. At the same time, exports of articles of natural or cultured pearls, precious or semiprecious stones continue to increase and constitute the fourth export products to the US in 2016. Export of essential oils expanded since 2010 and appear among the top-10 non-AGOA exports to the US.

Figure 2. Top 10 non-AGOA exportsto the US, 2016



Source: USITC

Export Performance under AGOA

Before the suspension of AGOA in 2010, export to the US was a success story for Madagascar, thanks to the expansion of the textile sector.

The Table 4 below shows that apparel and clothing products represent more than 90% of total exports under AGOA. In 2004, Madagascar was the 7th exporter among AGOA country beneficiaries for all products but the second exporter after Lesotho regarding textile products.

The concentration of AGOA export in textile products before 2010 however, was harmful to the Malagasy economy as a whole. Indeed, after the removal of AGOA the industry sector recorded more than 100,000 job losses.

Table 4. Export Performance under AGOA before the removal, Thousand USD

	2001	2002	2003	2004	2005	2006	2007	2008	2009
Cereals	0	0	0	0	0	0	0	0	25
Articles of leather					3 948	0	1 220		
Straw, basketware	61	223	228	348	152	46	9	14	36
Apparel and clothing, knitted	50 006	46 019	102 829	175 517	132 839	93 725	131 546	129 250	112 523
Apparel and clothing, not knitted	42 079	29 566	83 411	138 676	140 119	135 769	148 887	147 784	97 369
Footwear						334			
Headgear	0	12	14	1				3	50
Semi-precious stones	0	0	3	0	0	0	0	0	0
Clock and watch	0	0	0	5	0	0	0	0	0

Source: USITC

After the renewal of AGOA in 2014, exports of textile products under AGOA started to increase but not as expected. Two years after the renewal, Madagascar exports approximately USD 90 Millions compared to nearly USD 200 Millions, two years after the signing of AGOA. One can notice however a slight diversification of exports under AGOA, namely semi-precious stones and straw and basketware.

Madagascar ranked 3rd exporter of textile product under AGOA in 2016, after Lesotho and Kenya but 8th exporter for all products (behind Mauritius, Lesotho, Kenya, South Africa, Chad, Gabon and Angola).

Table 5. Export Performance under AGOA after 2014, Thousand USD

	2014	2015	2016
Trees and plants			2
Vegetables		23	
Cereals	0	0	0
Straw and basketware	42	136	141
Apparel and clothing, knitted	0	22 347	42 126
Apparel and clothing, not knitted	0	17300	51 200
Semi-precious stones			255

Source: USITC

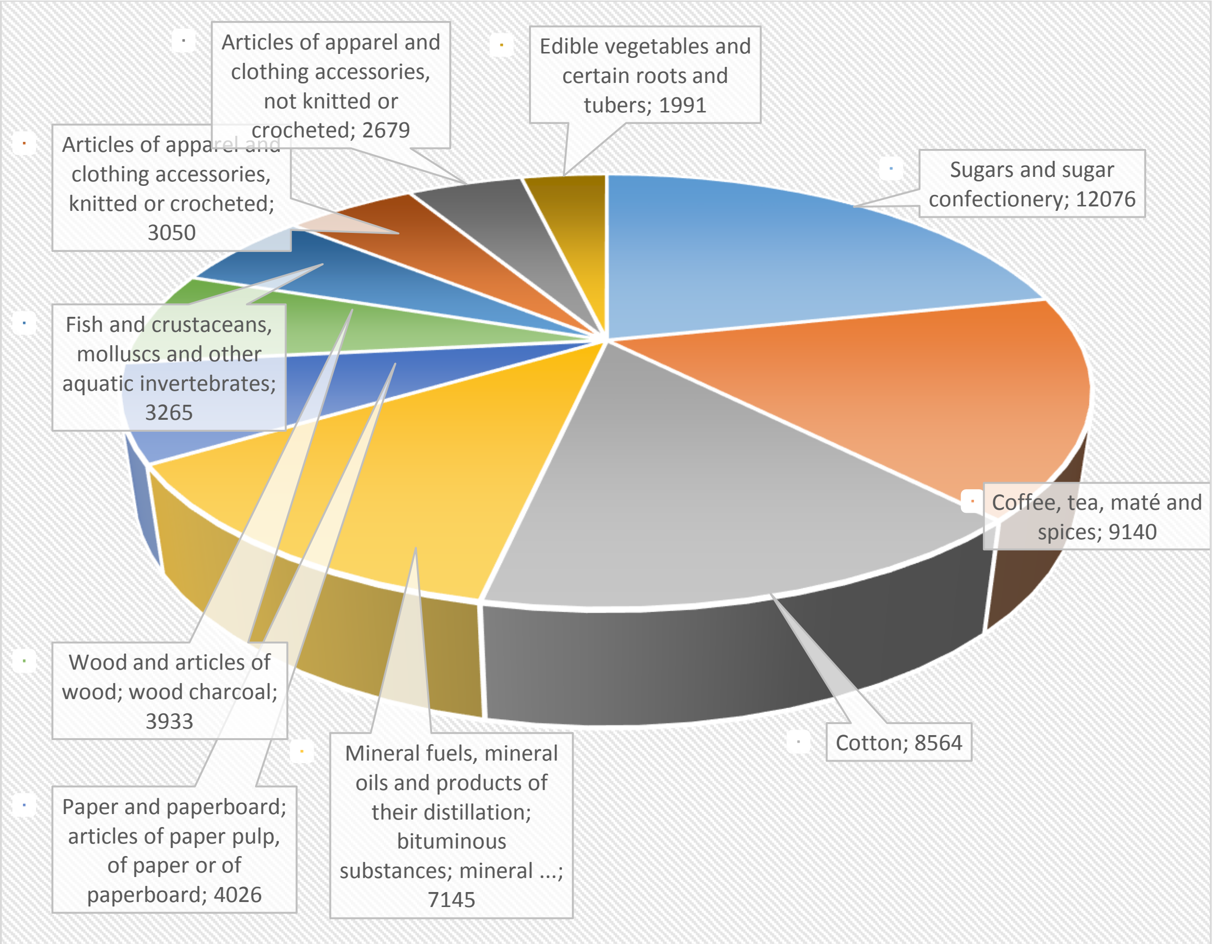
Regional trade exports

Common Market of Eastern and Southern Africa (COMESA)

Madagascar has been member of the Common Market of Eastern and Southern Africa (COMESA) since 1993 and was one of the nine countries forming COMESA FTA in 2000. During the past three years, Madagascar's exports to COMESA amounted to USD 65 Millions in 2014, USD 61 Millions in 2015 and USD 78 Millions in 2016, representing less than 5% of total exports.

Madagascar exports a large variety of products to COMESA, mainly its traditional exports (See figure 3). However, goods from Madagascar represent a very low percentage of COMESA total imports, suggesting that Madagascar hasn't seize the opportunity of the preferential access offered by COMESA FTA.

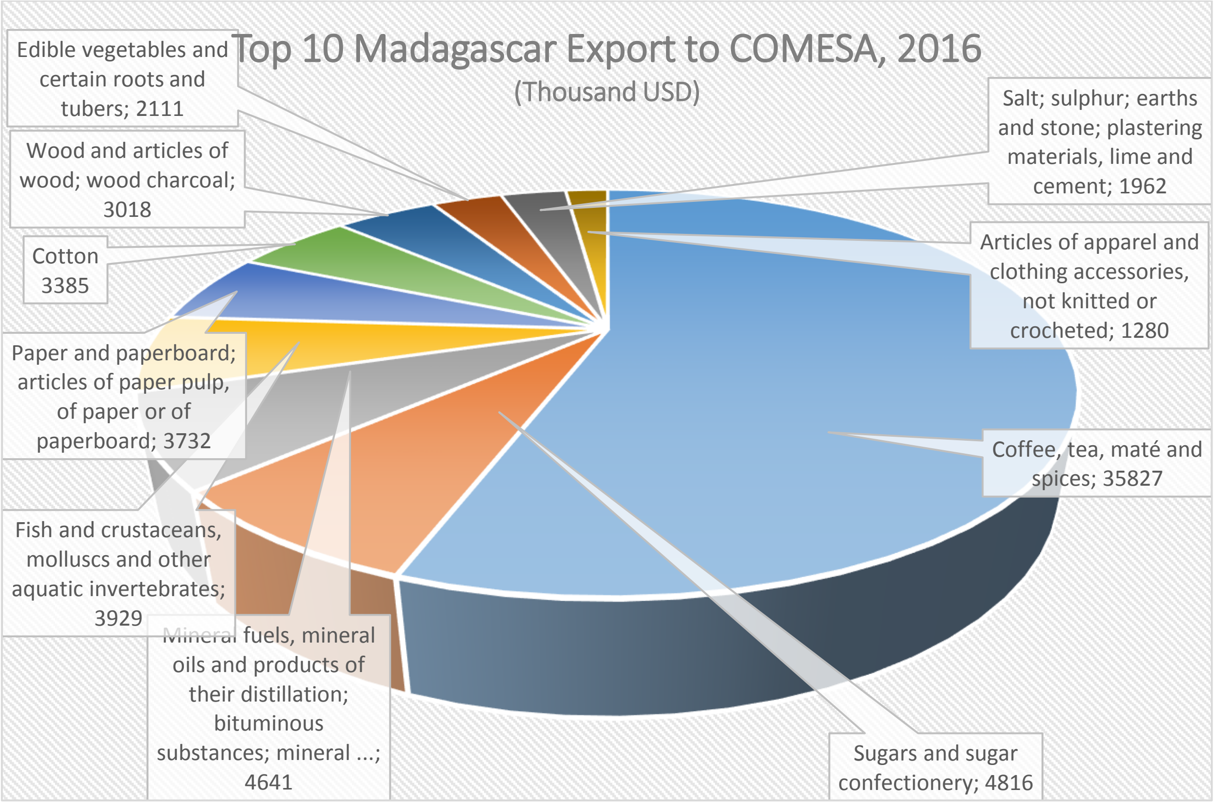
Figure 3:Top 10 Madagascar Export to COMESA 2014, Thousand USD



Source: TradeMap

Between 2014 and 2016, Madagascar exports to COMESA have increased by 18,7%, thanks to a sharp increase in exports of coffee, tea and spices as well as essential oils. Exports of sugar and sugar confectionery, cotton and textile products, however have decreased.

Figure 4. Top 10 Madagascar Export to COMESA, 2016, Thousand USD



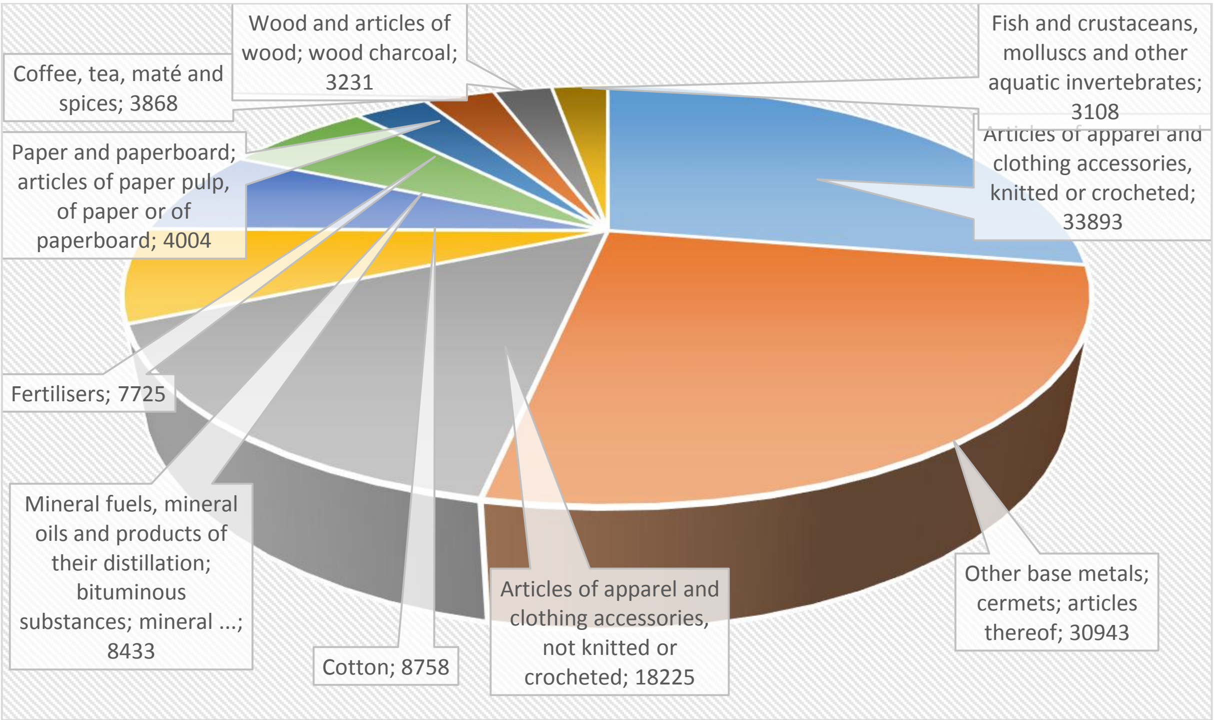
Source: Trade Map

Southern African Development Community (SADC)

Madagascar became SADC's 14th member states in 2005 and signed the SADC protocol on Trade, which planned the implementation of SADC FTA in 2008. Although Madagascar joined SADC, later than COMESA, its exports to SADC are more important than its exports to COMESA, amounting to USD 139 Millions in 2014, USD 130 Millions in 2015 and USD 150 Millions in 2016.

