Q1: REGIONAL ECONOMIC COMMUNITY / TRANSPORT CORRIDOR
EAC / Northern and Central Corridors

Q2: MEMBERSHIP
TradeMark East Africa

Q3: ABOUT YOU
Name: David Stanton
Position: Director General
Email Address: david.stanton@trademarkea.com

Q4: How important are trade costs for the competitiveness of exports of goods and services from your region?
Very important

Q5: Additional information.
East Africa is second highest region of the world in terms of inland trade costs.

Q6: Do your strategies address the issue of trade costs?
Yes
**Q7:** Which document(s) address(es) the issue of trade costs for exports?  
Regional development strategy,  
Regional trade strategy,  
Regional infrastructure strategy,  
Regional specific strategies (e.g. agriculture, etc.),  
Corridor development strategy

**Q8:** Documents (add weblinks where appropriate):  
*Respondent skipped this question*

**PAGE 8:** C.1) TRADE COSTS AND YOUR REGIONAL / CORRIDOR STRATEGY

**Q9:** How important are trade costs for access to imports?  
Very important

**Q10:** Do your strategies address the issue of trade costs for imports?  
Yes

**PAGE 9:** C.1) TRADE COSTS AND YOUR REGIONAL / CORRIDOR STRATEGY

**Q11:** Which document(s) address(es) the issue of trade costs for imports?  
Regional development strategy,  
Regional trade strategy,  
Regional infrastructure strategy,  
Regional specific strategies (e.g. agriculture, etc.),  
Corridor development strategy

**Q12:** Documents (add hyperlinks where appropriate):  
*Respondent skipped this question*

**PAGE 10:** C.1) TRADE COSTS AND YOUR REGIONAL / CORRIDOR STRATEGY
### Q13: What are the most important sources of trade costs for the export of merchandise goods in your region? (You may tick more than 1 box)

- Border procedures (trade facilitation),
- Tariffs, fees and other charges,
- Non-Tariff Measures (including standards),
- Transport infrastructure,
- Network infrastructure (ICT, power, telecoms),
- Access to trade finance

### Q14: Additional information.

**Respondent skipped this question**

### Q15: What are the most important sources of trade costs for the export of services in your region? (You may tick more than 1 box)

- Network infrastructure (ICT, power, telecoms),
- Transport infrastructure (e.g. for tourism),
- Non-recognition of professional qualifications,
- Restrictions on commercial presence,
- Restrictions on movement of natural persons,
- Poor regulatory environment for services,
- Tariffs on product inputs (e.g. on computers for ICT services),
- Low levels of skills in the services sector

### Q16: Additional information.

**Respondent skipped this question**

### Q17: In which regional markets to which you export merchandise goods and services do you face the highest trade costs? (Please select no more than 5 regions)

**East Africa**
Q18: FOR MERCHANDISE GOODS: For the markets which you have identified as the highest cost, why are the trade costs high? (You may tick more than 1 box)

- Border procedures (trade facilitation),
- Tariffs, fees and other charges,
- Non-Tariff Measures (including standards),
- Transport infrastructure,
- Network infrastructure (ICT, power, telecoms),
- Access to trade finance

Q19: Additional information.

Also Port procedures in Mombasa and dar es Salaam

Q20: FOR SERVICES: For the markets which you have identified as the highest cost, why are the trade costs high. (You may tick more than 1 box)

- Poor network infrastructure (ICT, power, telecoms)
- Poor transport infrastructure (e.g. for tourism),
- Restrictions on movement of natural persons,
- Poor regulatory environment for services

Q21: Additional information.

Respondent skipped this question

PAGE 14: C.1) TRADE COSTS AND YOUR REGIONAL / CORRIDOR STRATEGY

Q22: How have your trade costs evolved over the past 5 years?

More than 10% reduction

Q23: Additional information.

Dramatic reduction in transit times on the Northern Corridor have led to some cost reductions

PAGE 16: D.1) REDUCING TRADE COSTS

Q24: Are there on-going regional actions to reduce trade costs?

