

Common Market for  
Eastern and Southern Africa



# Export Potentials

## Of Intra-COMESA Trade

Reaping the Benefits of COMESA Integration



# Export Potentials Of Intra-COMESA Trade

Reaping the Benefits of COMESA Integration

The paper analyses the trade potential in COMESA, by indicating the products with the highest potential for export into the COMESA, the opportunities that exist to exploit the potential and factors hindering intra-regional trade in COMESA.

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October 2021

Designed and published by  
Corporate Communications Unit

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## ACRONYMS AND ABBREVIATIONS

ASEAN	Association of Southeast Asian Nations
AU	African Union
BIAT	Boosting Intra-African Trade
CAF	COMESA Adjustment Facility
COMESA	Common Market for eastern and Southern Africa
COMSTAT	COMESA Merchandise Trade Statistics
DRC	Democratic Republic of Congo
EAC	East African Community
ESA-IO	Eastern and Southern Africa and Indian Ocean
EU	European Union
FTA	Free Trade Area
GDP	Gross Domestic Product
HS	Harmonized System
ICT	Information, Communication, and technology
IMF	International Monetary Fund
ITC	International Trade Centre
NEPAD	New Partnership for Africa's Development
NTBs	Non -Tariff Barriers
PTA	Preferential Trade arrangement
REPSS	Regional Payment and Settlement System
RISM	Regional Integration Support Mechanism
ROW	Rest of World
SA	South Africa
SADC	Southern African Development Community
TDB	Trade and Development Bank
UAE	United Arab Emirates
UN COMTRADE	United Nations International Trade Statistics Database
UN	United Nations
UNCTAD	United Nations Conference on Trade and Development
UNECA	United Nations Economic Commission for Africa
USA	United States of America
WTO	World Trade Organization

## ACKNOWLEDGEMENT

This report has been prepared by COMESA Secretariat under the aegis of H.E. Madam Chileshe Mpundu Kapwepwe, the Secretary General of COMESA. It was guided by Amb. Kipyego Cheluget- Assistant Secretary General – Programmes and Supervised by Dr. Christopher H. Onyango – Director Trade and Customs.

The drafting team was led by Benedict Musengele, Senior Research Fellow, and Jane Kibiru, Research Fellow. The Statistics Unit provided data and statistics. Members from the Trade and Customs division gave valuable support to the research, production, logistics and administrative work on the report. The report benefitted from internal and external consultations.

The involvement of the editing, translation and proof-reading team was crucial in bringing the report to its final stage.

## EXECUTIVE SUMMARY

International trade is a key enabler of productivity and sustainable economic development. Increased participation in international trade induces competitiveness which spurs economic growth, thereby creating necessary conditions for realization of broader development outcomes. By connecting global markets to developing-country producers and consumers, trade both through exports and imports provides a critical channel for the flow of finance, technology and services needed to further improve productive capacity in agriculture, industry, and services. These are needed in turn for structural transformation of economies. A case in point is the development path demonstrated by developing countries in East and South-East Asia. A fundamental factor behind their rapid economic growth was their ability to strengthen competitive productive and export capacities, first in traditional agricultural and textiles/clothing sectors and then in labour-intensive manufactures which shifted at times swiftly into high technology manufactures such as electronics. Their export-led growth was a result of strategic trade opening, but also of policies that were complementary to the enabling power of trade with its impacts on economic and social development.

Since the establishment of the COMESA Free Trade Area (FTA) on 31 October 2000, intra-COMESA exports have increased from US\$1.5 billion to US\$10.9 billion in 2019 (COMSTAT, 2020). Despite this being a phenomenal increase, it only constitutes 7 percent of COMESA's global trade. This could be attributed to the weak productive capacity in the region, underutilization, and non-implementation of preferential trade regime to enhance intra-regional trade potential. The study explored the trade potential of each Member State, by indicating the products with the highest potential for export into COMESA, the opportunities that exist to exploit the potential and factors hindering intra-COMESA trade.

The study used the approach developed by International Trade Centre (ITC) for trade flow analysis in which the lesser of a country's exports of a given product to third countries and the target region's imports of the same commodity from third countries is the indicative trade potential. To identify products with the highest potential, products with a ratio close to one and whose value of exports was at least US\$ 100,000 were selected. The identified products are already being exported outside the region in volumes equivalent to what the region imports from outside.

The study found that the trade potential value that would enhance intra-COMESA trade using 2019 extra COMESA exports for goods stands at US\$ 101.1 billion. However, since COMESA region is not a closed economy, if at least 50 percent of the current extra COMESA exports were to be channelled within the region, intra-COMESA trade would increase by US\$ 50.55 billion.

Commodities with the highest revealed potential were found to have a potential to contribute about US\$ 3.7 billion to intra-COMESA trade. These are commodities whose ratio of extra-COMESA exports to extra-COMESA imports was between 0.75 -1.25 with values of at least US\$ 100,000. Some of the products with the highest intra-COMESA potential include Fish and fish products; lead; Fresh or chilled tunas; Leeks and other alliaceous vegetables; Tomato ketchup and other tomato sauces; textile and apparel for both men and women as well as girls, boys, and babies; Mixtures of fruit juices and vegetable juices; Zinc dust; Wood



and furniture; sugar; Portland cement; and leather and leather products.

In addition, the region has a huge overall comparative advantage to supply the region and the world in products such as: nickel ores and concentrates, cotton linters, live atlantic and pacific bluefin tuna, unrefined copper, cobalt oxides and hydroxides, ash containing precious metal or precious-metal compounds, industrial diamonds, natural gas, sea cucumbers, copper ores and concentrates, cobalt ores and concentrates, monetary gold, tin ores and concentrates and copper mattes.

Seven Member States account for about 83.9 percent of the total intra-COMESA trade potential. Egypt has the highest trade potential, which would increase intra-COMESA trade by US\$ 26.3 billion followed by Libya (US\$16.6 billion), Tunisia (US\$15.7 billion), DR Congo (US\$12.2 billion), Zambia (US\$5.8 billion), Kenya (US\$4.2 billion) and Zimbabwe (US\$ 4.1 billion).

The key constraint hindering exploitation of the identified trade potential is weak productive capacities in Member States. COMESA's average overall productive capacities index for the period between 2010 and 2018 was below average at 24.8. Whereas COMESA performs well in private sector and natural capital productive capacities, it lags behind in information and communication technology transport, structural change, energy, institutions, and human capital.

The other constraints include poor infrastructure connectivity within the region; high freight and transport costs mainly due inadequate export cargo to ensure sufficient return cargo for the vessels; high banking charges; lack of information on production capacities and available goods in the region; problems in payment settlements; slow implementation of COMESA FTA agreement; non-tariff barriers; trading of similar products; high landing prices of regionally produced products due to deficient infrastructure; high labour costs; lack of distribution networks; and inadequate demand for high quality products among COMESA Member States.

Some of these obstacles could be overcome through enhancing productive capacities in transport, energy, ICT, human capital, structural change and institutions; utilizing regional integration support facilities such as COMESA aid for trade which aims to support and strengthen the implementation of regional integration policies and programmes by enhancing coordination and effectiveness within and among regional and national institutions; supporting identification and elimination of outstanding regional and national structural and capacity constraints that continually undermine the region's ability to gain from trade liberalization opportunities;; Regional Payment and Settlement System (REPSS) to ease payment settlement within the region, and utilizing the Eastern and Southern African Trade and Development Bank (TDB) facilities for financing trade, project and development..

On the other hand, intra-COMESA exports can be increased through strengthening market information on availability of quality products within the COMESA region, establishing tailor-made production lines for products that are demanded by other COMESA Member States, reviving the COMESA Trade Fairs; ; initiating business forums in clusters for traders to discuss business opportunities and build linkages/networks, undertaking market intelligence survey on the mechanisms of enhancing the dissemination of market information to both prospective importers and producers; developing a trade information system/catalogue of products produced by various companies within the region, among others.



# 1.0 INTRODUCTION AND BACKGROUND

## 1.1 Introduction

The movement of goods, services, finance, and human resources across national borders has been driving socioeconomic and political globalization, especially in the past six decades. International trade is a key enabler of productivity and sustainable economic development. Increased participation in international trade induces competitiveness which spurs economic growth, thereby creating necessary conditions for realization of broader development outcomes. By connecting global markets to developing-country producers and consumers, trade both through exports and imports provides a critical channel for the flow of finance, technology and services needed to further improve productive capacity in agriculture, industry, and services. These are needed in turn for structural transformation of economies. A case in point is the development path demonstrated by developing countries in East and South-East Asia. A fundamental factor behind their rapid economic growth was their ability to strengthen competitive productive and export capacities, first in traditional agricultural and textiles/clothing sectors and then in labour-intensive manufactures which shifted at times swiftly into high technology manufactures such as electronics. Their export-led growth was a result of strategic trade opening, but also of policies that were complementary to the enabling power of trade with its impacts on economic and social development.

World organizations, and scholars, especially economists, opine that trade is a catalyst for growth in countries that are poised to develop. Thus, they have some arguments for cross border trade: trade brings a wide variety of goods and services that spur choices of consumers in the countries involved. To some extent, trade maintains stable demand and supply that allows efficient exchanges that stimulate economic growth and development in countries. Also, uneven distribution of natural resources and differing climatic conditions across the globe, has made trade inevitable, as it could either complement or supplement domestic production to the countries involved in such transactions.

Although tariffs have been significantly reduced for various products, commodities that African countries have the advantage to produce and export still face stringent constraints largely because of restrictions and other distorting measures. Nonetheless, the trends in trade have remarkably risen since the creation of the World Trade Organization (WTO), as a body of trade negotiations, policies, and rules. Even though the WTO has made progress in ensuring countries reduce restrictions, trade policies and rules may have favoured developed economies at the expense of weak economies, especially in Africa.

International trade has for long been considered the answer to Africa's relatively small economies, the fluctuating, and mostly negative trends in international terms of trade, and the legacy of colonialism. These constraints and challenges have prevented the continent from assuming its rightful share of the global market befitting its geographical size and natural resource endowments. However, Africa today still faces several barriers to intra-regional and extra-regional trade. The trade barriers are largely reflected in the cost, time and risks of international trade which impact negatively on the region's competitiveness and achievement of sustainable economic development.

The search for ways to overcome trade obstacles has engaged African governments and their development partners for years. Over the past years, this search has emerged as a key African Union agenda in the context of implementation of the New Partnership for Africa's Development (NEPAD), the Action Plan for Boosting Intra-African Trade (BIAT) the World Trade Organization's Aid for- trade and domestic economic reforms and recently the African Continental Free Trade Area (AfCFTA).

Economic integration is an arrangement among nations that typically includes the reduction or elimination of trade barriers and the coordination of monetary and fiscal policies. It aims to reduce costs for both consumers and producers and to increase trade between the countries involved in the agreement. Economic integration is sometimes referred to as regional integration as it often occurs among neighbouring nations.

The history of COMESA began in December 1994 when it was formed to replace the former Preferential Trade Area (PTA) which had existed from the earlier days of 1981. COMESA (as defined by its Treaty) was established 'as an organisation of free independent sovereign states which agreed to co-operate in developing their natural and human resources for the good of all their people and as such it has wide-ranging objectives which necessarily include in its priorities, the promotion of peace and security in the region.

COMESA's focus is on the formation of a large economic and trading unit that can overcome some of the barriers that are faced by individual countries. COMESA's current strategy can thus be summed up in the phrase 'economic prosperity through regional integration'. With its 21 Member States, population of over 583 million and a combined GDP of US\$ 805 billion using 2019 figures, forms a major marketplace for both internal and external trading. Its area is impressive on the map of the African Continent covering a geographical area of 12 million (square km). Its achievements to date have been significant.

Since establishment of the COMESA FTA on 31 October 2000, intra-regional exports have increased from US\$1.5 billion in 2000 to US\$10.9 billion in 2019. However, intra-COMESA exports remain low at 7 percent of COMESA's total exports in 2019 compared with levels of intra-regional trade in European Union (EU) (62.7 percent), Association of Southeast Asian Nations (ASEAN) (22.6 percent), Southern African Development Community (SADC) (20.2 percent) and East African Community (EAC) (17.1 percent) (UNCTAD Stats). COMESA's exports to the rest of the world grew by 258 percent from US\$ 28.3 billion in 2000 to 101.3 US\$ in 2019.

COMESA was expected to experience reduced exports in 2020 due to effects of Covid-19 pandemic. According to IMF (2021), world trade volume (goods and services) was estimated to contract by 9.6 percent, advanced economies (10.1 percent) and emerging and developing economies (8.9 percent) in 2020. Most of COMESA's export destination markets were among the countries highly impacted by Covid-19; , growth is estimated to have contracted by 3.5 percent globally, and in major COMESA export markets, EU (7.2 percent), South Africa (7.5 percent), United States of America (USA) (3.4percent) while China was estimated to grow by 2.3 percent. This may have led to reduction in demand for COMESA exports.

Sixteen countries are participating in the FTA namely; including Burundi, Comoros, Djibouti, Egypt, Kenya, Libya, Madagascar, Malawi, Mauritius, Rwanda, Seychelles, Sudan, Tunisia, Uganda, Zambia, and Zimbabwe.

Despite efforts in liberalising trade and reducing non-tariff barriers, intra-COMESA has remained very low. Indeed, intra-COMESA exports has been on average 7 percent of total COMESA exports over the last 10 years. This paper explores the trade potential in COMESA in the wake of increased impetus towards continental integration and identifies the products with the highest potential for export into the COMESA market. The key question is, why is there less trade within the region compared to other markets despite

the liberalised tariff regime?

## 1.2 Objectives of the Study

The main objective of the study is to establish intra-COMESA trade potential and identify major products where the potential exists, identify some of the challenges and opportunities that exist in the region to mitigate against the identified challenges.

## 1.3 Methodology

In determining intra-COMESA trade potential, the study applied two approaches. The approach developed by International Trade Centre (ITC) under which the lesser of a country's exports of a given product to third countries and the target region's imports of the same commodity from third countries is the indicative trade potential. However, one problem with this approach is that extra-COMESA exports or imports may be much larger, giving rise to situations where there is huge demand within COMESA for imports of a product that there is little production capacity. Conversely, the opposite situation, where there is large production and exportation of a product from within COMESA but little importation of it from outside the region, is also possible. In such instances, either demand within COMESA is already being satisfied from within the region, or the product is simply not there (for example, an unprocessed input into an industrial product, the production of which does not take place within the region).

To mitigate against the shortcomings of the approach by the ITC, the study used the ratio of the exporting country's extra-COMESA exports to total extra-COMESA imports and identified products whose ratio was close to one ( $0.75 < x < 1.25$ , as a first approximation). One advantage of this approach is that, unlike the ITC, it is not necessary to assume that exporting countries have sufficient capacity and technology to produce the products in question to expand supply. The identified products are already exported outside the region in volumes similar to what the region imports from outside. Once such products have been identified, the next step is to identify the Member States that import those products from outside COMESA. The identified products are listed in Annex I.

## 2. TRADE DEVELOPMENTS

### 2.1 COMESA Global Trade Performance

COMESA registered a 4.4 percent decrease in its global trade from US\$ 339.2 billion in 2018 to US\$ 324.1 billion in 2019. The region's total exports for the period 2018-2019 dropped from US\$ 128.3 billion to US\$ 112.1 billion. The reduction in exports was mainly attributed to a decline in Libya's exports especially of oil due to internal political crisis which led to reduced oil production which had more than doubled in the recovery period 2017-2018 (World Bank, 2019). Libya's exports dropped by about US\$ 10.8 billion in 2019. Other Member States that registered decline in their exports include DR Congo (US\$5.8 billion) and Zambia (US\$ 1.9 billion). Most Member States recorded positive growth in global exports among them Egypt (US\$1.4 billion) Tunisia (US\$997 million) and Uganda (US\$755 million).

Global imports increased from US\$ 210.8 billion in 2018 to US\$ 211.9 billion in 2019. Most Member States recorded reduced imports including Libya (US\$5.3 billion), Somalia (US\$2.7 billion) and Zambia (US\$2.2 billion). Member States that registered increase in imports include Tunisia (US\$11.2 billion), DR Congo (US\$1.2 billion) and Uganda (US\$959 million).

**Table 1: COMESA's Major Export Market Shares, 2018 – 2019**

Export Market	Market Share 2018	Market Share 2019
EU	34	36
COMESA	8	10
UAE	6	7
South Africa	11	7
China	9	6
USA	4	4
Switzerland	4	3
Saudi Arabia	2	2
Turkey	2	2
India	2	2
ROW	18	19
<b>Total</b>	<b>100</b>	<b>100</b>

Source: COMSTAT and UN COMTRADE Databases

The EU remained COMESA's main trading partner in 2019 accounting for 36 percent of total exports. COMESA exported goods worth US\$ 40 billion in 2019 down from US\$ 43 billion recorded in 2018. Other leading export destination markets include COMESA (10%), UAE (7%), South Africa (7%), China (6%) and USA (4%).

