

EXTERNAL TRADE STATISTICS BULLETIN - 2004

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Foreword

This bulletin is the sixth issue and is a follow up on the 1997 series of External Trade Statistics for Zambia that have been published by the Central Statistical Office. The 2004 issue has been revised to include the needs of various users of External Trade Statistics (ETS) with Zambia and the rest of the world. For instance, the Zambian government and other major stakeholders have continued to rely extensively on trade statistics in the area of development of trade policies, which include trade negotiations, trade monitoring and trade agreements, and also settling of trade disputes. Further, statistics in this publication provide details regarding trade flows between Zambia and the world at large.

Apart from the summary tables of commodities and total values of Imports and Exports, analysis of the direction of trade with major trading partners is also shown in this edition including trade with regional groupings; like Common Market for East and Southern Africa (COMESA), Southern Africa Development Community (SADC) and the European Union (EU). However, for detailed information you may contact the Economics Statistics Division of Central Statistical Office (CSO), under which the External Trade and Balance of Payments Statistics Branch falls.

The reporting in this bulletin is mainly based on the Harmonized Coding Systems of trade statistics of 1996 and 2002 and the Standard International Trade Classification Revision 3 (SITC rev, 3). Additionally, data in this publication are presented in *nominal* Zambian Kwacha terms. For users who might be interested in converting trade values to United States Dollars, a table of exchange rates is included in Appendix 5. It is also important to note that at the time this publication was being finalized, trade data for the year 2004 were up to the month of June only.

I wish to thank all collaborators who through providing the relevant data have made this publication possible. I am grateful to the Customs Department of the Zambia Revenue Authority (ZRA), Zambia Electricity Supply Corporation (ZESCO), Export Board of Zambia (EBZ), Zambia Export Growers Association (ZEGA), the Bank Of Zambia (BOZ), various mining and manufacturing companies and other exporters and importers; for their continued co-operation in making available the necessary information and documents to compile International Trade Statistics (ITS).

I also thank the staff of the External Trade Statistics Unit of the Central Statistical Office, for the tireless effort put into the production of this publication.

All efforts are being made to produce accurate, timely and comprehensive trade statistics. Towards this therefore, comments and suggestions on this and future publications are most welcome.



Dr. Buleti. G. Nsemukila
Director Of Census And Statistics

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Acronyms

| | |
|------------|--|
| 1. AGOA | Africa Growth Opportunity Act |
| 2. ASCII | American Standard Code for Information Interchange |
| 3. ASYCUDA | Automated System of Customs Data Management |
| 4. BEC | Broad Economic Category |
| 5. BOP | Balance of Payments |
| 6. BOZ | Bank of Zambia |
| 7. BPM | Balance of Payments Manual |
| 8. CBE | Customs Bill of Entry |
| 9. CIF | Cost Insurance and Freight |
| 10. COMESA | Common Market for East and Southern Africa |
| 11. CSO | Central Statistical Office |
| 12. EBZ | Export Board of Zambia |
| 13. ETI | External Trade Indices |
| 14. ETS | External Trade Statistics |
| 15. EU | European Union |
| 16. FOB | Free On Board |
| 17. GDP | Gross Domestic Product |
| 18. GTS | General System of Trade |
| 19. HS | Harmonized System |
| 20. IMTS | International Merchandise Trade Statistics |
| 21. LME | London Metal Exchange |
| 22. NPA | National Product Account |
| 23. ROW | Rest Of the World |
| 24. SADC | Southern African Development Community |
| 25. SITC | Standard International Trade Classification |
| 26. SNA | Systems of National Accounts |
| 27. STS | Special Trade System |
| 28. UNCTAD | United Nations Conference on Trade and Development |
| 29. ZEGA | Zambia Export Growers Association |
| 30. ZESCO | Zambia Electricity Supply Corporation |
| 31. ZRA | Zambia Revenue Authority |

Executive Summary

The country experienced trade surpluses before the year 2000, with the highest surplus of K654,084 million reported in 1999. However, the trend reversed with imports recording more expenditure than receipts from exports after 2000. This led to the country experiencing unfavorable trade balances. Additionally, traditional export products (which only include copper and cobalt) and selected export products (cotton, precious/semi precious stones, sugar, cut flowers, tobacco and cement) all accounting for over 76 percent annually mainly dominated the export trade profile. Export data indicates low export earnings compared to imports.

Total revenue from exports in 2003 was recorded at K4,626,000 million, of which about K2,498,228 million was Traditional Exports¹. The rest was for Non-Traditional Exports, of which Cane Sugar accounted for the largest proportion.

The major destinations of Zambia's exports include: Europe (larger proportion to the European Union Countries), African countries (larger proportion to SADC Countries) and Asia. The share for Asia rose by 5 percent between 2002 and 2003; from 6 percent to 11 percent in 2002 and 2003 respectively. The major destinations for Zambia's export products in the Asian market include Hong Kong, United Arab Emirate, India, Japan, China, Thailand and South Korea.

The total value of imports in 2003 was K7,423,450 million, of which about 50 percent was the combined contribution of consumption goods and capital goods; which mainly included machinery and transport equipment, chemicals, manufactured goods classified chiefly by material, Mineral fuels, lubricants and related materials and miscellaneous manufactured articles.

The annual imports of capital goods accounted for about 22 percent of the total value of imports for the period under review. Intermediate products had an annual average proportion of about 39 percent in total value of imports between 1999 and 2004, followed by Imports of raw materials with 9 percent contribution in total imports.

The following is the share of imports and exports by SITC sections for the period 1999 to 2004; as highlighted in appendix 4 of this publication:

(I) Food (Section 0):

This section recorded increases in the total value of imports across the period under review. In 1999 the section accounted for about 9 percent of total imports, then 6 percent in 2000 before increasing to 7 percent in 2001. During the period 2002 to 2003, the contribution of this section in the total value of imports remained constant at about 10 percent. The major imported commodities in this category include cereals and dairy produce, which accounted for over 70 percent of total imports for the section annually. On the other hand, shares of exports remained constant at about 8 percent through out the period 1999 to 2004.

(II) Beverages and Tobacco (Section 1):

The total value of imports for this section increased significantly by 43 percent from K5,188 million in 1999 to K 7,424 million in 2000. The total value of imports in 2001 recorded K9,218 million representing an increase of 24 percent over the 2000 figure. However, the period between 2001 and 2003 recorded a decline in the imports value of about 8 percent on average. The major import products in this category are waters – including mineral and aerated water, beer, wines and whiskies accounting for a major proportion of total imports annually. The contribution of this section to total value of exports was almost negligible; reporting about 2 percent annually.

(III) Crude Materials (Section 2):

The proportion of total imports value for this section fluctuated between 3 percent and 5 percent between 1999 and 2003. The least import value of K55,884 million was recorded in 1999, then increased significantly to K150,938 million in 2000 and there after stabilized until the year 2002; which recorded the import figure of K154,491 million. The highest import figure of K278,661 million was recorded in 2003 representing about 79 percent increase over the 2002 figure.

¹ The products that constitute traditional exports mainly include Copper and Cobalt.

Though trade data for 2004 runs up to June, the value of imports recorded at K156,925 million indicates an upward trend as compared to the values between 1999 and 2003 with complete trade data. The most significant commodities imported in this category included cotton—not carded or combed, and textile fibre, which accounted for a significant proportion of the total imports for the section. With regard to the exports, the section recorded significant values in terms of revenue between 1999 and 2004. The highest value was at K538,025 million in 1999 and the lowest was recorded in 2001 amounting to K192,705 million.

(IV) Lubricants, Fuels and related materials (Section 3):

This section experienced an upward trend in the total value of imports through out the entire period under review apart from the year 2001. Imports increased fourfold in 2000 from K85,024 million in 1999 to K336,013 million in 2000; then declined slightly by 19 percent in 2001; before increasing again by 15 percent to K311,550 million in 2002. The total value of imports in 2003 was K610,856 million; which was the highest and represented a 96 percent increase over the 2002 figure. Further, the 2004 import figure of K666,913 million indicates that by the end of the year, the total import value of imports of lubricants and fuels would be highest in 2004. The commodity mainly imported under this section was petroleum and its products; which accounted for over 80 percent of the total value of imports for the entire section. On the other hand, exports under this section contributed negligible shares annually.

(V) Oils and Fats (Section 4):

The total value of imports recorded slight increases across the years though the share contribution to total imports for this section was constant at about 2 percent annually. The import figure in 1999 was recorded at K32,537 million while 2000 accounted for K48,887 million. Between 2001 and 2002, import values recorded K69,025 million and K100,087 million respectively; while K157,475 million was recorded in 2003. Vegetable oils and fats accounted for the largest proportion of imports of about 80 percent for the section annually. Export values fluctuated between K497 million and K2,116 million ; with the highest figure recorded in 2003. The overall share of exports was less than 1 percent annually.

(VI) Chemicals (Section 5):

The total value of imports for the section recorded increases through out the period under review, with the year 2000 accounting for K412,438 million from K278,992 million in 1999. Further, import values increased from K626,397 million in 2001 to K780,114 million in 2002; and K1,372,871 million in 2003. Chemicals accounted for about 17 percent of total imports annually. Medical and pharmaceutical products, explosives and polyethylene products, fertilizers and organic chemicals were the prominent commodities imported, all accounting for over 70 percent of the total value of imports for the section. The total export values in this section were very low such that their annual share of total export revenue of the section was very minimal.

(VII) Manufactured Goods classified chiefly by material (Section 6):

This section also recorded an upward trend of the total value of imports through out the entire period. For instance, the total value of imports increased from K221,849 million in 1999 to K402,119 million in 2000. The trend continued upwards with import values recording K657,393 million in 2002 compared with K604,844 million in 2001. Further, in 2003 there was a significant increase in imports recording K1,179,805 million; which was almost twice the 2002 figure. Consequently, the section's share of total value of imports exhibited an equally upward trend from 13 percent in 1999 to 15 percent in 2000, and then increased to 16 percent in 2001 before declining slightly to 14 percent in 2002. In 2003 the share in total imports increased by 2 percent over 2002. The leading imported commodities within the section are paper (uncoated in rolls or sheets) and rolled iron and steel.

This section is by far the major source of revenue in terms of exports. The earnings fluctuated between K1,500,059 million in 1999 and K3,515,735 million in 2003; resulting in significant increases across the years. For instance, revenue increased by about 42 percent between 1999 and 2000 from K1,500,059 million to K2,123,024 million, and by about 34 percent between 2000 and 2001 from K2,123,024 million to K2,840,613 million. However, the increase between 2002 and 2003 was fair recording about 14 percent from K3,081,816 million to K3,515,735 million. The prominent products exported include copper and its articles, precious stones, cotton yarn and intermediate products of cobalt among others.

(VIII) Machinery and Transport Equipment (Section 7):

The total imports for the section showed significant increases through out; recording K537,565 million and accounting for 32 percent share in total imports in 1999 and K827,169 million with a share of 30 percent in 2000. Further, imports recorded K1,331,343 million with a share of 34 percent in 2001, K1,569,141 million accounting for a share of 33 percent in 2002 and K2,385,429 million accounting for a 32 percent share in 2003. The section has continued to account for the largest proportion of the import trade profile since independence in 1964. The main products imported include motor vehicles, telecommunication equipment and industrial machinery. The total export values in this section were very low such that their annual share of total export revenue of the section was very minimal.

(IX) Miscellaneous Manufactured Articles (Section 8):

This section also contributed notably in terms of imports during the period 1999 to 2003 accounting for an annual share of 15 percent. The total value of imports maintained a steady rate of increase annually. The prominent products imported include books, wooden furniture and footwear. On the other hand, the values of exports under this section contributed about 1 percent of revenue annually; which is almost negligible.

The major sources of Zambia's imports are from SADC with the market share of about 65 percent annually, with South Africa accounting for the largest proportion. The other source outside Africa is Europe (especially European Union countries mainly United Kingdom, Germany, Italy and France) accounting for about 17 percent of imports annually.

Chapter 1

Introduction

1.0 Overview

Globally, there is a major demand for detailed trade data for various uses. In Zambia too, there is a growing demand for accurate, timely and reliable Merchandise Trade Statistics.

The major users include government and the private sector. Trade statistics are mainly used for the development of trade and economic policies, and in trade negotiations among others.

The government through the Bank of Zambia (BOZ) continues to rely on IMTS in the BOP account that summarizes Zambia's economic transactions with the rest of the world. IMTS are also used in the calculation and estimation of the Gross Domestic Product (GDP), as well as in measuring the production and use of the output of the country through the National Product Accounts (NPAs). Other users include Non – Governmental Organizations (NGOs) and research institutions.

In order to meet the demand for quality, accurate, timely and reliable Merchandise Trade Statistics, the Central Statistical Office (CSO) mainly collects trade data from the Customs Department of the Zambia Revenue Authority (ZRA), and supplementary data from Non-Customs sources in accordance with the United Nations guidelines on collection and compilation of IMTS.² Non-Customs sources of information are useful especially that they supplement customs data and assist in cross checking of customs data.

There are two trade systems in common use internationally, by which IMTS are compiled: General Trade System (GTS) and the Special Trade System (STS). The Central Statistical Office is currently using the Special Trade System in compiling its IMTS. This bulletin is therefore reporting data based on the Special Trade System; although there is an overwhelming consensus to migrate to the General Trade System (GTS) in the near future. This would allow for better approximation of change of ownership criterion used in the 1993 System of National Accounts (1993 SNA) and Balance of Payments Manual (BPM 5).

1.1 Sources and Methods of collecting Trade Statistics

This section highlights the steps involved in the processing of customs and excise documents for the production of trade data for Zambia. There are different phases through which documents pass for processing such as sorting, coding and data entry and validation.