Yes

PAGE 17: D.1) REDUCING TRADE COSTS
Q25: Please specify. (You may tick more than 1 box)

- Initiatives led by your organization,
- Initiatives led by national governments,
- Joint public-private sector initiatives,
- Private sector initiatives,
- Initiatives supported by development partners,
- Initiatives supported by non-governmental organizations,
- Other (please specify) WTO too

Q26: Add text and/or weblinks to information on initiatives:

Respondent skipped this question

Q27: In which areas have actions been undertaken or are actions on-going:

- Reducing trade costs for MERCHANDISE GOODS,
- Border procedures (trade facilitation),
- Tariffs, fees and other charges,
- Non-tariff measures (including standards),
- Network infrastructure (ICT, power, telecoms),
- Transport infrastructure,
- Access to trade finance,
- Reducing trade costs for SERVICES,
- Network infrastructure (ICT, power, telecoms),
- Transport infrastructure (e.g. for tourism),
- Reforms of national regulatory frameworks for services,
- Negotiations with trading partners on access for service suppliers

PAGE 18: D.1) REDUCING TRADE COSTS

Q28: Is external support aligned with your priorities on reducing trade costs?

Yes
Q29: How is external support aligned with your priorities? (You may tick more than 1 box)

- Dialogue with donors has resulted in attention to the issue of trade costs.
- Dialogue with South-South partners has resulted in attention to the issue of trade costs.
- Improved dialogue with the private sector has resulted in this issue being prioritized.

Q30: Why is external support not aligned with your priorities? (You may tick more than 1 box)

Respondent skipped this question.

Q31: Is trade facilitation reflected as a priority in your regional strategies?

Yes.

Q32: In which strategy can trade facilitation be found as a priority? (You may tick more than 1 box)

- Regional trade strategy,
- Regional trade agreement,
- Regional development strategy,
- Regional infrastructure strategy,
- Corridor strategy.

Q33: Additional information.

Respondent skipped this question.
**Q34:** Is trade facilitation included in new strategies currently being formulated or updated?

<table>
<thead>
<tr>
<th>Strategy</th>
<th>Included</th>
</tr>
</thead>
<tbody>
<tr>
<td>Regional trade strategy</td>
<td>Yes</td>
</tr>
<tr>
<td>Regional trade agreement</td>
<td>Yes</td>
</tr>
<tr>
<td>Regional development strategy</td>
<td>Yes</td>
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<tr>
<td>Regional infrastructure strategy</td>
<td>Yes</td>
</tr>
<tr>
<td>Corridor strategy</td>
<td>Yes</td>
</tr>
</tbody>
</table>

**Q35:** Additional information:  
Respondent skipped this question

**Q36:** Which, if any, of the following Trade Facilitation Agreement disciplines are covered by existing regional strategies or approaches? (You may tick more than 1 box)

- The Agreement as a whole,
- Release and clearance of goods,
- Border agency cooperation,
- Movement of goods intended for import under customs control,
- Customs cooperation

**Q37:** Additional information.

Not sure if others are included

**Q38:** Would changes need to be made to regional strategies or approaches to integrate, when adopted, Trade Facilitation Agreement disciplines?

Yes

**Q39:** Where would changes need to be made? (You may tick more than 1 box)

- Other (please specify)
- Don't know

**Q40:** Additional information.

Respondent skipped this question
Q41: Do you plan to seek Aid-for-Trade support to help make changes to regional policies so as to implement the Trade Facilitation Agreement, after adoption?

Yes, support already being sought

Q42: Please specify where you believe you may need support. (You may tick more than one box)

To develop regional implementation plans,

To support national ratification,

To support implementation of specific TFA provisions,

To align commitments with on-going regional programmes

Q43: Additional information.

TMEA already convened all EAC member state bodies to support implementation of the WTO's Bali TFA

Q44: What difficulties do you face, or do you expect to face, in securing Aid-for-Trade support to help implement trade facilitation reforms and the Trade Facilitation Agreement, when adopted? (You may tick more than 1 box)

Problems accessing funds,

Problems in formulating requests

Q45: Additional information.