**Table 2: COMESA's Major Import Origin Market Shares 2018-2019**

Import Market	Market Share 2018	Market Share 2019
EU	24	25
China	15	15
India	5	5
COMESA	5	5
USA	6	5
UAE	6	4
Saudi Arabia	5	4
South Africa	5	4
Turkey	4	4
Russia	4	3
ROW	23	24
<b>Total</b>	<b>100</b>	<b>100</b>

Source: COMSTAT and UN COMTRADE Databases

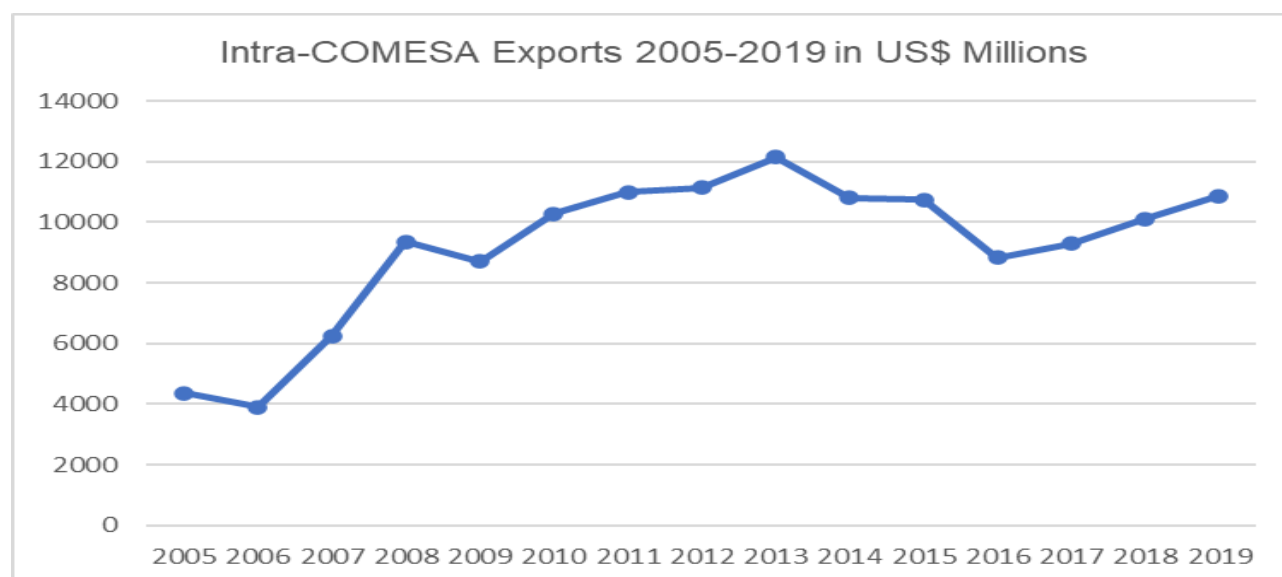
EU was the leading import origin market in 2018 and 2019. Imports from EU grew by 4 percent from US\$ 50.5 billion in 2018 to US\$ 52.5 billion in 2019, accounting for 25% of the total imports. Other major import markets include China (15%), India (5%), COMESA (5%) and USA (5%).

## 2.2 Intra-COMESA Trade Performance

Intra-COMESA exports have grown from US\$ 4.4 billion in 2005 to about US\$ 10.9 billion in 2019 as shown in Figure 1.



**Figure 1: Intra-COMESA Exports Performance, 2005-2019**



Source: COMSTAT Database

Table 3 shows that intra-regional trade is largely dominated by seven Member States with an average share of about 79.9 percent in 2019. Egypt accounted for highest share of 26.3 percent followed by Kenya (14.7 percent), Zambia (11.3 percent), DR Congo (8.4 percent), Tunisia (7.8 percent), Rwanda (5.8 percent) and Uganda (5.5 percent).

Burundi, Comoros, Egypt, Eswatini, Ethiopia, Libya, Malawi, Mauritius, Rwanda, Tunisia, Zambia, and Zimbabwe recorded growth in intra-COMESA total exports in 2019 as shown in Table 3.

**Table 3: Intra-COMESA Total Exports by Country, 2017-2019 (US\$ Million)**

Reporter	2017	2018	2019	% Change 2018 -2019
Burundi	42.97	37.40	37.90	1.3
Comoros	3.38	1.04	5.30	407.7
Congo DR	706.74	1,114.73	917.89	-17.7
Djibouti	19.50	21.63	12.40	-42.7
Egypt	2,025.17	2,335.61	2,861.40	22.5
Eritrea	5.42	2.08	1.19	-42.6
Eswatini	203.74	206.53	227.77	10.3
Ethiopia	210.57	213.91	460.53	115.3
Kenya	1,640.38	1,602.60	1,595.53	-0.4
Libya	81.95	105.68	244.81	131.6
Madagascar	109.54	128.58	79.46	-38.2
Malawi	132.54	155.44	205.81	32.4
Mauritius	251.36	231.07	238.75	3.3



Rwanda	466.94	488.36	626.68	28.3
Seychelles	16.75	24.55	20.65	-15.9
Somalia	2.01	11.91	6.29	-47.2
Sudan	815.29	708.18	520.04	-26.6
Tunisia	515.44	641.59	848.48	32.2
Uganda	1,042.25	781.12	600.93	-23.1
Zambia	921.36	1,201.15	1,234.13	2.7
Zimbabwe	85.98	97.91	128.45	31.2
<b>Total</b>	<b>9,299.25</b>	<b>10,111.06</b>	<b>10,874.40</b>	<b>7.5</b>

Source: Computed based on COMSTAT Database

### 2.3 Intra-COMESA Exports by Sector

Intra-COMESA total exports grew by 8% from US\$ 10.1 billion in 2018 to US\$10.9 billion in 2019. Table 4 shows that export of fuels was the major contributor to overall growth with an increase of 60% from US\$ 831 million in 2018 to US\$ 1.3 billion in 2019. Increased demand for fuels in the region drove growth in exports of light oils and preparations, butanes, liquefied, crude petroleum oils, medium oils preparations and electrical energy.

Intra-COMESA manufactures exports registered 8% growth increasing from US\$ 4.3 billion in 2018 to US\$ 4.7 billion in 2019. The major export products to the region were portland cement, cobalt oxides and hydroxides, ceramic tiles, urea, quicklime, sanitary towels, sacks and bags and mixtures of odoriferous substances used in the food and drink industries. Intra-COMESA food exports increased slightly from US\$ 3.696 billion to US\$ 3.737 billion between 2018 and 2019.





**Table 4: Intra-COMESA Total Exports by Sector, values in US\$ million**

Sector	2013	2014	2015	2016	2017	2018	2019	% Change 2018 - 2019
<b>Manufactures</b>	5,619.81	5,114.04	4,388.39	3,638.37	3,944.52	4,284.24	4,664.03	9
<b>Food</b>	3,770.73	3,692.74	3,404.19	3,672.94	3,657.98	3,695.93	3,736.64	1
<b>Fuels</b>	820.27	450.71	1,396.09	564.03	749.91	830.70	1,330.40	60
<b>Ores and metals</b>	1,741.86	1,358.76	1,391.19	773.98	810.77	1,156.30	998.95	-14
<b>Agric raw materials</b>	183.42	173.59	153.41	180.01	133.44	123.47	139.41	13
<b>Other products n.e.s.</b>	11.40	5.53	3.67	2.76	2.63	20.42	4.96	-76
<b>Total</b>	<b>12,147.50</b>	<b>10,795.36</b>	<b>10,736.94</b>	<b>8,832.09</b>	<b>9,299.25</b>	<b>10,111.06</b>	<b>10,874.40</b>	<b>8</b>

Source: COMSTAT Database

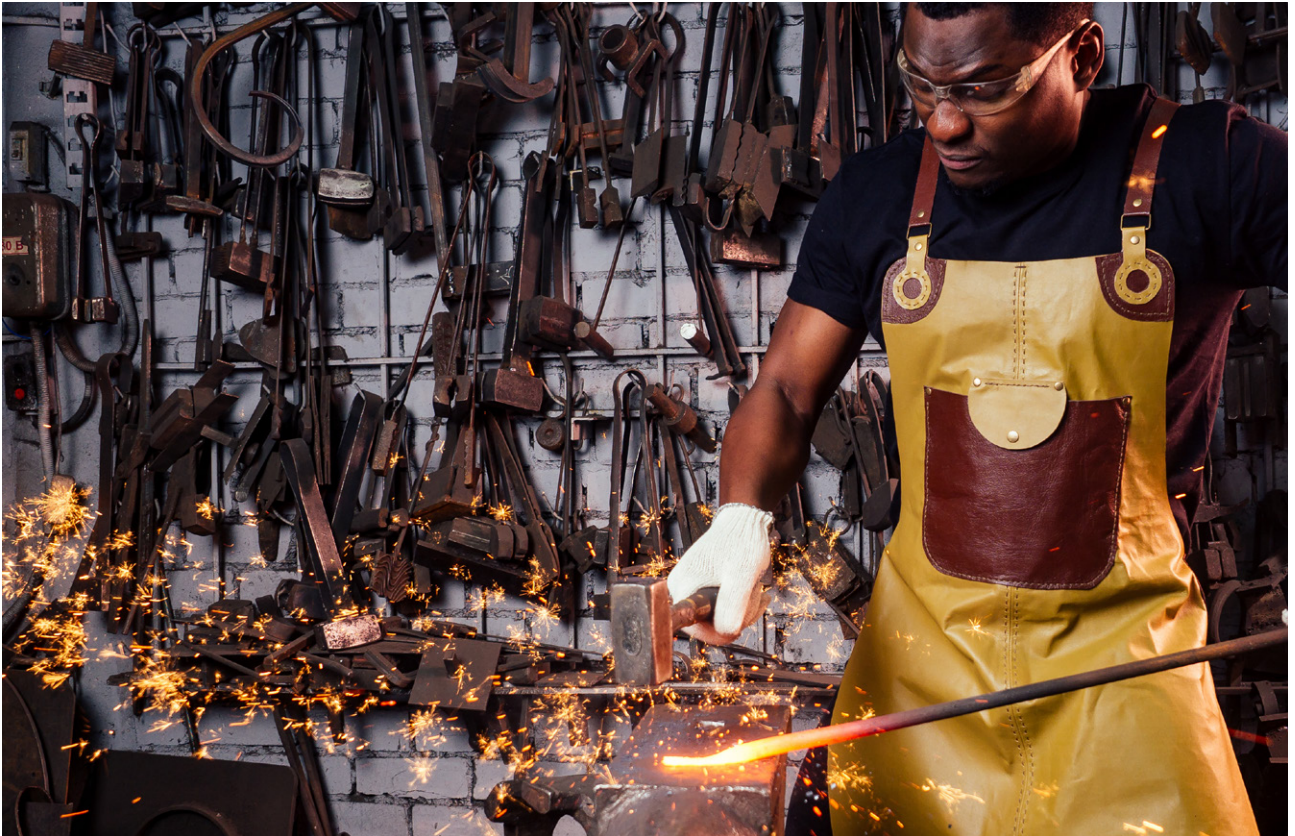
## 2.4 Intra-COMESA Trade as Percentage of Global COMESA Trade

Table 5 shows the share of intra-COMESA trade to total COMESA trade stood at 7%, a slight increase from 6% in 2018. Eritrea, Somalia, Rwanda, and Burundi registered an increase in their intra-regional trade as a share of their total trade in 2019. Eritrea had the highest share of intra-COMESA trade to its global trade at 38 percent, followed by Somalia (27 percent) and Rwanda (24 percent).

**Table 5: Intra-COMESA Trade as a percentage of Global COMESA Trade by Country (2011-2019)**

Reporter	2011	2012	2013	2014	2015	2016	2017	2018	2019
Burundi	19	19	31	18	18	24	19	22	19
Comoros	5	13	12	11	2	8	4	6	6
Congo DR	22	20	26	21	16	8	6	6	7
Djibouti	13	4	6	2	4	4	7	6	8
Egypt	3	4	4	3	3	3	3	3	4
Eritrea	13	12	4	11	9	14	17	13	38
Eswatini	3	1	4	6	6	6	6	6	6
Ethiopia	7	4	6	5	2	2	3	4	5
Kenya	14	12	12	10	11	12	12	12	12
Libya	6	4	4	4	6	7	4	3	7
Madagascar	5	5	4	4	5	5	6	4	4
Malawi	14	15	10	17	13	13	10	10	11
Mauritius	5	5	5	5	6	7	7	6	6
Rwanda	31	34	29	33	31	33	25	25	24
Seychelles	12	3	4	3	6	3	4	3	3
Somalia	24	13	26	24	22	2	8	7	27
Sudan	6	9	7	7	16	12	9	10	9
Tunisia	3	4	4	3	3	2	3	3	5
Uganda	21	14	14	17	17	16	17	15	13
Zambia	17	19	22	20	19	17	14	16	14
Zimbabwe	5	7	5	4	6	5	5	6	5
<b>COMESA</b>	<b>7</b>	<b>7</b>	<b>8</b>	<b>7</b>	<b>7</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>7</b>

Source: COMSTAT Database



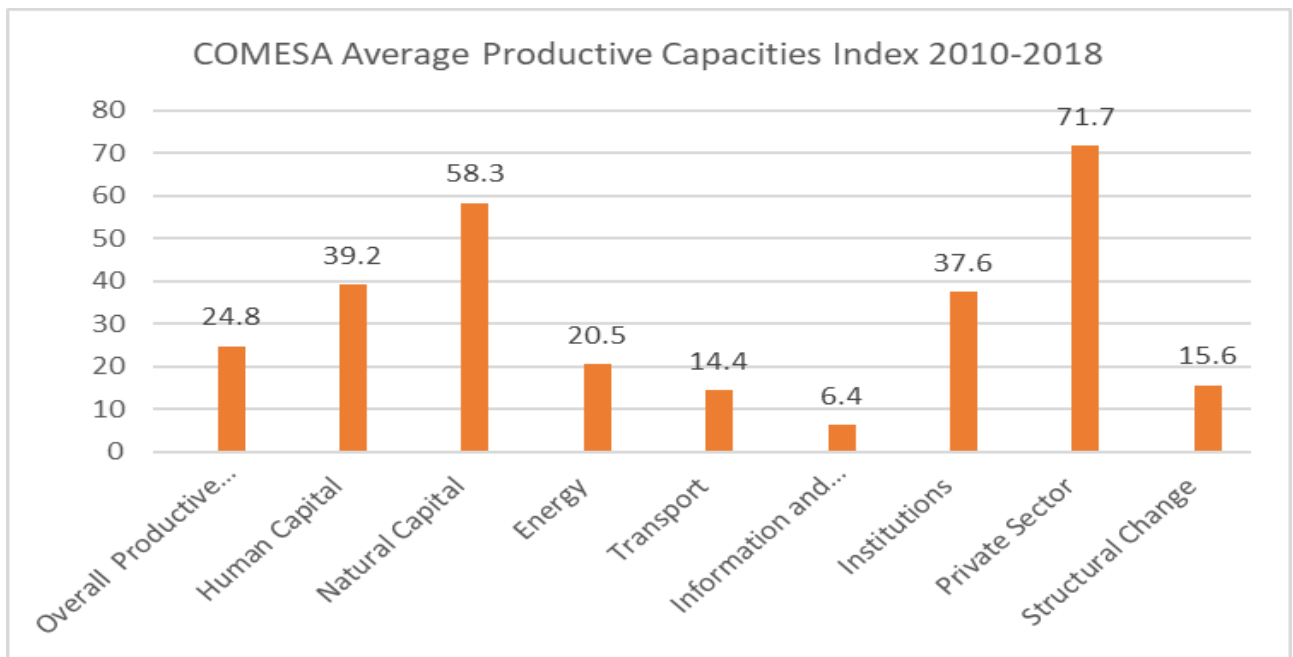
### 3. PRODUCTIVITY AND TRADE

Historically, international trade theories have attempted to explain the reasons why countries trade and the benefits derived from such transactions. For instance, classical or traditional theories, such as absolute advantage, comparative advantage, and Heckscher-Ohlin's factor endowments, argue that countries involve in cross border trade commerce largely because of the relative costs of production or factor endowments over other nations. Consequently, it has become imperative for nations to trade by exporting products that they have a comparative or competitive production factors and importing products that are scarce domestically. This partly explains why African countries largely export primary commodities and import processed or manufactured goods. On the other hand, modern trade theories stress that there are many factors beyond the relative costs of production or factor endowments. They argue that the gains from trade are heavily determined by imperfect competition, increasing economies of scale, technological advancement, tastes, and levels of per capita income in countries.

Differences in productivity is a major determinant of trade. Productivity is defined as the efficiency with which an entity such as a firm or industry, or at the aggregate level an economy, is using its resources (labour, materials, and capital) in the production process to generate output in the form of goods and services (Queensland Productivity Commission, 2016). According to Kim and Loayza (2017), the main determinants of productivity are; innovation, education, market efficiency, physical infrastructure, and institutional infrastructure.

Strong productive capacities are important determinants of the ability to produce goods and services (UNTAD, 2021). The UNCTAD's Productive Capacities Index measures the level of productive capacities in 193 economies. The index comprises of eight sub-indices namely, human capital, natural capital, energy, transport, ICTs, institutions, private sector, and structural change. Overall scores range from a minimum of 0 to a maximum of 100 (the boundaries are not included).

**Figure 2: COMESA's average productive capacity for the period 2010-2018.**



Source: Computed from UNCTADStats

COMESA's average overall productive capacities index was below average of 50 at 24.8. COMESA performs well in private sector and natural capital productive capacities with average scores of 71.7 and 58.3, respectively. It lags behind in information and communication technology productive capacities with an average score of 6.4 followed by transport (14.4), structural change (15.6), energy (20.5) institutions (37.6) and human capital (39.2).