Documents at ZRA are received on a weekly and monthly basis from all customs points of Entry and Exit; including inland stations. Relevant documents (i.e. CE form 20) are then passed on to the External Trade Statistics Unit at CSO on a monthly basis and usually come in two types; "Imports Bills of Entry" and Exports Bills of Entry". Sorting is done by procedure type and then the forms are batched in hundreds; or more than hundred depending on whether there are continuation sheets in terms of imports or exports declaration forms. The next is data entry for those ports, that are not yet automated, and not using ASYCUDA ++ software for direct data capture. For automated ports, data is captured directly using EUROTRACE software housed at the External Trade Statistics Unit at CSO.

The Department of Customs and Excise of the Zambia Revenue Authority (ZRA) is the major source of International Trade Merchandise data. The data is collected by means of Customs Bills of Entry (CBE) completed by both importers and exporters, or in some cases by clearing agents and verified by customs officials. However, in order to ensure better coverage, this data is supplemented by other sources, on the basis that, some transactions are not subjected to customs surveillance, like in the case of electricity exports and crude oil. Also data for cash crops like Coffee, Tobacco and Cotton, are obtained from respective authorities setup by Government to monitor their production and sales. For instance, data for electricity exports are obtainable from Zambia Electricity Supplying Company (ZESCO), whereas data on major cash crops is obtainable from Zambia Export Growers Association (ZEGA) and Export Board of Zambia (EBZ). These Non-Customs sources of trade data are also important since they assist in cross - checking of Customs data. However, it is important to note that these Non-Customs sources of trade data are not generally substitutes for original Customs data.

² This is outlined in the United Nations International Merchandise Trade Statistics Manual, Revision 2, 1998.

1.2 Data Processing

Data capture at the ZRA is done using a special Customs Software called Automated Systems for Customs Data Management (ASYCUDA++); for all the automated Customs Stations and Ports through out the country, while non-automated stations use Database Software. The use of ASYCUDA ensures that reliable and better quality data are captured, with the help of in-built checks on some mandatory variables such as Customs Procedure Codes (CPCs), commodity codes, country of origin, date and customs value among others. Besides, this software quickens the processing of customs entries and improves on efficiency of tax collection on the part of ZRA.

The Central Statistical Office on the other hand, has software called EUROTRACE housed by the External Trade and Balance of Payments Statistics Branch, which is compatible with Automated Systems for Management of Customs Data (ASYCUDA++). The EUROTRACE synchronizes data directly from ASYCUDA into ASCII format. This software is used to carry out further validity checks and general management of trade data, before they are disseminated to the various users.

A variety of statistics, are produced, some tailored to the user specification. Most of the more widely used statistics and tables appear in this publication. Detailed statistical information is provided/disseminated on request as hard copy, floppy diskettes, CD-ROMs and via electronic mail. The reports are compiled in SITC rev, 3 and Harmonized Coding System nomenclatures (i.e. HS 96/2002).

1.3 System for Recording Trade Flows

Recording of trade flows in Zambia is based on the Special Trade System (STS), and according to this system, imports include only those goods from abroad that have been cleared by the customs. Goods that do not enter the country's customs territory are excluded. These are goods imported in bond, either in customs bonded or bonded manufacturing warehouses, or destined to foreign missions and international organizations (Extra-territorial enclaves). Exports include goods produced, grown or manufactured in Zambia directly exported (domestic exports) and exports of originally imported goods in free circulation (re-exports). Exports of goods which were originally imported in bond and which never entered Zambia's customs territory are not included. Goods simply in transit through Zambia are deemed not to enter the Zambian custom's territory.

1.4 Valuation

There are also two methods of valuing trade statistics depending on whether they are Imports or exports. Imports are valued at cost, insurance and freight prices (c.i.f), which is the price of a good delivered at the border of the importing country. Exports are valued at free on board (fob) prices; which take into account the transaction value of the goods and value of services performed to deliver goods to the border of the exporting country.

1.5 Main Concepts

The following explanatory notes are included in order to facilitate easy interpretation of the data;

- **Exports:** This refers to outward flows comprising goods leaving the economic territory of a country to the rest of the world.
- **Traditional Exports:** This category includes copper and cobalt.
- **Non-Traditional Exports:** For purposes of understanding this publication, Non-Traditional Exports will include all such merchandize other than copper and cobalt.
- **Bill of Entry:** This a document against which goods are entered to obtain customs clearance and with which any duties thereon are paid.
- **Customs Duty:** this is the duty levied on imported goods.
- **Re-exports:** This refers to goods imported into the country and then exported in the same form or after minor improvements like blending, packing and repairing. Using the criteria of the IMTS Rev.2, goods admitted for onward processing, which are usually considered, as temporary movements under the customs law are included in the trade statistics.

- **Imports:** This refers to the inward flows of goods from the rest of the world into the economic territory of a country.
- **Economic territory:** The economic territory consists of the geographical territory administered by a government, within which persons, goods and capital circulate freely. Using the criteria of the United Nations Trade manual Rev.2; this includes the airspace, territorial waters, and continental shelves lying in international waters over which the country enjoys exclusive rights, or it has, or claims to have jurisdiction in respect of the right of fish or to export fuels or minerals below the seabed. It also includes territorial enclaves in the rest of the world, free zones and warehouses or factories operated by off shore enterprises under customs control. These form part of the economic territory of the country in which they are physically located.
- **Goods for Processing:** These are goods sent abroad or brought into the country for processing, including processing under contract. Examples are oil refining, metal processing, vehicle assembly and clothing manufacture. These goods resulting from such processing should be recorded as imports and exports of the respective countries.
- **Goods in transit:** This refers to goods simply being transported through a country.
- **Customs Territory:** This refers to the territory in which the customs law applies in full.
- **Goods in Free circulation:** This means that goods can be disposed of without customs restriction.

Chapter 2 An Overview of the External Trade Sector

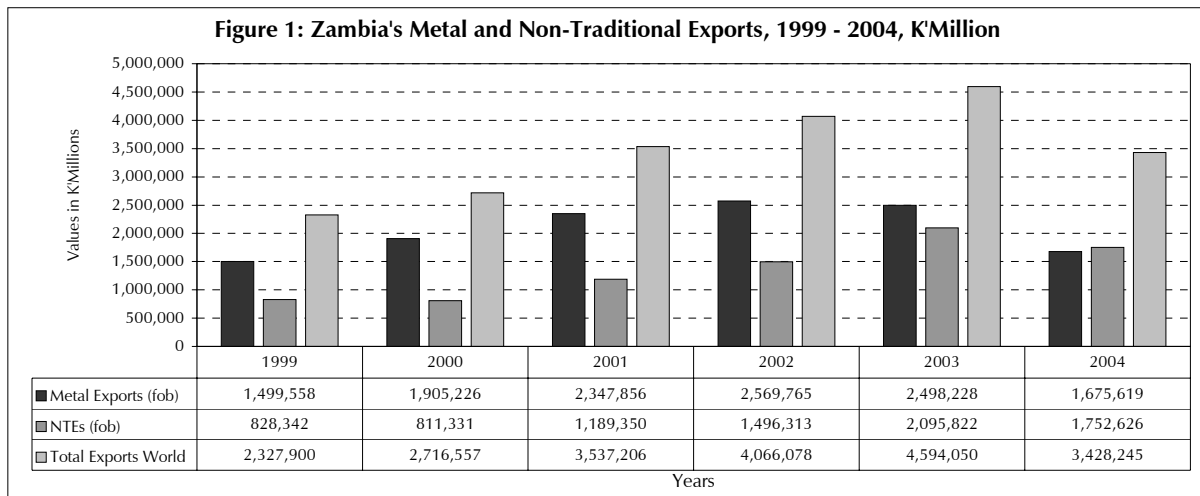
2.0 Exports

Zambia's export trade has generally experienced increases since 1999 in the various categories of export products. Traditional exports mainly copper and cobalt with their articles dominate Zambia's export sector through out. These products had an average contribution of about 65 percent to total exports during the period 1999 to 2004³.

The exports of major selected products which include copper, cobalt, semi-precious stones, cement, cotton, cane sugar, cut flowers and tobacco; constituted over 70 percent of the entire export earnings annually.

2.0.1 Exports of Zambia's Metal and Non -Traditional Exports (NTEs).

Figure 1 illustrates the developments of Non-Traditional Exports and Metal exports since 1999. In general, Zambia's exports have increased considerably during the period under review.



Note: 2004 data runs up to June.

This increase in exports could be attributed to the corresponding general increases in the country's dominant metal products. Non-Traditional Exports, including electricity also have equally recorded increases with notable ones recorded between 2001 and 2003. Further, the shares of NTEs in total receipts from exports have increased significantly from only 34 percent in 1999 to about 46 percent in 2003. However, what is evident from figure 1 is that NTEs more or less stagnated between 1999 and 2000, before rising slightly between 2001 and 2002.

The NTEs reached their peak of about K2,095,822 million in 2003; representing a share of 46 percent in total export earnings. Among the NTEs other than those that are part of the selected products that have recorded notable growth in foreign exchange earnings are coffee, wire of refined copper, and electric energy.

³ See Appendix 2: Table 17: Zambia's Top 30 exports to the ROW 1999 - 2004

2.0.2 Markets for Zambia's Non Traditional Exports between 1999 and 2004

Table 1 shows the major destinations of Zambia's Non-Traditional Exports over the past five years.

Table 1: Markets for Zambian NTEs for period 1999 to 2004, K'Millions

| Market/Region | 1999 | % Share in | 2000 | % Share in | 2001 | % Share in | 2002 | % Share in | 2003 | % Share in | 2004** | % Share in |
|-------------------------------|----------------|---------------|----------------|---------------|------------------|---------------|------------------|---------------|------------------|---------------|------------------|---------------|
| | K' Millions | Region | K' Millions | Region | K' Millions | Region | K' Millions | Region | K' Millions | Region | K' Millions | Region |
| A. COMESA | | | | | | | | | | | | |
| Tanzania | 88,096 | 32.90 | 16,437 | 6.34 | 11,531 | 4.26 | 34,185 | 4.51 | 16,679 | 1.89 | 25,883 | 2.46 |
| Congo (DR) | 84,788 | 31.66 | 115,155 | 44.39 | 116,315 | 42.99 | 166,492 | 21.95 | 197,083 | 22.34 | 245,240 | 23.27 |
| Zimbabwe | 30,005 | 11.20 | 45,423 | 17.51 | 34,465 | 12.74 | 54,945 | 7.24 | 73,693 | 8.35 | 133,490 | 12.67 |
| Malawi | 31,471 | 11.75 | 49,347 | 19.02 | 34,055 | 12.59 | 65,526 | 8.64 | 105,799 | 11.99 | 98,167 | 9.31 |
| Uganda | 13,390 | 5.00 | 4,038 | 1.56 | 3,997 | 1.48 | 2,579 | 0.34 | 366 | 0.04 | 125 | 0.01 |
| Kenya | 1,375 | 0.51 | 3,288 | 1.27 | 34,849 | 12.88 | 3,025 | 0.40 | 4,542 | 0.51 | 2,459 | 0.23 |
| Burundi | 6,751 | 2.52 | 7,882 | 3.04 | 6,793 | 2.51 | 8,912 | 1.17 | 13,091 | 1.48 | 7,529 | 0.71 |
| Rwanda | 5,938 | 2.22 | 7,622 | 2.94 | 13,670 | 5.05 | 4,556 | 0.60 | 6 | 0.00 | 267 | 0.03 |
| Namibia | 3,647 | 1.36 | 6,107 | 2.35 | 3,047 | 1.13 | 7,971 | 1.05 | 5,986 | 0.68 | 3,010 | 0.29 |
| Mauritius | 37 | 0.01 | 1,209 | 0.47 | 10,349 | 3.82 | 27,001 | 3.56 | 18,087 | 2.05 | 10,226 | 0.97 |
| Other COMESA | 2,290 | 0.86 | 2,932 | 1.13 | 1,515 | 0.56 | 383,425 | 50.54 | 446,715 | 50.65 | 527,475 | 50.05 |
| Total COMESA | 267,788 | 100.00 | 259,440 | 100.00 | 270,586 | 100.00 | 758,617 | 100.00 | 882,047 | 100.00 | 1,053,871 | 100.00 |
| B. EUROPEAN UNION | | | | | | | | | | | | |
| United Kingdom | 68,470 | 34.88 | 45,124 | 22.05 | 83,896 | 28.38 | 73,687 | 27.76 | 97,379 | 30.37 | 71,271 | 28.45 |
| Belgium | 13,406 | 6.83 | 11,393 | 5.57 | 24,816 | 8.39 | 24,670 | 9.29 | 27,779 | 8.66 | 19,120 | 7.63 |
| Germany | 50,053 | 25.50 | 53,361 | 26.08 | 54,052 | 18.28 | 39,433 | 14.85 | 34,906 | 10.89 | 27,306 | 10.90 |
| Netherlands | 31,126 | 15.86 | 58,701 | 28.68 | 73,435 | 24.84 | 70,395 | 26.52 | 65,982 | 20.58 | 25,928 | 10.35 |
| Spain | 15,745 | 8.02 | 6,818 | 3.33 | 5,714 | 1.93 | 1,863 | 0.70 | 2,240 | 0.70 | 1,207 | 0.48 |
| Finland | 309 | 0.16 | 390 | 0.19 | 836 | 0.28 | 24,804 | 9.34 | 56,254 | 17.54 | 53,679 | 21.43 |
| Portugal | 9,672 | 4.93 | 18,136 | 8.86 | 28,284 | 9.57 | 3,424 | 1.29 | 570 | 0.18 | 357 | 0.14 |
| France | 2,245 | 1.14 | 393 | 0.19 | 1,829 | 0.62 | 12,710 | 4.79 | 24,136 | 7.53 | 34,460 | 13.76 |
| Italy | 2,125 | 1.08 | 6,294 | 3.08 | 12,743 | 4.31 | 10,965 | 4.13 | 7,568 | 2.36 | 8,034 | 3.21 |
| Other EU | 3,156 | 1.61 | 4,034 | 1.97 | 10,059 | 3.40 | 3,523 | 1.33 | 3,827 | 1.19 | 9,154 | 3.65 |
| Total EU | 196,307 | 100.00 | 204,644 | 100.00 | 295,664 | 100.00 | 265,474 | 100.00 | 320,641 | 100.00 | 250,516 | 100.00 |
| C. ASIA | | | | | | | | | | | | |
| India | 27,222 | 67.76 | 26,892 | 60.51 | 115,168 | 56.83 | 127,747 | 62.41 | 162,740 | 45.47 | 36,683 | 58.91 |
| Hong Kong | 1,902 | 4.73 | 9,096 | 20.47 | 35,334 | 17.44 | 30,974 | 15.13 | 111,338 | 31.11 | 5,519 | 8.86 |
| Japan | 1,275 | 3.17 | 1,001 | 2.25 | 949 | 0.47 | 6,538 | 3.19 | 2,081 | 0.58 | 461 | 0.74 |
| Thailand | 503 | 1.25 | 4,140 | 9.32 | 28,731 | 14.18 | 8,095 | 3.95 | 29,201 | 8.16 | 3,749 | 6.02 |
| China | 188 | 0.47 | 106 | 0.24 | 1,290 | 0.64 | 4,165 | 2.03 | 9,511 | 2.66 | 12,176 | 19.55 |
| South Korea | 48 | 0.12 | 37 | 0.08 | 1,267 | 0.63 | 1,362 | 0.67 | 364 | 0.10 | 0 | 0.00 |
| Other Asia | 9,034 | 22.49 | 3,170 | 7.13 | 19,902 | 9.82 | 25,816 | 12.61 | 42,668 | 11.92 | 3,679 | 5.91 |
| Total Asia | 40,172 | 100.00 | 44,442 | 100.00 | 202,641 | 100.00 | 204,697 | 100.00 | 357,903 | 100.00 | 62,267 | 100.00 |
| D. OTHER MARKETS | | | | | | | | | | | | |
| South Africa | 186,421 | 39.72 | 148,000 | 55.45 | 255,670 | 72.03 | 388,918 | 75.24 | 349,425 | 70.76 | 575,519 | 88.52 |
| USA | 8,631 | 1.84 | 19,663 | 7.37 | 25,833 | 7.28 | 28,308 | 5.48 | 21,176 | 4.29 | 7,342 | 1.13 |
| Rest of The World | 274,308 | 58.44 | 99,225 | 37.18 | 73,449 | 20.69 | 99,693 | 19.29 | 123,231 | 24.95 | 67,291 | 10.35 |
| Total Other Markets | 469,360 | 100.00 | 266,888 | 100.00 | 354,952 | 100.00 | 516,919 | 100.00 | 493,832 | 100.00 | 650,152 | 100.00 |
| TOTAL WORLD (NTEs): | 973,627 | | 775,414 | | 1,123,843 | | 1,745,707 | | 2,054,423 | | 2,016,806 | |
| % Change (Year - Year) | | | (20) | | 45 | | 55 | | 18 | | (2) | |