In 2014, textile products represent a huge part of Madagascar's export to SADC, followed by mineral fuels and fertilizers (Figure 5). Similar to COMESA, Madagascar exports to SADC represent only 6,2% of Madagascar exports and imports from Madagascar represent less than 1% of SADC total imports.

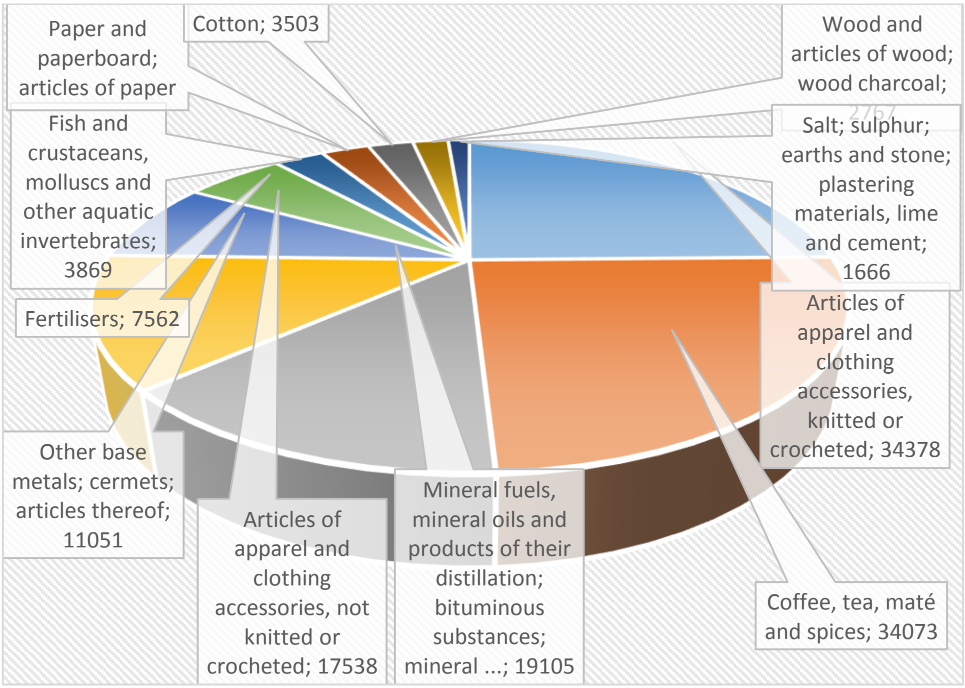
Figure 5. Top 10 Madagascar Products to SADC, 2014, Thousands USD



Source: Trade Map

Between 2014 and 2016, exports to SADC have increased by 8,14 percent, thanks to a surge in coffee, tea and spices (passing from USD 3,8 Millions to USD 34 Millions) and mineral fuels (passing from USD 8,4 Millions to USD 19,1 Millions). Exports of cotton have sharply decreased.

Figure 6. Top 10 Madagascar Export to SADC 2016



Source: Trade Map

The failure of Regional Integration to boost intra-regional trade

Based on the data above, one can conclude that regional integration to SADC and COMESA has failed to increase Madagascar's exports to those countries.

Indeed, researchers predict that potential trade from African regional trade agreements may be low[1] for the following reasons:

- High transaction costs due to inadequate infrastructure
- Limited product complementarities
- Lack of implementation of policies to ensure that trade liberalization promotes growth (macroeconomic stability, appropriate exchange rate, investment policies)
- Import-substitution policies that protects infant industry.
- Free Trade agreement is not sufficient to increase exports unless investment increases to meet the additional demands from partner countries in the regional groupings.

Regarding SADC FTA, the same study suggests that only the textile sector would benefit from liberalizing trade with SADC countries.

Another study[2] on COMESA concludes that its member states export nearly similar primary products and import manufactured goods form their main trading partner, the European Union. Furthermore, COMESA members states are poorly industrialized, expect from Mauritius, Kenya and Zimbabwe.

Another reason explaining the low export performance to SADC and COMESA **is** that most African countries are assessed to be "risky", in terms of payment and business environment. The periodic assessment carried by COFACE[3] to classify 160 countries regarding their risk shows that nearly all SADC and COMESA countries are risky as indicated in Table 6.

Table 6.COFACE classification of SADC and COMESA member states

AFRICA	Risk of non-payment	Risk of the business environment
South Africa	C	A4
Angola	D	D
Benin	B	C
Botswana	A4	A4
Burkina Faso	C	C
Burundi	E	E
Cameroon	C	C

[1] Hallaert (2007): Can Regional Integration Accelerate Development in Africa ? CGE Model Simulations of the Impact of the SADC FTA on the Republic of Madagascar, IMF Working Paper WP/07/66

[2] Alemayehu and Haile (2002), Regional Integration in Africa: A Review of Problems and Prospects with a Case Study of COMESA

[3] COFACE is a French Insurance Company specialized in analyzing commercial risk.

Cap-Verde	B	B
Congo	C	D
Congo, Rep.Dem.	D	E
Ivory Coast	B	C
Djibouti	C	D
Eritrea	E	E
Gabon	C	C
Ghana	B	B
Guinea	D	D
Kenya	A4	B
Liberia	D	D
Madagascar	D	D
Malawi	D	D
Mali	D	D
Maroc	A4	A4
Mauritius	A4	A3
Mauritania	D	D
Mozambic	E	D
Namibia	B	A4
Niger	C	C
Nigeria	D	D
Ouganda	C	D
Rep. of Centrafric	E	E
Rwanda	C	C
Sao Tomé-et-Principe	C	D
Senegal	B	B
Sierra Leone	D	D
Soudan	E	E
Tanzania	C	C
Tchad	D	D
Togo	C	C
Tunisia	B	B
Zambia	D	C
Zimbabwe	E	E

Source: COFACE

The scale of risk evaluation ranges from A1 to E with A1, presenting a low risk and E presenting a high risk. The first criteria assess the commitment of the businesses to pay their trading partners, hence their trustworthiness. The second criteria assess the capacity of the legal framework to settle disputes regarding non-payment.

POTENTIAL SECTORS FOR SUPPORT UNDER AGOA

After analyzing Madagascar export performance, the objective of this study consists in identifying the potential of exports to the US under AGOA with a view to propose a strategy for maximizing exports of the products identified.

Statistical data provided in Annex 2 shows the exports of AGOA countries to the US. Most of them are products already exported by Madagascar to the world. Therefore the country may expand exports of these products to the US after addressing the obstacles that may impede their exports.

- HS 8: edible fruits
- HS 9: coffee, tea
- HS 11: miling industry product
- HS 12: seeds and fruits, medicinal plants
- HS 14: vegetable products
- HS 15: animal or vegetable fats
- HS 16: edible preparation of meat, fish crustaceans
- HS 17: sugar
- HS 18: cocoa
- HS 19: preparation of cereals
- HS 20: preparation of vegetables
- HS 22: beverages, spirits
- HS 24: tobacco
- HS 25: mineral fuels, oils
- HS 29: organics chemicals
- HS 30: pharmaceutical products
- HS 33: essential oils
- HS 34: soap
- HS 39: plastics
- HS 40: rubber
- HS 41: skins, leather
- HS 44: wood, charcoal
- HS 57: carpet
- HS 68: art of stones

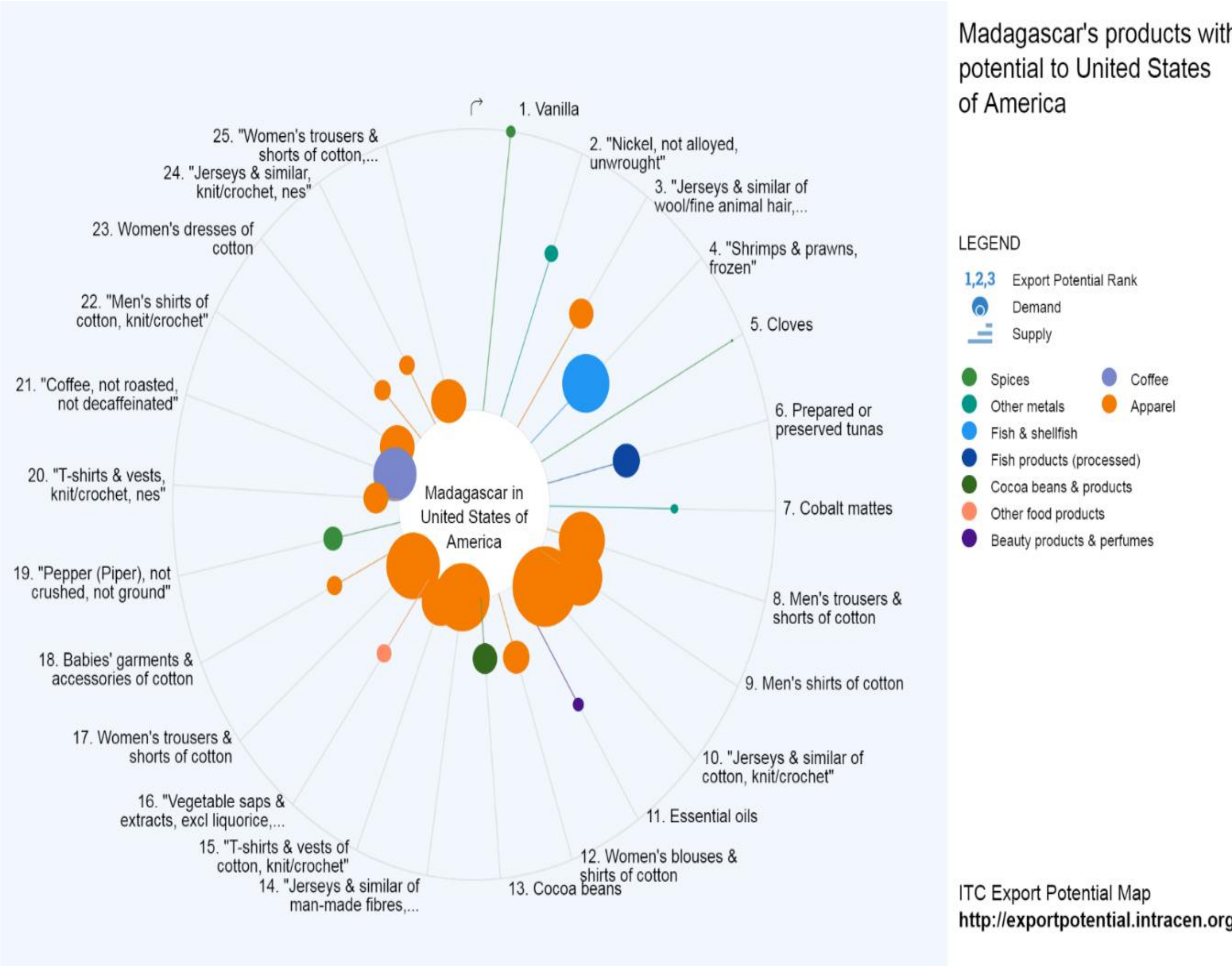
- HS 71: precious or semi-precious stones
- HS 75: nickel
- HS 76:aluminum
- HS 82: tools, spoons

In order to focus on the most important product with potential to be exported to the US, we use the ITC Export Potential Map. Figure 7 shows the following products:

- Vanilla, clove, coffee
- Mining product: Nickel and Cobalt
- Fishing product: Shrimps and prawns, prepared or preserved tunas
- Textile
- Essential oils
- Handicraft

Given that Madagascar has been successful in exporting textile products in the past, we will not consider this sector in this report. Other studies have discussed the competitiveness and the strategy to boost the textile sector in Madagascar and EDBM is currently undergoing a research program to promote the textile industry. With regard to Nickel and Cobalt, they were respectively the first and the second export product in 2015 and 2016 and continue to expand through the Ambatovy mining project. Therefore, we will focus in this study on the following sectors: Fisheries, spices, aromatics and essential oils for specialty foods, and handicraft.