Respondent skipped this question

Q46: What impact do you consider that implementation of the Trade Facilitation Agreement, when adopted, will have on the evolution of your region's trade costs?

Between 0-10% increase

Q47: Additional information.

EAC will press ahead with TF actions even if the WTO TFA is not completed

Q48: In which region(s) with which you trade would implementation of the Trade Facilitation Agreement, when adopted, have the biggest impact on the trade costs you face? (You may chose more than 1 option)

East Africa

Q49: Additional information.

Respondent skipped this question
Q50: What outputs have been achieved through regional actions to reduce trade costs? (Please choose no more than 5 options)

- Updated customs legislation
- Greater transparency
- Updated customs working practices
- Improved cooperation between border agencies
- Creation of trade facilitation committees

Q51: Additional information.

Q52: What outcomes have been achieved by regional actions to reduce trade costs? (Please choose no more than 5 options)

- Fall in border clearance times
- Increase in customs revenue
- Increase in traffic flows through border posts
- Increase in exports volumes
- Increase in import volumes

Q53: Additional information.

Q54: What impacts have been achieved by regional actions to reduce trade costs? (Please choose no more than 5 options)

Unsure

Q55: Additional information.

We will know more when TMEA Phase 1 evaluations are complete by mid-2016.

Q56: Which types of actions have achieved the most positive results in reducing trade costs for goods and services? (Please choose no more than 7 options)

- Customs reform
- Other border agency reforms
- Tariff reforms
- Upgrading network infrastructure
- Improving access to trade finance

Q57: Additional information.

Respondent skipped this question
Q58: **What have been the key factors in achieving successful reductions in trade costs?** (Please choose no more than 5 options)

- Private sector engagement and commitment,
- Alignment of projects with private sector priorities,
- Alignment of donor support with national priorities,
- Sustained political engagement and commitment by national authorities,
- Use of regional approach

Q59: Additional information. *Respondent skipped this question*

Q60: **What contribution do you think reducing trade costs can make to the target of inclusive, sustainable growth?** (Please choose no more than 7 options)

- Increase in exports,
- Rise in employment,
- Rise in female employment,
- Entry into new value chains,
- Fall in poverty

Q61: Additional information. *Respondent skipped this question*

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Q62: **Has the alignment of Aid-for-Trade support to your organization’s needs and priorities changed since the launch of the Aid-for-Trade Initiative in 2005?**

- No change

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Q63: **How has the alignment improved?** (You may tick more than one box)

- Respondent skipped this question

Q64: Additional information. *Respondent skipped this question*
### PAGE 36: F.1) IMPACT: REDUCING TRADE COSTS AND INCLUSIVE, SUSTAINABLE GROWTH

#### Q65: Why has the alignment declined? (You may tick more than one box)
- Respondent skipped this question

#### Q66: Additional information.
- Respondent skipped this question

#### Q67: What impact has the Aid-for-Trade Initiative had since its launch in 2005? (Please choose no more than 5 options)
- More attention to trade issues in development
- More priority given by NGOs to trade issues

#### Q68: Additional information.
- Respondent skipped this question

#### Q69: What potential future contribution can the Aid-for-Trade Initiative make to the post-2015 development agenda? (Please choose no more than 5 options)
- Ensuring continued attention to trade issues in development
- Engaging the private sector in development issues
- Making a contribution to economic growth and poverty eradication through inclusive, sustainable development
- Positive impacts on women's economic empowerment

#### Q70: Additional information.
- Respondent skipped this question

### PAGE 37: F.1) IMPACT: REDUCING TRADE COSTS AND INCLUSIVE, SUSTAINABLE GROWTH

#### Q71: Additional information on "Reducing trade costs and inclusive, sustainable growth". If there is anything you would like to add on the topic of "Reducing trade costs for inclusive, sustainable growth", which you feel has not been covered in this questionnaire, please use this box.
- Respondent skipped this question