Note: (i) Figures in parenthesis have negatives; (ii) Tanzania is included under COMESA for statistical purposes only after the period 2001. Otherwise it pulled out in 2001; (iii) Data for 2004 run up to June

The table unfolds the following patterns in terms of Zambia's NTEs markets:

- ❑ South Africa in the single largest destination for Zambian NTEs accounting for the largest proportion of about 25 percent of total exports between the period 2002 and 2004 alone.
- ❑ The COMESA region is also an important outlet for Zambian NTEs, also accounting for about 34 percent of revenue annually. Within COMESA, Congo (DR) is by far the most important outlet for Zambian NTEs; followed by Malawi and Zimbabwe, whereas exports of NTEs to other member states keep fluctuating from year to year.
- ❑ There has been relatively no significant market diversification for Zambian NTEs during the period under review on an aggregate basis. The, notable exception was the expanded trade with Kenya in 2001 (mostly for sugar) and increased exports to India between 2001 and 2003 (primarily of gemstones).

2.1 Imports

The imports trade profile has been characterized by high import values as compared to the low revenue returns from exports, leading to unfavourable trade balances especially after 1999. The nature of imports is mainly highly valued consumption, intermediate and capital goods. This pattern of import trade could be attributed to the high capital requirement for investment in the industrial, agricultural and transport & communication sectors of the economy.

Table 2: Categorization of Imports by Broad Economic Categories, 1999 to 2004, K'Millions

| Group | Commodity | 1999 | 2000 | 2001 | 2002 | 2003 | 2004** |
|--------------|--|------------------|------------------|------------------|------------------|------------------|------------------|
| 11 | Food and beverages in primary form | 49,119 | 63,981 | 92,082 | 197,068 | 310,266 | 117,324 |
| 12 | Food and beverages, processed | 115,812 | 137,749 | 229,487 | 286,846 | 443,828 | 200,632 |
| 21 | Industrial supplies, nes, primary form | 61,583 | 140,685 | 129,732 | 259,994 | 411,819 | 141,419 |
| 22 | Industrial supplies, processed | 624,111 | 969,062 | 1,447,197 | 1,555,314 | 2,599,800 | 1,850,683 |
| 31 | Fuel and lubricants, primary form | 77,182 | 326,801 | 251,888 | 270,180 | 554,957 | 545,295 |
| 32 | Fuel and lubricants, processed | 1,169 | 1,890 | 2,754 | 15,647 | 11,005 | 7,050 |
| 41 | Capital goods (except transport equipment) | 244,134 | 295,889 | 560,069 | 704,057 | 1,178,398 | 696,172 |
| 42 | Parts and accessories of capital goods | 100,907 | 216,761 | 380,121 | 387,649 | 586,482 | 430,911 |
| 51 | Passenger motor cars | 48,367 | 81,861 | 113,587 | 113,332 | 128,963 | 84,016 |
| 52 | Other transport equipment | 93,186 | 153,796 | 210,380 | 271,532 | 334,196 | 201,704 |
| 53 | Parts & accessories of transport equipment | 74,409 | 88,371 | 125,311 | 155,468 | 242,165 | 137,264 |
| 61 | Durable consumer goods nes | 49,745 | 80,946 | 93,430 | 100,240 | 146,180 | 71,938 |
| 62 | Semi-durable durable consumer goods nes | 59,340 | 95,104 | 114,943 | 124,794 | 174,980 | 96,794 |
| 63 | Non-durable consumer goods nes | 72,576 | 90,758 | 143,725 | 276,615 | 299,923 | 148,612 |
| 7 | Goods not elsewhere specified | 2,176 | 7,909 | 5,790 | 6,488 | 488 | 1,127 |
| Total | | 1,673,816 | 2,751,563 | 3,900,496 | 4,725,224 | 7,423,450 | 4,730,941 |

Note: Data for 2004 are up to June

Processed industrial supplies account for the largest proportion of imports annually, followed by capital goods and then fuels in their primary forms. The demand for fuel has continued to remain high mainly because of the increase in vehicle purchases and other equipment that depend on fuel in order for them to perform.

Table 3: Summary of External Trade Statistics, 1999 – 2004 (K' Million)**

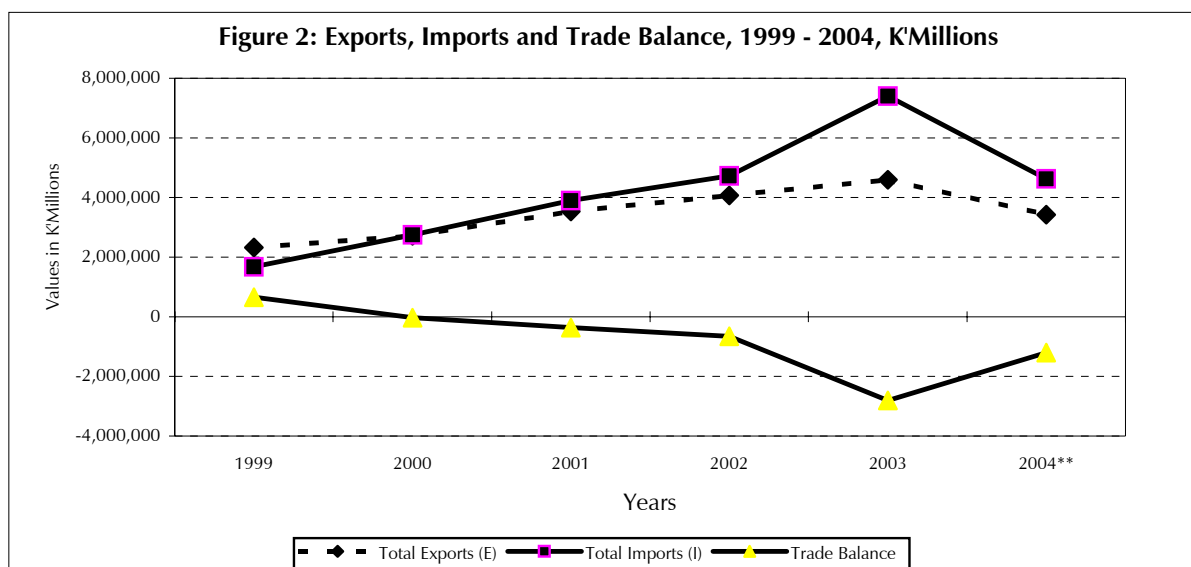
| | 1999 | 2000 | 2001 | 2002® | 2003 | 2004** |
|--------------------------|----------------|-----------------|------------------|------------------|--------------------|--------------------|
| Total Exports (fob) [E]# | 2,327,900 | 2,716,557 | 3,537,206 | 4,069,916 | 4,626,000 | 3,664,676 |
| Total Imports (cif) [I] | 1,673,816 | 2,751,563 | 3,900,496 | 4,725,224 | 7,423,450 | 4,730,941 |
| Trade Balance | 654,084 | (35,006) | (363,290) | (655,307) | (2,797,449) | (1,066,264) |
| % Increase in [E] | | 17 | 30 | 15 | 14 | -21 |
| % Increase in [I] | | 64 | 42 | 21 | 57 | -36 |

Note: Data for 2004 are up to June; Note: The figures in parenthesis () have a negative sign; Total Exports [E]# = Domestic Exports Plus Re-exports.

Table 3 shows the trends of imports, exports and trade balances. The receipts from exports increased significantly across the years from 1999 to 2003. Foreign exchange inflows fluctuated recording 30 percent in 2001 before declining by about a half between 2002 and 2003. On the other hand, imports were growing steadily resulting into trade surpluses in 1999. However, after 1999 imports increased with notable margins unlike exports resulting in trade deficits with the highest figure of K7,406,471 million recorded in 2003. Though the trade data for 2004 are just for the first half of the year, they indicate that the trade deficit is improving recording about K1,201,349 million as compared to K2,812,421 million in 2003.

2.2 Trade Balance

Figure 1 shows that the economy was experiencing trade surpluses during the period before 1999. For example, the highest trade surplus of K654,084 million was reported in 1999. The scenario reversed there after with the economy experiencing the worst trade deficits. The least and highest trade deficit figures of K35,006 million and K2,812,421 million were recorded between the period 2000 and 2003. These persistent and perpetual trade imbalances are as a result of the narrow export-product base, limited market access and poor terms of trade. Moreover, the exports are mainly unprocessed or semi processed intermediate products such as Non-ferrous metals and there articles, cotton yarn, unroasted coffee and tobacco; which are prone to price fluctuations on the international market compared to high valued importations of consumption and capital products. However, this gap between low export earnings and high import values could only be bridged when major strides are made towards processing of raw materials (i.e. Value Addition) so that the final products could fetch high prices on the international markets.



Note: Data for 2004 run up to June

2.3 Exports of Selected Commodities, 1999 to 2004

This section gives an analysis of the export trade of major selected commodities for Zambia between 1999 and 2004⁴. Among the prominent products are refined copper, cobalt, Cane sugar, cotton, tobacco, cement, semi-precious stones and cut flowers. These products are among the top thirty principal foreign exchange earners for Zambia. Refined copper and intermediate products of cobalt had the largest proportions through out the period 1999 to 2004.

Between 2001 and 2004, the top thirty products accounted for about 93 percent of total export earnings for Zambia while in 1999 and 2000 they accounted for about 92 percent. In other words, these products contributed about 92.5 percent on average annually. Other products with notable contributions to Zambia's foreign exchange earnings include among others wire of refined copper, coffee, vegetables and electric energy.

Table 4: Exports of selected commodities by (SITC), 1999 – 2004, K'Millions

| Product | 1999 | 2000 | 2001 | 2002@ | 2003 | 2004** |
|----------------------|---------|-----------|-----------|-----------|-----------|-----------|
| Refined Copper | 995,184 | 1,386,254 | 1,747,270 | 2,004,120 | 1,866,408 | 1,049,005 |
| Cobalt | 504,374 | 518,972 | 600,586 | 565,645 | 631,820 | 633,294 |
| Cotton | 175,798 | 104,265 | 146,253 | 165,223 | 221,457 | 383,095 |
| Semi/Precious Stones | 39,690 | 54,078 | 121,236 | 199,608 | 357,131 | 59,628 |
| Sugar | 57,584 | 72,350 | 132,934 | 138,536 | 147,398 | 94,819 |
| Tobacco | 26,109 | 26,887 | 41,383 | 70,098 | 95,138 | 121,669 |
| Cut Flowers | 5,075 | 9,475 | 17,721 | 14,365 | 36,275 | 10,985 |
| Cement | 17,985 | 31,769 | 24,066 | 20,813 | 28,308 | 16,913 |

Note: This table is an extract from Tables (8) to (13) in Appendix1. @ Denotes Revised, While 2004 data runs up to June.