Figure 7. Madagascar's products with potential to United States of America



Source: International Trade Center/ Export Potential Map

Fishing

According to Export Potential Map, shrimps and prawns represent a potential of export to the US amounting to USD 16 Million and prepared tunas a potential of USD 7,6 Million. Madagascar's coast is home of fishing product and the expansion of aquaculture in the northern part of the country is promising. The country can therefore increase exports of this sector to the US after addressing the problems mentioned below.

Essential oils

Even though Essential oils are not traditional export products for Madagascar during the recent years, its exportation has increased. According to ITC, export of essential oils to the US has a potential of USD 6,3 Millions. Madagascar is an agricultural country with 80% of the population leaving in rural areas. Land, natural resources and labor are abundant. Hence, the country can maximize its exports of essential oils to the US in the future.

Spices and aromatics for Specialty foods

Madagascar produces every year nearly 80% of total production of vanilla in the world. With cloves, coffee, cocoa and pepper, Madagascar is among the first exporters of these products on the international market. Vanilla presents an export potential of USD 133,0 Million, cloves presents an export potential of USD 11,6 Millions, pepper USD 2,1 Million and cocoa beans USD 2,9 Millions.

The country faces many challenges regarding the production of these products. But AGOA is an opportunity for Madagascar to reverse the current trends. The Government and the private sector are currently committed to reorganize the sector in order to continue to benefit from the exports of these products.

Handicrafts

The Malagasy handicraft sector is integrated into the Malagasy culture and is characterized by its diversity (pottery, basketry, carved goods, embroidered articles…). It's one of key economic sectors that hold potential for creating employment, especially in rural areas. Therefore promoting handicraft exports constitute a mean for the country to drive growth and reduce poverty.

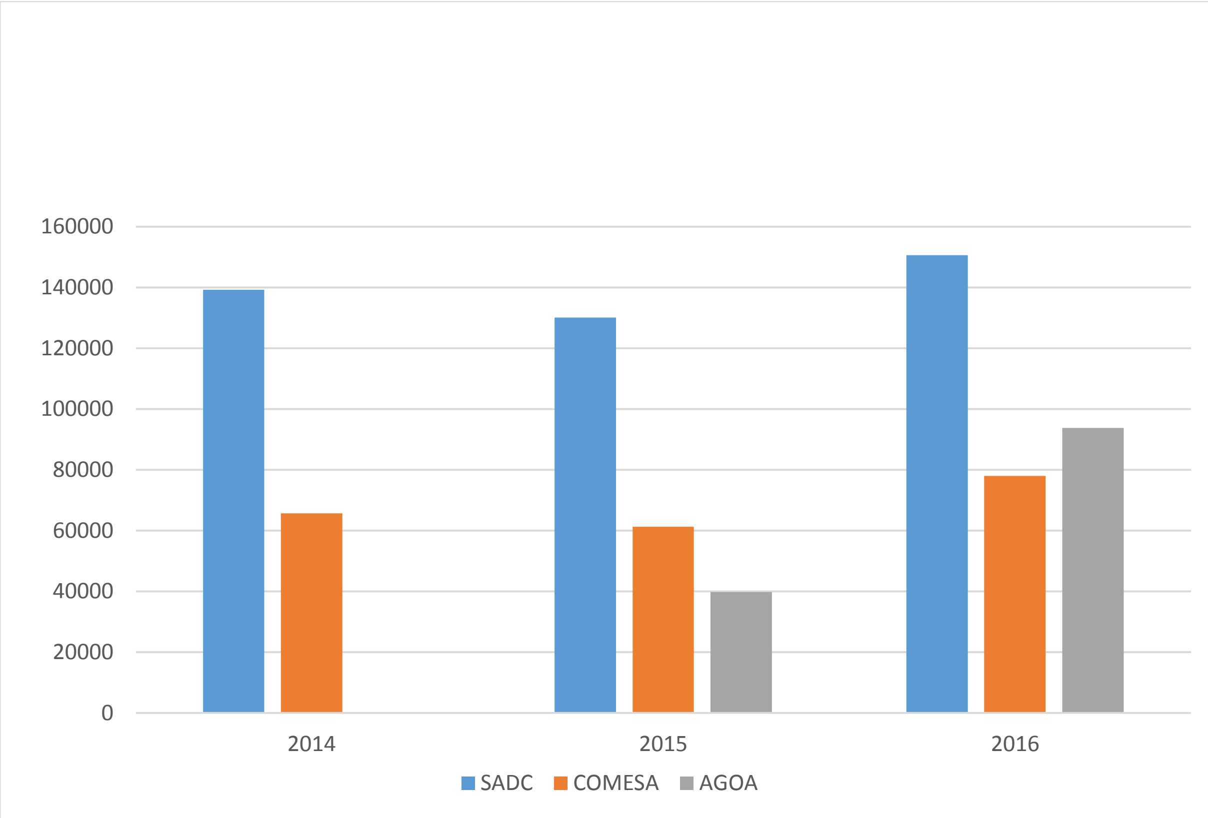
Madagascar is endowed with abundant natural resources and is historically famous for its artisan's creativity. Exports of handicraft represents a potential of USD 1,2 Million.

Impediments to increased AGOA-export and intra-regional trade

Competitiveness factors

Madagascar's export to the US under AGOA and to the regional groupings SADC and COMESA remain insufficient despite the preferential access to those market provided by AGOA and regional integration agreement. Data shows that the total exports to US, SADC and AGOA represent approximately 10% of Madagascar total exports as shown in Figure 8.

Figure 8. AGOA, SADC and COMESA exports, Thousands USD



Source: Trade Map

The reasons lie mainly in the lack of competitiveness of the Malagasy Economy. Indeed, in the latest issue of the Africa Competitiveness report (2016), Madagascar is ranked 128/138 countries.

The report reveals that the country's competitiveness is hampered mainly among other factors by:

- Poor infrastructure
- Technological backwardness and lack of innovation
- Underdeveloped financial market
- Poor governance in regulating business activities.

In addition high factor cost, complicated export procedures and market access constitute obstacles of increasing export in general and to the US in particular.

Table 7. Madagascar in the Africa competitiveness index

		Rank / 138	Score (1-7)
Global competitiveness Index		128	3,3
Subindex A:	Basic requirements	127	3,4
1st pillar:	Institutions	127	3,1
2nd pillar:	Infrastructure	133	2
3rd pillar:	Macroeconomic environment	102	4,1
4th pillar:	Health and primary education	122	4,3
Subindex B:	Efficiency enhances	128	3,3
5th pillar:	Higher education and training	126	2,9
6th pillar:	Goods market efficiency	120	3,8
7tn pillar:	Labor market efficiency	56	4,4
8th pillar:	Financial market development	121	3,1
9th pillar:	Technological readiness	128	2,5
10th pillar:	Market size	107	2,9
Subindex C:	Innovation and sophistication factors	114	3,2
11th pillar:	Business sophistication	120	3,3
12th pillar:	Innovation	97	3,1

Source: Africa Competitiveness Report, 2017

Infrastructure problem:

Concerning infrastructure, the score of Madagascar in the Africa competitiveness index is very low: 2/7, the lowest score among all components of this index.

Road network: The country suffers from the bad quality of roads throughout the country. As a result, transporting the goods from the production areas to the port of shipment may take days, increasing therefore the cost of transportation and sometimes reducing the quality of perishable goods.

Port facilities: Madagascar is endowed with 5000 km of coast and several maritime ports. However only few of them (Toamasina and Mahajanga) are fully equipped for large vessels and important international traffic. As a result, goods to be exported from the different part of the country need to be transported to Toamasina and Mahajanga instead of direct shipment from the region of production. The second problem lies in the absence of storage facilities for perishable goods at the port, making it difficult to export fish products, which represent an important potential for Madagascar's export under AGOA.

Technological backwardness and lack of business innovation

Madagascar is among the less developed country in SSA. Low public investment in higher education results in a poor qualification of the workforce. Combined with inadequate infrastructure, the country failed to attract sufficient FDI despite incentives from the Government. As a result the business sector hardly benefits from a transfer of technology. The poor size of the domestic market prevents also private companies to invest in R&D, thus limiting the capacity of innovation.

Underdeveloped Financial market

Madagascar has relatively rudimentary financial market which is dominated by the banking sector. However, rate of bank penetration is very low (Only about 6 percent of the population has a bank account while Bank deposits account for 18.9 percent of GDP)4. Given the frequent political crisis, the banking sector is reluctant to lend to risky borrower such as SME but concentrating their lending to large companies which are in general subsidiaries of the multinationals.

Interest rate charged by the banking sector ranges from 18% to 40% in microfinance institutions. As a result, local exporters pay high interest rate, making it hard to compete on the international market.

Poor Governance in regulating business activities.

Transparency: The business sector complains about the lack of transparency regarding Government decisions. As a matter of facts, the exporters don't even know where they can get accurate and updated information on export procedures and regulations. Exporters are not consulted before the Government issues a new law or decree regulating their sector of activity. They complain also that regulations governing exports of goods are subject to frequent variations without prior information to the exporters. In this case, there is no government entity to address their complaints.

Exporting in Madagascar also involves the payment of fees and charges for obtaining certificate and authorization. In some cases, the civil servants in charge of issuing these certificates are unable to justify the amount they charge to the operators. The laws and regulations governing the payment of some charges are sometimes not available for consultation to the public.

Corruption: Among the 176 countries surveyed by Transparency International in 2016, Madagascar ranked 145th with a score of 26/100 (0 highly corrupt, 100 clean) thus deteriorating compared to 2015 ranking and score [5.]

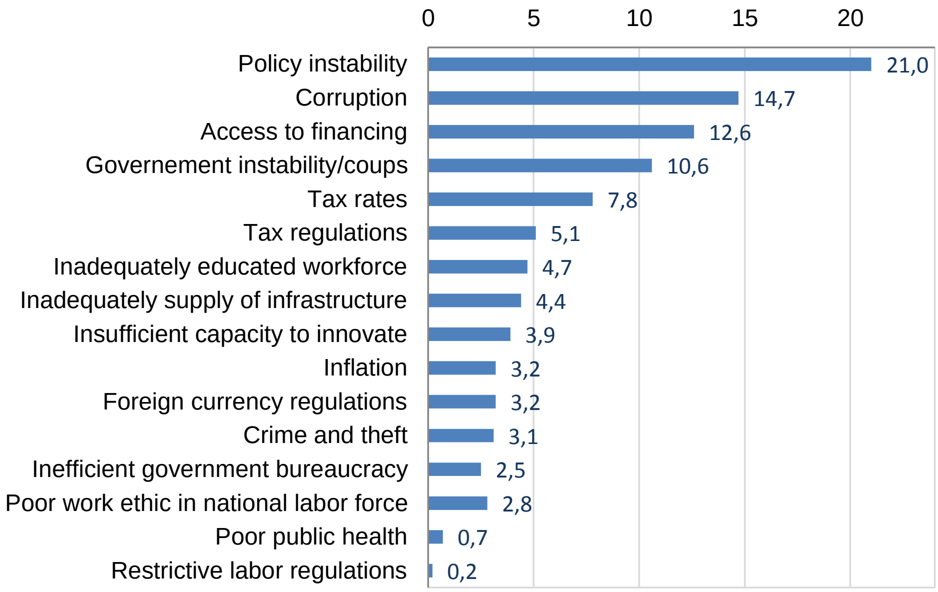
The World Economic Forum's Executive Opinion Survey2016 (published in the Africa Competitiveness Index) reveals that corruption is the second biggest impediment after political instability for doing business in Madagascar (Table 8).