This implies that COMESA is endowed with natural resources and firms and households can produce goods and services. However, physical infrastructure such as ICT, transport and energy are less developed and characterized by missing links. Compounding the challenges of weak physical infrastructure, time delays and hassles involved in trade facilitation constrain further private business and trade. The low development of physical infrastructure undermines the region's ability to increase productivity, competitiveness, and profitability through value addition, development of new technology etc. COMESA's economy is mainly agriculture based with limited structural transformation and hence limited diversification.

Table 6 shows COMESA average productive capacities index for the period 2010-2018.

**Table 6: COMESA Average Productive Capacities Index (2010-2018)**

Country	Overall	Human Capital	Natural Capital	Energy	Transport	ICT	Institutions	Private Sector	Structural Change
Burundi	20.0	35.1	67.4	14.8	11.0	3.8	27.6	65.2	9.7
Comoros	24.3	39.3	57.3	24.2	17.0	4.6	35.5	76.3	10.5
DRC	19.5	29.8	54.0	15.7	8.6	3.9	29.5	60.9	14.3
Djibouti	26.6	39.8	59.9	21.6	18.5	4.8	37.7	78.3	19.0
Egypt	28.4	45.5	51.7	29.5	11.5	8.8	36.6	80.8	20.7
Eritrea	21.6	29.1	67.5	19.4	17.0	3.1	20.7	65.6	17.4
Eswatini	26.6	39.2	56.3	21.4	14.2	6.4	41.6	73.7	19.4
Ethiopia	21.3	35.8	61.9	16.0	10.8	4.3	34.8	67.5	11.7
Kenya	24.8	40.6	57.0	18.2	11.7	5.7	41.2	74.4	16.6
Libya	25.7	46.3	61.3	21.7	16.8	9.2	18.5	75.5	15.2
Madagascar	21.9	34.4	63.0	19.1	7.4	4.0	38.0	76.2	15.1
Malawi	22.5	39.5	58.4	17.5	10.7	4.0	46.1	69.5	12.1
Mauritius	36.3	50.2	51.1	31.0	19.9	14.1	73.8	87.2	21.0
Rwanda	23.9	40.8	61.4	15.3	11.3	5.0	53.0	69.2	13.5
Seychelles	35.0	46.5	33.0	27.5	39.2	16.0	60.8	79.3	17.7
Somalia	17.7	29.7	72.7	16.6	14.0	4.0	5.8	74.8	11.3
Sudan	21.6	37.0	57.7	19.7	12.1	5.6	23.3	67.0	11.4
Tunisia	32.9	55.8	58.3	28.5	16.1	10.2	50.1	83.9	21.6
Uganda	23.9	36.6	63.3	17.3	10.8	5.1	41.9	69.8	16.3
Zambia	23.6	36.6	57.6	17.8	11.5	5.6	48.5	55.5	15.0
Zimbabwe	22.5	36.2	53.6	18.0	12.1	6.1	24.8	55.8	18.5
<b>COMESA</b>	<b>24.8</b>	<b>39.2</b>	<b>58.3</b>	<b>20.5</b>	<b>14.4</b>	<b>6.4</b>	<b>37.6</b>	<b>71.7</b>	<b>15.6</b>

Source: UNCTADStats



Mauritius has the highest overall index of 36.3 followed by Seychelles (35) and Tunisia (32.9). Somalia has the lowest overall index of 17.7 followed by DRC (19.5) and Burundi (20).

The average human capital productive capacity index of COMESA is 39.2. Tunisia has the highest human capital index of 55.8, followed by Mauritius (50.2) and Seychelles (46.5). The average natural capital index is 58.3, all Member States have natural capital productive index of above 50 except Seychelles with an index of 33.

The average energy productive capacity index is 20.5. Mauritius has the highest index of 31 followed by Egypt (29.5) and Tunisia (28.5). The average transport productive capacity index is 14.4. Seychelles has the highest transport index of 39.2, Mauritius (19.9) and Djibouti (18.5). The productive capacity in ICT is the lowest with an average of 6.4. Seychelles has the highest index of 16, Mauritius (14.1) and Tunisia (10.2). The average productive capacity in institutions is 37.6. There is a wide variation among Member States ranging from 73.8 in Mauritius and 5.8 in Somalia. The productive sector has the highest productive capacity of 71.7. All Member States have index of above 50, Mauritius has the highest index of 87.3, followed by Tunisia (83.9) and Egypt (80.8). The average structural change productive capacity is 15.6. Tunisia has the highest index of 21.6, followed by Mauritius (21) and Egypt (20.7).

Over the last two or three decades, successive Organization of African Union and AU summits have identified poor transport and communications infrastructure; deficient maintenance of road networks; and inflexibility, unreliability and inefficiency of rail transport, power supply and water as key factors holding back inter-REC and intra-REC trade.

According to Amjadi and Yeats (1995), transport cost provides a higher effective rate of protection than tariffs, and largely explains why sub-Saharan Africa has been marginalized from world trade. Limao and Venables (2000) estimated that a 10 percent decrease in transport costs, could lift trade volumes by up to 20 percent. Thus, regional cross-border infrastructure-in particular transport, energy and waterways have the potential to boost intra-regional trade and investment, unlock national and regional comparative advantages, and address the special needs of land-locked countries.

The World Bank (2006) estimated that Sub-Saharan Africa could gain in the range of US\$ 20 billion annually (US\$ 203 billion over 10 years) from trade-related infrastructure upgrading projects. As a result of the foregoing, COMESA has developed infrastructure development Programmes, which are aligned with the 2010-2015 AU/NEPAD African Action Plan. COMESA has prioritized four groups of infrastructure projects: transport and trade facilitation, air transport, lake transport and telecommunications.

For a successful FTA, NTBs and other administrative obstacles need to be removed, in addition to removal of tariffs. NTBs are a growing concern-including rent-seeking customs officials, police roadblocks and harassment by immigration officials. NTBs have an extensive scope as they impede intra-regional trade and serve the cause of protectionism (UNECA 2008). They also reflect the slow progress of regional integration agreements. Unattended, NTBs will curtail the benefits of greater market openness. According to Alaba (2006), NTB's constitute the greatest hindrances to trade integration. Article 49(1) of the COMESA Treaty calls on Member States to remove all existing NTBs to the import into that Member State of goods originating in the other Member States on the entry into force of the Treaty and thereafter refrain from imposing any further restrictions or prohibitions.

## 4. INTRA-COMESA TRADE POTENTIAL ANALYSIS

### 4.1 Trade Potential in Commodities

COMESA's nominal export trade values decreased by 13% from US\$ 128 billion in 2018 to US\$ 112 billion in 2019. However, the region's intra-exports were worth US\$ 10.9 billion in 2019 compared to a total of US\$ 112.2 billion of the region's total exports. This shows that the extra-exports from COMESA stood at US\$ 101.3 billion in 2019, implying that intra-COMESA exports were only 9.7 percent of the total exports in 2019. Out of the total extra-COMESA trade, exports were US\$ 101.3 billion, and imports were US\$ 200.7 billion. Extra-COMESA exports worth US\$ 0.1 billion did not match extra-COMESA imports. Using the ITC formula, COMESA export potential was US\$ 101.2 billion, which was the lesser value between extra-COMESA exports and Extra-COMESA imports less the non-import matching exports.

**Table 7: Extra-COMESA Trade, Values in US\$ Millions and Shares, 2019**

Country	Extra-COMESA Exports	Share of Extra-COMESA Exports	Extra-COMESA Imports	Share of Extra-COMESA Imports
Burundi	105.02	0.00	732.31	0.00
Comoros	43.66	0.00	192.60	0.00
Congo DR	12,216.98	0.12	8,081.97	0.04
Djibouti	288.94	0.00	1,116.19	0.01
Egypt	26,307.48	0.26	70,359.84	0.35
Eritrea	108.88	0.00	105.24	0.00
Eswatini	1,773.47	0.02	1,819.43	0.01
Ethiopia	1,684.37	0.02	15,409.07	0.08
Kenya	4,248.15	0.04	16,292.89	0.08
Libya	16,642.64	0.16	9,193.19	0.05
Madagascar	1,854.75	0.02	3,396.82	0.02
Malawi	690.48	0.01	2,691.90	0.01
Mauritius	1,663.17	0.02	5,437.50	0.03
Rwanda	550.50	0.01	2,752.20	0.01



Seychelles	803.68	0.01	1,384.45	0.01
Somalia	66.45	0.00	1,358.04	0.01
Sudan	3,590.92	0.04	9,458.33	0.05
Tunisia	15,713.38	0.15	32,214.94	0.16
Uganda	2,952.95	0.03	7,693.44	0.04
Zambia	5,813.08	0.06	6,525.20	0.03
Zimbabwe	4,140.58	0.04	4,517.68	0.02
<b>TOTAL</b>	<b>101,259.51</b>	<b>1.00</b>	<b>200,733.26</b>	

Source: Authors calculations from COMSTAT database

Table 7 shows the extra-COMESA exports and imports shares in 2019. COMESA exported goods worth US\$ 101.3 billion outside the region representing 50 percent of the total goods imported from outside COMESA valued at US\$ 200.7 billion. Egypt accounted for 26 percent of extra-COMESA exports, followed by Libya (16%), Tunisia (15%), and DR Congo (12%). The four Member States accounted for 69 percent of total extra-COMESA exports. This implies that Egypt, Libya, Tunisia, and DR Congo have the highest potential in boosting intra-COMESA exports. The four countries are also among the top six largest economies in GDP accounting for 55 percent of the total COMESA GDP in 2019 of US\$ 804,673 million. Egypt accounted for 38 percent, Libya, 7 percent, DR Congo 6 percent and Tunisia, 5 percent. The other largest economies in GDP terms are Ethiopia and Kenya accounting for 12 percent each. To complete the top 10 largest economies in GDP are Uganda (4 percent), Zambia (3 percent), Zimbabwe (3 percent) and Sudan (2 percent).

The following other top ten economies in GDP accounted for 23 percent of extra-COMESA exports; Zambia (6 percent), Kenya, Sudan and Zimbabwe, 4 percent each, Uganda (3 percent) and Ethiopia (2 percent). This shows that the top 10 largest economies accounted for 92 percent of the total extra-COMESA exports and 91 percent of COMESA GDP in 2019. This implies the remaining the 11 COMESA Member States accounted for 8 percent of extra-COMESA exports and 9 percent of COMESA GDP.

On extra-COMESA imports, Egypt accounted for 35 percent, Tunisia (16%), Ethiopia (8%), Kenya (8%), Libya (5%), Sudan (5%), Congo DR (4%), and Uganda (4%). Egypt and Tunisia accounted for 51 percent of the total extra-COMESA imports, when combined with Ethiopia, Kenya, Libya, and Sudan, the 6 Member States account for 77 percent. This shows that the six countries can play a significant role in boosting intra-COMESA imports if the potential that exists can be utilized.

As shown in the comparison of the COMESA Member States GDP, these leading countries in export trade potential are also among the top 10 largest economies in GDP terms. This shows that the size of the economy corresponds to the potential of the economy in increasing intra-COMESA trade except for Ethiopia which could be explained by the limitations in its foreign trade policy. This indicates a low level of trade integration in the COMESA region.

The trend of COMESA's trade pattern suggests a huge potential for increasing intra-trade. Using the 2019 figures, the potential is estimated at US\$ 101.1 billion if the total extra-COMESA exports, which match with any Member State's extra-COMESA imports can be traded among themselves.

The products that gives the region a huge overall comparative advantage include: nickel ores and concentrates, nickel mattes, waste and scrap, of nickel, unwrought zirconium, Cotton linters, live Atlantic

and pacific bluefin tuna, unrefined copper, cobalt oxides and hydroxides, ash containing precious metal or precious-metal compounds, industrial diamonds unworked, natural gas in gaseous state, smoked, frozen, dried, salted or in brine, sea cucumbers, copper ores and concentrates, cobalt ores and concentrates, monetary gold, tin ores and concentrates and copper mattes. These are products where the region has a huge potential not only to meet the region's demand but also to supply across the globe. However, for most of these products, their demand in the region is minimal given the huge production in the region. To increase intra-COMESA trade, there is need to sensitize Member States who import the products from outside the region to consider sourcing from within since there is sufficient production to cater for the region and beyond.

The products where the region has the highest potential are as listed in annex 1. These are products whose exports outside COMESA was almost the same as imports from outside the region. In 2019 the value of these products was US\$ 3.7 billion. The leading products were products of fish or crustaceans, unwrought lead, fresh or chilled tunas, leaks and other alliaceous vegetables, tomato sauces, textiles, fruit juices, wood, meat and vegetable products among others.

The analysis shows that there is lack of market information in the region, which leads to exports and imports of similar products by HS codes to/from outside the region.

## **4.2 Country-by-Country Trade Potential Analysis**

This section analyses the respective Member States' trade potential along commodity splits, which would enhance intra-COMESA trade. The analysis is undertaken at a 6-digit level. Trade value of US\$100,000 is used as the minimum value for each commodity's exports by each COMESA country. The detailed table of the country-by- country product exports and their potential is provided in Annex 2. In the analysis, some of the major commodity exports are not included, such as minerals and metals, as their intra-COMESA flows probably refer to trans-shipments.

It is notable that although some Member States may have the potential to increase intra-COMESA trade, the products they are able to trade within the region earn less than US\$ 100,000. The analysis therefore focused mainly on products with considerable trade potential of a minimum value of US\$ 100,000. However, it is acknowledged that extra-COMESA exports with less than US\$ 100,000 can significantly contribute to the growth of intra-COMESA trade. The analysis further assumes that the products whose ratio of the country specific product export to the total COMESA imports of the same product is between 0.75 and 1.25, has a higher potential to increase intra-COMESA trade. This is because the respective trade pattern of those products is almost equivalent to COMESA's demand of the same products.

### **Burundi**

Burundi has the potential to increase the intra-COMESA trade by US\$ 105 million by exporting its extra-COMESA exports to other Member States. However, among the extra-COMESA exported commodities, there was no specific commodity with at least US\$ 100,000 and a ratio close to unity when compared to the total COMESA imports of similar products.

### **Comoros**

Comoros has the potential to increase intra-COMESA trade by US\$ 43.6 million. Among its extra-COMESA exports, there is no commodity with a value of at least US\$ 100,000 and a ratio close to unity when compared to the total COMESA imports of similar products.

## DR Congo

The Democratic Republic of Congo has a potential to increase intra-COMESA trade by US\$ 12.2 billion. The products with the highest revealed potential are zinc dust, cobalt mattes and other intermediate products of cobalt metallurgy, unwrought cobalt, cobalt powders, Alkaloids of cinchona and their derivatives, salts thereof; and tungsten ores and concentrates.

## Djibouti

Djibouti has the potential to increase intra-COMESA trade by US\$ 288.9 million with highest potential in helicopters of an unladen weight  $\leq 2.000$  kg.

## Egypt

Egypt is the leading extra-COMESA exporter and has the highest potential to increase intra-COMESA trade by US\$ 26.3 billion. It has 69 products with highest export potential among them: coriander seeds, neither crushed nor ground; shampoos; portland cement (excl. white, whether or not artificially coloured); active yeasts; food preparations, n.e.s; unwrought lead, refined; moulded or pressed articles of paper pulp, n.e.s; fresh or chilled aubergines "eggplants"; woven fabrics containing predominantly, but  $< 85\%$  artificial staple fibres, mixed principally or solely with man-made filament, unbleached or bleached; and octopus "octopus spp.", smoked, frozen, dried, salted or in brine.

## Eritrea

Eritrea has the potential to increase intra-COMESA trade by US\$ 108.9 million if it exports its products to Member States importing the same. However, like Burundi and Comoros, most of its extra-COMESA exports are worth less than US\$ 100,000 and do not have ratios close to unity when compared to the total COMESA imports of similar products.

## Eswatini

Eswatini has the potential to enhance intra-COMESA trade by US\$ 1.8 billion. The highest potential is in 10 products including; women's or girls' trousers: bib and brace overalls; breeches and shorts of cotton (excl. knitted or crocheted, panties and swimwear; men's or boys' shirts of cotton; knitted or crocheted (excl. nightshirts; t-shirts; singlets and other vests); women's or girls' jackets and blazers of textile materials, knitted or crocheted (excl. of wool, fine animal hair, cotton or synthetic fibres, wind-jackets and similar articles); and coniferous wood incl. strips and friezes for parquet flooring, not assembled, continuously shaped "tongued, grooved, rebated, chamfered, v-jointed beaded, moulded, rounded or the like" along any of its edges, ends or faces, whether or not planed, sanded.

## Ethiopia

There is considerable potential for exports to the COMESA market for Ethiopian products. These are: dried, shelled chickpeas "garbanzos", whether or not skinned or split; chromium ores and concentrates; flour, meal and powder of peas, beans, lentils and the other dried leguminous vegetables of heading 0713; flours and meal of oil seeds or oleaginous fruit (excl. soya and mustard); manganese ores and concentrates, incl. ferruginous manganese ores and concentrates, with a manganese content of  $\geq 20\%$ , calculated on the dry weight; products of animal origin, n.e.s, dead animals, unfit for human consumption (excl. fish, crustaceans, molluscs or other aquatic invertebrates); pepper of the genus piper, crushed or ground; and fresh or chilled beans "vigna spp., phaseolus spp.", shelled or unshelled. If Ethiopia exports these products to other Member States importing the same outside COMESA, it has the potential to increase intra-COMESA trade by US\$ 1.7 billion.

## Kenya

Kenya has trade potential in 22 products that would enhance the intra-COMESA trade by US\$4.2 billion.