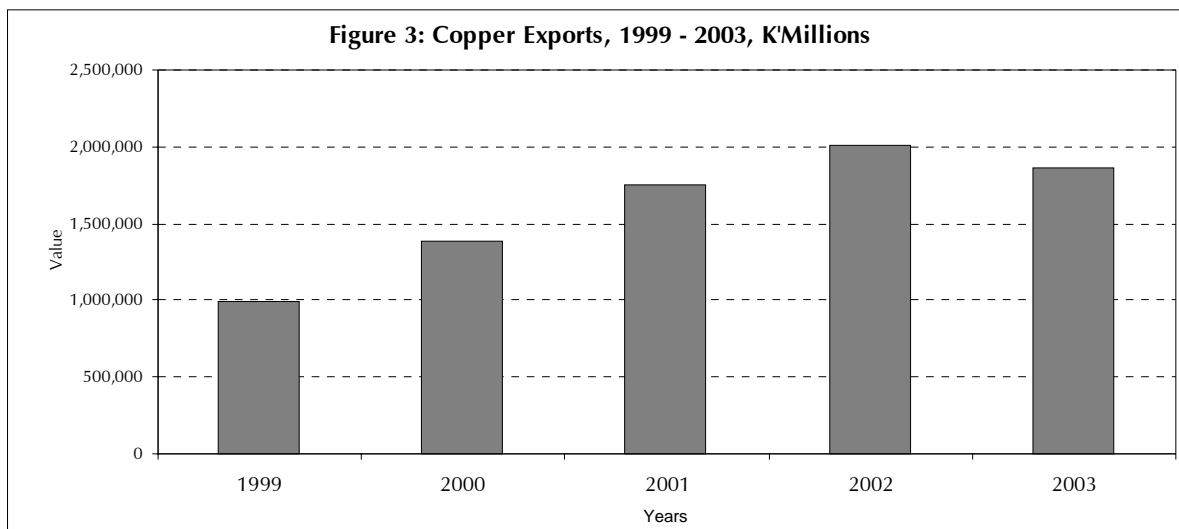
Detailed Analysis based on trade data for 2004 is deliberately omitted because information is reported only for the first two quarters of the year; and would not compare well with other years whose trade data are complete.

2.4.1 Refined Copper

Copper continues to be Zambia's major foreign exchange earner for traditional exports, contributing on average about 49 percent of the total export earnings for the period 1999 to 2003⁵.

⁴ See Tables 8 to 13 in Appendix 2 of this publication

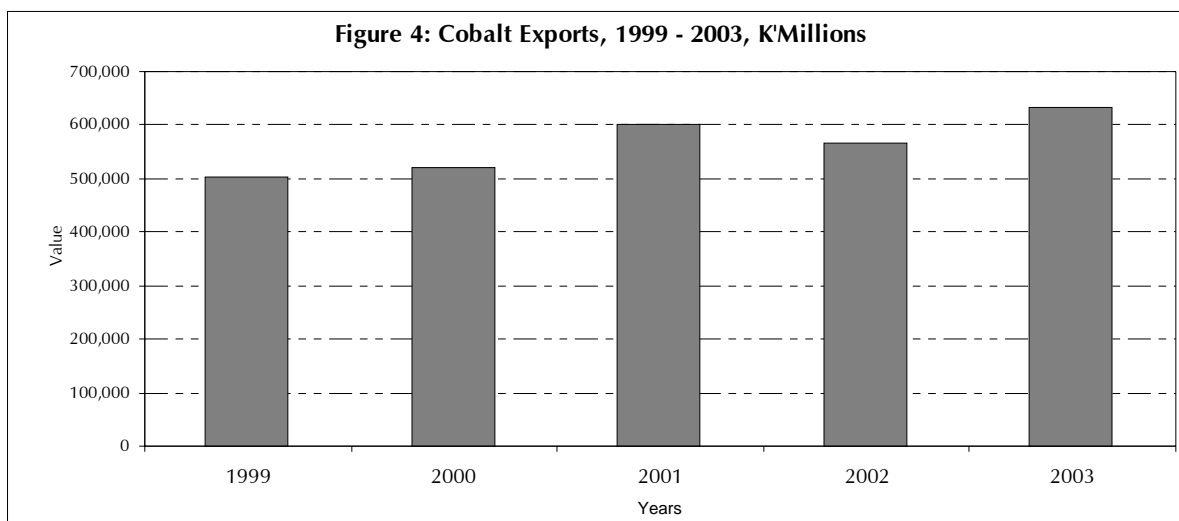
⁵ Traditional exports include all metal products mainly copper and cobalt, while non-traditional exports include the rest of the products other than metals.



During the period 1999 to 2003, export revenue from copper fluctuated between K995,184 million in 1999 and K2,004,120 million; which was the highest figure realized in 2002; before declining slightly to K1,866,408 million in 2003. Refined copper recorded a notable increase of about 39 percent in terms of revenue from K995,184 million in 1999 to K1,386,254 million in 2000. There after, Copper continued to register a steady increase in foreign exchange earnings. For instance from K1,386,254 million in 2000 to K 1,747,270 million in 2001, it accounted for an increase in revenue of about 26 percent while between 2001 and 2002, revenue increased from K1,747,270 million to K2,004,120 million representing about 14 percent increase - mainly due to increased output; before declining slightly by 7 percent in 2003 to K 1,866,408 million. Among the main destinations of Zambia's copper is Europe – mostly European Union countries notable among them being United Kingdom, and Belgium⁶. The Asian market is also another major destination of Zambia's copper, especially Japan.

2.4.2 Cobalt

Through out the period 1999 to 2003, Cobalt had remained the second major export revenue earner for Zambia apart from refined copper.

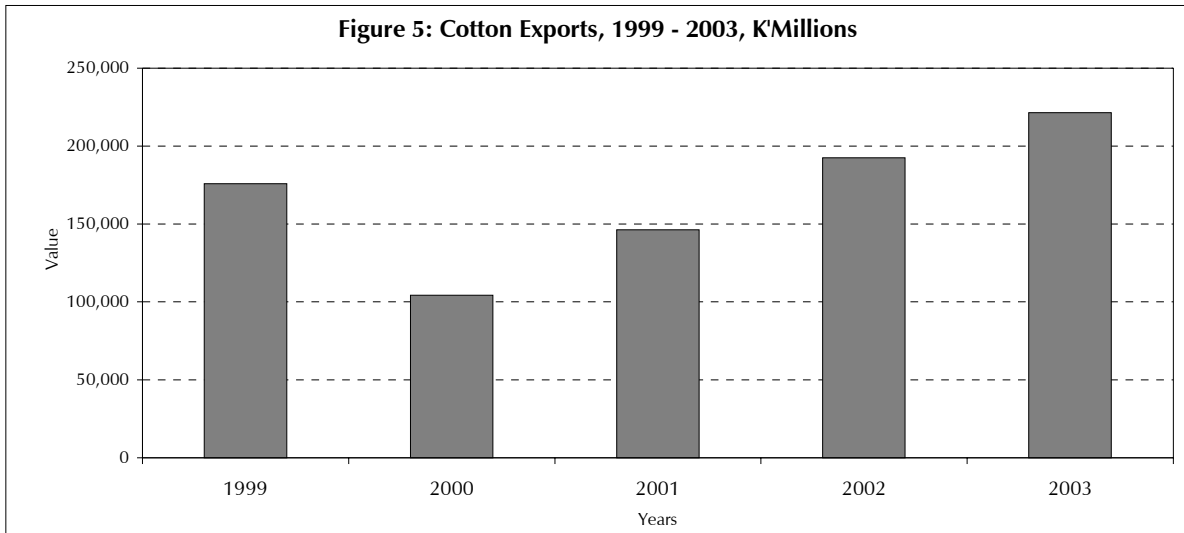


Cobalt's exports fluctuated between K504,000 million and K613,820 million during the period 1999 to 2003. The lowest figure was recorded in 1999 while the highest value of export revenue was recorded in 2003. Additionally, the period 2000 to 2001 experienced the most significant increase in export earnings of about 47 percent. The main markets for Zambia's Cobalt are United Kingdom, Belgium and South Africa.

⁶ UK is seen to be the major final destination of Zambia's copper mainly because the London Metal Exchange – where copper is auctioned is based there

2.4.3 Cotton

Cotton is currently among the highest revenue foreign exchange earners of Non-Traditional Exports. Cotton exports registered a value of K175,798 million in 1999, and then declined drastically by 41 percent in 2000 to K 104,265 million. However, the trend improved afterwards with increases of 22 percent, 30 percent and 73 percent recorded in 2001, 2002 and 2003 respectively.

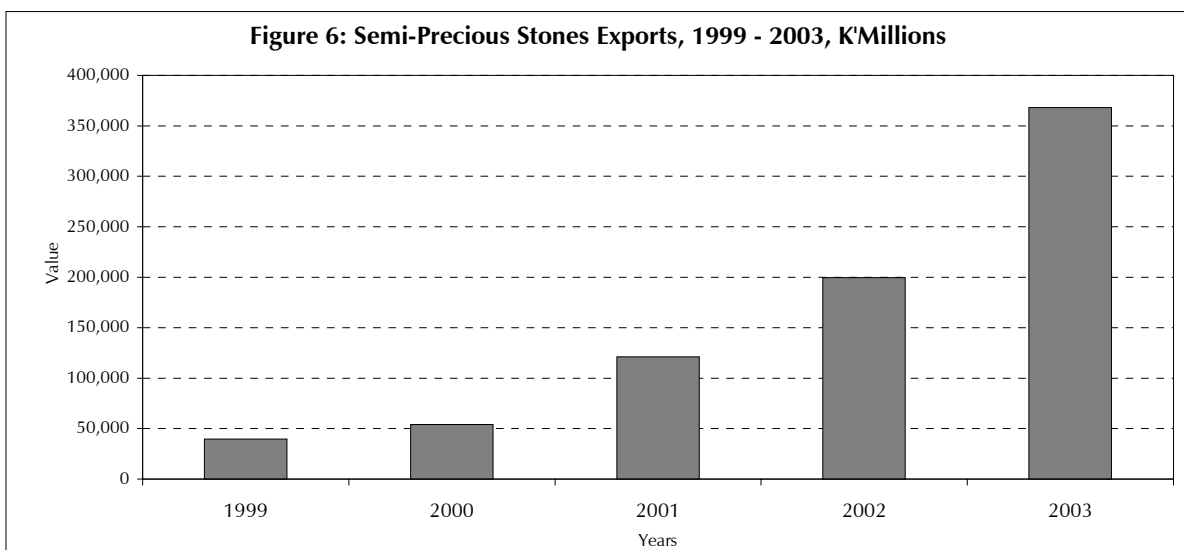


The major final destinations of Zambia's cotton include Germany, United Kingdom, Belgium, Mauritius and South Africa.

2.4.4 Semi/Precious Stones

This is one of the recent promising sub – sector of the economy whose export earnings have increased significantly over the years. The export receipts between 1999 and 2000 increased by 36 percent, from K39,690 million to K54,078 million respectively. Further, the trend improved substantially in 2001 recording K255,602 million; which is almost five times the 2000 figure.

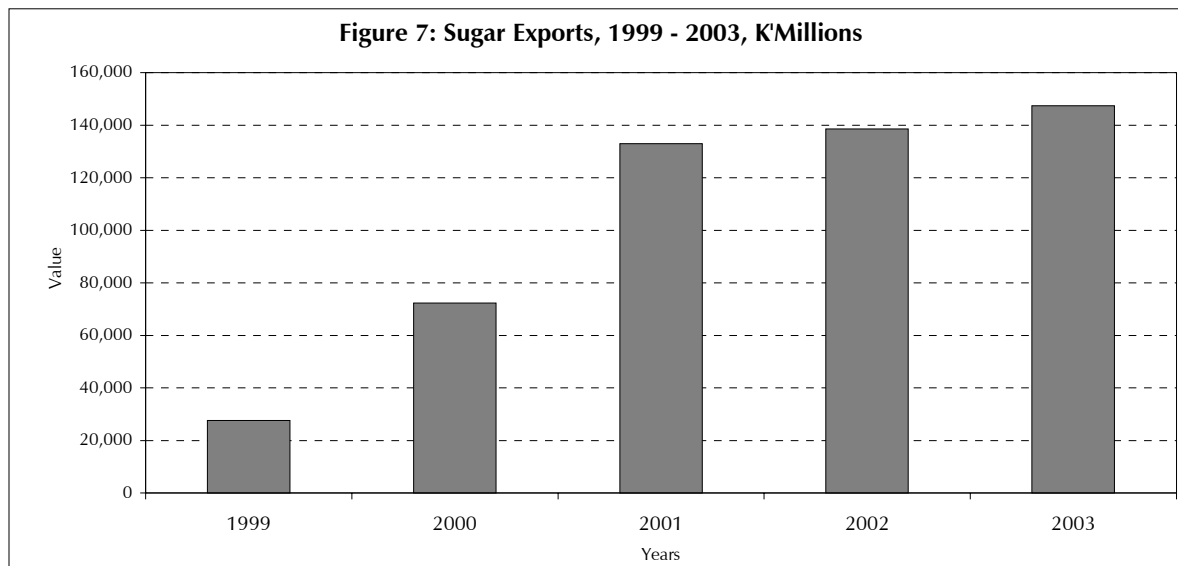
Total receipts from exports of semi/precious stones continued with an upward trend from the lowest figure of K121,236 million in 2001 followed by K 199,608 million and K357,131 million in 2002 and 2003 respectively.



During the period under review, the quantity in tones of exports of precious stones was almost steady. This indicates that the fluctuations in value terms from exports of precious stones could be attributed to the shifts in prices in the international markets. The major markets for Zambia’s semi/precious stones include India – with the largest proportion followed by Switzerland, Hong Kong, Israel, Italy, USA and Thailand.