A high level of corruption is a frequent feature of the business community's interaction with the administration, especially in the following areas: judiciary, police, tax, customs, land, trade, mining, industry, environment, and health. Inefficiency in the public administration and low salaries of the civil servant push them to ask for bribes for services they offer to the public. Despite the existence of legal framework for combating corruption, the business community is reluctant to complain for fear of retaliation.

[4] IMF Country Report 15215

[5] Score: 28/100 in 2015 and ranking 126/168.

Table 8. Obstacle to business



Source: Africa Competitiveness Report, 2017

High factor cost

The business sector in general suffers from high cost of electricity, transportation and fuel. JIRAMA increases regularly the cost of electricity as this national power company has financing problem and infrastructure problem to cover the whole country.

With regard to fuel, the currency depreciation combined with increasing tax on oil products lead to soaring price of fuel, thus increasing the inland transportation cost. Furthermore air freight and maritime freight to and from Madagascar are expensive given the distance from the US market (it takes about 3 weeks to ship goods from Madagascar to the US).

Complicated export procedures

Exporting in Madagascar necessitate several administrative papers: authorization and certificate which may take several days for inspection and control. Despite an effort to automate the issuance of this authorization in the recent years, some government agencies still use paper version and recourse to time consuming verification and control.

The One-Stop-Shop Export has been established to facilitate the administrative procedures related to export but due to lack of financing and organizational problem within some government agencies, it is not fully operational as expected, apart from handicraft authorization.

Market information

Exporters don’t benefit from the preferential market access provided by AGOA because of insufficient awareness of the AGOA program. The US is not a traditional export market for Madagascar and the advantages of the AGOA in comparison with the Generalized System of Preference are unclear. Malagasy exporters have few contacts with US buyers and ignore the demand and quality required by the clients.

So far, export of textile products manufactured in the EPZ have surged because companies in this sector are most of the time subsidiaries of multinationals so their headquarters are in charge of searching clients. Malagasy-owned firms are both small in size and geographically and culturally distant from the US market so that they have more difficulty to approach the market.

Challenges for specific sectors

The factors identified above concern export in general. The different sectors having potential for AGOA have specific challenges.

Spices and aromatics for specialty foods

The sector of vanilla, clove, coffee and spices represents the traditional exports of Madagascar and was for many years the main source of foreign currency for the country.

The sector however faces several challenges that may hamper the current expansion of its exports.

- Aging plants: During many decades, exporters and producers benefit from the abundant harvest without planning to regenerate the plantations. Nowadays, because of aging plants both the quantity and the quality of products have deteriorated.
- Over-exploitation: Exporting spices is an important source of income so farmers don't hesitate to exploit the plantation in an unsustainable manner for more revenue. Operators fear that some varieties of spices will disappear in the coming years unless urgent measures are taken.
- Speculators and informal operators: During the past years the sector was faced by speculation activities from informal operators. The number of intermediaries increased which has completely disorganized the value chain, disturbing the harvest and the exports campaign.
- Lack of transparency concerning laws and regulations: From harvest to exports, operators are not aware of the regulations governing the sector because they are subject to unpredictable changes. Local government collect many fees without underlying legal basis. Sometimes the fees are different from a region to another, from an operator to another.

Handicraft

The handicraft sector suffers from many factors:

- Absence of standards: each artisan has his own products without reference to a national standard.
- Limited capacity of production: given the difficulty to access financing and the small size of handicraft firms, their capacity of production is limited. They cannot meet the demand from foreign buyers in terms of quantity.
- Inputs scarcity: Although Madagascar is endowed by abundant natural resources, it becomes hard to find inputs of high quality for handicraft production for two reasons:

unsustainable exploitation of raw materials and massive exports of high quality raw materials to Asia.

- Awareness of US market demands: firms in the handicraft sector are not market-oriented and are not aware of the demand and requirement of US buyers.

- Insufficient support from the Government: Exports of handicraft products remain low in Madagascar's total exports compared to textile products. Therefore the Government prioritizes the textile industry which has immediate impact in terms of job creation and foreign currency resources. The handicraft sector doesn't benefit from the same support.

Fishing

The fishing sector represents an increasing share in Madagascar's exports but faces challenges that limit the potential of AGOA exports:

- Storage facility problems: fishermen cannot afford buying storage equipment to maintain the quality of their products.
- Transport problem: Madagascar is endowed by 5000 km of coasts but the main ports of export are located only in Toamasina and Mahajanga. The long distance between the fishing areas and the port of shipment in addition to bad quality of roads make it expensive to transport the products before exporting them.
- Specific requirements of the US market with regards to fishing technics: Malagasy exporters are not aware of such requirements and cannot export their products to the US.
- Irregularity of shipment: Seafood exporters complain that shipments are irregular.

Essential Oils

- Limited planting areas: exploitation of essential oils is a non-traditional activity for Malagasy farmers so they have limited capacity for planting. Some plants are at threat given the absence of regenerating program.

- Weak productivity: Even farmers invest in essential oil culture, the productivity remain weak due to lack of training and experience.

- Irregular production: Farmers are incapable of providing the quantity and quality demanded by the clients.

- Awareness of market information: Exporters don't have enough information on the demand in terms of quantity, quality and standards.

- The sector is dominated by informal operators and intermediaries which leads to disorganized market.

- Lack of support from the Government and non-governmental institution.

Given the analysis of exports potential and impediments to export above, the Table 9 below summarizes the Strength, Weaknesses, Opportunities and Threats for Madagascar.

Table 9. AGOA SWOT Analysis

STRENGTH	WEAKNESS
- Abundant and cheap labor force - Price competitiveness due to the depreciating exchange rate (1 USD = MGA 3000in 2017) - Abundant resources: land, agricultural products, raw materials, mining resources) - Support from export promotion organization (AMCHAM, AGOA Resources center, German cooperation….) - Dynamic private sector willing to diversify their markets - Export potential in sector with direct impact to the population (handicraft, fishing) - Talented artisan to develop the handicraft sector - Improving macroeconomic trends after the crisis	- Cheap but unskilled labor - Difficult access to financing - Low investment (both domestic and foreign) - High cost of factor - Corruption and lack of governance in administrative export procedures - Lack of transparency in laws and regulations governing the export sector - Distance from the US market - High transportation cost - Low investment in research and Development - Insufficient transfer of technology - Insufficient innovation - Underdevelopment of the industry sector. - Absence of sound marketing strategy - Infrastructure problem: road, storage facilities, port facilities…
OPPORTUNITY	THREATS
- Political will from the Government to promote export - Implementation of the Trade Facilitation Agreement with the support of the donors to facilitate export procedures - Free trade with EU and US as well as Eastern and Southern Africa - Policy of the Government to attract FDI. - Policy to develop the industry sector through the establishment of a Special Economic Zone (ZES) - New generations of entrepreneurs - Resources mobilization from diaspora	- Climate change affecting agricultural and natural resources - Outbreak of disease: plague, … which discourages the clients to import from Madagascar - Natural disasters (cyclone, drought) hampering production and affecting growth - Overexploitation of natural resources and raw materials - Competition from Asian countries despite preferential access market - High dependence to foreign aid - Economy easily affected by international economic environment (oil price, economic crisis, price of mining and natural resources) - Political instability - Increasing Poverty which leads to crime, theft and social crises

Proposed Strategic Activities to Address Identified Challenges

To address the problems identified above, both the private and the public sectors need to take actions.

As the challenges concern the business environment in general and specific sectors in particular, the solutions are grouped into two main categories:

- general strategic activities
- specific activities for each sector.

General Strategic Activities

The main obstacles of exports in general are weak competitiveness and difficult access to market. Therefore, the measures to be taken include improving competitiveness and facilitating access to market, as shown in the Table 10 and Table 11 below.

Table 10. Improve competitiveness

Challenges	Objective	Activities	Indicators	Proposed Lead
Corruption	Reduce corruption in export procedures	Denounce corruption	Competitiveness index on corruption improves	Private sector BIANCO Ministries
		Sign an agreement with BIANCO to protect operators who denounce corruption	Competitiveness index on corruption improves	Private sector BIANCO Ministries
Lack of governance	GOM enforce the rule of laws	Reform the institutions	Competitiveness index on institution improves	GOM
	Transparency of Government decision	Organize public-private partnership dialogue		
Infrastructure	Improved infrastructure	Road rehabilitation	Competitiveness index on infrastructure improves	GOM Ministry of Public Work
		Port facilities rehabilitation	Competitiveness index on infrastructure improves	GOM Ministry of Transport
Administrative regulations	Accelerated time for exporting	Speed up computerization process	Less paper version of certificates and authorizations related to export	Ministry of Trade Other Ministries
		Strengthen OSS Export	All administrative formalities done at the OSS Export	Ministry of Trade Other Ministries

Labor productivity	Skilled labor to meet the demand in terms of quantity and technical requirements	Training for the labor force		Private Sector GOM
Technological backwardness	Promote transfer of technology	Have a national policy on technology transfer		GOM
		Organize regular experience sharing session		Private sector
Factor cost	Lower electricity cost	Improve access to alternative source of energy		GOM
	Lower fuel price	Advocate for lower factor cost		GOM
	Lower interest rate	Propose an attractive / subsidized rate for exporters		Financial Institution Investors
		Establish a guarantee fund. Ex SOLIDIS		GOM Private sector
		Establish a development bank		GOM
		Review the policy on investment financing		Financial institutions
		Organize a workshop on financing exports		AMCHAM Financial Institutions

Table 11. Market access

Challenges	Objective	Activities	Indicators	Proposed Lead
Awareness of export potentials	Exporters aware of potential to US and the regional market under AGOA	Information of exporters through media	Publication on AGOA periodically issued	Ministry of Trade AMCHAM
		Organizing AGOA day for businesses in the sectors having high potential	AGOA day organized periodically (annually)	AGOA committee in collaboration with AMCHAM
		Putting into place an information portal on AGOA	AGOA information portal put in place and updated regularly	AGOA Resource Center Ministry of Trade
Marketing strategy towards US buyers	US buyers to turn to Madagascar	Participating in trade show in the US and AGOA beneficiaries	Potential exporters attending tradeshow	Different partners (World Bank, EU, other countries, GEFP…) AMCHAM
		Commercial diplomacy through Malagasy Embassies and consulates	Malagasy Embassies and consulates committed to communicate on export potential in the US and AGOA beneficiaries	Ministry of Foreign Affairs
			MG Embassies and consulates publish a directory on Malagasy exporters to buyers in the US and AGOA countries	Ministry of Foreign Affairs
		Approach US Chamber of Commerce		AMCHAM
Match US demands and MDG supplies	Malagasy products meet US demand	Carry out a market analysis for each sector with potential	Market analysis done with potential buyers to approach	AGOA committee Ministries in charge of sector with high export potential
		Organize buyers visit to Madagascar for a BtoB matchmaking	Side event during AGOA day	AGOA committee in collaboration with AMCHAM
		Training/workshop on US demand and requirements	Coaching and mentoring by an international expert organized in standards and quality	
		Assist in contract negotiations	Coaching and mentoring by an	

			international expert organized in negotiation	

Specific strategic activities in the sector of high potentials

Given the different challenges for each sector, the Table 12 below proposes activities to be carried out to tackle the impediments of increasing export to the US.