Among them are: tables for casino games, automatic bowling alley equipment, and other funfair, table or parlour games, incl. pintables (excl. operated by any means of payment, billiards, video game consoles and machines, and playing cards); fresh or chilled lamb carcasses and half-carcasses; men's or boys' jackets and blazers of synthetic fibres, knitted or crocheted (excl. wind-jackets and similar articles); jute and other textile bast fibres, raw or retted (excl. flax, true hemp and ramie); dried, shelled pigeon peas "cajanus cajan", whether or not skinned or split; coffee (excl. roasted and decaffeinated); beeswax, other insect waxes and spermaceti, whether or not refined or coloured; and frozen crustaceans, even smoked, fit for human consumption, whether in shell or not, incl. crustaceans in shell, cooked beforehand by steaming or by boiling in water (excl. rock lobster and other sea crawfish, lobsters, crabs, Norway lobsters, shrimps).

## Libya

Libya is the second largest extra-COMESA exporter. Diversion of its extra-COMESA exports to other Member States, would increase intra-COMESA trade by US\$ 16.6 billion. The products with the highest potential are greasy wool, incl. fleece-washed wool, neither carded nor combed (excl. shorn wool); spongy ferrous products, obtained from molten pig iron by atomisation, iron of a purity of  $\geq 99,94\%$ , in lumps, pellets or similar forms; and gold, incl. gold plated with platinum, unwrought, for non-monetary purposes (excl. gold in powder form).

## Madagascar

Madagascar has the potential to increase intra-COMESA exports by US\$ 1.8 billion. It has high trade potential in 11 products including: articles of precious or semi-precious stones "natural, synthetic or reconstructed", n.e.s; seaweeds and other algae, fresh, chilled, frozen or dried, whether or not ground, fit for human consumption; dried, shelled leguminous vegetables, whether or not skinned or split (excl. peas, chickpeas, beans, lentils, broad beans, horse beans and pigeon peas); Binder or baler twine, of sisal or other textile fibres of the genus agave; and dried onions, whole, cut, sliced, broken or in powder, but not further prepared.

## Malawi

Malawi has the potential to increase intra-COMESA trade by US\$ 690 million if it channels its exports to other Member States. Its export potential is in dried, shelled leguminous vegetables, whether or not skinned or split (excl. peas, chickpeas, beans, lentils, broad beans, horse beans and pigeon peas); raw hides and skins, fresh, or salted, dried, limed, pickled or otherwise preserved, whether or not dehaired, incl. bird skins without feathers or down (excl. tanned, parchment-dressed or further prepared, hides and skins of bovine "incl. buffalo" animals; cullet and other waste and scrap of glass; glass in the mass (excl. glass in the form of powder, granules or flakes); Groundnuts, shelled, whether or not broken (excl. seed for sowing, roasted or otherwise cooked); and tobacco refuse.

## Mauritius

Mauritius's extra COMESA exports have the potential to increase intra-COMESA trade by US\$ 1.7 billion. It has export potential in 22 products including: special garments for professional, sporting or other purposes, n.e.s, of cotton, knitted or crocheted; men's or boys' swimwear of synthetic fibres, knitted or crocheted; rum and other spirits obtained by distilling fermented sugarcane products; vanilla, crushed or ground; women's or girls' dresses of synthetic fibres, knitted or crocheted (excl. petticoats); Frozen swordfish "xiphias gladius"; and men's or boys' jackets and blazers of cotton, knitted or crocheted (excl. wind-jackets and similar articles).

## Rwanda

Rwanda has the potential to increase intra-COMESA trade by US\$ 550 million. The product with highest trade potential are rubies, sapphires and emeralds, worked, whether or not graded, but not strung, mounted

or set, rubies, sapphires and emeralds, worked, ungraded, temporarily strung for convenience of transport (excl. rubies, sapphires and emeralds, simply sawn or roughly; gold, incl. gold plated with platinum, unwrought, for non-monetary purposes (excl. gold in powder form); and fresh or chilled beans "vigna spp., phaseolus spp.", shelled or unshelled.

## **Seychelles**

Seychelles has the potential to increase intra-COMESA trade by US\$ 803 million. Its highest revealed potential is in fats and oils of fish and their fractions, whether or not refined (excl. liver oils and chemically modified); prepared or preserved tunas, skipjack and Atlantic bonito, whole or in pieces (excl. minced); nuts, fresh or dried, whether or not shelled or peeled (excl. coconuts, Brazil nuts, cashew nuts, almonds, hazelnuts, filberts, walnuts, chestnuts, pistachios, macadamia nuts, kola nuts and areca nuts); frozen yellowfin tunas "thunnus albacares"; and flours, meals and pellets of fish or crustaceans, molluscs or other aquatic invertebrates, unfit for human consumption.

## **Somalia**

Somalia has highest export potential in waste and scrap of primary cells, primary batteries and electric accumulators; spent primary cells, spent primary batteries and spent electric accumulators. If it would divert its extra-COMESA exports to other Member States, it has the potential to increase intra-COMESA trade by US\$ 66 million.

## **Sudan**

Sudan's products with a revealed export potential to COMESA are skins of sheep or lambs, in the wet state "incl. wet-blue", tanned, without wool on, whether or not split (excl. further prepared and pre-tanned only); and waste and scrap, of copper (excl. ingots or other similar unwrought shapes, of remelted copper waste and scrap, ashes and residues containing copper, and waste and scrap of primary cells, primary batteries and electric accumulators). Sudan can enhance intra-regional trade by US\$ 3.6 billion given that other Member States import similar products from outside the region.

## **Tunisia**

Tunisia is the third largest extra-COMESA exporter and has potential to enhance intra-COMESA trade by US\$15.7 billion. It has the highest number of products with trade potential at 60. These include: men's or boys' nightshirts and pyjamas of man-made fibres, knitted or crocheted (excl. vests and singlets); jerseys, pullovers, cardigans, waistcoats and similar articles, of cotton, knitted or crocheted (excl. wadded waistcoats); women's or girls' blouses, shirts and shirt-blouses of cotton (excl. knitted or crocheted and vests); winding wire for electrical purposes, of copper, insulated; special garments for professional, sporting or other purposes, n.e.s, of textile materials, knitted or crocheted (excl. of cotton and man-made fibres); overcoats, car coats, capes, cloaks, anoraks, incl. ski jackets, windcheaters, wind-jackets and similar articles of cotton, for men or boys, knitted or crocheted (excl. suits, ensembles, jackets, blazers, bib and brace overalls and trousers); and propane, liquefied.

## **Uganda**

Uganda's revealed export potential to COMESA is in gold, incl. gold plated with platinum, in semi-manufactured forms, for non-monetary purposes; and cullet and other waste and scrap of glass; glass in the mass (excl. glass in the form of powder, granules or flakes). It has an export potential of US\$ 2.9 billion, which if diverted to other COMESA Member States would enhance intra-regional trade.

## **Zambia**

Zambia has potential to increase intra-COMESA trade by US\$ 5.8 billion. The products with the highest export potential are cane molasses resulting from the extraction or refining of sugar; copper, refined,



unwrought (excl. copper in the form of billets, wire-bars, cathodes and sections of cathodes); maize seed for sowing; and wood, incl. strips and friezes for parquet flooring, not assembled, continuously shaped "tongued, grooved, rebated, chamfered, v-jointed beaded, moulded, rounded or the like" along any of its edges, ends or faces, whether or not planed, sanded or end-join.

## Zimbabwe

Zimbabwe has the potential to increase intra-COMESA trade by US\$ 4.1 billion. 11 of its export products have the highest trade potential. These include tar distilled from coal, from lignite or from peat, and other mineral tars, whether dehydrated or partially distilled, incl. reconstituted tars; fruits of the genus capsicum or of the genus pimenta, dried, neither crushed nor ground; fresh or dried avocados; cullet and other waste and scrap of glass; glass in the mass (excl. glass in the form of powder, granules or flakes); and tungsten ores and concentrates.



## 5. CHALLENGES, STRENGTHS AND OPPORTUNITIES TO UTILIZATION OF IDENTIFIED EXPORT TRADE POTENTIAL

### 5.1 Challenges to Utilization of COMESA Export Trade Potential

As highlighted in the background, intra-COMESA trade is still low at US\$ 10.9 billion representing 7 percent of its total trade. This prevails despite COMESA being an FTA and having a huge export trade potential of US\$ 101.1 billion in 2019. This section highlights some of the factors hindering intra-COMESA trade based on existing literature and previous surveys undertaken by the Secretariat.

Considerable potential for intra-regional trade remains unexploited mainly due to the following factors:

- i. Weak productive capacities mainly in human capital, transport, energy, ICT, institutions, and structural change
- ii. Prevalence of non-tariff barriers. The COMESA Council of Ministers has expressed concern that NTBs enforced by Member States in the form of cumbersome import licensing and other administrative measures undermines the COMESA FTA and the trade regime in general.

According to a survey by COMESA Secretariat in 2015, producers, exporters, importers, and other stakeholders identified key obstacles to intra-COMESA trade to include:

- i. Limited/lack of knowledge about COMESA programmes among the practitioners especially the private sector players;
- ii. Lack of information about the production capacity of other Member States. This generates doubts on the origin of products within the region;
- iii. Some players in the supply chain both on the part of importers and exporters do not recognize letters of credit and prefer transacting on cash basis. Although a letter of credit is the most secure way of effecting business transactions in cases where the importer is unable to make payment on the purchase and the bank covers the outstanding amount. Exporters/producers also lack market intelligence, which would help them build contacts and networks;
- iv. High cost of doing business especially the security of goods and banking transactions given that not all COMESA Member States are on the Regional Payment and Settlement System (REPSS) platform; high landing prices of regionally produced products due to deficient infrastructure, high labour costs, and lack of distribution networks; high cost of freight from the Island Member States to the inland markets due to transshipment attributed to lack of shipping lines from within the region (it takes about 30 days to ship goods from Mauritius to Mombasa, the same period it takes from China) and limited cargo from the Island destined to the Inland markets; unreliable (limited in number) and high cost of freight from some



- Member States due to transshipment, costly/limited or non-existent air flights across most Member States and limited air cargo flights to Member States; and high costs of bonded warehouses especially along the coasts;
- v. Variances in the documentations required by respective Member States' agencies involved in clearance of goods at border points;
  - vi. Limited access to credit for manufacturers within the region. International banks are not comfortable lending to manufacturers within the region due to the perceived high financial risks;
  - vii. Laxity of some Member States in implementing agreed COMESA trade rules. Some Member States are implementing anti-dumping duties on products from other Member States without taking appropriate measures;
  - viii. Competition for COMESA originating products with cheap and low standard products from China and Eastern Asia in the COMESA market;
  - ix. Inefficiency at various customs entry points. The One-Stop-Border post initiative in some border points do not function as it was envisaged. Goods clearance still takes long resulting into additional costs to traders;
  - x. Inefficiency in the railway infrastructure within the region. This has driven most traders to use of trucks which are limited in the quantity of goods that can be carried at a given time. The high logistic costs add to the price of the products, which affects the competitiveness within the region;
  - xi. There is generally little demand for high quality products in the region. Consumers prefer relatively cheap, low-quality products from China and India than high quality products from the region. Consequently, producers of high-quality products are forced to divert their trade to high-end markets outside the region; and
  - xii. Some connecting countries (those between importing and exporting countries) are not yet integrated in the FTA and therefore duties are still imposed on the goods before reaching their destination.

## 5.2 Strengths and Opportunities for Exploitation of COMESA Export Trade Potential

Despite the challenges, there exists some strengths in COMESA that can help in exploitation of export trade potential. These include:

- a. Utilization of regional integration support facilities such as COMESA Adjustment Facility (CAF) whose objective is to provide adjustment support to implement regional integration and trade related programmes in Member States;
- b. COMESA Aid for Trade which aims at supporting and strengthening the implementation of regional integration policies and programmes by enhancing coordination and effectiveness within and among regional and national institutions, supporting identification and elimination of outstanding regional and national structural and capacity constraints that continually undermine the region's ability to gain from trade liberalization opportunities among others;
- c. Regional Integration Support Mechanism (RISM), which is embedded in the COMESA (CAF) and aims to assist countries from Eastern and Southern Africa and Indian Ocean (ESA-IO) through provision of additional resources that support implementation of regional integration and trade related programmes at Member States level;
- d. Regional Payment and Settlement System (REPSS) which eases payment settlement within the region, and the Eastern and Southern African Trade and Development Bank (TDB), which facilitates trade financing.



Opportunities for exploiting export trade potential include: enhancing COMESA's productive capacities; sensitizing consumers on availability of quality products from the COMESA region; building sufficient cold rooms and warehouses in potential markets for the sea food; establishing tailor-made production lines for products that are demanded by other COMESA Member States; developing local distribution networks; reviving the COMESA Trade Fairs which would bring producers and importers together to showcase their products; initiating business forums in clusters for traders to discuss business opportunities and build linkages/networks; undertaking market intelligence survey on the mechanisms of enhancing the dissemination of market information to both prospective importers and producers; developing a trade information system/catalogue of products produced by various companies within the region and sharing information with Member States; fast tracking the development of a regional shipping line not only to serve the region but also facilitate exports and imports to other global markets among others.

## 6.

# CONCLUSIONS AND POLICY IMPLICATIONS

## 6.1 Conclusion

Intra-COMESA trade has registered remarkable growth since 2005 from US\$ 4.4 billion to US\$ 10.9 billion in 2019. However, most COMESA Member States trade more with countries outside the region. Using the 2019 statistics, intra-COMESA trade could expand by about US\$ 101.1 billion if the extra-COMESA exports could be diverted to the region. If at least 50 percent of the current extra-COMESA exports were to be redirected within the region, intra-COMESA trade would increase by US\$ 50.5 billion. This is because COMESA Member States have trade relations with countries outside the region hence they cannot divert the entire trade potential to the COMESA region unless they significantly expand their production capacities to meet both internal and external demands.

The products whose ratio of extra-COMESA exports to imports is close to one and have exports values of more than US\$ 100,000 would enhance intra-COMESA trade by about US\$ 3.7 billion. Some of the products with the highest intra-COMESA potential include: Products of fish or crustaceans, molluscs or other aquatic invertebrates, dead fish, crustaceans, molluscs or other aquatic invertebrates; Unwrought lead; Fresh or chilled albacore or long finned tunas; Leeks and other alliaceous vegetables, fresh or chilled; Tomato ketchup and other tomato sauces; Men's or boys' trousers, bib and brace overalls, breeches and shorts, of wool or fine animal hair; Women's or girls' dresses of textile materials; Mixtures of fruit juices, incl. grape must, and vegetable juices, unfermented, whether or not containing added sugar or other sweetening matter; Zinc dust; and Wood in the rough, treated with paint, stains, creosote or other preservatives.

COMESA has a huge overall comparative advantage to supply the region and world in products such as; nickel ores and concentrates, cottons linters, live Atlantic and pacific bluefin tuna, unrefined copper, cobalt oxides and hydroxides, ash containing precious metal or precious-metal compounds, industrial diamonds, natural gas, sea cucumbers, copper ores and concentrates, cobalt ores and concentrates, monetary gold, tin ores and concentrates and copper mattes.

Among the 21 Member States, seven accounts for about 83.9 percent of the total intra-COMESA trade potential. Egypt has the highest trade potential, which would increase intra-COMESA trade by US\$ 26.3 billion followed by Libya (US\$16.6 billion), Tunisia (US\$15.7 billion), DR Congo (US\$12.2 billion), Zambia (US\$5.8 billion), Kenya (US\$4.2 billion) and Zimbabwe (US\$ 4.1 billion).

COMESA's average overall productive capacities index for the period 2010-2018 was below average at 24.8. COMESA performed well in private sector and natural capital productive capacities and lagged behind in information and communication technology, transport, structural change, energy, institutions, and human capital.

The intra-COMESA trade potential is constrained by weak productive capacities, the presence of non-tariff barriers, lack of market information on available products, poor infrastructure connectivity within the

region, high freight, and transport, problems in settling of payments, slow implementation of COMESA FTA agreement, trading of similar products, high landing prices of regionally produced products due to deficient infrastructure, high labour costs, lack of distribution networks, and little demand for high quality products among COMESA Member States.

## 6.2 Policy Implications

1. To exploit the huge export trade potential in the COMESA region and based on the study findings, Member States and the Secretariat could consider enhancing the productive capacities to improve productivity through:
  - a) Developing and investing in physical infrastructure such as transport networks, energy, and ICT. Complementing infrastructure investments with trade facilitation measures for intra-regional trade;
  - b) Harmonization and reforming transport-related standards and policies affecting trade and eliminating obstacles to the free movement of goods and services including service providers;
  - c) Investing in priority regional infrastructure projects to fill missing links in the networks that will create stronger and better-connected networks and help unlock economies of scale and sharpen competitiveness in COMESA;
  - d) Facilitating research and development to produce new innovations and increase the stock of knowledge in the region by providing adequate funding for collaborative research between the private sector, universities, and research institutions. This will enable absorption of new technology by the private sector;
  - e) Enhancing human capital by providing workers with knowledge and skills through education and training. This would increase individuals and firm's ability to innovate and adopt new technologies;
  - f) Developing favourable policies and ensuring policy certainty and coherence to support favourable environment for business and investment; and
  - g) Embracing structural transformation through industrial development and development of the services sector. This will enable diversification of the economies and reduce susceptibility to shocks.
2. Strengthen marketing to facilitate penetration of the local distribution networks through organizing trade fairs and business forums in clusters.
3. Developing a regional supply chain strategy for regional manufacturers, as well as setting up trading houses to facilitate distribution of goods, developing a trade information system/catalogue of products produced by various companies and the information made available to Member States.
4. Undertaking a market intelligence survey on the mechanisms of enhancing the dissemination of market information to both prospective importers and producers.
5. Operationalization of and promotion of the Trade Information Portal developed to mitigate Covid-19 effects to share information on available products and markets in the region.
6. Supporting small scale businesses to integrate into regional value chains in products such as textile, leather and leather products, wood and paper, agro-foods such as milk and dairy products, sugar, beverages, vegetables, fruit, nuts and rice or could become distribution hubs.
7. Member States to be encouraged to use available regional integration support facilities such as COMESA Adjustment Facility, COMESA Aid for Trade and Regional Integration Support Mechanism (RISM).