2.4.5 Sugar

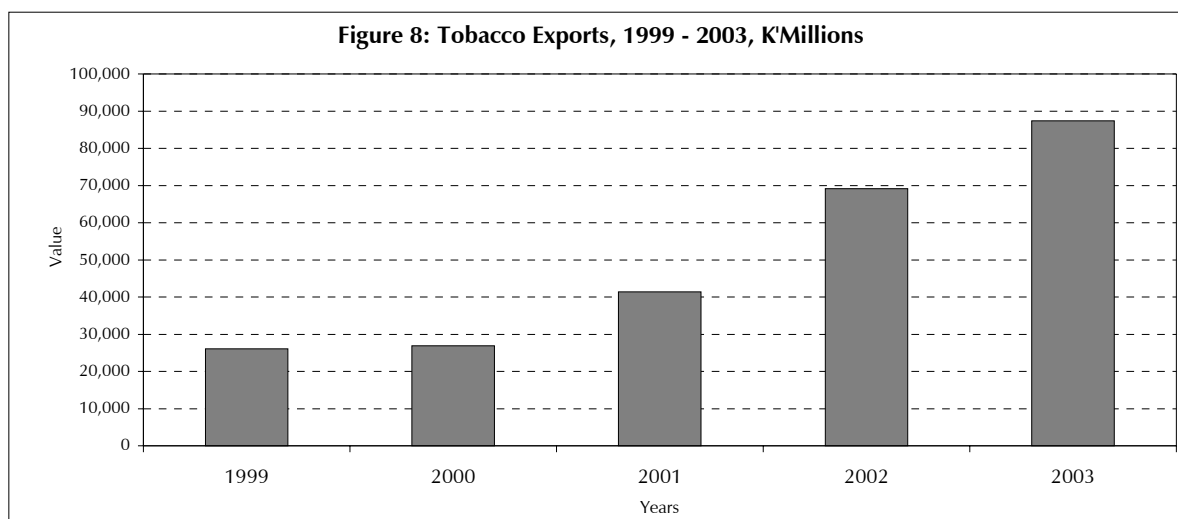
Sugar is among the Non-Traditional Exports whose contribution to total export earnings for the country has been growing considerably. In 1999, sugar accounted for about K38,000 million. It then doubled in 2001 over the 2000 figure of K72,350 million. The revenues recorded between 2002 and 2003 were K138,536 million and K147,398 million respectively..



The major markets of Zambia’s sugar include Portugal in Europe, and in Africa – Tanzania, Uganda, Burundi, Malawi, Congo (DR), South Africa and Zimbabwe.

2.4.6 Tobacco

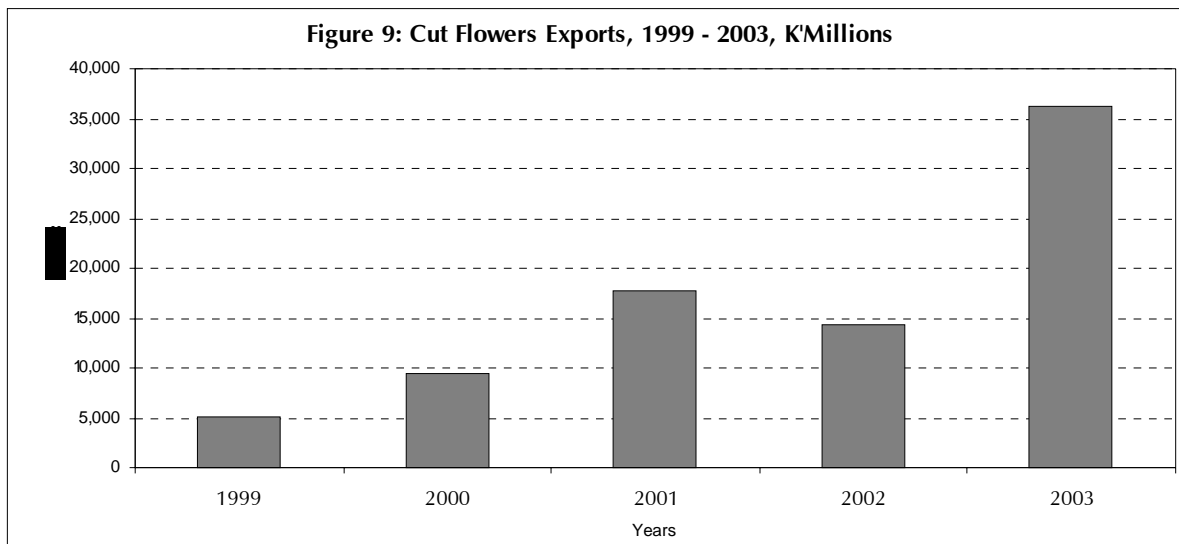
Tobacco was once among Zambia’s prominent traditional exports especially immediately after independence. However, its production levels had become very unstable.



During the early 90s and the subsequent years, production of Tobacco improved. The period between 1999 and 2001 recorded a steady increase in export earnings through out. However, the period after 2001 experienced notable increases in the values of exports of tobacco with the highest figure of K95,138 million recorded in 2003 alone. The major markets for Zambia’s tobacco during the period under review were EU countries – mainly Germany, Austria Italy, France, Portugal and Belgium.

2.4.7 Cut Flowers

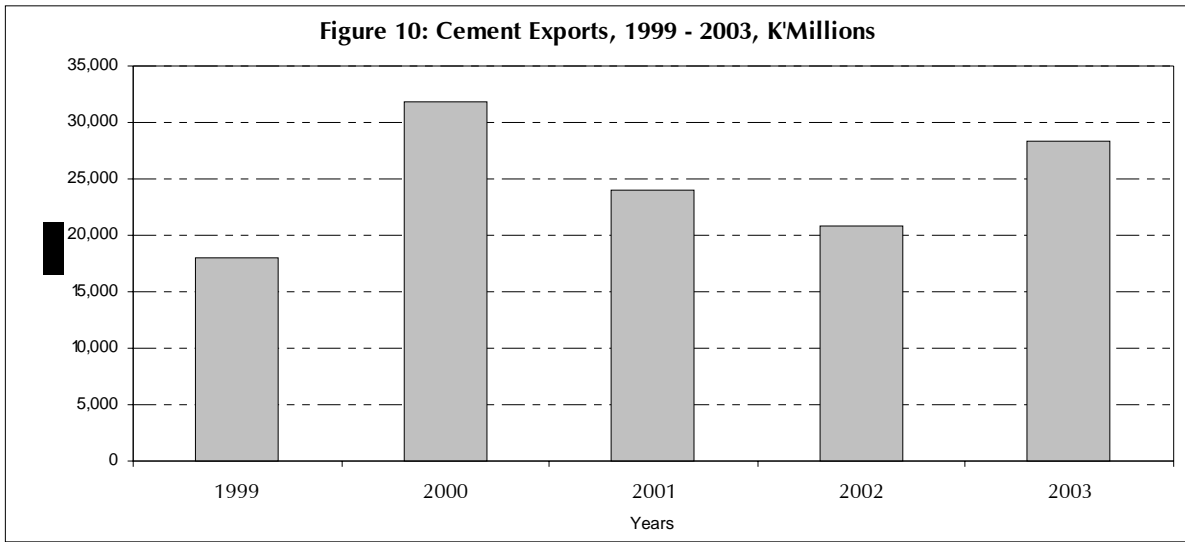
The Floriculture is among the recent and potential sub-sectors of Zambia’s economy whose receipts from exports have substantially increased over the years. The period 1999 to 2001 experienced steady increases; reporting K5,075 million in 1999 and K9,475 million in 2000 representing an increase of about 87 percent. In 2001, cut flowers recorded K17,721 million before declining slightly in 2002 to K14,365 million. However, there was a major recovery in exports of flowers in 2003, recording K36,275 million which is almost three times the figure in 2002.



The major markets for cut flowers include Europe with EU accounting for the biggest proportion. Within the European Union - Netherlands, Germany, United Kingdom and Italy stand out to be the major final destinations of these flowers.

2.4.8 Cement

The cement exports recorded the highest figure of about K32,000 million in 2000, while the lowest figure of about K9,000 million was reported in 1999. The earnings increased drastically by about 77 percent in 2000. However, the receipts declined in 2001 by 24 percent. Export values in 2001 and 2002 were almost the same; and increased in 2003 by almost half the figure in 2002.



The major destinations of cement exports are within Africa, mostly to Angola, Burundi, Rwanda and Congo (DR).

Chapter 3 Zambia's Direction of Trade

This section presents a summary of trade between Zambia and the rest of the world. The major trading partners have been classified according to continent, regional groupings and individual countries. Further, this section provides information on the major destinations of Zambia's products and also sources of imports. Additionally, information related to available market opportunities for Zambia's products in the global market, which could be useful in, market access/penetration analyses and opportunities are highlighted.

3.1 Export Market Share By Major Trading Partners

Table 5 indicates clearly that Europe is generally the major destination of Zambia's exports; accounting for the largest average market share of about 59 percent; of which the European Union (EU) countries account for the biggest proportion. Since 1999, the EU has dominated the market share accounting on average about 49 percent of foreign exchange earnings for Zambia.

The EU share recorded the highest figure of about 55 percent between 2000 and 2001 while the lowest figure of about 35 percent was recorded in 2003. The reduction in the EU's market share could be attributed to Zambia's shift in market access, which led to increased revenue in-flows from SADC and Asia. For example the share for SADC rose by 6 percent in 2003; whereas exports to the EU dropped by 13 percent during the same period.

The African continent ranked second to Europe as a final destination of Zambia's exports in terms of export market share, with a period average of 34 percent. The largest proportion within Africa goes to the SADC region. The proportion of market share for SADC fluctuated between 24 percent and 43 percent. Zambia's major trading partners within SADC region include South Africa – accounting for the largest share, Congo (DR), Tanzania and Malawi. These four countries comprise about 92 percent of the total SADC market share. The other SADC countries contribute the remaining 8 percent market share.

Table 5: Export Percentage Market Shares by Major Trading Partners, 1999 to 2004

| Region/Continent | 1999 | 2000 | 2001 | 2002® | 2003 | 2004** |
|---------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| SADC | 23.8 | 29.1 | 29.2 | 37.2 | 43.7 | 48.1 |
| Rest of Africa | 1.6 | 1.3 | 2.1 | 1.1 | 1.1 | 0.8 |
| Africa Total | 25.4 | 30.5 | 31.3 | 38.3 | 44.8 | 48.9 |
| Asia | 6.5 | 1.6 | 5.9 | 6.1 | 11.2 | 7.9 |
| European Union | 53.1 | 55 | 55.4 | 47.6 | 34.5 | 26.2 |
| Rest of Europe | 14.2 | 11.8 | 6.5 | 6.7 | 8.1 | 16.0 |
| Europe Total | 67.3 | 66.7 | 61.9 | 54.3 | 42.6 | 42.3 |
| Rest of the World | 0.9 | 1.1 | 1 | 1.4 | 1.5 | 1.0 |
| World total | 100 | 100 | 100 | 100 | 100 | 100 |

World Total = Total Africa *plus* Total Asia *plus* Total Europe *Plus* Rest of the World.

Note: ® Denotes Revised, while 2004 data runs up to June

The rest of the world accounts for about 5 percent of total market share, for the period 1999 to 2003. However, the export trade profile could be improved even more when efforts are made towards market diversification and further processing (value addition) of the raw materials exported. This could be the only way out of making Zambia's exports more competitive and less prone to price dynamics in the global market. Further, it could be important to explore and target markets that absorb less of Zambia's exports for subsequent market diversification like the Americas⁷.

3.2 Import Market Shares By Major Trading Partners

Zambia's overall import trade during the period 1999 to 2004, remained highly concentrated in the three continents; namely, Asia, Europe and Africa. Among these, the African continent ranked highly with an average import market share of 66 percent. Europe was second with 17 percent and then Asia with 13 percent, while the rest of the world accounts for the remaining share of 4 percent.

⁷ Zambia stands to benefit positively from the AGOA if the exporters can meet the demand and standards required by the USA market.

Table 6: Import Percentage Market Shares by Major Trading Partners, 1999 – 2004

| Region/Continent | 1999 | 2000 | 2001 | 2002@ | 2003 | 2004** |
|---------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| SADC | 56.9 | 68.8 | 67.6 | 67.2 | 66.2 | 53.9 |
| Rest of Africa | 0.5 | 0.5 | 0.7 | 1.4 | 2.0 | 1.7 |
| Africa Total | 57.4 | 69.3 | 68.3 | 68.6 | 68.2 | 55.6 |
| Asia | 14.9 | 9.8 | 12.4 | 13.3 | 13.3 | 15.4 |
| European Union | 21.2 | 14 | 15.1 | 14.6 | 14.1 | 23.6 |
| Rest of Europe | 1.2 | 0.7 | 0.6 | 0.6 | 0.9 | 1.0 |
| Europe Total | 22.4 | 14.7 | 15.6 | 15.2 | 15.0 | 24.6 |
| Rest of the World | 5.3 | 6.2 | 3.7 | 2.9 | 3.5 | 4.4 |
| World Total | 100 | 100 | 100 | 100 | 100 | 100 |

World Total = Total Africa *plus* Total Asia *plus* Total Europe *Plus* Rest of the World.

Note: @ Denotes Revised, while (**) denotes data up to June and is preliminary

The major trading partners in terms of imports over this period within the Asian continent are; Japan, India, Hong Kong, China, United Arab Emirates, and South Korea, accounting for about 70 per cent of the Asian total market share. The main products imported from Asia are; Machinery, textile fabrics, pharmaceutical products, vehicles and electronics. The proportional market share for imported products from Asia was twice as much as that of export market share for products from Zambia. Through proper market diversification and trade promotion, Asia could still absorb more exports from Zambia.

The proportional market share for imports from Europe fluctuated between 15 per cent and 25 percent from 1999 to 2004. Exports on the other hand maintained an average share of 59 per cent through out the same period. The main trading partners in the continent are mainly European Union countries, which among others includes; United Kingdom, Germany, Italy, and France. The major products imported are mostly electronics, iron and steel, textile, medical and pharmaceutical products.