Table 12. Specific Strategic Activities

Sectorial strategies: specialty foods				
Challenges	**Objective**	**Activities**	**Indicators**	**Proposed Lead**
Supply constraints	Increase supply and improve the quality	Increase the planting areas	Surface of plants increased	Private sector
		Revive and relaunch the culture of coffee, clove, vanilla		Private sector in collaboration with ministries
		Establish an organism to boost the production (ex: caisse café)		Government Private sector
		Reorganize the sector to avoid speculation by eliminating intermediaries between producers and exporters		Ministry of Trade
		Ensure security during the harvest		Government Ministry of Defense
		Governance and respect of the rule of law in organizing the sector: transparency regarding tax and regulations		

Sectorial strategies: Essential Oils				
Challenges	**Objective**	**Activities**	**Indicators**	**Proposed Lead**
	Promote exports of essential oils	Increase the planting areas		Private sector
		Training farmers to increase their productivity		Private sector Organism of support
		Organize the informal sector		Different agencies
		Promote plantation of all products for essential oils		Private sector
		Help the producers to access the market: eliminate intermediaries		Different agencies
Sectorial strategies: Fishing				
Challenges	**objective**	**Activities**	**indicators**	**Timeline**
	Promote exports of fishing products to the US and the regional market	Enhance access to storage facility		
		Address transportation problems		
		Improve access to financing by facilitating the banking procedures		Financial institution
		Regulate fishing activities to maintain production	Issue a law on fishing activities	Ministry of Fishing
		Reduce high cost of transportation and logistics		
		Establish a local/regional market for fishing products		

		Ensure periodicity of shipment	Permanent negotiation with shipping company	Ministry of Trade Private sector
			Re-organize the use of port facilities	Ministry of transport
Sectorial strategies: Handicraft				
Challenges	**Objective**	**Activities**	**Indicators**	**Proposed Lead**
Address supply constraints	Production meets the demand	Increase production by additional investment		Private sector
		Build a handicraft complex to integrate the value chain	Handicraft complex built	Ministry of Handicraft
Insufficiency of raw materials	Artisan find sufficient and high quality raw materials	Regulate exploitation of raw materials	Issue a ban on raw materials exports	Ministry of Handicraft
		Elaborate a directory of raw material suppliers for each region	Directory available	Different agencies
Lack of innovation	Innovate to attract new clients	Promote the historical and cultural value of handicraft product		Ministry of Handicraft
		Professionalize artisan through capacity buildings		Ministry of Handicraft

IMPLEMENTATION PLAN AND MONITORING AND EVALUATION FRAMEWORK

The strategies proposed above need to be implemented to have significant impacts on export and on the economy in general. For that purpose, a monitoring and evaluation framework is required.

Table 13. Monitoring and evaluation framework for the implementation of the strategy

Challenges	Objective	Activities	Indicators	Proposed Lead
Recommendations not implemented	Having a structure dedicated to promote AGOA exports	Put in place a National AGOA Secretariat to follow up the implementation of the strategy and to serve as business intelligence unit		Ministry of Trade ARC
		Search for Funding to implement the strategy		Ministry of Trade Partners in Export Promotion
		Have a periodic evaluation of the implementation of the strategy		Government Private Sector
		Set up a platform to discuss on how to promote AGOA exports, to advocate for exporters		Government Private Sector
		Advocate for the continuing of AGOA beyond 2025		Government

ANNEX 1: AGOA BENEFICIARIES COUNTRIES AND MEMBERSHIP TO SADC AND COMESA

Country	Regional Trade Agreement
Angola	SADC
Benin	
Botswana	SADC
Burkina Faso	
Burundi	COMESA
Cameroon	
Cape Verde	
Chad	
Central African Republic	
Comores	COI – COMESA
Congo (Republic)	
Congo (DRC)	SADC – COMESA
Cote d'Ivoire	
Djibouti	COMESA
Ethiopia	COMESA
Gabon	
Gambia	
Ghana	
Guinea	
Guinea-Bissau	
Kenya	COMESA
Lesotho	SADC
Liberia	
Madagascar	SADC
Malawi	SADC – COMESA
Mali	
Mauritania	
Mauritius	SADC – COMESA- COI
Mozambique	SADC
Namibia	SADC
Niger	
Nigeria	
Rwanda	COMESA

Sao Tome and Principe	
Senegal	
Seychelles (graduated)	COMESA
Sierra Leone	
South Africa	SADC
South Sudan	COMESA
Swaziland	SADC – COMESA
Tanzania	SADC
Togo	
Uganda	COMESA
Zambia	SADC - COMESA

ANNEX 2: AGOA BENEFICIARIES EXPORT TO THE US

Country	2014	2015	2016	Percent Change 2015 - 2016
Angola	3 539 542 248	1 830 054 340	1 998 268 151	9,2%
Benin	0	0	15 090	
Botswana	9 457 597	8 251 119	4 766 473	-42,2%
Burkina Faso	10 232	2 598	166 881	6323,4%
Cameroon	23 004 617	53 075	16 757 662	31473,6%
Cape Verde	333 153	522 902	586 330	12,1%
Congo (ROC)	360 168 055	254 572 291	61 681 124	-75,8%
Cote d`Ivoire	554 830	529 647	120 136	-77,3%
Djibouti	411 495	463 616	11	-100,0%
Ethiopia	35 675 058	40 897 299	61 490 248	50,4%
Gabon	607 486 276	167 003 191	60 050 440	-64,0%
Ghana	57 054 847	9 626 238	29 690 631	208,4%
Guinea	0	4 300	6 900	60,5%
Kenya	417 147 686	428 223 947	390 745 964	-8,8%
Lesotho	288 888 769	299 313 880	295 163 666	-1,4%
Madagascar	42 453	39 830 765	93 734 138	135,3%
Malawi	57 386 165	40 952 465	45 084 500	10,1%
Mali	6 067	14 420	13 309	-7,7%
Mauritania	0	0	47 711 249	
Mauritius	218 173 324	207 082 801	188 038 627	-9,2%
Mozambique	802 192	283 793	1 470 131	418,0%
Nigeria	2 798 015 305	1 403 195 404	3 482 332 833	148,2%
Rwanda	186 997	434 677	1 220 157	180,7%
Senegal	23 586	15 544 031	87 232	-99,4%
South Africa	1 750 421 178	1 730 100 141	1 858 388 330	7,4%
Tanzania	17 485 921	28 165 555	36 952 344	31,2%
Togo	2 671	10 916	19 647	80,0%
Uganda	5 925	144 147	287 981	99,8%
Zambia	35 692	265 318	32 088	-87,9%
Total	**11 815 059 695**	**7 984 239 739**	**9 450 614 111**	18,4%

Source: USITC

Country	HTS Number	2014	2015	2016
Angola	27 _ MINERAL FUELS, MINERAL OILS AND PRODUCTS OF THEIR DISTILLATION; BITUMINOUS SUBSTANCES; MINERAL WAXES	3 539 542 248	1 830 054 340	1 997 648 801
Angola	39 _ PLASTICS AND ARTICLES THEREOF	0	0	619 350
Subtotal		**3 539 542 248**	**1 830 054 340**	**1 998 268 151**
Benin	10 _ CEREALS	0	0	6
Benin	20 _ PREPARATIONS OF VEGETABLES, FRUIT, NUTS, OR OTHER PARTS OF PLANTS	0	0	3 187
Benin	04 _ DAIRY PRODUCE; BIRDS' EGGS; NATURAL HONEY; EDIBLE	0	0	2 975

Country	HTS Number	2014	2015	2016
	PRODUCTS OF ANIMAL ORIGIN, NESOI			
Benin	22 _ BEVERAGES, SPIRITS AND VINEGAR	0	0	2 928
Subtotal		**0**	**0**	**15 090**
Botswana	62 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, NOT KNITTED OR CROCHETED	5 009 474	5 959 816	4 291 570
Botswana	61 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, KNITTED OR CROCHETED	4 448 123	2 291 303	474 903
Subtotal		**9 457 597**	**8 251 119**	**4 766 473**
Burkina Faso	08 _ EDIBLE FRUIT AND NUTS; PEEL OF CITRUS FRUIT OR MELONS	0	0	166 602
Burkina Faso	42 _ ARTICLES OF LEATHER; SADDLERY AND HARNESS; TRAVEL GOODS, HANDBAGS AND SIMILAR CONTAINERS; ARTICLES OF GUT (OTHER THAN SILKWORM GUT)	9 882	2 298	279
Burkina Faso	64 _ FOOTWEAR, GAITERS AND THE LIKE; PARTS OF SUCH ARTICLES	350	300	0
Subtotal		**10 232**	**2 598**	**166 881**
Cameroon	27 _ MINERAL FUELS, MINERAL OILS AND PRODUCTS OF THEIR DISTILLATION; BITUMINOUS SUBSTANCES; MINERAL WAXES	22 938 858	0	16 650 997
Cameroon	07 _ EDIBLE VEGETABLES AND CERTAIN ROOTS AND TUBERS	2 028	13 314	42 140
Cameroon	20 _ PREPARATIONS OF VEGETABLES, FRUIT, NUTS, OR OTHER PARTS OF PLANTS	19 424	32 936	36 688
Cameroon	08 _ EDIBLE FRUIT AND NUTS; PEEL OF CITRUS FRUIT OR MELONS	35 032	6 825	19 040
Cameroon	19 _ PREPARATIONS OF CEREALS, FLOUR, STARCH OR MILK; BAKERS' WARES	0	0	6 300
Cameroon	44 _ WOOD AND ARTICLES OF WOOD; WOOD CHARCOAL	0	0	2 080
Cameroon	42 _ ARTICLES OF LEATHER; SADDLERY AND HARNESS; TRAVEL GOODS, HANDBAGS AND SIMILAR CONTAINERS; ARTICLES OF GUT (OTHER THAN SILKWORM GUT)	0	0	417
Cameroon	69 _ CERAMIC PRODUCTS	9 275	0	0
Subtotal		**23 004 617**	**53 075**	**16 757 662**
Cape Verde	16 _ EDIBLE PREPARATIONS OF MEAT, FISH, CRUSTACEANS, MOLLUSCS OR OTHER AQUATIC INVERTEBRATES	216430	522 902	586 330

Country	HTS Number	2014	2015	2016
Cape Verde	61 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, KNITTED OR CROCHETED	116 723	0	0
Subtotal		**333 153**	**522 902**	**586 330**
Chad	27 _ MINERAL FUELS, MINERAL OILS AND PRODUCTS OF THEIR DISTILLATION; BITUMINOUS SUBSTANCES; MINERAL WAXES	1 632 681 586	1 478 696 863	775 178 278
Congo (ROC)	27 _ MINERAL FUELS, MINERAL OILS AND PRODUCTS OF THEIR DISTILLATION; BITUMINOUS SUBSTANCES; MINERAL WAXES	360 168 055	254 569 621	61 681 124
Congo (ROC)	46 _ MANUFACTURES OF STRAW, ESPARTO OR OTHER PLAITING MATERIALS; BASKETWARE AND WICKERWORK	0	2 670	0
Subtotal		**360 168 055**	**254 572 291**	**61 681 124**
Cote d`Ivoire	16 _ EDIBLE PREPARATIONS OF MEAT, FISH, CRUSTACEANS, MOLLUSCS OR OTHER AQUATIC INVERTEBRATES	449 111	237 184	72 100
Cote d`Ivoire	44 _ WOOD AND ARTICLES OF WOOD; WOOD CHARCOAL	0	0	26 724
Cote d`Ivoire	07 _ EDIBLE VEGETABLES AND CERTAIN ROOTS AND TUBERS	0	28 933	8 812
Cote d`Ivoire	19 _ PREPARATIONS OF CEREALS, FLOUR, STARCH OR MILK; BAKERS' WARES	0	0	5 205
Cote d`Ivoire	52 _ COTTON, INCLUDING YARNS AND WOVEN FABRICS THEREOF	0	0	4 860
Cote d`Ivoire	20 _ PREPARATIONS OF VEGETABLES, FRUIT, NUTS, OR OTHER PARTS OF PLANTS	0	0	2 435
Cote d`Ivoire	04 _ DAIRY PRODUCE; BIRDS' EGGS; NATURAL HONEY; EDIBLE PRODUCTS OF ANIMAL ORIGIN, NESOI	105 719	220 032	0
Cote d`Ivoire	08 _ EDIBLE FRUIT AND NUTS; PEEL OF CITRUS FRUIT OR MELONS	0	2 728	0
Cote d`Ivoire	29 _ ORGANIC CHEMICALS	0	40 770	0
Subtotal		**554 830**	**529 647**	**120 136**
Djibouti	11 _ MILLING INDUSTRY PRODUCTS; MALT; STARCHES; INULIN; WHEAT GLUTEN	20	40	11
Djibouti	42 _ ARTICLES OF LEATHER; SADDLERY AND HARNESS; TRAVEL GOODS, HANDBAGS AND SIMILAR CONTAINERS; ARTICLES OF GUT (OTHER THAN SILKWORM GUT)	131 959	0	0