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# ANNEXES

## Annex 1: Products with Highest Export Trade Potential in COMESA

Extra-COMESA exports and imports by product, 2019 values US\$				
HS	Product Description	Exports	Imports	Ratio
051191	Products of fish or crustaceans, molluscs, or other aquatic invertebrates; dead fish, crustaceans, molluscs or other aquatic invertebrates, unfit for human consumption	20,763,570.14	16,561,721.40	1.25
780199	Unwrought lead (excl. refined lead and lead containing by weight antimony as the principal other element)	25,458,867.70	20,309,161.20	1.25
030231	Fresh or chilled albacore or longfinned tunas "thunnus alalunga"	20,864.88	16,692.80	1.25
070390	Leeks and other alliaceous vegetables, fresh or chilled (excl. onions, shallots and garlic)	563,357.21	451,452.64	1.25
210320	Tomato ketchup and other tomato sauces	31,048,826.83	25,081,373.26	1.24
620341	Men's or boys' trousers, bib and brace overalls, breeches and shorts, of wool or fine animal hair (excl. knitted or crocheted, underpants and swimwear)	8,302,301.54	6,713,822.42	1.24
620449	Women's or girls' dresses of textile materials (excl. of wool, fine animal hair, cotton or man-made fibres, knitted or crocheted and petticoats)	33,397,332.62	27,153,886.00	1.23
200990	Mixtures of fruit juices, incl. grape must, and vegetable juices, unfermented, whether or not containing added sugar or other sweetening matter (excl. containing spirit)	34,464,363.56	28,399,953.06	1.21
790310	Zinc dust	2,133,022.87	1,764,649.14	1.21
440310	Wood in the rough, treated with paint, stains, creosote or other preservatives (excl. rough-cut wood for walking sticks, umbrellas, tool shafts and the like; wood in the form of railway sleepers; wood cut into boards or beams, etc.)	10,094,337.76	8,407,326.40	1.20
110430	Germ of cereals, whole, rolled, flaked or ground	73,742.87	61,830.14	1.19
030357	Frozen swordfish "xiphias gladius"	350,675.33	294,146.03	1.19
620453	Women's or girls' skirts and divided skirts of synthetic fibres (excl. knitted or crocheted and petticoats)	3,031,028.03	2,542,784.23	1.19

Extra-COMESA exports and imports by product, 2019 values US\$				
HS	Product Description	Exports	Imports	Ratio
482370	Moulded or pressed articles of paper pulp, n.e.s.	4,008,551.21	3,388,048.18	1.18
482030	Binders (other than book covers), folders and file covers, of paper or paperboard	4,539,945.83	3,861,050.78	1.18
854420	Coaxial cable and other coaxial electric conductors, insulated	259,528,825.51	221,481,658.41	1.17
411520	Parings and other waste of leather or of composition leather, not suitable for the manufacture of leather articles; leather dust, powder and flour	301,048.79	258,014.05	1.17
560749	Twine, cordage, ropes and cables of polyethylene or polypropylene, whether or not plaited or braided and whether or not impregnated, coated, covered or sheathed with rubber or plastics (excl. binder or baler twine)	7,399,602.42	6,364,782.64	1.16
700210	Glass in balls, unworked (excl. glass microspheres <= 1 mm in diameter, glass balls of the nature of a toy)	71,234.08	61,667.79	1.16
530310	Jute and other textile bast fibres, raw or retted (excl. flax, true hemp and ramie)	2,057,858.46	1,785,514.62	1.15
610432	Women's or girls' jackets and blazers of cotton, knitted or crocheted (excl. wind-jackets and similar articles)	2,120,177.86	1,842,829.22	1.15
210230	Prepared baking powders	3,774,456.35	3,289,084.45	1.15
880211	Helicopters of an unladen weight <= 2,000 kg	24,830,343.94	21,701,102.40	1.14
620442	Women's or girls' dresses of cotton (excl. knitted or crocheted and petticoats)	19,766,532.20	17,492,641.15	1.13
080930	Fresh peaches, incl. nectarines	21,105,473.96	18,824,526.83	1.12
270111	Anthracite, whether or not pulverised, non-agglomerated	23,370,764.92	20,943,780.98	1.12
030342	Frozen yellowfin tunas "thunnus albacares"	40,673,715.37	36,456,882.34	1.12
551621	Woven fabrics containing predominantly, but < 85% artificial staple fibres, mixed principally or solely with man-made filament, unbleached or bleached	551,903.27	494,752.91	1.12
121221	Seaweeds and other algae, fresh, chilled, frozen or dried, whether or not ground, fit for human consumption	406,195.36	365,819.35	1.11
250610	Quartz (excl. quartz sands)	3,679,227.89	3,334,000.56	1.10
140490	Vegetable products n.e.s	4,648,264.42	4,221,808.92	1.10



Extra-COMESA exports and imports by product, 2019 values US\$				
HS	Product Description	Exports	Imports	Ratio
481820	Handkerchiefs, cleansing or facial tissues and towels, of paper pulp, paper, cellulose wadding or webs of cellulose fibres	18,678,851.36	16,977,014.86	1.10
070992	Fresh or chilled olives	20,617.21	18,799.72	1.10
701939	Webs, mattresses, boards and similar nonwoven products, of glass fibres (excl. mats and thin sheets "voiles")	6,124,122.92	5,587,308.27	1.10
040719	Fertilised birds' eggs for incubation (excl. of domestic fowls)	567,399.26	517,952.36	1.10
170260	Fructose in solid form and fructose syrup, not containing added flavouring or colouring matter and containing in the dry state > 50% by weight of fructose (excl. chemically pure fructose and invert sugar)	645,317.34	589,334.96	1.09
070320	Garlic, fresh or chilled	25,460,488.57	23,332,812.66	1.09
611211	Track-suits of cotton, knitted or crocheted	3,704,955.97	3,396,190.29	1.09
540761	Woven fabrics of yarn containing >= 85% by weight of non-textured polyester filaments, incl. monofilament of >= 67 decitex and a maximum diameter of <= 1 mm	48,262,917.53	44,270,672.28	1.09
220710	Undenatured ethyl alcohol, of actual alcoholic strength of >= 80%	22,784,391.55	20,919,597.73	1.09
760429	Bars, rods and solid profiles, of aluminium alloys, n.e.s.	139,141,530.70	128,344,683.09	1.08
160529	Shrimps and prawns, prepared or preserved, in airtight containers (excl. smoked)	683,096.58	633,559.31	1.08
030381	Frozen dogfish and other sharks	33,747.75	31,591.52	1.07
390450	Vinylidene chloride polymers, in primary forms	639,415.49	602,098.61	1.06
420232	Wallets, purses, key-pouches, cigarette-cases, tobacco-pouches and similar articles carried in the pocket or handbag, with outer surface of plastic sheeting or textile materials	5,528,608.72	5,223,181.32	1.06
210130	Roasted chicory and other roasted coffee substitutes, and extracts, essences and concentrates thereof	1,984,910.14	1,879,416.46	1.06
070521	Fresh or chilled witloof chicory	40,476.56	38,330.59	1.06
880220	Aeroplanes and other powered aircraft of an unladen weight <= 2.000 kg (excl. helicopters and dirigibles)	7,077,470.94	6,702,910.13	1.06

Extra-COMESA exports and imports by product, 2019 values US\$				
HS	Product Description	Exports	Imports	Ratio
040900	Natural honey	7,876,091.53	7,503,545.21	1.05
281410	Anhydrous ammonia	86,470,937.26	82,528,107.44	1.05
721230	Flat-rolled products of iron or non-alloy steel, of a width of < 600 mm, hot-rolled or cold-rolled "cold-reduced", tinned (excl. electrolytically plated or coated with zinc)	9,426,527.98	9,025,252.12	1.04
251710	Pebbles, gravel, broken or crushed stone, for concrete aggregates, for road metalling or for railway or other ballast, shingle and flint, whether or not heat-treated	2,932,900.88	2,824,894.58	1.04
060314	Fresh cut chrysanthemums and buds, of a kind suitable for bouquets or for ornamental purposes	1,164,077.07	1,122,500.17	1.04
620323	Men's or boys' ensembles of synthetic fibres (excl. knitted or crocheted, ski ensembles and swimwear)	4,085,677.75	3,941,067.29	1.04
170113	Raw cane sugar, in solid form, not containing added flavouring or colouring matter, obtained without centrifugation, with sucrose content 69 to 93 degrees, containing only natural anhydrous microcrystals (see subheading note 2.)	164,805,324.35	159,086,435.19	1.04
830790	Flexible tubing of base metal other than iron or steel, with or without fittings	6,291,219.98	6,084,712.23	1.03
392020	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl.	172,139,495.37	167,051,963.29	1.03
310221	Ammonium sulphate (excl. that in pellet or similar forms, or in packages with a gross weight of <= 10 kg)	26,284,670.68	25,556,142.41	1.03
610829	Women's or girls' briefs and panties of textile materials, knitted or crocheted (excl. cotton or man-made fibres)	6,220,685.78	6,068,480.67	1.03
970200	Original engravings, prints and lithographs	44,662.75	43,615.30	1.02
030442	Fresh or chilled fillets of trout "salmo trutta, oncorhynchus mykiss, oncorhynchus clarki, oncorhynchus aguabonita, oncorhynchus gilae, oncorhynchus apache and oncorhynchus chrysogaster"	10,197.91	10,005.72	1.02

Extra-COMESA exports and imports by product, 2019 values US\$				
HS	Product Description	Exports	Imports	Ratio
391610	Monofilament of which any cross-sectional dimension > 1 mm, rods, sticks and profile shapes, of polymers of ethylene, whether or not surface-worked but not further worked	990,579.14	974,375.67	1.02
940430	Sleeping bags, whether or non-electrically heated	1,482,949.54	1,467,911.02	1.01
970110	Paintings, e.g. oil paintings, watercolours and pastels, and drawings executed entirely by hand (excl. technical drawings and the like of heading 4906, and hand-painted or hand-decorated manufactured articles)	4,589,966.85	4,548,860.78	1.01
731812	Wood screws of iron or steel (excl. coach screws)	5,214,157.57	5,193,500.05	1.00
200520	Potatoes, prepared or preserved otherwise than by vinegar or acetic acid (excl. frozen)	20,360,019.57	20,320,853.87	1.00
630319	Curtains, incl. drapes, and interior blinds, curtain or bed valances, knitted or crocheted (excl. of synthetic fibres, awnings and sunblinds)	3,955,081.78	3,975,979.88	0.99
091099	Spices (excl. pepper of the genus piper, fruit of the genus capsicum or of the genus pimenta, vanilla, cinnamon, cinnamontree flowers, clove "wholefruit", clove stems, nutmeg, mace, cardamoms, seeds of anise, badian, fennel, coriander, cumin and caraway,	20,166,130.14	20,490,377.38	0.98
720390	Spongy ferrous products, obtained from molten pig iron by atomisation, iron of a purity of >= 99,94%, in lumps, pellets or similar forms	9,523,573.92	9,726,923.74	0.98
020110	Carcases or half-carcases of bovine animals, fresh or chilled	2,094,268.85	2,141,577.11	0.98
620213	Women's or girls' overcoats, raincoats, car coats, capes, cloaks and similar articles, of man-made fibres (excl. knitted or crocheted)	1,625,363.29	1,667,267.42	0.97
293920	Alkaloids of cinchona and their derivatives; salts thereof	1,359,417.73	1,394,860.67	0.97
110610	Flour, meal and powder of peas, beans, lentils and the other dried leguminous vegetables of heading 0713	762,609.71	784,011.81	0.97
840690	Parts of steam and other vapour turbines, n.e.s.	14,607,577.74	15,068,088.24	0.97

**Extra-COMESA exports and imports by product, 2019 values US\$**

HS	Product Description	Exports	Imports	Ratio
411310	Leather further prepared after tanning or crusting "incl. parchment-dressed leather", of goats or kids, without wool or hair on, whether or not split (excl. chamois leather, patent leather and patent laminated leather, and metallised leather)	7,844,179.68	8,135,948.99	0.96
300650	First-aid boxes and kits	7,253,376.81	7,651,569.44	0.95
390529	Vinyl acetate copolymers, in primary forms (excl. in aqueous dispersion)	5,187,885.43	5,484,698.42	0.95
020890	Fresh, chilled or frozen meat and edible offal of pigeons, game, reindeer and other animals (excl. bovine animals, swine, sheep, goats, horses, asses, mules, hinnies, poultry "fowls of the species gallus domesticus, ducks, geese, turkeys, guinea fowl", ra	124,346.30	131,597.84	0.94
610230	Women's or girls' overcoats, car coats, capes, cloaks, anoraks, incl. ski jackets, windcheaters, wind-jackets and similar articles of man-made fibres, knitted or crocheted (excl. suits, ensembles, jackets, blazers, dresses, skirts, divided skirts, trouser	878,725.98	930,895.69	0.94
310430	Potassium sulphate (excl. that in tablets or similar forms, or in packages with a gross weight of <= 10 kg)	46,831,966.39	49,734,355.91	0.94
530129	Flax, hackled or otherwise processed, but not spun (excl. broken, scutched and retted flax)	18,985,488.96	20,287,280.61	0.94
110812	Maize starch	20,760,498.84	22,249,345.96	0.93
160431	Caviar	359,999.20	389,787.59	0.92
961900	Sanitary towels (pads) and tampons, napkins and napkin liners for babies, and similar articles, of any material	181,768,699.10	197,863,770.28	0.92
400270	Ethylene-propylene diene rubber "epdm", non-conjugated, in primary forms or in plates, sheets or strip	1,139,268.97	1,248,042.28	0.91
620719	Men's or boys' underpants and briefs of textile materials (excl. cotton and knitted or crocheted)	5,452,243.67	5,996,143.78	0.91
280910	Diphosphorus pentaoxide	23,197.11	25,515.06	0.91
200791	Citrus fruit jams, jellies, marmalades, purées or pastes, obtained by cooking, whether or not containing added sugar or other sweetening matter (excl. homogenised preparations of subheading 2007.10)	4,587,186.23	5,059,703.93	0.91

Extra-COMESA exports and imports by product, 2019 values US\$				
HS	Product Description	Exports	Imports	Ratio
960810	Ball-point pens	23,009,341.63	25,436,103.25	0.90
010614	Live rabbits and hares	2,000.00	2,211.57	0.90
670419	False beards, eyebrows and eyelashes, switches and the like, of synthetic textile materials (excl. complete wigs)	4,289,885.94	4,746,786.06	0.90
550520	Waste of artificial staple fibres, incl. noils, yarn waste and garnetted stock	130,245.80	144,308.44	0.90
880330	Parts of aeroplanes or helicopters, n.e.s. (excl. those for gliders)	430,762,029.68	479,014,411.60	0.90
021019	Meat of swine, salted, in brine, dried or smoked (excl. hams, shoulders and cuts thereof, with bone in, and bellies and cuts thereof)	563,249.18	630,745.97	0.89
940360	Wooden furniture (excl. for offices, kitchens and bedrooms, and seats)	176,025,442.61	197,467,856.16	0.89
681181	Corrugated sheets of cellulose fibre-cement or the like, not containing asbestos	1,950,328.07	2,192,193.13	0.89
711590	Articles of precious metal or of metal clad with precious metal, n.e.s.	330,498.02	372,360.41	0.89
620113	Men's or boys' overcoats, raincoats, car coats, capes, cloaks and similar articles, of man-made fibres (excl. knitted or crocheted)	2,074,223.42	2,337,011.82	0.89
020319	Fresh or chilled meat of swine (excl. carcasses and half-carcasses, and hams, shoulders and cuts thereof, with bone in)	486,460.01	548,155.40	0.89
540412	Polypropylene monofilament of >= 67 decitex and with a cross sectional dimension of <= 1 mm (excl. elastomers)	771,563.33	876,985.20	0.88
440139	Sawdust and wood waste and scrap, whether or not agglomerated in logs, briquettes or similar forms (excl. pellets)	723,682.75	823,257.82	0.88
845012	Household or laundry-type washing machines, with built-in centrifugal drier (excl. fully-automatic machines)	2,522,178.81	2,876,946.38	0.88
920999	Parts and accessories for musical instruments "e.g. mechanisms for musical boxes, cards, discs and rolls for mechanical instruments" n.e.s.; metronomes, tuning forks and pitch pipes of all kinds (excl. musical instrument strings and arts and accessories f	16,978,312.25	19,450,170.93	0.87
170240	Glucose in solid form and glucose syrup, not containing added flavouring or colouring matter, and containing in the dry state >= 20% and < 50% by weight of fructose (excl. invert sugar)	5,609,579.68	6,427,996.28	0.87