Table 6 clearly indicates that the African continent dominates the import trade, with an average market share of about 65 percent of the total imports. The major source of imports accounting for over 95 percent is the SADC states mainly South Africa, Zimbabwe, Swaziland, Tanzania, Malawi, Botswana and Mauritius. However, it is important to note that not all goods imported from the SADC region originate purely from there. Certain products are pure re-exports from third countries (Non-SADC and also developed countries), while others go through the final processing within the region. Further, if these products satisfy the rules of origin, then they are deemed as originating from SADC member states.

South Africa is the leading trading partner within SADC region for both imports and Exports. The major products imported from South Africa comprise mostly of paper and paper products, iron and steel, vehicles, petroleum products (mostly re-exports). The output from the Zambian's industrial sector is insufficient to satisfy domestic demand, hence the huge imports to complement local products. In some cases, the goods imported from South Africa are relatively cheaper than Zambian products. This could be the high cost of production locally and also; due to large economies of scale created by industries in South Africa.

3.3 Zambia's Trade with Selected Regional Groupings 1999 - 2003

Apart from trading with the world at large, Zambia also has specific trade relationships with selected individual Regional Integration Arrangements; among the major ones are EU, COMESA and SADC. This section looks at the nature of the country's trade patterns with these groupings. It is important to note that some countries belong to both COMESA and SADC. In the case of Tanzania, it is included under COMESA for the period 2002 onwards for time series comparison purposes only⁸.

⁸ Tanzania pulled out of COMESA in 2001, but is maintained to allow for time series statistical analysis.

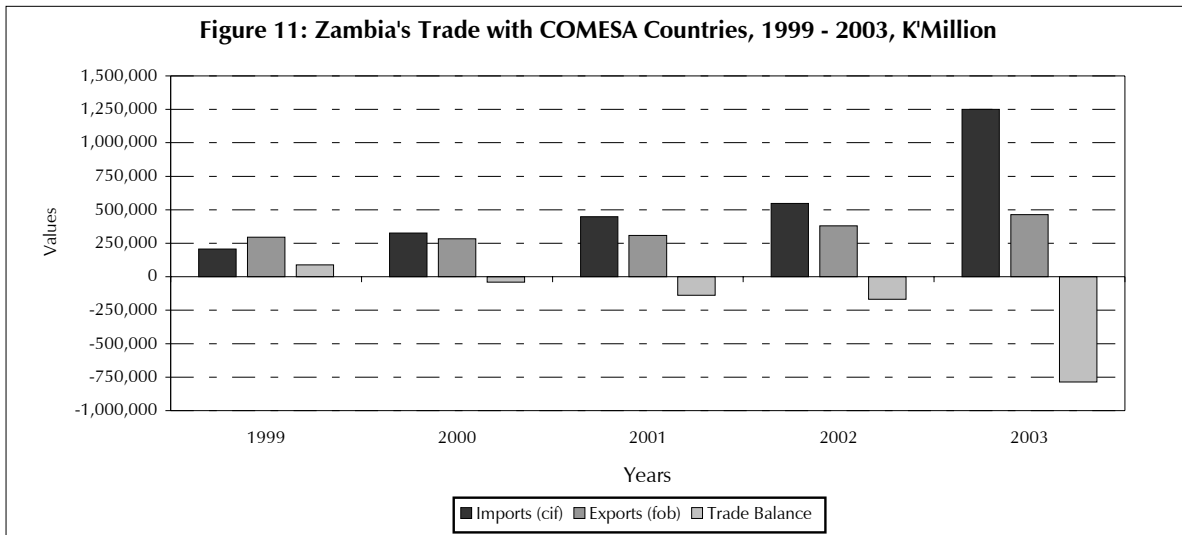


Figure 11 indicates that the value of imports from COMESA region increased steadily from 1999 to 2002; apart from 2003, which recorded a significant increase of about double the figure in 2002. Exports were more or less constant; which resulted into trade imbalances. The highest value of imports was K1,052,281 million in 2003, while the lowest was K208,291 million in 1999. The increase in expenditure on imports from the region after 1999 followed the reduction in demand for imports from the European Union. The plausible explanation could be the recent reduction of non-tariff barriers within the COMESA region for COMESA originating imports.

The major trading partners within COMESA are Congo (DR), Zimbabwe, Egypt, Kenya, Malawi and Mauritius.

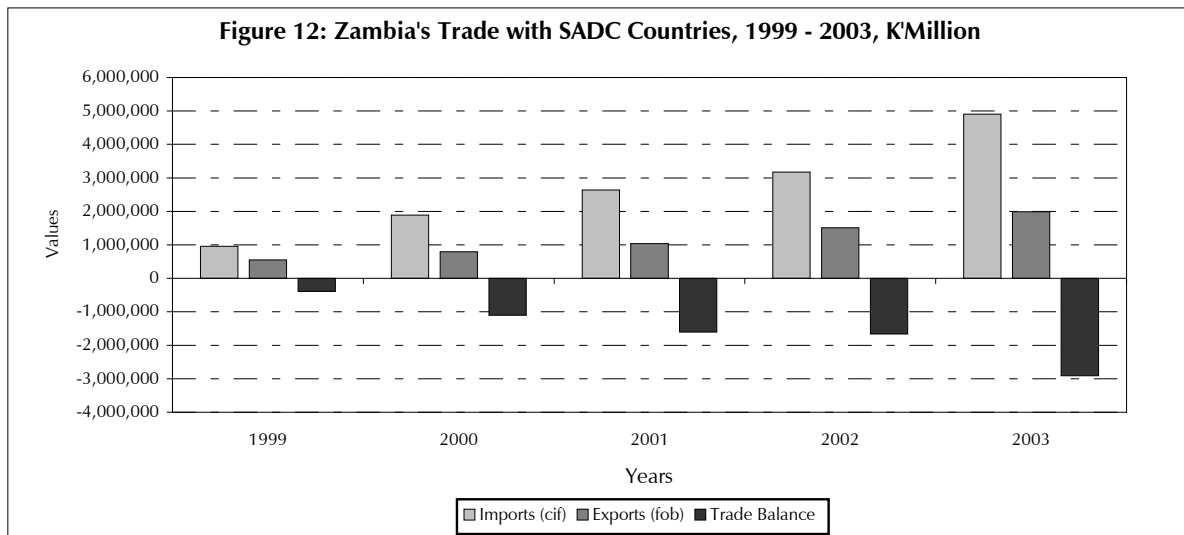


Figure 12 indicates that the value of Zambia's imports from SADC increased significantly from K952,733 million in 1999 to K1,893,373 million in 2000; and then continued to increase steadily between 2000 and 2002. In 2003, the economy experienced a significant increase in expenditure on imports of about 54 percent over the year 2002. The highest figure in terms of imports was recorded at K4,913,289 million in 2003 and the lowest in 1999. On the other hand, exports to the region continued to increase steadily at an annual average rate of 38 percent between 1999 and 2003.

The average export revenue between 1999 and 2000 was K395,612 million; whereas that for the period 2001 to 2003 was recorded at about K1,511,876 million implying that there was more revenue from exports to SADC during the last three years.

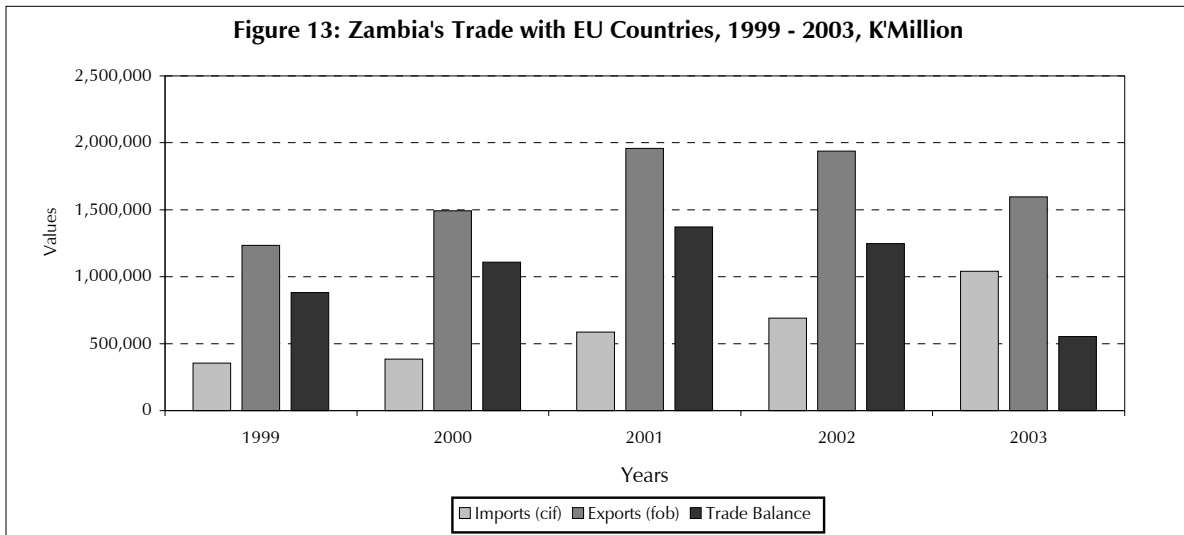


Figure 13 shows that, the European Union is the only region where Zambia had a favorable trade balance and marginal trade deficits. During the period 1999 to 2003, the export revenue surpassed the expenditure on imports. The favorable trade deficits stress the fact that the EU countries are the final destination of Zambia's products. In general, the value of imports from EU countries increased steadily throughout the entire period except in 2000.

Export earnings increased steadily from 1999 to 2001; before declining marginally by 1 percent in 2002 and significantly by 18 percent in 2003. The highest value for exports to EU was K1, 958,000 million recorded in 2001, while the lowest of K1, 235,348 million was registered in 1999. The reduction in earnings from the EU was due to deteriorating prices for the core export products, sold to that market. The low elasticity of demand contributed to this drastic reduction in foreign exchange earnings.

Appendix 1

Summary of External Trade 1990 - 2004

Table 7: Total Exports, Imports and Trade Balance, 1990 – 2004 (K' Million)**

| YEAR | Total Exports (fob) | Domestic Exports | Re-Exports | Imports (cif) | Trade Balance |
|---------------|---------------------|------------------|------------|---------------|---------------|
| 1990 | 39,144 | 39,037 | 107 | 36,554 | 2,589 |
| 1991 | 69,607 | 69,522 | 85 | 51,773 | 17,834 |
| 1992 | 129,475 | 129,303 | 172 | 144,109 | (14,634) |
| 1993 | 374,052 | 373,853 | 199 | 366,291 | 7,761 |
| 1994 | 620,453 | 617,870 | 2,583 | 397,672 | 222,781 |
| 1995 | 898,643 | 895,979 | 2,664 | 604,791 | 271,252 |
| 1996 | 1,252,666 | 1,250,112 | 2,559 | 1,004,236 | 248,430 |
| 1997 | 1,387,447 | 1,386,547 | 900 | 1,055,833 | 331,614 |
| 1998 | 1,421,470 | 1,420,470 | 1,000 | 1,301,025 | 120,451 |
| 1999 | 2,327,900 | 2,316,855 | 11,045 | 1,673,816 | 654,084 |
| 2000 | 2,716,557 | 2,680,166 | 36,390 | 2,751,563 | (35,005) |
| 2001 | 3,537,206 | 3,523,388 | 13,818 | 3,900,496 | (363,289) |
| 2002 | 4,069,916 | 4,045,881 | 24,035 | 4,725,224 | (655,307) |
| 2003 | 4,626,000 | 4,598,081 | 27,918 | 7,423,450 | (2,797,449) |
| 2004** | | | | | |
| Period | Total Exports (fob) | Domestic Exports | Re-Exports | Imports (cif) | Trade Balance |
| January | 446,968 | 444,808 | 2,160 | 602,992 | (156,024) |
| February | 432,755 | 431,473 | 1,282 | 597,390 | (164,635) |
| March | 871,533 | 861,585 | 9,948 | 840,480 | 31,053 |
| April | 625,898 | 613,992 | 11,906 | 769,553 | (143,655) |
| May | 715,751 | 709,658 | 6,093 | 937,075 | (221,324) |
| June | 571,771 | 568,719 | 3,052 | 983,451 | (411,680) |
| Total | 3,664,676 | 3,630,235 | 34,441 | 4,730,941 | (1,066,264) |

Note: Data for 2004 are preliminary and run up to June.