Country	HTS Number	2014	2015	2016
Djibouti	64 _ FOOTWEAR, GAITERS AND THE LIKE; PARTS OF SUCH ARTICLES	76 824	54 052	0
Djibouti	10 _ CEREALS	182 712	369 564	0
Subtotal		411 495	463 616	11
Ethiopia	61 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, KNITTED OR CROCHETED	8 159 680	12 497 699	27 390 346
Ethiopia	64 _ FOOTWEAR, GAITERS AND THE LIKE; PARTS OF SUCH ARTICLES	19 139 912	19 032 041	22 958 943
Ethiopia	42 _ ARTICLES OF LEATHER; SADDLERY AND HARNESS; TRAVEL GOODS, HANDBAGS AND SIMILAR CONTAINERS; ARTICLES OF GUT (OTHER THAN SILKWORM GUT)	4 033 593	3 463 856	5 028 413
Ethiopia	62 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, NOT KNITTED OR CROCHETED	3 802 655	4 772 337	4 652 363
Ethiopia	06 _ LIVE TREES AND OTHER PLANTS; BULBS, ROOTS AND THE LIKE; CUT FLOWERS AND ORNAMENTAL FOLIAGE	480 042	1 010 358	1 379 023
Ethiopia	10 _ CEREALS	0	0	2 898
Ethiopia	71 _ NATURAL OR CULTURED PEARLS, PRECIOUS OR SEMIPRECIOUS STONES, PRECIOUS METALS; PRECIOUS METAL CLAD METALS, ARTICLES THEREOF; IMITATION JEWELRY; COIN	0	0	26 857
Ethiopia	63 _ MADE-UP TEXTILE ARTICLES NESOI; NEEDLECRAFT SETS; WORN CLOTHING AND WORN TEXTILE ARTICLES; RAGS	0	0	15 175
Ethiopia	70 _ GLASS AND GLASSWARE	0	0	4 555
Ethiopia	39 _ PLASTICS AND ARTICLES THEREOF	0	0	2 943
Ethiopia	11 _ MILLING INDUSTRY PRODUCTS; MALT; STARCHES; INULIN; WHEAT GLUTEN	49 360	35 200	2 650
Ethiopia	41 _ RAW HIDES AND SKINS (OTHER THAN FURSKINS) AND LEATHER	0	37 992	0
Ethiopia	09 _ COFFEE, TEA, MATE AND SPICES	7 680	0	0
Ethiopia	22 _ BEVERAGES, SPIRITS AND VINEGAR	0	47 816	0
Ethiopia	69 _ CERAMIC PRODUCTS	2 136	0	0
Subtotal		**35 675 058**	**40 897 299**	**61 490 248**
Gabon	27 _ MINERAL FUELS, MINERAL OILS AND PRODUCTS OF THEIR	607 486 276	167 003 191	59 892 965

Country	HTS Number	2014	2015	2016
	DISTILLATION; BITUMINOUS SUBSTANCES; MINERAL WAXES			
Gabon	81 _ BASE METALS NESOI; CERMETS; ARTICLES THEREOF	0	0	157 475
Subtotal		**607 486 276**	**167 003 191**	**60 050 440**
Ghana	27 _ MINERAL FUELS, MINERAL OILS AND PRODUCTS OF THEIR DISTILLATION; BITUMINOUS SUBSTANCES; MINERAL WAXES	53 066 447	0	23 205 091
Ghana	61 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, KNITTED OR CROCHETED	95 495	5 708 670	5 918 413
Ghana	62 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, NOT KNITTED OR CROCHETED	3 648 714	3 389 132	188 299
Ghana	46 _ MANUFACTURES OF STRAW, ESPARTO OR OTHER PLAITING MATERIALS; BASKETWARE AND WICKERWORK	56 540	73 334	140 773
Ghana	07 _ EDIBLE VEGETABLES AND CERTAIN ROOTS AND TUBERS	0	0	55 263
Ghana	20 _ PREPARATIONS OF VEGETABLES, FRUIT, NUTS, OR OTHER PARTS OF PLANTS	765	1 398	40 912
Ghana	10 _ CEREALS	10 860	108 100	3 367
Ghana	11 _ MILLING INDUSTRY PRODUCTS; MALT; STARCHES; INULIN; WHEAT GLUTEN	65 958	1 267 120	30 995
Ghana	64 _ FOOTWEAR, GAITERS AND THE LIKE; PARTS OF SUCH ARTICLES	3 843	49 352	25 814
Ghana	19 _ PREPARATIONS OF CEREALS, FLOUR, STARCH OR MILK; BAKERS' WARES	72 807	113 698	23 162
Ghana	92 _ MUSICAL INSTRUMENTS; PARTS AND ACCESSORIES THEREOF	0	0	12 034
Ghana	42 _ ARTICLES OF LEATHER; SADDLERY AND HARNESS; TRAVEL GOODS, HANDBAGS AND SIMILAR CONTAINERS; ARTICLES OF GUT (OTHER THAN SILKWORM GUT)	2 750	798	7 907
Ghana	08 _ EDIBLE FRUIT AND NUTS; PEEL OF CITRUS FRUIT OR MELONS	83	1 865	465
Ghana	44 _ WOOD AND ARTICLES OF WOOD; WOOD CHARCOAL	0	0	3 248
Ghana	39 _ PLASTICS AND ARTICLES THEREOF	0	0	400
Ghana	22 _ BEVERAGES, SPIRITS AND VINEGAR	0	3 432	0

Country	HTS Number	2014	2015	2016
Ghana	12 _ OIL SEEDS AND OLEAGINOUS FRUITS; MISCELLANEOUS GRAINS, SEEDS AND FRUITS; INDUSTRIAL OR MEDICINAL PLANTS; STRAW AND FODDER	9 833	10 680	0
Ghana	70 _ GLASS AND GLASSWARE	5 650	9 700	0
Subtotal		**57 054 847**	**9 626 238**	**29 690 631**
Guinea	21 _ MISCELLANEOUS EDIBLE PREPARATIONS	0	0	6 900
Guinea	10 _ CEREALS	0	4 300	0
Subtotal		**0**	**4 300**	**6 900**
Kenya	62 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, NOT KNITTED OR CROCHETED	194 104 851	197 360 911	209 028 099
Kenya	61 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, KNITTED OR CROCHETED	179 483 667	169 688 579	130 110 437
Kenya	08 _ EDIBLE FRUIT AND NUTS; PEEL OF CITRUS FRUIT OR MELONS	35 361 047	42 849 443	37 716 182
Kenya	20 _ PREPARATIONS OF VEGETABLES, FRUIT, NUTS, OR OTHER PARTS OF PLANTS	2 083 325	10 511 629	5 282 199
Kenya	06 _ LIVE TREES AND OTHER PLANTS; BULBS, ROOTS AND THE LIKE; CUT FLOWERS AND ORNAMENTAL FOLIAGE	4 263 947	4 710 749	3 847 860
Kenya	95 _ TOYS, GAMES AND SPORTS EQUIPMENT; PARTS AND ACCESSORIES THEREOF	1 452 282	2 500 168	2 522 724
Kenya	24 _ TOBACCO AND MANUFACTURED TOBACCO SUBSTITUTES	0	0	1 847 514
Kenya	42 _ ARTICLES OF LEATHER; SADDLERY AND HARNESS; TRAVEL GOODS, HANDBAGS AND SIMILAR CONTAINERS; ARTICLES OF GUT (OTHER THAN SILKWORM GUT)	198 200	231 789	162 387
Kenya	64 _ FOOTWEAR, GAITERS AND THE LIKE; PARTS OF SUCH ARTICLES	113 486	307 404	112 014
Kenya	71 _ NATURAL OR CULTURED PEARLS, PRECIOUS OR SEMIPRECIOUS STONES, PRECIOUS METALS; PRECIOUS METAL CLAD METALS, ARTICLES THEREOF; IMITATION JEWELRY; COIN	0	0	27 923
Kenya	96 _ MISCELLANEOUS MANUFACTURED ARTICLES	0	0	26 958
Kenya	63 _ MADE-UP TEXTILE ARTICLES NESOI; NEEDLECRAFT SETS; WORN	0	0	26 865

Country	HTS Number	2014	2015	2016
	CLOTHING AND WORN TEXTILE ARTICLES; RAGS			
Kenya	44 _ WOOD AND ARTICLES OF WOOD; WOOD CHARCOAL	0	0	13 738
Kenya	15 _ ANIMAL OR VEGETABLE FATS AND OILS AND THEIR CLEAVAGE PRODUCTS; PREPARED EDIBLE FATS; ANIMAL OR VEGETABLE WAXES	4 568	6 666	66
Kenya	07 _ EDIBLE VEGETABLES AND CERTAIN ROOTS AND TUBERS	16 463	0	6 167
Kenya	83 _ MISCELLANEOUS ARTICLES OF BASE METAL	0	0	4 643
Kenya	46 _ MANUFACTURES OF STRAW, ESPARTO OR OTHER PLAITING MATERIALS; BASKETWARE AND WICKERWORK	0	3 614	2 394
Kenya	39 _ PLASTICS AND ARTICLES THEREOF	0	0	12 600
Kenya	10 _ CEREALS	65 850	49 378	0
Kenya	70 _ GLASS AND GLASSWARE	0	3 617	0
Subtotal		**417 147 686**	**428 223 947**	**390 745 964**
Lesotho	61 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, KNITTED OR CROCHETED	193 531 247	202 982 200	200 988 252
Lesotho	62 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, NOT KNITTED OR CROCHETED	95 357 522	96 331 680	94 173 892
Lesotho	39 _ PLASTICS AND ARTICLES THEREOF	0	0	1 522
Subtotal		**288 888 769**	**299 313 880**	**295 163 666**
Liberia	44 _ WOOD AND ARTICLES OF WOOD; WOOD CHARCOAL	0	0	16 654
Madagascar	62 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, NOT KNITTED OR CROCHETED	0	17 300 390	51 200 141
Madagascar	61 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, KNITTED OR CROCHETED	0	22 346 974	42 126 113
Madagascar	71 _ NATURAL OR CULTURED PEARLS, PRECIOUS OR SEMIPRECIOUS STONES, PRECIOUS METALS; PRECIOUS METAL CLAD METALS, ARTICLES THEREOF; IMITATION JEWELRY; COIN	0	0	254 777
Madagascar	46 _ MANUFACTURES OF STRAW, ESPARTO OR OTHER PLAITING MATERIALS; BASKETWARE AND WICKERWORK	42 453	135 725	140 502