**Extra-COMESA exports and imports by product, 2019 values US\$**

HS	Product Description	Exports	Imports	Ratio
630520	Sacks and bags, for the packing of goods, of cotton	976,522.56	1,120,265.13	0.87
871200	Bicycles and other cycles, incl. delivery tricycles, not motorised	30,896,469.01	35,609,531.92	0.87
350300	Gelatin, whether or not in square or rectangular sheets, whether or not surface-worked or coloured, and gelatin derivatives; isinglass; other glues of animal origin (excl. those packaged as glue for retail sale and weighing net <= 1 kg, and casein glues o	11,105,391.06	12,832,866.15	0.87
854449	Electric conductors, for a voltage <= 1.000 v, insulated, not fitted with connectors, n.e.s.	467,881,856.78	541,648,768.17	0.86
511190	Woven fabrics containing predominantly, but < 85% carded wool or carded fine animal hair by weight (excl. those mixed principally or solely with synthetic or artificial filaments or staple fibres)	301,721.32	350,110.25	0.86
610349	Men's or boys' trousers, bib and brace overalls, breeches and shorts of textile materials, knitted or crocheted (excl. of wool, fine animal hair, cotton or synthetic fibres, swimwear and underpants)	8,461,342.72	9,868,048.81	0.86
330520	Preparations for permanent waving or straightening	3,938,237.49	4,647,289.41	0.85
090230	Black fermented tea and partly fermented tea, whether or not flavoured, in immediate packings of <= 3 kg	16,931,800.53	19,980,331.49	0.85
620422	Women's or girls' ensembles of cotton (excl. knitted or crocheted, ski overalls and swimwear)	2,982,738.08	3,532,800.48	0.84
251730	Tarred macadam	19.80	23.46	0.84
700319	Cast glass and rolled glass, in non-wired sheets, not otherwise worked (excl. glass coloured throughout the mass "body tinted", opacified, flashed or having an absorbent, reflecting or non-reflecting layer)	2,082,944.94	2,470,388.49	0.84
310530	Diammonium hydrogenorthophosphate "diammonium phosphate" (excl. that in tablets or similar forms, or in packages with a gross weight of <= 10 kg)	114,047,526.76	136,214,915.32	0.84
900311	Frames and mountings for spectacles, goggles or the like, of plastics	6,772,776.42	8,091,744.61	0.84
890391	Sailboats and yachts, with or without auxiliary motor, for pleasure or sports	19,032,594.88	22,759,799.07	0.84

Extra-COMESA exports and imports by product, 2019 values US\$				
HS	Product Description	Exports	Imports	Ratio
732310	Iron or steel wool; pot scourers and scouring or polishing pads, gloves and the like, of iron or steel	2,936,963.57	3,520,951.89	0.83
620459	Women's or girls' skirts and divided skirts of textile materials (excl. of wool, fine animal hair, cotton or synthetic fibres, knitted or crocheted and petticoats)	5,936,591.66	7,186,659.50	0.83
844842	Reeds for looms, healds and heald-frames	653,337.99	792,316.63	0.82
200599	Vegetables and mixtures of vegetables, prepared or preserved otherwise than by vinegar, non-frozen (excl. preserved by sugar, homogenised vegetables of subheading 2005.10, and tomatoes, mushrooms, truffles, potatoes, peas "pisum sativum", beans "vigna, ph	3,183,785.49	3,863,622.52	0.82
620339	Men's or boys' jackets and blazers of textile materials (excl. of wool, fine animal hair, cotton or synthetic fibres, knitted or crocheted, and wind-jackets and similar articles)	10,851,917.39	13,174,707.58	0.82
880400	Parachutes, incl. dirigible parachutes and paragliders, and rotochutes; parts thereof and accessories thereto, n.e.s.	140,678.98	171,209.63	0.82
170490	Sugar confectionery not containing cocoa, incl. white chocolate (excl. chewing gum)	56,656,330.99	68,964,302.13	0.82
160420	Prepared or preserved fish (excl. whole or in pieces)	10,345,437.89	12,620,876.78	0.82
110811	Wheat starch	602,493.82	736,249.06	0.82
520547	Multiple "folded" or cabled cotton yarn, of combed fibres, containing >= 85% cotton by weight and with a linear density of 83,33 decitex to < 106,38 decitex "> mn 94 to mn 120" per single yarn (excl. sewing thread and yarn put up for retail sale)	1,333,513.10	1,639,807.99	0.81
121299	Fruit stones and kernels and other vegetable products, incl. unroasted chicory roots of the variety cichorium intybus sativum, of a kind used primarily for human consumption, n.e.s.	15,037,215.67	18,496,259.65	0.81
610822	Women's or girls' briefs and panties of man-made fibres, knitted or crocheted	3,393,378.06	4,174,601.07	0.81
610442	Women's or girls' dresses of cotton, knitted or crocheted (excl. petticoats)	16,328,080.23	20,093,539.20	0.81
620111	Men's or boys' overcoats, raincoats, car coats, capes, cloaks and similar articles, of wool or fine animal hair (excl. knitted or crocheted)	687,423.99	848,955.30	0.81

Extra-COMESA exports and imports by product, 2019 values US\$				
HS	Product Description	Exports	Imports	Ratio
251612	Granite, merely cut, by sawing or otherwise, into blocks or slabs of a square or rectangular shape (excl. already with the characteristics of setts, curbstones and flagstones)	2,491,933.80	3,095,394.10	0.81
741300	Stranded wire, cables, plaited bands and the like, of copper (excl. electrically insulated products)	7,991,782.09	9,928,868.63	0.80
090611	Cinnamon "cinnamomum zeylanicum blume" (excl. crushed and ground)	4,546,086.65	5,709,641.74	0.80
071332	Dried, shelled small red "adzuki" beans "phaseolus or vigna angularis", whether or not skinned or split	340,536.95	428,354.23	0.79
252010	Gypsum; anhydrite	11,821,902.97	14,871,398.51	0.79
340220	Surface-active preparations, washing preparations, auxiliary washing preparations and cleaning preparations put up for retail sale (excl. organic surface-active agents, soap and organic surface-active preparations in the form of bars, cakes, moulded piece)	97,629,599.06	122,844,899.50	0.79
100710	Grain sorghum, for sowing	29,731,815.28	37,459,007.77	0.79
330749	Preparations for perfuming or deodorising rooms, incl. odoriferous preparations used during religious rites (excl. agarbatti and other odoriferous preparations which operate by burning)	10,221,813.26	12,961,100.86	0.79
920790	Accordions and musical instruments without keyboards, the sound of which is produced, or must be amplified, electrically	1,189,579.17	1,509,647.78	0.79
520811	Plain woven fabrics of cotton, containing >= 85% cotton by weight and weighing <= 100 g/m <sup>2</sup> , unbleached	10,107,832.89	12,837,503.78	0.79
890190	Vessels for the transport of goods and vessels for the transport of both persons and goods (excl. refrigerated vessels, tankers, ferry-boats and vessels principally designed for the transport of persons)	18,545,570.70	23,602,333.71	0.79
110819	Starch (excl. wheat, maize, potato and manioc)	854,160.23	1,090,149.64	0.78
610839	Women's or girls' nightdresses and pyjamas of textile materials, knitted or crocheted (excl. of cotton and man-made fibres, t-shirts, vests and négligés)	941,572.12	1,204,119.41	0.78
320120	Wattle extract	2,069,158.40	2,652,755.70	0.78
250900	Chalk	556,174.64	713,938.05	0.78

Extra-COMESA exports and imports by product, 2019 values US\$				
HS	Product Description	Exports	Imports	Ratio
520912	Woven fabrics of cotton, containing >= 85% cotton by weight and weighing > 200 g/m <sup>2</sup> , in three-thread or four-thread twill, incl. cross twill, unbleached	3,647,587.17	4,711,191.17	0.77
410419	Hides and skins of bovine "incl. buffalo" or equine animals, in the wet state "incl. wet-blue", tanned, without hair on, whether or not split (excl. further prepared and full grains, unsplit and grain splits)	853,662.96	1,105,709.61	0.77
851180	Electrical ignition or starting equipment, incl. cut-outs, of a kind used for spark-ignition or compression-ignition internal combustion engines (excl. generators, starter motors, distributors, ignition coils, ignition magnetos, magnetic flywheels and spa	13,707,614.66	17,766,530.19	0.77
520534	Multiple "folded" or cabled cotton yarn, of uncombed fibres, containing >= 85% cotton by weight and with a linear density of 125 decitex to < 192,31 decitex "> mn 52 to mn 80" per single yarn (excl. sewing thread and yarn put up for retail sale)	140,672.03	182,925.65	0.77
830910	Crown corks of base metal	12,116,348.66	15,774,373.01	0.77
200490	Vegetables and mixtures of vegetables, prepared or preserved otherwise than by vinegar or acetic acid, frozen (excl. preserved by sugar, and tomatoes, mushrooms, truffles and potatoes, unmixed)	729,056.47	950,223.82	0.77
330290	Mixtures of odoriferous substances and mixtures, incl. alcoholic solutions, based on one or more of these substances, of a kind used as raw materials in industry (excl. food or drink industries)	131,943,404.65	172,539,567.35	0.76
500600	Silk yarn and yarn spun from silk waste, put up for retail sale; silkworm gut	320,084.26	420,817.55	0.76
030449	Fresh or chilled fillets of fish, n.e.s.	1,038,426.62	1,366,921.66	0.76
848350	Flywheels and pulleys, incl. pulley blocks	20,793,855.33	27,466,441.53	0.76
090620	Crushed or ground cinnamon and cinnamon-tree flowers	506,350.22	670,072.84	0.76
790700	Articles of zinc, n.e.s.	5,516,046.15	7,310,351.97	0.75
390190	Polymers of ethylene, in primary forms (excl. polyethylene and ethylene-vinyl acetate copolymers)	66,083,041.14	87,742,730.79	0.75
390519	Poly"vinyl acetate", in primary forms (excl. in aqueous dispersion)	2,423,546.99	3,223,885.16	0.75



Extra-COMESA exports and imports by product, 2019 values US\$

HS	Product Description	Exports	Imports	Ratio
030627	Shrimps and prawns, even smoked, whether in shell or not, live, fresh, chilled, dried, salted or in brine, incl. shrimps and prawns in shell, cooked by steaming or by boiling in water (excl. cold-water shrimps and prawns)	1,110,967.77	1,479,195.80	0.75
040229	Milk and cream in solid forms, of a fat content by weight of > 1,5%, sweetened	17,610,880.82	23,589,210.84	0.75
	<b>Total</b>	<b>3,706,905,136.03</b>	<b>3,962,749,887.95</b>	





## Annex 2: Products with High Intra-COMESA Trade Potential at Country Level

### DRC

HS	Product Description	Extra-COMESA Exports	Extra-COMESA Imports	Extra-COMESA Exports/ Extra-COMESA Imports
790310	Zinc dust	1,828,487.54	1,764,649.14	1.04
810520	Cobalt mattes and other intermediate products of cobalt metallurgy; unwrought cobalt; cobalt powders	4,892,718.93	4,904,557.68	1.00
293920	Alkaloids of cinchona and their derivatives; salts thereof	1,359,417.73	1,394,860.67	0.97
261100	Tungsten ores and concentrates	779,434.86	813,136.57	0.96

### Djibouti

HS	Product Description	Extra-COMESA Exports	Extra-COMESA Imports	Extra-COMESA Exports/ Extra-COMESA Imports
880211	Helicopters of an unladen weight <= 2.000 kg	22,819,192.82	21,701,102.40	1.05

### Egypt

HS	Product Description	Extra-COMESA Exports	Extra-COMESA Imports	Extra-COMESA Exports/ Extra-COMESA Imports
090921	Coriander seeds, neither crushed nor ground	1,658,748.66	1,344,012.06	1.23
330510	Shampoos	60,610,137.91	49,513,069.41	1.22
252329	Portland cement (excl. white, whether or not artificially coloured)	8,184,740.98	6,691,996.85	1.22
210210	Active yeasts	30,606,878.16	25,081,373.26	1.22
210690	Food preparations, n.e.s.	67,550,199.94	57,042,077.57	1.18
780110	Unwrought lead, refined	7,278,669.94	6,156,373.53	1.18
482370	Moulded or pressed articles of paper pulp, n.e.s.	3,926,185.82	3,388,048.18	1.16
070930	Fresh or chilled aubergines "eggplants"	1,410,932.18	1,253,815.65	1.13
551621	Woven fabrics containing predominantly, but < 85% artificial staple fibres, mixed principally or solely with man-made filament, unbleached or bleached	551,903.27	494,752.91	1.12
030759	Octopus "octopus spp.", smoked, frozen, dried, salted or in brine	677,842.02	610,287.94	1.11

630640	Pneumatic mattresses of textile materials	244,586.23	220,609.59	1.11
090922	Coriander seeds, crushed or ground	107,300.96	96,790.92	1.11
854420	Coaxial cable and other coaxial electric conductors, insulated	244,722,609.87	221,481,658.41	1.10
540761	Woven fabrics of yarn containing $\geq$ 85% by weight of non-textured polyester filaments, incl. monofilament of $\geq$ 67 decitex and a maximum diameter of $\leq$ 1 mm	47,930,520.69	44,270,672.28	1.08
390450	Vinylidene chloride polymers, in primary forms	639,415.49	602,098.61	1.06
200510	Homogenised vegetables put up for retail sale as infant food or for dietetic purposes, in containers of $\leq$ 250 g	4,634,092.49	4,389,051.78	1.06
080719	Fresh melons (excl. watermelons)	1,491,688.57	1,415,227.45	1.05
060319	Fresh cut flowers and buds, of a kind suitable for bouquets or for ornamental purposes (excl. roses, carnations, orchids, chrysanthemums and lilies)	179,878.64	171,042.88	1.05
040811	Dried egg yolks, whether or not sweetened	711,808.70	678,248.18	1.05
180690	Chocolate and other preparations containing cocoa, in containers or immediate packings of $\leq$ 2 kg (excl. in blocks, slabs or bars and cocoa powder)	4,899,572.29	4,699,559.59	1.04
630800	Sets consisting of woven fabric and yarn, whether or not with accessories, for making up into rugs, tapestries, embroidered tablecloths or serviettes, or similar textile articles, put up in packings for retail sale (excl. sets for making up into articles)	2,205,142.08	2,129,810.11	1.04
392020	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl.	170,516,390.62	167,051,963.29	1.02
731812	Wood screws of iron or steel (excl. coach screws)	5,201,562.40	5,193,500.05	1.00
391610	Monofilament of which any cross-sectional dimension $>$ 1 mm, rods, sticks and profile shapes, of polymers of ethylene, whether or not surface-worked but not further worked	963,361.63	974,375.67	0.99

410390	Raw hides and skins, fresh, or salted, dried, limed, pickled or otherwise preserved, whether or not dehaired, incl. birdskins without feathers or down (excl. tanned, parchment-dressed or further prepared, hides and skins of bovine "incl. buffalo" animals,	117,820.92	120,204.67	0.98
282890	Hypochlorites, chlorites and hypobromites (excl. calcium hypochlorites)	715,745.99	731,252.40	0.98
630319	Curtains, incl. drapes, and interior blinds, curtain or bed valances, knitted or crocheted (excl. of synthetic fibres, awnings and sunblinds)	3,873,812.65	3,975,979.88	0.97
760429	Bars, rods and solid profiles, of aluminium alloys, n.e.s.	123,905,745.51	128,344,683.09	0.97
481820	Handkerchiefs, cleansing or facial tissues and towels, of paper pulp, paper, cellulose wadding or webs of cellulose fibres	16,304,284.89	16,977,014.86	0.96
310430	Potassium sulphate (excl. that in tablets or similar forms, or in packages with a gross weight of <= 10 kg)	46,826,166.14	49,734,355.91	0.94
390750	Alkyd resins, in primary forms	20,964,737.14	22,278,179.18	0.94
020610	Fresh or chilled edible offal of bovine animals	1,101,833.79	1,171,585.66	0.94
040229	Milk and cream in solid forms, of a fat content by weight of > 1,5%, sweetened	17,316,527.43	18,438,281.54	0.94
530129	Flax, hackled or otherwise processed, but not spun (excl. broken, scutched and retted flax)	18,985,432.54	20,287,280.61	0.94
080540	Fresh or dried grapefruit	10,609,435.95	11,382,685.69	0.93
250810	Bentonite	649,985.79	702,292.93	0.93
740400	Waste and scrap, of copper (excl. ingots or other similar unwrought shapes, of remelted copper waste and scrap, ashes and residues containing copper, and waste and scrap of primary cells, primary batteries and electric accumulators)	7,259,633.65	7,903,170.28	0.92
040610	Fresh cheese "unripened or uncured cheese", incl. whey cheese, and curd	56,151,796.41	61,835,031.47	0.91
400270	Ethylene-propylene diene rubber "epdm", non-conjugated, in primary forms or in plates, sheets or strip	1,123,534.87	1,248,042.28	0.90
551090	Yarn containing predominantly, but < 85% artificial staple fibres by weight, other than that mixed principally or solely with cotton, wool or fine animal hair (excl. sewing thread and yarn put up for retail sale)	1,671,420.18	1,872,397.39	0.89