Appendix 2

Top 30 Export Products, Extra Zambia Trade 1999 – 2004**

Table 8: Top 30 Exports Products, Extra Zambia Trade for 2004, K'Millions**

| Ranking | SITC | Commodity | Values | As % of Total |
|---------|-------|--|-----------|---------------|
| 1 | 68212 | Refined Copper | 1,049,005 | 28.62 |
| 2 | 69981 | Cobalt, Wrought, & Articles Of Cobalt, Nes | 621,836 | 16.97 |
| 3 | 68251 | Plates, Sheets & Strip, Of Refined Copper, >0.15mm Thick | 397,983 | 10.86 |
| 4 | 26310 | Cotton, Not Carded Or Combed | 325,325 | 8.88 |
| 5 | 22230 | Cotton Seeds | 139,918 | 3.82 |
| 6 | 68241 | Wire Of Refined Copper | 95,551 | 2.61 |
| 7 | 06111 | Cane Sugar, Raw, In Solid Form | 95,011 | 2.59 |
| 8 | 12120 | Tobacco, Partly Or Wholly Stemmed/Stripped | 82,089 | 2.24 |
| 9 | 28310 | Copper Ores & Concentrates | 64,461 | 1.76 |
| 10 | 56211 | Ammonium Nitrate, Whether Or Not In Aqueous Solution | 60,520 | 1.65 |
| 11 | 65133 | Cotton Yarn (Excl. Sewing Thread), With >=85% Cotton, For Retail | 57,770 | 1.58 |
| 12 | 33400 | Petroleum Oils & Oils Obtained From Bituminous Minerals, Nes | 55,999 | 1.53 |
| 13 | 44100 | Maize Seed | 54,509 | 1.49 |
| 14 | 05469 | Other Vegetables & Mixtures Of Vegetables, Frozen, Nes | 52,288 | 1.43 |
| 15 | 12110 | Tobacco, Not Stemmed/Stripped | 39,580 | 1.08 |
| 16 | 66739 | Precious Or Semi-Precious Stones, Worked But Not Set..., Nes | 30,562 | 0.83 |
| 17 | 66731 | Precious (Excl. Diamonds) Or Semi-Precious Stones, Unworked | 29,066 | 0.79 |
| 18 | 27822 | Graphite, Natural | 27,052 | 0.74 |
| 19 | 89283 | Unused Postage, Revenue... Stamps Of Current Or New Issue; Bankn | 23,129 | 0.63 |
| 20 | 44900 | Unmilled Maize (Exc.. Seed) | 20,822 | 0.57 |
| 21 | 77315 | Other Electric Conductors, For A Voltage 80v-1000v | 19,893 | 0.54 |
| 22 | 66122 | Portl& Cement | 16,913 | 0.46 |
| 23 | 07111 | Coffee, Not Roasted, Not Decaffeinated | 15,323 | 0.42 |
| 24 | 29269 | Other Live Plants, Cuttings & Slips; Mushroom Spawn | 14,485 | 0.40 |
| 25 | 64221 | Envelopes Of Paper/Board | 13,258 | 0.36 |
| 26 | 28793 | Cobalt Ores & Concentrates | 11,458 | 0.31 |
| 27 | 29271 | Cut Flowers & Flower Buds For Ornamental Purposes, Fresh, Dried. | 10,985 | 0.30 |
| 28 | 28821 | Copper Waste & Scrap | 8,588 | 0.23 |
| 29 | 52255 | Cobalt Oxides & Hydroxides; Commercial Cobalt Oxides | 7,848 | 0.21 |
| 30 | 04721 | Groats & Meal Of Maize (Corn) | 7,246 | 0.20 |

Data for 2004 are preliminary and run up to June.

Table 9: Top 30 Exports Products, Extra Zambia Trade for 2003, K'Millions

| Ranking | SITC | Commodity | 2003 | |
|---------|-------|---|-----------|---------------|
| | | | Values | As % of Total |
| 1 | 68212 | Refined Copper | 1,866,408 | 40.35 |
| 2 | 68981 | Intermediate Products Of Cobalt Metallurgy; Cobalt, Unwrought | 400,287 | 8.65 |
| 3 | 68251 | Plates, Sheets & Strip, Of Refined Copper, >0.15mm Thick | 329,825 | 7.13 |
| 4 | 69981 | Cobalt, Wrought, & Articles Of Cobalt, Nes | 231,533 | 5.01 |
| 5 | 66731 | Precious (Excl. Diamonds) Or Semi-Precious Stones, Unworked | 203,365 | 4.40 |
| 6 | 66739 | Precious Or Semi-Precious Stones, Worked But Not Set..., Nes | 153,766 | 3.32 |
| 7 | 06111 | Cane Sugar, Raw, In Solid Form | 147,398 | 3.19 |
| 8 | 26310 | Cotton, Not Carded Or Combed | 117,030 | 2.53 |
| 9 | 68241 | Wire Of Refined Copper | 105,270 | 2.28 |
| 10 | 65133 | Cotton Yarn (Excl. Sewing Thread), With >=85% Cotton, For Retail | 104,427 | 2.26 |
| 11 | 28821 | Copper Waste & Scrap | 72,321 | 1.56 |
| 12 | 12120 | Tobacco, Partly Or Wholly Stemmed/Stripped | 63,354 | 1.37 |
| 13 | 28310 | Copper Ores & Concentrates | 52,126 | 1.13 |
| 14 | 05469 | Other Vegetables & Mixtures Of Vegetables, Frozen, Nes | 50,735 | 1.10 |
| 15 | 29271 | Cut Flowers & Flower Buds For Ornamental Purposes, Fresh, Dried. | 36,275 | 0.78 |
| 16 | 07111 | Coffee, Not Roasted, Not Decaffeinated | 34,981 | 0.76 |
| 17 | 29269 | Other Live Plants, Cuttings & Slips; Mushroom Spawn | 32,259 | 0.70 |
| 18 | 12110 | Tobacco, Not Stemmed/Stripped | 31,784 | 0.69 |
| 19 | 33400 | Petroleum Oils & Oils Obtained From Bituminous Minerals, Nes | 30,869 | 0.67 |
| 20 | 35100 | Electric Energy | 29,196 | 0.63 |
| 21 | 66122 | Portland & Cement | 28,308 | 0.61 |
| 22 | 77315 | Other Electric Conductors, For A Voltage 80v-1000v | 23,556 | 0.51 |
| 23 | 26339 | Other Cotton Waste | 23,082 | 0.50 |
| 24 | 44100 | Maize Seed | 21,587 | 0.47 |
| 25 | 97101 | Gold (Incl. Gold Plated With Platinum), Non-Monetary, Unwrought, | 15,961 | 0.35 |
| 26 | 22230 | Cotton Seeds | 15,083 | 0.33 |
| 27 | 97103 | Waste & Scrap, Of Gold (Incl. Metal Clad With Gold But Excl. Sewn | 12,992 | 0.28 |
| 28 | 54190 | Pharmaceutical Goods, Exc. Medicaments | 11,482 | 0.25 |
| 29 | 66749 | Synthetic Or Reconstituted Precious Or Semi-Precious Stones, Nes | 11,078 | 0.24 |
| 30 | 04813 | Other Rolled Or Flaked Cereal Grains, (Exc.. Rice Of Heading 042 | 10,686 | 0.23 |

Table 10: Top 30 Exports Products, Extra Zambia Trade for 2002 (K'Million)

| Ranking | SITC | Commodity | 2002 | |
|---------|-------|--|-----------|---------------|
| | | | Value | As % of Total |
| 1 | 68212 | Refined Copper | 2,004,120 | 49.24 |
| 2 | 68981 | Intermediate Products Of Cobalt Metallurgy; Cobalt, Unwrought | 336,848 | 8.28 |
| 3 | 69981 | Cobalt, Wrought, & Articles Of Cobalt, Nes | 228,797 | 5.62 |
| 4 | 06111 | Cane Sugar, Raw, In Solid Form | 138,536 | 3.40 |
| 5 | 66731 | Precious (Excl. Diamonds) Or Semi-Precious Stones, Unworked | 102,415 | 2.52 |
| 6 | 97101 | Gold (Incl. Gold Plated With Platinum), Non-Monetary, Unwrought, | 101,378 | 2.49 |
| 7 | 66739 | Precious Or Semi-Precious Stones, Worked But Not Set..., Nes | 97,193 | 2.39 |
| 8 | 65133 | Cotton Yarn (Excl. Sewing Thread), With > =85% Cotton, For Retail | 94,565 | 2.32 |
| 9 | 68241 | Wire Of Refined Copper | 81,755 | 2.01 |
| 10 | 26310 | Cotton, Not Carded Or Combed | 70,668 | 1.74 |
| 11 | 29269 | Other Live Plants, Cuttings & Slips; Mushroom Spawn | 63,323 | 1.56 |
| 12 | 12110 | Tobacco, Not Stemmed/Stripped | 53,619 | 1.32 |
| 13 | 28821 | Copper Waste & Scrap | 40,538 | 1.00 |
| 14 | 05469 | Other Vegetables & Mixtures Of Vegetables, Frozen, Nes | 35,454 | 0.87 |
| 15 | 26339 | Other Cotton Waste | 29,476 | 0.72 |
| 16 | 35100 | Electric Energy | 28,496 | 0.70 |
| 17 | 07111 | Coffee, Not Roasted, Not Decaffeinated | 24,334 | 0.60 |
| 18 | 66122 | Portland & Cement | 20,813 | 0.51 |
| 19 | 77315 | Other Electric Conductors, For A Voltage 80v-1000v | 17,857 | 0.44 |
| 20 | 12120 | Tobacco, Partly Or Wholly Stemmed/Stripped | 16,479 | 0.40 |
| 21 | 19000 | Live Animals, Nes | 14,423 | 0.35 |
| 22 | 29271 | Cut Flowers & Flower Buds For Ornamental Purposes, Fresh, Dried. | 14,365 | 0.35 |
| 23 | 09899 | Other Food Preparations, Nes | 13,099 | 0.32 |
| 24 | 06151 | Cane Molasses Resulting From The Refining Of Sugar | 12,415 | 0.31 |
| 25 | 28823 | Aluminum Waste & Scrap | 12,004 | 0.29 |
| 26 | 89283 | Unused Postage, Revenue... Stamps Of Current Or New Issue; Banking | 11,750 | 0.29 |
| 27 | 52255 | Cobalt Oxides & Hydroxides; Commercial Cobalt Oxides | 11,746 | 0.29 |
| 28 | 54190 | Pharmaceutical Goods, Exc. Medicaments | 11,666 | 0.29 |
| 29 | 22230 | Cotton Seeds | 11,194 | 0.28 |
| 30 | 26901 | Worn Clothing & Other Worn Articles | 11,165 | 0.27 |

Table 11: Top 30 Export Products, Extra Zambia Trade for 2001 (K' Millions)

| Ranking | SITC | Commodity | 2001 | |
|---------|-------|--|-----------|---------------|
| | | | Values | As % of Total |
| 1 | 68212 | Refined Copper | 1,747,270 | 49.00 |
| 2 | 68981 | Intermediate Products Of Cobalt Metallurgy; Cobalt, Unwrought | 363,887 | 10.00 |
| 3 | 69981 | Cobalt, Wrought, & Articles Of Cobalt, Nes | 236,699 | 7.00 |
| 4 | 66739 | Precious Or Semi-Precious Stones, Worked But Not Set..., Nes | 134,366 | 4.00 |
| 5 | 06111 | Cane Sugar, Raw, In Solid Form | 132,934 | 4.00 |
| 6 | 66731 | Precious (Excl. Diamonds) Or Semi-Precious Stones, Unworked | 121,236 | 3.00 |
| 7 | 65133 | Cotton Yarn (Excl. Sewing Thread), With > =85% Cotton, For Retail | 87,856 | 2.00 |
| 8 | 29269 | Other Live Plants, Cuttings & Slips; Mushroom Spawn | 68,587 | 2.00 |
| 9 | 97101 | Gold (Incl. Gold Plated With Platinum), Non-Monetary, Unwrought, | 64,796 | 2.00 |
| 10 | 05469 | Other Vegetables & Mixtures Of Vegetables, Frozen, Nes | 56,958 | 2.00 |
| 11 | 68241 | Wire Of Refined Copper | 49,715 | 1.00 |
| 12 | 12110 | Tobacco, Not Stemmed/Stripped | 32,790 | 1.00 |
| 13 | 35100 | Electric Energy | 31,837 | 1.00 |
| 14 | 66122 | Portland & Cement | 24,046 | 1.00 |
| 15 | 07111 | Coffee, Not Roasted, Not Decaffeinated | 23,627 | 1.00 |
| 16 | 65134 | Cotton Yarn (Excl. Sewing Thread), With = <85% Cotton, For Retail | 21,668 | 1.00 |
| 17 | 26310 | Cotton, Not Carded Or Combed | 19,211 | 1.00 |
| 18 | 77314 | Other Electric Conductors, For A Voltage <80v | 17,811 | 1.00 |
| 19 | 29271 | Cut Flowers & Flower Buds For Ornamental Purposes, Fresh, Dried. | 17,721 | 1.00 |
| 20 | 26339 | Other Cotton Waste | 17,518 | 0.00 |
| 21 | 61142 | Other Bovine Leather & Equine Leather, Parchment-Dressed, Etc | 10,576 | 0.00 |
| 22 | 24819 | Railway Or Tramway Sleepers (Cross-Ties) Of Wood, Impregnated | 9,958 | 0.00 |
| 23 | 12120 | Tobacco, Partly Or Wholly Stemmed/Stripped | 8,593 | 0.00 |
| 24 | 28821 | Copper Waste & Scrap | 8,451 | 0.00 |
| 25 | 07529 | Other Spices; Mixtures Of Two Or More Spices, Nes | 7,188 | 0.00 |
| 26 | 77315 | Other Electric Conductors, For A Voltage 80v-1000v | 6,723 | 0.00 |
| 27 | 89283 | Unused Postage, Revenue... Stamps Of Current Or New Issue; Banking | 5,917 | 0.00 |
| 28 | 02510 | Birds' Eggs, In Shell, Fresh, Preserved Or Cooked | 5,847 | 0.00 |
| 29 | 11249 | Spirits' & Distilled Alcoholic Beverages, Nes | 5,558 | 0.00 |
| 30 | 68231 | Bars, Rods & Profiles Of Refined Copper | 5,193 | 0.00 |