Country	HTS Number	2014	2015	2016
Madagascar	42 _ ARTICLES OF LEATHER; SADDLERY AND HARNESS; TRAVEL GOODS, HANDBAGS AND SIMILAR CONTAINERS; ARTICLES OF GUT (OTHER THAN SILKWORM GUT)	0	24 816	10 447
Madagascar	06 _ LIVE TREES AND OTHER PLANTS; BULBS, ROOTS AND THE LIKE; CUT FLOWERS AND ORNAMENTAL FOLIAGE	0	0	2 158
Madagascar	07 _ EDIBLE VEGETABLES AND CERTAIN ROOTS AND TUBERS	0	22 860	0
Subtotal		**42 453**	**39 830 765**	**93 734 138**
Malawi	24 _ TOBACCO AND MANUFACTURED TOBACCO SUBSTITUTES	47 628 601	24 350 799	30 136 290
Malawi	17 _ SUGARS AND SUGAR CONFECTIONERY	0	0	7 283 338
Malawi	08 _ EDIBLE FRUIT AND NUTS; PEEL OF CITRUS FRUIT OR MELONS	5 674 978	10 333 300	6 108 686
Malawi	61 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, KNITTED OR CROCHETED	4 082 586	6 268 084	1 556 186
Malawi	42 _ ARTICLES OF LEATHER; SADDLERY AND HARNESS; TRAVEL GOODS, HANDBAGS AND SIMILAR CONTAINERS; ARTICLES OF GUT (OTHER THAN SILKWORM GUT)	0	282	0
Subtotal		**57 386 165**	**40 952 465**	**45 084 500**
Mali	10 _ CEREALS	0	0	75
Mali	71 _ NATURAL OR CULTURED PEARLS, PRECIOUS OR SEMIPRECIOUS STONES, PRECIOUS METALS; PRECIOUS METAL CLAD METALS, ARTICLES THEREOF; IMITATION JEWELRY; COIN	0	0	2 360
Mali	52 _ COTTON, INCLUDING YARNS AND WOVEN FABRICS THEREOF	0	0	1 860
Mali	42 _ ARTICLES OF LEATHER; SADDLERY AND HARNESS; TRAVEL GOODS, HANDBAGS AND SIMILAR CONTAINERS; ARTICLES OF GUT (OTHER THAN SILKWORM GUT)	1 467	2 008	1 589
Mali	11 _ MILLING INDUSTRY PRODUCTS; MALT; STARCHES; INULIN; WHEAT GLUTEN	4 600	10 548	0
Mali	62 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, NOT KNITTED OR CROCHETED	0	1 864	0
Subtotal		**6 067**	**14 420**	**13 309**

Country	HTS Number	2014	2015	2016
Mauritania	27 _ MINERAL FUELS, MINERAL OILS AND PRODUCTS OF THEIR DISTILLATION; BITUMINOUS SUBSTANCES; MINERAL WAXES	0	0	47 703 924
Mauritania	73 _ ARTICLES OF IRON OR STEEL	0	0	7 325
Subtotal		**0**	**0**	**47 711 249**
Mauritius	62 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, NOT KNITTED OR CROCHETED	195 663 847	192 820 636	171 981 690
Mauritius	61 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, KNITTED OR CROCHETED	20 734 338	14 034 070	15 352 234
Mauritius	42 _ ARTICLES OF LEATHER; SADDLERY AND HARNESS; TRAVEL GOODS, HANDBAGS AND SIMILAR CONTAINERS; ARTICLES OF GUT (OTHER THAN SILKWORM GUT)	276 914	228 095	324 051
Mauritius	10 _ CEREALS	1 456 000	0	320
Mauritius	17 _ SUGARS AND SUGAR CONFECTIONERY	0	0	55 133
Mauritius	95 _ TOYS, GAMES AND SPORTS EQUIPMENT; PARTS AND ACCESSORIES THEREOF	0	0	5 519
Mauritius	16 _ EDIBLE PREPARATIONS OF MEAT, FISH, CRUSTACEANS, MOLLUSCS OR OTHER AQUATIC INVERTEBRATES	42 225	0	0
Subtotal		**218 173 324**	**207 082 801**	**188 038 627**
Mozambique	76 _ ALUMINUM AND ARTICLES THEREOF	0	0	1 165 582
Mozambique	08 _ EDIBLE FRUIT AND NUTS; PEEL OF CITRUS FRUIT OR MELONS	216 878	0	22 821
Mozambique	24 _ TOBACCO AND MANUFACTURED TOBACCO SUBSTITUTES	585 314	283 793	54 298
Mozambique	07 _ EDIBLE VEGETABLES AND CERTAIN ROOTS AND TUBERS	0	0	18 367
Mozambique	20 _ PREPARATIONS OF VEGETABLES, FRUIT, NUTS, OR OTHER PARTS OF PLANTS	0	0	3 674
Subtotal		**802 192**	**283 793**	**1 470 131**
Niger	42 _ ARTICLES OF LEATHER; SADDLERY AND HARNESS; TRAVEL GOODS, HANDBAGS AND SIMILAR CONTAINERS; ARTICLES OF GUT (OTHER THAN SILKWORM GUT)	2 445	0	3 184
Nigeria	27 _ MINERAL FUELS, MINERAL OILS AND PRODUCTS OF THEIR DISTILLATION; BITUMINOUS SUBSTANCES; MINERAL WAXES	2 796 456 266	1 401 703 661	3 481 191 836

Country	HTS Number	2014	2015	2016
Nigeria	41 _ RAW HIDES AND SKINS (OTHER THAN FURSKINS) AND LEATHER	1 401 018	1 261 699	472 020
Nigeria	19 _ PREPARATIONS OF CEREALS, FLOUR, STARCH OR MILK; BAKERS' WARES	0	49 053	220 874
Nigeria	11 _ MILLING INDUSTRY PRODUCTS; MALT; STARCHES; INULIN; WHEAT GLUTEN	10 544	14 718	129 606
Nigeria	20 _ PREPARATIONS OF VEGETABLES, FRUIT, NUTS, OR OTHER PARTS OF PLANTS	4 027	1 637	12 523
Nigeria	39 _ PLASTICS AND ARTICLES THEREOF	0	0	80 326
Nigeria	07 _ EDIBLE VEGETABLES AND CERTAIN ROOTS AND TUBERS	75 242	94 737	24 477
Nigeria	09 _ COFFEE, TEA, MATE AND SPICES	0	0	22 919
Nigeria	12 _ OIL SEEDS AND OLEAGINOUS FRUITS; MISCELLANEOUS GRAINS, SEEDS AND FRUITS; INDUSTRIAL OR MEDICINAL PLANTS; STRAW AND FODDER	9 711	6 348	20 591
Nigeria	10 _ CEREALS	0	7 630	13 010
Nigeria	21 _ MISCELLANEOUS EDIBLE PREPARATIONS	0	0	12 400
Nigeria	08 _ EDIBLE FRUIT AND NUTS; PEEL OF CITRUS FRUIT OR MELONS	15 948	37 388	8 440
Nigeria	83 _ MISCELLANEOUS ARTICLES OF BASE METAL	0	0	5 502
Nigeria	22 _ BEVERAGES, SPIRITS AND VINEGAR	0	28	46
Nigeria	42 _ ARTICLES OF LEATHER; SADDLERY AND HARNESS; TRAVEL GOODS, HANDBAGS AND SIMILAR CONTAINERS; ARTICLES OF GUT (OTHER THAN SILKWORM GUT)	0	1	1 002
Nigeria	64 _ FOOTWEAR, GAITERS AND THE LIKE; PARTS OF SUCH ARTICLES	6 306	0	0
Subtotal		**2 798 015 305**	**1 403 195 404**	**3 482 332 833**
Rwanda	42 _ ARTICLES OF LEATHER; SADDLERY AND HARNESS; TRAVEL GOODS, HANDBAGS AND SIMILAR CONTAINERS; ARTICLES OF GUT (OTHER THAN SILKWORM GUT)	3 120	8 427	493 503
Rwanda	61 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, KNITTED OR CROCHETED	0	0	451 902
Rwanda	08 _ EDIBLE FRUIT AND NUTS; PEEL OF CITRUS FRUIT OR MELONS	95 811	248 108	235 805

Country	HTS Number	2014	2015	2016
Rwanda	70 _ GLASS AND GLASSWARE	0	0	20 066
Rwanda	46 _ MANUFACTURES OF STRAW, ESPARTO OR OTHER PLAITING MATERIALS; BASKETWARE AND WICKERWORK	4 964	4 192	10 566
Rwanda	63 _ MADE-UP TEXTILE ARTICLES NESOI; NEEDLECRAFT SETS; WORN CLOTHING AND WORN TEXTILE ARTICLES; RAGS	0	0	7 583
Rwanda	67 _ PREPARED FEATHERS AND DOWN AND ARTICLES THEREOF; ARTIFICIAL FLOWERS; ARTICLES OF HUMAN HAIR	0	0	732
Rwanda	62 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, NOT KNITTED OR CROCHETED	83 102	173 950	0
Subtotal		**186 997**	**434 677**	**1 220 157**
Senegal	11 _ MILLING INDUSTRY PRODUCTS; MALT; STARCHES; INULIN; WHEAT GLUTEN	13 596	66 524	60 925
Senegal	08 _ EDIBLE FRUIT AND NUTS; PEEL OF CITRUS FRUIT OR MELONS	0	0	5 835
Senegal	46 _ MANUFACTURES OF STRAW, ESPARTO OR OTHER PLAITING MATERIALS; BASKETWARE AND WICKERWORK	0	0	5 270
Senegal	09 _ COFFEE, TEA, MATE AND SPICES	0	0	4 248
Senegal	10 _ CEREALS	0	3 453	3 778
Senegal	07 _ EDIBLE VEGETABLES AND CERTAIN ROOTS AND TUBERS	0	0	2 400
Senegal	44 _ WOOD AND ARTICLES OF WOOD; WOOD CHARCOAL	0	0	2 286
Senegal	39 _ PLASTICS AND ARTICLES THEREOF	0	0	1 376
Senegal	42 _ ARTICLES OF LEATHER; SADDLERY AND HARNESS; TRAVEL GOODS, HANDBAGS AND SIMILAR CONTAINERS; ARTICLES OF GUT (OTHER THAN SILKWORM GUT)	0	0	1 114
Senegal	27 _ MINERAL FUELS, MINERAL OILS AND PRODUCTS OF THEIR DISTILLATION; BITUMINOUS SUBSTANCES; MINERAL WAXES	0	15 442 718	0
Senegal	20 _ PREPARATIONS OF VEGETABLES, FRUIT, NUTS, OR OTHER PARTS OF PLANTS	999	0	0
Senegal	64 _ FOOTWEAR, GAITERS AND THE LIKE; PARTS OF SUCH ARTICLES	0	259	0

Country	HTS Number	2014	2015	2016
Subtotal		**23 586**	**15 544 031**	**87 232**
Sierra Leone	04 _ DAIRY PRODUCE; BIRDS' EGGS; NATURAL HONEY; EDIBLE PRODUCTS OF ANIMAL ORIGIN, NESOI	0	0	522 733
South Africa	87 _ VEHICLES, OTHER THAN RAILWAY OR TRAMWAY ROLLING STOCK, AND PARTS AND ACCESSORIES THEREOF	1 307 032 289	1 357 905 424	1 504 190 898
South Africa	08 _ EDIBLE FRUIT AND NUTS; PEEL OF CITRUS FRUIT OR MELONS	95 139 313	129 898 306	113 580 813
South Africa	72 _ IRON AND STEEL	186 080 788	89 674 248	58 812 183
South Africa	38 _ MISCELLANEOUS CHEMICAL PRODUCTS	46 294 407	42 452 620	47 868 351
South Africa	22 _ BEVERAGES, SPIRITS AND VINEGAR	51 992 522	51 584 265	44 029 125
South Africa	76 _ ALUMINUM AND ARTICLES THEREOF	0	0	23 502 053
South Africa	81 _ BASE METALS NESOI; CERMETS; ARTICLES THEREOF	25 102 958	18 629 321	12 234 443
South Africa	20 _ PREPARATIONS OF VEGETABLES, FRUIT, NUTS, OR OTHER PARTS OF PLANTS	20 912 810	16 923 407	10 050 510
South Africa	21 _ MISCELLANEOUS EDIBLE PREPARATIONS	5 853 025	7 411 852	9 294 664
South Africa	71 _ NATURAL OR CULTURED PEARLS, PRECIOUS OR SEMIPRECIOUS STONES, PRECIOUS METALS; PRECIOUS METAL CLAD METALS, ARTICLES THEREOF; IMITATION JEWELRY; COIN	0	0	6 882 518
South Africa	61 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, KNITTED OR CROCHETED	5 196 032	6 544 423	6 573 888
South Africa	33 _ ESSENTIAL OILS AND RESINOIDS; PERFUMERY, COSMETIC OR TOILET PREPARATIONS	1 139 383	3 877 921	5 814 278
South Africa	29 _ ORGANIC CHEMICALS	16 523	11 604	4 686 788
South Africa	41 _ RAW HIDES AND SKINS (OTHER THAN FURSKINS) AND LEATHER	975 235	102 631	3 906 628
South Africa	84 _ NUCLEAR REACTORS, BOILERS, MACHINERY AND MECHANICAL APPLIANCES; PARTS THEREOF	60 691	263 686	1 431 741
South Africa	42 _ ARTICLES OF LEATHER; SADDLERY AND HARNESS; TRAVEL GOODS, HANDBAGS AND SIMILAR CONTAINERS; ARTICLES OF GUT (OTHER THAN SILKWORM GUT)	2 144 561	979 551	897 231