121410	Alfalfa meal and pellets	8,227,715.08	9,258,051.39	0.89
620333	Men's or boys' jackets and blazers of synthetic fibres (excl. knitted or crocheted, and wind-jackets and similar articles)	2,636,519.85	2,976,640.17	0.89
540412	Polypropylene monofilament of $\geq 67$ decitex and with a cross sectional dimension of $\leq 1$ mm (excl. elastomers)	771,563.33	876,985.20	0.88
620719	Men's or boys' underpants and briefs of textile materials (excl. cotton and knitted or crocheted)	5,259,647.10	5,996,143.78	0.88
845012	Household or laundry-type washing machines, with built-in centrifugal drier (excl. fully-automatic machines)	2,517,970.85	2,876,946.38	0.88
940360	Wooden furniture (excl. for offices, kitchens and bedrooms, and seats)	170,249,780.31	197,467,856.16	0.86
511190	Woven fabrics containing predominantly, but $< 85\%$ carded wool or carded fine animal hair by weight (excl. those mixed principally or solely with synthetic or artificial filaments or staple fibres)	301,680.97	350,110.25	0.86
700319	Cast glass and rolled glass, in non-wired sheets, not otherwise worked (excl. glass coloured throughout the mass "body tinted", opacified, flashed or having an absorbent, reflecting or non-reflecting layer)	2,082,175.96	2,470,388.49	0.84
961900	Sanitary towels (pads) and tampons, napkins and napkin liners for babies, and similar articles, of any material	163,148,337.79	197,863,770.28	0.82
620819	Women's or girls' slips and petticoats of textile materials (excl. man-made fibres, knitted or crocheted and vests)	2,060,111.56	2,514,102.52	0.82
170490	Sugar confectionery not containing cocoa, incl. white chocolate (excl. chewing gum)	34,250,809.54	42,117,746.34	0.81
520547	Multiple "folded" or cabled cotton yarn, of combed fibres, containing $\geq 85\%$ cotton by weight and with a linear density of 83,33 decitex to $< 106,38$ decitex " $> mn 94$ to $mn 120$ " per single yarn (excl. sewing thread and yarn put up for retail sale)	1,333,513.10	1,639,807.99	0.81
071040	Sweetcorn, uncooked or cooked by steaming or by boiling in water, frozen	121,327.20	150,045.56	0.81

350300	Gelatin, whether or not in square or rectangular sheets, whether or not surface-worked or coloured, and gelatin derivatives; isinglass; other glues of animal origin (excl. those packaged as glue for retail sale and weighing net <= 1 kg, and casein glues o	10,271,546.50	12,832,866.15	0.80
610590	Men's or boys' shirts of textile materials, knitted or crocheted (excl. of cotton or man-made fibres, nightshirts, t-shirts, singlets and other vests)	3,156,823.60	3,974,008.36	0.79
530610	Single flax yarn	1,824,433.72	2,304,875.22	0.79
271500	Bituminous mastics, cut-backs and other bituminous mixtures based on natural asphalt, on natural bitumen, on petroleum bitumen, on mineral tar or on mineral tar pitch	193,206.87	245,667.44	0.79
550520	Waste of artificial staple fibres, incl. noils, yarn waste and garnetted stock	112,606.28	144,308.44	0.78
620422	Women's or girls' ensembles of cotton (excl. knitted or crocheted, ski overalls and swimwear)	2,727,659.26	3,532,800.48	0.77
520811	Plain woven fabrics of cotton, containing >= 85% cotton by weight and weighing <= 100 g/m <sup>2</sup> , unbleached	9,889,462.75	12,837,503.78	0.77
170191	Refined cane or beet sugar, containing added flavouring or colouring, in solid form	4,949,717.55	6,427,996.28	0.77
520534	Multiple "folded" or cabled cotton yarn, of uncombed fibres, containing >= 85% cotton by weight and with a linear density of 125 decitex to < 192,31 decitex "> mn 52 to mn 80" per single yarn (excl. sewing thread and yarn put up for retail sale)	140,672.03	182,925.65	0.77
330749	Preparations for perfuming or deodorising rooms, incl. odoriferous preparations used during religious rites (excl. agarbatti and other odoriferous preparations which operate by burning)	9,959,050.51	12,961,100.86	0.77
330210	Mixtures of odoriferous substances and mixtures, incl. alcoholic solutions, with a basis of one or more of these substances, of a kind used in the food and drink industries; other preparations based on odoriferous substances, of a kind used for the manufa	178,947,675.23	234,367,274.78	0.76



330290	Mixtures of odoriferous substances and mixtures, incl. alcoholic solutions, based on one or more of these substances, of a kind used as raw materials in industry (excl. food or drink industries)	131,421,877.92	172,539,567.35	0.76
520299	Cotton waste (excl. yarn waste, thread waste and garnetted stock)	593,980.00	786,667.74	0.76
200791	Citrus fruit jams, jellies, marmalades, purées or pastes, obtained by cooking, whether or not containing added sugar or other sweetening matter (excl. homogenised preparations of subheading 2007.10)	4,510,704.41	5,984,314.09	0.75
390190	Polymers of ethylene, in primary forms (excl. polyethylene and ethylene-vinyl acetate copolymers)	65,490,794.94	87,742,730.79	0.75
732310	Iron or steel wool; pot scourers and scouring or polishing pads, gloves and the like, of iron or steel	2,627,672.35	3,520,951.89	0.75

## Eswatini

HS	Product Description	Extra-COMESA Exports	Extra-COMESA Imports	Extra-COMESA Exports/ Extra-COMESA Imports
620462	Women's or girls' trousers, bib and brace overalls, breeches and shorts of cotton (excl. knitted or crocheted, panties and swimwear)	35,145,438.66	28,563,429.53	1.23
610510	Men's or boys' shirts of cotton, knitted or crocheted (excl. nightshirts, t-shirts, singlets and other vests)	11,350,063.07	9,265,026.61	1.23
610439	Women's or girls' jackets and blazers of textile materials, knitted or crocheted (excl. of wool, fine animal hair, cotton or synthetic fibres, wind-jackets and similar articles)	813,795.90	739,770.81	1.10
440910	Coniferous wood, incl. strips and friezes for parquet flooring, not assembled, continuously shaped "tongued, grooved, rebated, chamfered, v-jointed beaded, moulded, rounded or the like" along any of its edges, ends or faces, whether or not planed, sanded	2,630,517.76	2,418,510.29	1.09
620461	Women's or girls' trousers, bib and brace overalls, breeches and shorts of wool or fine animal hair (excl. knitted or crocheted, panties and swimwear)	651,640.00	608,619.54	1.07

170113	Raw cane sugar, in solid form, not containing added flavouring or colouring matter, obtained without centrifugation, with sucrose content 69 to 93 degrees, containing only natural anhydral microcrystals (see subheading note 2.)	161,931,386.00	159,086,435.19	1.02
220710	Undenatured ethyl alcohol, of actual alcoholic strength of >= 80%	20,697,333.41	20,919,597.73	0.99
460290	Basketwork, wickerwork and other articles, made directly to shape from non-vegetable plaiting materials or made up from goods of non-vegetable plaiting materials of heading 4601 (excl. wallcoverings of heading 4814; twine, cord and rope; footwear and head	412,752.75	417,208.12	0.99
170114	Raw cane sugar, in solid form, not containing added flavouring or colouring matter (excl. cane sugar of 1701 13)	164,155,753.17	167,231,454.63	0.98
620721	Men's or boys' nightshirts and pyjamas of cotton (excl. knitted or crocheted, vests, singlets and underpants)	746,318.07	833,962.72	0.89

## Ethiopia

HS	Product Description	Extra-COMESA Exports	Extra-COMESA Imports	Extra-COMESA Exports/ Extra-COMESA Imports
071320	Dried, shelled chickpeas "garbanzos", whether or not skinned or split	24,873,421.21	19,835,316.28	1.25
261000	Chromium ores and concentrates	200,315.27	174,273.40	1.15
110610	Flour, meal and powder of peas, beans, lentils and the other dried leguminous vegetables of heading 0713	744,269.76	784,011.81	0.95
120890	Flours and meal of oil seeds or oleaginous fruit (excl. soya and mustard)	504,553.38	535,655.35	0.94
260200	Manganese ores and concentrates, incl. ferruginous manganese ores and concentrates, with a manganese content of >= 20%, calculated on the dry weight	428,843.88	466,459.70	0.92
051199	Products of animal origin, n.e.s., dead animals, unfit for human consumption (excl. fish, crustaceans, molluscs or other aquatic invertebrates)	583,620.22	650,746.37	0.90
090412	Pepper of the genus piper, crushed or ground	1,468,546.06	1,639,451.19	0.90
070820	Fresh or chilled beans "vigna spp., phaseolus spp.", shelled or unshelled	3,507,142.75	4,333,943.20	0.81

## Kenya

HS	Product Description	Extra-COMESA Exports	Extra-COMESA Imports	Extra-COMESA Exports/ Extra-COMESA Imports
950490	Tables for casino games, automatic bowling alley equipment, and other funfair, table or parlour games, incl. pintables (excl. operated by any means of payment, billiards, video game consoles and machines, and playing cards)	9,943,268.30	8,038,510.98	1.24
020410	Fresh or chilled lamb carcasses and half-carcasses	2,180,817.12	1,828,072.45	1.19
610333	Men's or boys' jackets and blazers of synthetic fibres, knitted or crocheted (excl. wind-jackets and similar articles)	1,225,271.47	1,043,044.64	1.17
530310	Jute and other textile bast fibres, raw or retted (excl. flax, true hemp and ramie)	2,057,858.46	1,785,514.62	1.15
071360	Dried, shelled pigeon peas "cajanus cajan", whether or not skinned or split	362,451.03	317,648.68	1.14
090111	Coffee (excl. roasted and decaffeinated)	198,068,655.92	179,062,140.73	1.11
152190	Beeswax, other insect waxes and spermaceti, whether or not refined or coloured	1,352,167.44	1,230,718.87	1.10
030619	Frozen crustaceans, even smoked, fit for human consumption, whether in shell or not, incl. crustaceans in shell, cooked beforehand by steaming or by boiling in water (excl. rock lobster and other sea crawfish, lobsters, crabs, norway lobsters, shrimps and	259,813.86	238,173.31	1.09
340119	Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded pieces or shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent (excl. those for toilet use, incl. medicated pro	31,995,286.34	29,672,334.91	1.08
620342	Men's or boys' trousers, bib and brace overalls, breeches and shorts, of cotton (excl. knitted or crocheted, underpants and swimwear)	68,795,532.09	64,512,456.69	1.07
460129	Mats, matting and screens, of vegetable plaiting materials, flat-woven or bound together in parallel (excl. of bamboo and rattan)	223,927.23	212,549.18	1.05
060314	Fresh cut chrysanthemums and buds, of a kind suitable for bouquets or for ornamental purposes	1,161,943.05	1,122,500.17	1.04

710399	Precious and semi-precious stones, worked, whether or not graded, but not strung, mounted or set, precious and semi-precious stones, worked, ungraded, temporarily strung for convenience of transport (excl. precious and semi-precious stones, simply sawn or	671,216.46	666,080.57	1.01
611490	Special garments for professional, sporting or other purposes, n.e.s., of textile materials, knitted or crocheted (excl. of cotton and man-made fibres)	11,939,961.53	11,915,614.40	1.00
060490	Foliage, branches and other parts of plants, without flowers or flower buds, and grasses, mosses and lichens, being goods of a kind suitable for bouquets or for ornamental purposes, dried, dyed, bleached, impregnated or otherwise prepared	170,434.45	171,042.88	1.00
410510	Skins of sheep or lambs, in the wet state "incl. wet-blue", tanned, without wool on, whether or not split (excl. further prepared and pre-tanned only)	6,861,140.53	6,981,859.21	0.98
620462	Women's or girls' trousers, bib and brace overalls, breeches and shorts of cotton (excl. knitted or crocheted, panties and swimwear)	26,275,560.07	28,563,429.53	0.92
021019	Meat of swine, salted, in brine, dried or smoked (excl. hams, shoulders and cuts thereof, with bone in, and bellies and cuts thereof)	563,220.18	630,745.97	0.89
020319	Fresh or chilled meat of swine (excl. carcasses and half-carcasses, and hams, shoulders and cuts thereof, with bone in)	476,322.19	548,155.40	0.87
010690	Live animals (excl. mammals, reptiles, birds, insects, fish, crustaceans, molluscs and other aquatic invertebrates and cultures of micro-organisms, etc.)	3,670,077.17	4,594,269.13	0.80
071022	Shelled or unshelled beans "vigna spp., phaseolus spp.", uncooked or cooked by steaming or by boiling in water, frozen	3,906,921.51	4,940,102.21	0.79
670419	False beards, eyebrows and eyelashes, switches and the like, of synthetic textile materials (excl. complete wigs)	3,554,439.00	4,746,786.06	0.75

## Libya

HS	Product Description	Extra-COMESA Exports	Extra-COMESA Imports	Extra-COMESA Exports/ Extra-COMESA Imports
510119	Greasy wool, incl. fleece-washed wool, neither carded nor combed (excl. shorn wool)	931,673.70	858,863.64	1.08
720390	Spongy ferrous products, obtained from molten pig iron by atomisation, iron of a purity of >= 99,94%, in lumps, pellets or similar forms	9,144,930.60	9,726,923.74	0.94
710812	Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes (excl. gold in powder form)	199,718,404.20	252,542,570.57	0.79

## Madagascar

HS	Product Description	Extra-COMESA Exports	Extra-COMESA Imports	Extra-COMESA Exports/ Extra-COMESA Imports
711620	Articles of precious or semi-precious stones "natural, synthetic or reconstructed", n.e.s.	164,686.85	148,255.60	1.11
121221	Seaweeds and other algae, fresh, chilled, frozen or dried, whether or not ground, fit for human consumption	380,698.45	365,819.35	1.04
071390	Dried, shelled leguminous vegetables, whether or not skinned or split (excl. peas, chickpeas, beans, lentils, broad beans, horse beans and pigeon peas)	2,260,325.64	2,180,437.09	1.04
560721	Binder or baler twine, of sisal or other textile fibres of the genus agave	720,882.49	722,961.84	1.00
071220	Dried onions, whole, cut, sliced, broken or in powder, but not further prepared	434,513.48	456,375.76	0.95
030619	Frozen crustaceans, even smoked, fit for human consumption, whether in shell or not, incl. crustaceans in shell, cooked beforehand by steaming or by boiling in water (excl. rock lobster and other sea crawfish, lobsters, crabs, norway lobsters, shrimps and	225,102.46	238,173.31	0.95
160431	Caviar	359,999.20	389,787.59	0.92
130190	Lac; natural gums, resins, gum-resins, balsams and other natural oleoresins (excl. gum arabic)	3,049,046.04	3,545,305.60	0.86



411520	Parings and other waste of leather or of composition leather, not suitable for the manufacture of leather articles; leather dust, powder and flour	215,410.06	258,014.05	0.83
230690	Oilcake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of vegetable fats or oils (excl. of cotton seeds, linseed, sunflower seeds, rape or colza seeds, coconut or copra, palm nuts or kernels, or fr	183,882.34	225,117.02	0.82
090611	Cinnamon "cinnamomum zeylanicum blume" (excl. crushed and ground)	4,466,632.66	5,709,641.74	0.78

## Malawi

HS	Product Description	Extra-COMESA Exports	Extra-COMESA Imports	Extra-COMESA Exports/ Extra-COMESA Imports
071390	Dried, shelled leguminous vegetables, whether or not skinned or split (excl. peas, chickpeas, beans, lentils, broad beans, horse beans and pigeon peas)	2,611,966.33	2,180,437.09	1.20
410390	Raw hides and skins, fresh, or salted, dried, limed, pickled or otherwise preserved, whether or not dehaired, incl. birdskins without feathers or down (excl. tanned, parchment-dressed or further prepared, hides and skins of bovine "incl. buffalo" animals,	118,501.91	120,204.67	0.99
700100	Cullet and other waste and scrap of glass; glass in the mass (excl. glass in the form of powder, granules or flakes)	246,655.63	272,789.20	0.90
120242	Groundnuts, shelled, whether or not broken (excl. seed for sowing, roasted or otherwise cooked)	18,142,305.11	20,613,270.65	0.88
240130	Tobacco refuse	4,500,925.51	5,404,428.81	0.83

## Mauritius

HS	Product Description	Extra-COMESA Exports	Extra-COMESA Imports	Extra-COMESA Exports/ Extra-COMESA Imports
611420	Special garments for professional, sporting or other purposes, n.e.s., of cotton, knitted or crocheted	7,318,536.61	5,842,885.71	1.25