Country	HTS Number	2014	2015	2016
South Africa	85 _ ELECTRICAL MACHINERY AND EQUIPMENT AND PARTS THEREOF; SOUND RECORDERS AND REPRODUCERS, TELEVISION RECORDERS AND REPRODUCERS, PARTS AND ACCESSORIES	0	0	580 063
South Africa	70 _ GLASS AND GLASSWARE	555 646	756 049	576 233
South Africa	64 _ FOOTWEAR, GAITERS AND THE LIKE; PARTS OF SUCH ARTICLES	344 699	573 953	539 875
South Africa	91 _ CLOCKS AND WATCHES AND PARTS THEREOF	0	6	3 245
South Africa	10 _ CEREALS	631 698	1 474 505	317 593
South Africa	25 _ SALT; SULFUR; EARTHS AND STONE; PLASTERING MATERIALS, LIME AND CEMENT	0	0	267 259
South Africa	06 _ LIVE TREES AND OTHER PLANTS; BULBS, ROOTS AND THE LIKE; CUT FLOWERS AND ORNAMENTAL FOLIAGE	2 940	0	256 033
South Africa	07 _ EDIBLE VEGETABLES AND CERTAIN ROOTS AND TUBERS	210 148	181 012	25 359
South Africa	39 _ PLASTICS AND ARTICLES THEREOF	0	0	187 783
South Africa	69 _ CERAMIC PRODUCTS	120 290	41 462	178 017
South Africa	68 _ ARTICLES OF STONE, PLASTER, CEMENT, ASBESTOS, MICA OR SIMILAR MATERIALS	0	0	168 048
South Africa	09 _ COFFEE, TEA, MATE AND SPICES	23 217	13 917	167 847
South Africa	32 _ TANNING OR DYEING EXTRACTS; TANNINS AND DERIVATIVES; DYES, PIGMENTS AND OTHER COLORING MATTER; PAINTS AND VARNISHES; PUTTY AND OTHER MASTICS; INKS	358 595	30 357	97 946
South Africa	83 _ MISCELLANEOUS ARTICLES OF BASE METAL	0	0	82 897
South Africa	94 _ FURNITURE; BEDDING, CUSHIONS ETC.; LAMPS AND LIGHTING FITTINGS NESOI; ILLUMINATED SIGNS, NAMEPLATES AND THE LIKE; PREFABRICATED BUILDINGS	0	0	77 177
South Africa	12 _ OIL SEEDS AND OLEAGINOUS FRUITS; MISCELLANEOUS GRAINS, SEEDS AND FRUITS; INDUSTRIAL OR MEDICINAL PLANTS; STRAW AND FODDER	0	42	60 671
South Africa	17 _ SUGARS AND SUGAR CONFECTIONERY	18 877	216 124	56

Country	HTS Number	2014	2015	2016
South Africa	14 _ VEGETABLE PLAITING MATERIALS AND VEGETABLE PRODUCTS, NESOI	0	0	55 614
South Africa	28 _ INORGANIC CHEMICALS; ORGANIC OR INORGANIC COMPOUNDS OF PRECIOUS METALS, OF RARE-EARTH METALS, OF RADIOACTIVE ELEMENTS OR OF ISOTOPES	0	0	5 485
South Africa	44 _ WOOD AND ARTICLES OF WOOD; WOOD CHARCOAL	0	0	44 803
South Africa	43 _ FURSKINS AND ARTIFICIAL FUR; MANUFACTURES THEREOF	0	0	35 400
South Africa	67 _ PREPARED FEATHERS AND DOWN AND ARTICLES THEREOF; ARTIFICIAL FLOWERS; ARTICLES OF HUMAN HAIR	0	0	35 205
South Africa	40 _ RUBBER AND ARTICLES THEREOF	0	0	33 996
South Africa	18 _ COCOA AND COCOA PREPARATIONS	43 042	39 918	30 925
South Africa	46 _ MANUFACTURES OF STRAW, ESPARTO OR OTHER PLAITING MATERIALS; BASKETWARE AND WICKERWORK	1 017	9 055	24 523
South Africa	62 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, NOT KNITTED OR CROCHETED	17 842	15 858	23 636
South Africa	73 _ ARTICLES OF IRON OR STEEL	3 976	0	20 150
South Africa	93 _ ARMS AND AMMUNITION; PARTS AND ACCESSORIES THEREOF	0	0	19 561
South Africa	95 _ TOYS, GAMES AND SPORTS EQUIPMENT; PARTS AND ACCESSORIES THEREOF	42 831	31 527	14 109
South Africa	90 _ OPTICAL, PHOTOGRAPHIC, CINEMATOGRAPHIC, MEASURING, CHECKING, PRECISION, MEDICAL OR SURGICAL INSTRUMENTS AND APPARATUS; PARTS AND ACCESSORIES THEREOF	0	0	12 908
South Africa	35 _ ALBUMINOIDAL SUBSTANCES; MODIFIED STARCHES; GLUES; ENZYMES	0	13 321	10 627
South Africa	82 _ TOOLS, IMPLEMENTS, CUTLERY, SPOONS AND FORKS, OF BASE METAL; PARTS THEREOF OF BASE METAL	0	0	9 302
South Africa	89 _ SHIPS, BOATS AND FLOATING STRUCTURES	0	0	7 284

Country	HTS Number	2014	2015	2016
South Africa	63 _ MADE-UP TEXTILE ARTICLES NESOI; NEEDLECRAFT SETS; WORN CLOTHING AND WORN TEXTILE ARTICLES; RAGS	0	0	5 265
South Africa	57 _ CARPETS AND OTHER TEXTILE FLOOR COVERINGS	0	0	2 528
South Africa	34 _ SOAP ETC.; LUBRICATING PRODUCTS; WAXES, POLISHING OR SCOURING PRODUCTS; CANDLES ETC., MODELING PASTES; DENTAL WAXES AND DENTAL PLASTER PREPARATIONS	5 140	0	0
South Africa	27 _ MINERAL FUELS, MINERAL OILS AND PRODUCTS OF THEIR DISTILLATION; BITUMINOUS SUBSTANCES; MINERAL WAXES	0	75 666	0
South Africa	96 _ MISCELLANEOUS MANUFACTURED ARTICLES	0	3 250	0
Subtotal		**1 750 421 178**	**1 730 100 141**	**1 858 388 330**
Tanzania	61 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, KNITTED OR CROCHETED	16 339 493	24 825 746	27 901 370
Tanzania	62 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, NOT KNITTED OR CROCHETED	95 740	2 435 315	9 029 079
Tanzania	44 _ WOOD AND ARTICLES OF WOOD; WOOD CHARCOAL	0	0	21 895
Tanzania	64 _ FOOTWEAR, GAITERS AND THE LIKE; PARTS OF SUCH ARTICLES	6 628	0	0
Tanzania	24 _ TOBACCO AND MANUFACTURED TOBACCO SUBSTITUTES	182 400	901 494	0
Tanzania	85 _ ELECTRICAL MACHINERY AND EQUIPMENT AND PARTS THEREOF; SOUND RECORDERS AND REPRODUCERS, TELEVISION RECORDERS AND REPRODUCERS, PARTS AND ACCESSORIES	0	3	0
Subtotal		**17 485 921**	**28 165 555**	**36 952 344**
Togo	12 _ OIL SEEDS AND OLEAGINOUS FRUITS; MISCELLANEOUS GRAINS, SEEDS AND FRUITS; INDUSTRIAL OR MEDICINAL PLANTS; STRAW AND FODDER	0	3 200	8 340
Togo	19 _ PREPARATIONS OF CEREALS, FLOUR, STARCH OR MILK; BAKERS' WARES	0	7 716	7 092
Togo	42 _ ARTICLES OF LEATHER; SADDLERY AND HARNESS; TRAVEL GOODS, HANDBAGS AND SIMILAR	0	0	4 215

Country	HTS Number	2014	2015	2016
	CONTAINERS; ARTICLES OF GUT (OTHER THAN SILKWORM GUT)			
Togo	20 _ PREPARATIONS OF VEGETABLES, FRUIT, NUTS, OR OTHER PARTS OF PLANTS	2 671	0	0
Subtotal		**2 671**	**10 916**	**19 647**
Uganda	08 _ EDIBLE FRUIT AND NUTS; PEEL OF CITRUS FRUIT OR MELONS	0	78 052	14 936
Uganda	64 _ FOOTWEAR, GAITERS AND THE LIKE; PARTS OF SUCH ARTICLES	31 763	66 095	77 030
Uganda	61 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, KNITTED OR CROCHETED	1 366	0	28 838
Uganda	71 _ NATURAL OR CULTURED PEARLS, PRECIOUS OR SEMIPRECIOUS STONES, PRECIOUS METALS; PRECIOUS METAL CLAD METALS, ARTICLES THEREOF; IMITATION JEWELRY; COIN	0	0	28 314
Uganda	42 _ ARTICLES OF LEATHER; SADDLERY AND HARNESS; TRAVEL GOODS, HANDBAGS AND SIMILAR CONTAINERS; ARTICLES OF GUT (OTHER THAN SILKWORM GUT)	0	0	2 652
Uganda	62 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, NOT KNITTED OR CROCHETED	26 121	0	1 787
Subtotal		**5 925**	**144 147**	**287 981**
Zambia	06 _ LIVE TREES AND OTHER PLANTS; BULBS, ROOTS AND THE LIKE; CUT FLOWERS AND ORNAMENTAL FOLIAGE	0	0	29 750
Zambia	42 _ ARTICLES OF LEATHER; SADDLERY AND HARNESS; TRAVEL GOODS, HANDBAGS AND SIMILAR CONTAINERS; ARTICLES OF GUT (OTHER THAN SILKWORM GUT)	7 777	0	2 338
Zambia	62 _ ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, NOT KNITTED OR CROCHETED	415	0	0
Zambia	15 _ ANIMAL OR VEGETABLE FATS AND OILS AND THEIR CLEAVAGE PRODUCTS; PREPARED EDIBLE FATS; ANIMAL OR VEGETABLE WAXES	0	9 823	0
Zambia	20 _ PREPARATIONS OF VEGETABLES, FRUIT, NUTS, OR OTHER PARTS OF PLANTS	27 500	0	0
Zambia	24 _ TOBACCO AND MANUFACTURED TOBACCO SUBSTITUTES	0	255 495	0

Country	HTS Number	2014	2015	2016
Subtotal		35 692	265 318	32 088
Total		11 815 059 695	7 984 239 739	9 450 614 111

ANNEX 3: REFERENCES

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ANNEX 4:LIST OF PARTICIPANTS TO THE WORKSHOP SESSION ON NATIONAL AGOA STRATEGY

"Strategy and Workshop session on Intra-regional trade and AGOA exports", Hotel Colbert, December 13th, 2017

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