611231	Men's or boys' swimwear of synthetic fibres, knitted or crocheted	587,372.24	471,004.92	1.25
220840	Rum and other spirits obtained by distilling fermented sugar-cane products	3,369,371.11	2,734,100.21	1.23
090520	Vanilla, crushed or ground	696,289.33	577,702.24	1.21
610443	Women's or girls' dresses of synthetic fibres, knitted or crocheted (excl. petticoats)	6,808,891.66	5,656,331.03	1.20
030357	Frozen swordfish "xiphias gladius"	350,675.33	294,146.03	1.19
610332	Men's or boys' jackets and blazers of cotton, knitted or crocheted (excl. wind-jackets and similar articles)	672,885.85	575,616.19	1.17
610910	T-shirts, singlets and other vests of cotton, knitted or crocheted	90,706,061.78	78,435,347.11	1.16
420310	Articles of apparel, of leather or composition leather (excl. clothing accessories, footwear and headgear and parts thereof, and goods of chapter 95, e.g. shin guards, fencing masks)	2,860,799.93	2,646,055.46	1.08
051191	Products of fish or crustaceans, molluscs or other aquatic invertebrates; dead fish, crustaceans, molluscs or other aquatic invertebrates, unfit for human consumption	17,848,360.77	16,561,721.40	1.08
790390	Zinc powders and flakes (excl. grains of zinc, and spangles of heading 8308, and zinc dust)	180,597.50	169,503.52	1.07
620311	Men's or boys' suits of wool or fine animal hair (excl. knitted or crocheted, tracksuits, ski suits and swimwear)	2,225,158.59	2,302,343.81	0.97
610433	Women's or girls' jackets and blazers of synthetic fibres, knitted or crocheted (excl. wind-jackets and similar articles)	709,831.54	744,785.73	0.95
911390	Watch straps, watch bands and watch bracelets, and parts thereof, n.e.s.	6,066,070.34	6,510,742.89	0.93
391510	Waste, parings and scrap, of polymers of ethylene	922,906.44	994,338.04	0.93
970110	Paintings, e.g. oil paintings, watercolours and pastels, and drawings executed entirely by hand (excl. technical drawings and the like of heading 4906, and hand-painted or hand-decorated manufactured articles)	4,211,456.64	4,548,860.78	0.93
610432	Women's or girls' jackets and blazers of cotton, knitted or crocheted (excl. wind-jackets and similar articles)	1,631,131.11	1,842,829.22	0.89
620432	Women's or girls' jackets and blazers of cotton (excl. knitted or crocheted, wind-jackets and similar articles)	2,443,467.99	2,854,578.08	0.86

230120	Flours, meals and pellets of fish or crustaceans, molluscs or other aquatic invertebrates, unfit for human consumption	14,347,946.35	16,847,537.34	0.85
080430	Fresh or dried pineapples	2,559,862.02	3,042,560.06	0.84
420221	Handbags, whether or not with shoulder straps, incl. those without handles, with outer surface of leather, composition leather or patent leather	5,064,420.33	6,292,649.45	0.80
900311	Frames and mountings for spectacles, goggles or the like, of plastics	6,454,294.64	8,091,744.61	0.80

## Rwanda

HS	Product Description	Extra-COMESA Exports	Extra-COMESA Imports	Extra-COMESA Exports/ Extra-COMESA Imports
710391	Rubies, sapphires and emeralds, worked, whether or not graded, but not strung, mounted or set, rubies, sapphires and emeralds, worked, ungraded, temporarily strung for convenience of transport (excl. rubies, sapphires and emeralds, simply sawn or roughly)	9,409,676.14	9,301,756.98	1.01
710812	Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes (excl. gold in powder form)	214,063,220.72	252,542,570.57	0.85
070820	Fresh or chilled beans "vigna spp., phaseolus spp.", shelled or unshelled	3,555,434.76	4,333,943.20	0.82

## Seychelles

HS	Product Description	Extra-COMESA Exports	Extra-COMESA Imports	Extra-COMESA Exports/ Extra-COMESA Imports
150420	Fats and oils of fish and their fractions, whether or not refined (excl. liver oils and chemically modified)	5,104,936.89	4,143,669.43	1.23
160414	Prepared or preserved tunas, skipjack and atlantic bonito, whole or in pieces (excl. minced)	226,941,196.94	184,479,290.40	1.23

080290	Nuts, fresh or dried, whether or not shelled or peeled (excl. coconuts, brazil nuts, cashew nuts, almonds, hazelnuts, filberts, walnuts, chestnuts, pistachios, macadamia nuts, kola nuts and areca nuts)	1,377,428.80	1,451,252.27	0.95
030342	Frozen yellowfin tunas "thunnus albacares"	34,319,105.58	36,456,882.34	0.94
230120	Flours, meals and pellets of fish or crustaceans, molluscs or other aquatic invertebrates, unfit for human consumption	13,498,645.66	16,847,537.34	0.80

### Somalia

HS	Product Description	Extra-COMESA Exports	Extra-COMESA Imports	Extra-COMESA Exports/ Extra-COMESA Imports
854810	Waste and scrap of primary cells, primary batteries and electric accumulators; spent primary cells, spent primary batteries and spent electric accumulators	3,610,030.50	3,041,240.38	1.19

### Sudan

HS	Product Description	Extra-COMESA Exports	Extra-COMESA Imports	Extra-COMESA Exports/ Extra-COMESA Imports
410510	Skins of sheep or lambs, in the wet state "incl. wet-blue", tanned, without wool on, whether or not split (excl. further prepared and pre-tanned only)	7,410,295.34	6,981,859.21	1.06
740400	Waste and scrap, of copper (excl. ingots or other similar unwrought shapes, of remelted copper waste and scrap, ashes and residues containing copper, and waste and scrap of primary cells, primary batteries and electric accumulators)	7,836,836.92	7,903,170.28	0.99

### Tunisia

HS	Product Description	Extra-COMESA Exports	Extra-COMESA Imports	Extra-COMESA Exports/ Extra-COMESA Imports
610722	Men's or boys' nightshirts and pyjamas of man-made fibres, knitted or crocheted (excl. vests and singlets)	511,892.98	410,485.11	1.25

611020	Jerseys, pullovers, cardigans, waistcoats and similar articles, of cotton, knitted or crocheted (excl. wadded waistcoats)	42,800,965.53	34,422,387.63	1.24
620630	Women's or girls' blouses, shirts and shirt-blouses of cotton (excl. knitted or crocheted and vests)	19,001,076.29	15,316,968.86	1.24
854411	Winding wire for electrical purposes, of copper, insulated	87,727,195.17	71,444,444.73	1.23
611490	Special garments for professional, sporting or other purposes, n.e.s., of textile materials, knitted or crocheted (excl. of cotton and man-made fibres)	14,630,432.61	11,915,614.40	1.23
610120	Overcoats, car coats, capes, cloaks, anoraks, incl. ski jackets, windcheaters, wind-jackets and similar articles of cotton, for men or boys, knitted or crocheted (excl. suits, ensembles, jackets, blazers, bib and brace overalls and trousers)	1,392,043.69	1,148,226.30	1.21
271112	Propane, liquefied	19,480,166.58	16,141,135.54	1.21
321390	Artist's, student's or signboard painter's colours, modifying tints, amusement colours and the like, in tablets, tubes, jars, bottles, pans or similar packages (excl. those in sets)	3,796,944.66	3,177,209.95	1.20
911390	Watch straps, watch bands and watch bracelets, and parts thereof, n.e.s.	7,607,708.93	6,510,742.89	1.17
630299	Toilet linen and kitchen linen of textile materials (excl. of cotton or man-made fibres, floorcloths, polishing cloths, dishcloths and dusters)	3,181,690.19	2,730,672.03	1.17
630221	Printed bedlinen of cotton (excl. knitted or crocheted)	3,406,746.05	2,944,771.54	1.16
610449	Women's or girls' dresses of textile materials, knitted or crocheted (excl. of wool, fine animal hair, cotton, man-made fibres and petticoats)	9,891,323.18	8,753,751.78	1.13
391590	Waste, parings and scrap of plastics (excl. that of polymers of ethylene, styrene and vinyl chloride)	24,056,915.97	21,313,462.83	1.13
482030	Binders (other than book covers), folders and file covers, of paper or paperboard	4,357,453.03	3,861,050.78	1.13
151710	Margarine (excl. liquid)	23,285,082.23	20,773,127.25	1.12
701940	Woven fabrics of glass fibres made from rovings	3,165,484.35	2,827,687.89	1.12
070993	Fresh or chilled pumpkins, squash and gourds "cucurbita spp."	731,124.39	667,562.85	1.10
080290	Nuts, fresh or dried, whether or not shelled or peeled (excl. coconuts, brazil nuts, cashew nuts, almonds, hazelnuts, filberts, walnuts, chestnuts, pistachios, macadamia nuts, kola nuts and areca nuts)	1,587,417.37	1,451,252.27	1.09



560749	Twine, cordage, ropes and cables of polyethylene or polypropylene, whether or not plaited or braided and whether or not impregnated, coated, covered or sheathed with rubber or plastics (excl. binder or baler twine)	6,960,221.28	6,364,782.64	1.09
610290	Women's or girls' overcoats, car coats, capes, cloaks, anoraks, incl. ski jackets, windcheaters, wind-jackets and similar articles, of textile materials, knitted or crocheted (excl. of wool, fine animal hair, cotton and man-made fibres, suits, ensembles,	1,292,567.43	1,185,354.43	1.09
620322	Men's or boys' ensembles of cotton (excl. knitted or crocheted, ski ensembles and swimwear)	2,242,407.85	2,066,091.37	1.09
701939	Webs, mattresses, boards and similar nonwoven products, of glass fibres (excl. mats and thin sheets "voiles")	5,890,707.63	5,587,308.27	1.05
420232	Wallets, purses, key-pouches, cigarette-cases, tobacco-pouches and similar articles carried in the pocket or handbag, with outer surface of plastic sheeting or textile materials	5,465,415.64	5,223,181.32	1.05
610342	Men's or boys' trousers, bib and brace overalls, breeches and shorts of cotton, knitted or crocheted (excl. swimwear and underpants)	8,601,113.85	8,226,705.08	1.05
620452	Women's or girls' skirts and divided skirts of cotton (excl. knitted or crocheted and petticoats)	4,119,876.65	3,983,776.20	1.03
830790	Flexible tubing of base metal other than iron or steel, with or without fittings	6,284,782.27	6,084,712.23	1.03
610829	Women's or girls' briefs and panties of textile materials, knitted or crocheted (excl. cotton or man-made fibres)	6,187,617.40	6,068,480.67	1.02
610510	Men's or boys' shirts of cotton, knitted or crocheted (excl. nightshirts, t-shirts, singlets and other vests)	9,345,499.84	9,265,026.61	1.01
620453	Women's or girls' skirts and divided skirts of synthetic fibres (excl. knitted or crocheted and petticoats)	2,500,473.00	2,542,784.23	0.98
610444	Women's or girls' dresses of artificial fibres, knitted or crocheted (excl. petticoats)	583,543.26	598,226.04	0.98
940430	Sleeping bags, whether or non-electrically heated	1,417,958.49	1,467,911.02	0.97
080510	Fresh or dried oranges	10,578,226.72	10,993,535.25	0.96
420100	Saddlery and harness for any animal, incl. traces, leads, knee pads, muzzles, saddle cloths, saddlebags, dog coats and the like, of any material (excl. harnesses for children and adults, riding whips and other goods of heading 6602)	1,322,291.41	1,388,190.70	0.95

081010	Fresh strawberries	1,397,749.60	1,487,211.80	0.94
300650	First-aid boxes and kits	6,980,075.45	7,651,569.44	0.91
621142	Women's or girls' tracksuits and other garments, n.e.s. of cotton (excl. knitted or crocheted)	4,349,921.59	4,911,023.81	0.89
070960	Fresh or chilled fruits of the genus capsicum or pimenta	1,089,328.08	1,253,815.65	0.87
880330	Parts of aeroplanes or helicopters, n.e.s. (excl. those for gliders)	410,642,271.17	479,014,411.60	0.86
620333	Men's or boys' jackets and blazers of synthetic fibres (excl. knitted or crocheted, and wind-jackets and similar articles)	2,501,621.12	2,976,640.17	0.84
871200	Bicycles and other cycles, incl. delivery tricycles, not motorised	29,847,987.96	35,609,531.92	0.84
960810	Ball-point pens	21,316,049.81	25,436,103.25	0.84
310530	Diammonium hydrogenorthophosphate "diammonium phosphate" (excl. that in tablets or similar forms, or in packages with a gross weight of <= 10 kg)	113,269,354.00	136,214,915.32	0.83
844842	Reeds for looms, healds and heald-frames	652,958.84	792,316.63	0.82
030619	Frozen crustaceans, even smoked, fit for human consumption, whether in shell or not, incl. crustaceans in shell, cooked beforehand by steaming or by boiling in water (excl. rock lobster and other sea crawfish, lobsters, crabs, norway lobsters, shrimps and	194,844.35	238,173.31	0.82
620213	Women's or girls' overcoats, raincoats, car coats, capes, cloaks and similar articles, of man-made fibres (excl. knitted or crocheted)	1,337,295.56	1,667,267.42	0.80
620442	Women's or girls' dresses of cotton (excl. knitted or crocheted and petticoats)	13,949,885.60	17,492,641.15	0.80
250100	Salts, incl. table salt and denatured salt, and pure sodium chloride, whether or not in aqueous solution or containing added anti-caking or free-flowing agents; sea water	49,670,372.17	62,818,265.50	0.79
390529	Vinyl acetate copolymers, in primary forms (excl. in aqueous dispersion)	4,299,757.15	5,484,698.42	0.78
620449	Women's or girls' dresses of textile materials (excl. of wool, fine animal hair, cotton or man-made fibres, knitted or crocheted and petticoats)	21,261,721.65	27,153,886.00	0.78
390750	Alkyd resins, in primary forms	17,397,998.93	22,278,179.18	0.78
620469	Women's or girls' trousers, bib and brace overalls, breeches and shorts of textile materials (excl. of wool, fine animal hair, cotton or synthetic fibres, knitted or crocheted, panties and swimwear)	31,815,780.64	40,751,013.04	0.78

851180	Electrical ignition or starting equipment, incl. cut-outs, of a kind used for spark-ignition or compression-ignition internal combustion engines (excl. generators, starter motors, distributors, ignition coils, ignition magnetos, magnetic flywheels and spa	13,608,894.65	17,766,530.19	0.77
611211	Track-suits of cotton, knitted or crocheted	2,591,830.04	3,396,190.29	0.76
610822	Women's or girls' briefs and panties of man-made fibres, knitted or crocheted	3,183,693.33	4,174,601.07	0.76
854449	Electric conductors, for a voltage <= 1.000 v, insulated, not fitted with connectors, n.e.s.	411,993,879.68	541,648,768.17	0.76
920790	Accordions and musical instruments without keyboards, the sound of which is produced, or must be amplified, electrically	1,140,641.16	1,509,647.78	0.76
610433	Women's or girls' jackets and blazers of synthetic fibres, knitted or crocheted (excl. wind-jackets and similar articles)	562,623.84	744,785.73	0.76
848350	Flywheels and pulleys, incl. pulley blocks	20,720,107.02	27,466,441.53	0.75
200599	Vegetables and mixtures of vegetables, prepared or preserved otherwise than by vinegar, non-frozen (excl. preserved by sugar, homogenised vegetables of subheading 2005.10, and tomatoes, mushrooms, truffles, potatoes, peas "pisum sativum", beans "vigna, ph	2,900,783.19	3,863,622.52	0.75
610439	Women's or girls' jackets and blazers of textile materials, knitted or crocheted (excl. of wool, fine animal hair, cotton or synthetic fibres, wind-jackets and similar articles)	551,360.91	739,770.81	0.75

## Uganda

HS	Product Description	Extra-COMESA Exports	Extra-COMESA Imports	Extra-COMESA Exports/ Extra-COMESA Imports
710813	Gold, incl. gold plated with platinum, in semi-manufactured forms, for non-monetary purposes	1,256,707,544.93	1,046,085,739.69	1.20
700100	Cullet and other waste and scrap of glass; glass in the mass (excl. glass in the form of powder, granules or flakes)	235,262.11	272,789.20	0.86

## Zambia

HS	Product Description	Extra-COMESA Exports	Extra-COMESA Imports	Extra-COMESA Exports/ Extra-COMESA Imports
170310	Cane molasses resulting from the extraction or refining of sugar	3,905,155.75	3,745,822.55	1.04
740319	Copper, refined, unwrought (excl. copper in the form of billets, wire-bars, cathodes and sections of cathodes)	913,892.88	897,241.79	1.02
100510	Maize seed for sowing	16,807,983.55	18,970,947.12	0.89
440929	Wood, incl. strips and friezes for parquet flooring, not assembled, continuously shaped "tongued, grooved, rebated, chamfered, v-jointed beaded, moulded, rounded or the like" along any of its edges, ends or faces, whether or not planed, sanded or end-join	3,183,553.68	3,823,057.72	0.83

## Zimbabwe

HS	Product Description	Extra-COMESA Exports	Extra-COMESA Imports	Extra-COMESA Exports/ Extra-COMESA Imports
270600	Tar distilled from coal, from lignite or from peat, and other mineral tars, whether or not dehydrated or partially distilled, incl. reconstituted tars	173,848.05	149,181.50	1.17
090421	Fruits of the genus capsicum or of the genus pimenta, dried, neither crushed nor ground	1,942,899.71	1,675,393.76	1.16
080440	Fresh or dried avocados	2,334,633.75	2,066,268.42	1.13
700100	Cullet and other waste and scrap of glass; glass in the mass (excl. glass in the form of powder, granules or flakes)	298,044.61	272,789.20	1.09
261100	Tungsten ores and concentrates	868,344.81	813,136.57	1.07
060390	Dried, dyed, bleached, impregnated or otherwise prepared cut flowers and buds, of a kind suitable for bouquets or for ornamental purposes	108,294.12	102,716.18	1.05

710813	Gold, incl. gold plated with platinum, in semi-manufactured forms, for non-monetary purposes	1,063,914,009.81	1,046,085,739.69	1.02
251010	Natural calcium phosphates and natural aluminium calcium phosphates, natural and phosphatic chalk, unground	711,468.72	702,292.93	1.01
970300	Original sculptures and statuary, in any material	2,139,140.57	2,157,410.43	0.99
840690	Parts of steam and other vapour turbines, n.e.s.	14,159,614.24	15,068,088.24	0.94
880220	Aeroplanes and other powered aircraft of an unladen weight <= 2.000 kg (excl. helicopters and dirigibles)	5,403,296.54	6,702,910.13	0.81







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