Table 12: Top 30 Export Products, Extra Zambia Trade for 2000 (K' Millions)

| Ranking | SITC | Commodity | 2000 | |
|---------|-------|--|-----------|---------------|
| | | | Value | As % of Total |
| 1 | 68212 | Refined Copper | 1,386,254 | 51.00 |
| 2 | 68981 | Intermediate Products Of Cobalt Metallurgy; Cobalt, Unwrought | 247,537 | 9.00 |
| 3 | 69981 | Cobalt, Wrought, & Articles Of Cobalt, Nes | 227,127 | 8.00 |
| 4 | 65133 | Cotton Yarn (Excl. Sewing Thread), With > =85% Cotton, For Retail | 78,779 | 3.00 |
| 5 | 06111 | Cane Sugar, Raw, In Solid Form | 72,350 | 3.00 |
| 6 | 29269 | Other Live Plants, Cuttings & Slips; Mushroom Spawn | 57,778 | 2.00 |
| 7 | 68241 | Wire Of Refined Copper | 45,604 | 2.00 |
| 8 | 28793 | Cobalt Ores & Concentrates | 44,308 | 2.00 |
| 9 | 66122 | Portland & Cement | 31,769 | 1.00 |
| 10 | 66739 | Precious Or Semi-Precious Stones, Worked But Not Set..., Nes | 30,153 | 1.00 |
| 11 | 12110 | Tobacco, Not Stemmed/Stripped | 26,887 | 1.00 |
| 12 | 28821 | Copper Waste & Scrap | 25,174 | 1.00 |
| 13 | 66731 | Precious (Excl. Diamonds) Or Semi-Precious Stones, Unworked | 23,925 | 1.00 |
| 14 | 35100 | Electric Energy | 23,479 | 1.00 |
| 15 | 07111 | Coffee, Not Roasted, Not Decaffeinated | 23,047 | 1.00 |
| 16 | 05469 | Other Vegetables & Mixtures Of Vegetables, Frozen, Nes | 20,940 | 1.00 |
| 17 | 26339 | Other Cotton Waste | 16,764 | 1.00 |
| 18 | 77314 | Other Electric Conductors, For A Voltage <80v | 14,927 | 1.00 |
| 19 | 05641 | Flour & Meal Of Potato | 13,160 | 0.00 |
| 20 | 02212 | Milk & Cream, Of 1%-6% Fat, Not Conc. Or Sweetened | 10,292 | 0.00 |
| 21 | 04410 | Maize Seed | 9,692 | 0.00 |
| 22 | 29271 | Cut Flowers & Flower Buds For Ornamental Purposes, Fresh, Dried. | 9,475 | 0.00 |
| 23 | 08119 | Vegetable Residues & By-Products, Etc, Used For Animal Food, Nes | 9,283 | 0.00 |
| 24 | 89219 | Other Books, Brochures & Similar Printed Matter, Not In Single S | 8,856 | 0.00 |
| 25 | 89283 | Unused Postage, Revenue... Stamps Of Current Or New Issue; Banking | 8,815 | 0.00 |
| 26 | 26310 | Cotton, Not Carded Or Combed | 8,722 | 0.00 |
| 27 | 65184 | Yarn (Excl. Sewing Thread) With <85% Staple Fibres, | 7,375 | 0.00 |
| 28 | 61142 | Other Bovine Leather & Equine Leather, Parchment-Dressed.. | 7,037 | 0.00 |
| 29 | 93100 | Special Transactions & Commodities Not Classified By Kind | 6,726 | 0.00 |
| 30 | 22230 | Cotton Seeds | 6,170 | 0.00 |

Table 13: Top 30 Export Products, Extra Zambia Trade for 1999,(K' Millions)

| Ranking | SITC | Commodity | 1999 | |
|---------|-------|--|---------|---------------|
| | | | Value | As % of Total |
| 1 | 68212 | Refined Copper | 995,184 | 43.00 |
| 2 | 68981 | Intermediate Products Of Cobalt Metallurgy; Cobalt, Unwrought | 249,646 | 11.00 |
| 3 | 28793 | Cobalt Ores & Concentrates | 234,734 | 10.00 |
| 4 | 26901 | Worn Clothing & Other Worn Articles | 76,928 | 3.00 |
| 5 | 26310 | Cotton, Not Carded Or Combed | 75,074 | 3.00 |
| 6 | 68241 | Wire Of Refined Copper | 62,219 | 3.00 |
| 7 | 06111 | Cane Sugar, Raw, In Solid Form | 57,584 | 2.00 |
| 8 | 65133 | Cotton Yarn (Excl. Sewing Thread), With > =85% Cotton, For Retail | 53,340 | 2.00 |
| 9 | 26339 | Other Cotton Waste | 32,933 | 1.00 |
| 10 | 08131 | Oil-Cake & Other Solid Residues Of Soya Beans | 31,569 | 1.00 |
| 11 | 66739 | Precious Or Semi-Precious Stones, Worked But Not Set..., Nes | 26,096 | 1.00 |
| 12 | 29269 | Other Live Plants, Cuttings & Slips; Mushroom Spawn | 25,200 | 1.00 |
| 13 | 69981 | Cobalt, Wrought, & Articles Of Cobalt, Nes | 19,994 | 1.00 |
| 14 | 77314 | Other Electric Conductors, For A Voltage <80v | 19,223 | 1.00 |
| 15 | 12110 | Tobacco, Not Stemmed/Stripped | 18,973 | 1.00 |
| 16 | 28310 | Copper Ores & Concentrates | 15,042 | 1.00 |
| 17 | 28821 | Copper Waste & Scrap | 14,710 | 1.00 |
| 18 | 26340 | Cotton, Carded Or Combed | 14,451 | 1.00 |
| 19 | 05469 | Other Vegetables & Mixtures Of Vegetables, Frozen, Nes | 14,142 | 1.00 |
| 20 | 66731 | Precious (Excl. Diamonds) Or Semi-Precious Stones, Unworked | 13,594 | 1.00 |
| 21 | 89283 | Unused Postage, Revenue... Stamps Of Current Or New Issue; Banking | 13,177 | 1.00 |
| 22 | 35100 | Electric Energy | 11,819 | 1.00 |
| 23 | 07111 | Coffee, Not Roasted, Not Decaffeinated | 10,692 | 0.00 |
| 24 | 66122 | Portland & Cement | 9,445 | 0.00 |
| 25 | 08119 | Vegetable Residues & By-Products, Etc, Used For Animal Food, Nes | 9,410 | 0.00 |
| 26 | 66121 | Cement Clinkers | 8,540 | 0.00 |
| 27 | 12120 | Tobacco, Partly Or Wholly Stemmed/Stripped | 7,136 | 0.00 |
| 28 | 65184 | Yarn (Excl. Sewing Thread) With <85% Staple Fibers, | 6,017 | 0.00 |
| 29 | 29271 | Cut Flowers & Flower Buds For Ornamental Purposes, Fresh, Dried. | 5,075 | 0.00 |
| 30 | 22230 | Cotton Seeds | 4,704 | 0.00 |

Appendix 3

Zambia's Trade With Regional Groupings by Individual Country

Table 14: Trade with SADC Countries, 1999 - 2004 (K' Million)

| Country | 1999 | | 2000 | | 2001 | | 2002 | | 2003 | | 2004** | |
|---------------|----------------|----------------|------------------|----------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| | Imports (cif) | Exports (fob) | Imports (cif) | Exports (fob) | Imports (cif) | Exports (fob) | Imports (cif) | Exports (fob) | Imports (cif) | Exports (fob) | Imports (cif) | Exports (fob) |
| Angola | 14 | 447 | 53 | 1,175 | 10 | 119 | 16 | 1,734 | 81 | 5,226 | 73 | 1,046 |
| Botswana | 10,536 | 5,553 | 17,844 | 9,836 | 16,511 | 13,862 | 18,385 | 12,031 | 30,998 | 16,943 | 15,295 | 6,365 |
| Lesotho | 60 | 6 | 37 | 113 | 599 | 57 | 705 | 448 | 0 | 565 | 10 | 4,179 |
| Mauritius | 4,846 | 37 | 10,748 | 1,210 | 14,698 | 10,349 | 23,867 | 27,001 | 11,109 | 18,417 | 4,556 | 10,528 |
| Malawi | 3,953 | 33,784 | 7,727 | 49,778 | 12,200 | 34,648 | 16,238 | 66,683 | 44,581 | 107,339 | 12,092 | 100,012 |
| Mozambique | 3,214 | 2,264 | 29,357 | 653 | 17,588 | 55 | 14,937 | 479 | 47,893 | 5,636 | 6,298 | 12,028 |
| Namibia | 3,210 | 3,648 | 4,733 | 6,107 | 7,860 | 3,047 | 11,796 | 7,971 | 16,914 | 5,986 | 12,499 | 3,011 |
| Seychelles | 33 | 0 | 13 | 0 | 13 | 0 | 0 | 387 | 0 | 47 | 62 | 0 |
| Swaziland | 8,676 | 997 | 12,647 | 642 | 10,610 | 841 | 9,324 | 2,562 | 20,597 | 1,137 | 9,892 | 0 |
| Tanzania | 9,068 | 88,189 | 28,393 | 17,372 | 26,340 | 13,630 | 46,198 | 244,695 | 112,203 | 580,904 | 31,676 | 290,239 |
| South Africa | 737,059 | 286,657 | 1,531,666 | 531,405 | 2,178,551 | 783,471 | 2,610,587 | 915,640 | 3,614,618 | 993,514 | 2,141,610 | 948,211 |
| Congo (DR) | 977 | 86,318 | 37,632 | 118,375 | 2,316 | 116,519 | 6,968 | 166,563 | 56,817 | 197,173 | 30,599 | 245,263 |
| Zimbabwe | 171,087 | 46,670 | 212,525 | 54,578 | 351,068 | 57,332 | 416,108 | 68,038 | 957,478 | 89,538 | 284,784 | 140,365 |
| TOTAL: | 952,733 | 554,569 | 1,893,373 | 791,244 | 2,638,364 | 1,033,929 | 3,175,129 | 1,514,232 | 4,913,289 | 2,022,425 | 2,549,446 | 1,761,247 |

Data for 2004 are preliminary and run up to June.

Table 15: Trade with COMESA Countries, 1999 - 2004 (K' Million)

| Country | 1999 | | 2000 | | 2001 | | 2002 | | 2003 | | 2004** | |
|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|----------------|----------------|
| | Imports (cif) | Exports (fob) | Imports (cif) | Exports (fob) | Imports (cif) | Exports (fob) | Imports (cif) | Exports (fob) | Imports (cif) | Exports (fob) | Imports (cif) | Exports (fob) |
| Angola | 14 | 447 | 53 | 1,175 | 10 | 119 | 16 | 1,734 | 81 | 5,225 | 73 | 1,046 |
| Burundi | 1 | 6,751 | 1 | 7,882 | 0 | 6,793 | 1 | 8,928 | 0 | 13,091 | 6 | 7,529 |
| Djibouti | 5 | 0 | 1,160 | 0 | 174 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Egypt | 422 | 52 | 1,603 | 355 | 2,434 | 242 | 2,164 | 3,538 | 9,314 | 4,936 | 8,699 | 4 |
| Eritrea | 0 | 0 | 0 | 0 | 35 | 0 | 1 | 0 | 17 | 0 | 1 | 0 |
| Ethiopia | 47 | 76 | 86 | 281 | 80 | 0 | 226 | 1,102 | 755 | 33 | 63 | 29 |
| Kenya | 5,714 | 8,562 | 7,928 | 13,790 | 19,047 | 45,501 | 48,441 | 18,236 | 113,780 | 27,267 | 71,105 | 20,719 |
| Madagascar | 5 | 1 | 1 | 473 | 0 | 1 | 1 | 0 | 0 | 2 | 0 | 0 |
| Mauritius | 4,846 | 37 | 10,748 | 1,210 | 14,698 | 10,349 | 23,867 | 27,001 | 11,109 | 18,417 | 4,556 | 10,528 |
| Malawi | 3,953 | 33,784 | 7,727 | 49,778 | 12,200 | 34,648 | 16,238 | 66,683 | 44,581 | 107,339 | 12,093 | 100,012 |
| Namibia | 3,210 | 3,648 | 4,733 | 6,107 | 7,860 | 3,047 | 11,796 | 7,971 | 16,914 | 5,986 | 12,499 | 3,010 |
| Rwanda | 15 | 6,061 | 0 | 7,904 | 39 | 14,265 | 22 | 4,556 | 31 | 6 | 64 | 267 |
| Seychelles | 33 | 0 | 13 | 0 | 13 | 0 | 0 | 387 | 0 | 47 | 62 | 0 |
| Sudan | 1 | 718 | 16 | 6 | 205 | 312 | 21 | 4 | 0 | 2 | 0 | 0 |
| Swaziland | 8,676 | 997 | 12,647 | 642 | 10,610 | 841 | 9,324 | 2,562 | 20,597 | 1,137 | 9,892 | 0 |
| Tanzania | 9,068 | 88,189 | 28,393 | 17,372 | 26,340 | 13,630 | 46,198 | 244,695 | 112,203 | 580,904 | 31,676 | 290,239 |
| Uganda | 218 | 13,565 | 232 | 4,878 | 49 | 4,687 | 11,720 | 3,265 | 24,943 | 1,177 | 846 | 1,179 |
| Congo (DR) | 977 | 86,318 | 37,632 | 118,375 | 2,316 | 116,519 | 6,968 | 166,563 | 56,817 | 197,173 | 30,599 | 245,263 |
| Zimbabwe | 171,087 | 46,670 | 212,525 | 54,578 | 351,068 | 57,332 | 416,109 | 68,038 | 957,478 | 89,539 | 284,784 | 140,365 |
| TOTAL: | 208,292 | 295,876 | 325,498 | 284,806 | 447,178 | 308,286 | 593,113 | 625,263 | 1,368,620 | 1,052,281 | 467,018 | 820,190 |

Data for 2004 are preliminary and run up to June.

Table 16: TRADE with European Union (EU) Countries, 1999 - 2004 (K' Million)

| Country | 1999 | | 2000 | | 2001 | | 2002 | | 2003 | | 2004** | |
|----------------|----------------|------------------|----------------|------------------|----------------|------------------|----------------|------------------|------------------|------------------|------------------|----------------|
| | Imports (cif) | Exports (fob) | Imports (cif) | Exports (fob) | Imports (cif) | Exports (fob) | Imports (cif) | Exports (fob) | Imports (cif) | Exports (fob) | Imports (cif) | Exports (fob) |
| Austria | 1,013 | 79 | 1,107 | 2,431 | 4,201 | 8,430 | 5,360 | 1,116 | 2,328 | 1,253 | 3,485 | 3,422 |
| Belgium | 11,550 | 126,339 | 13,646 | 109,582 | 19,149 | 27,475 | 41,805 | 76,163 | 31,284 | 132,092 | 20,647 | 72,124 |
| Germany | 32,423 | 52,492 | 30,463 | 53,362 | 57,916 | 54,052 | 57,701 | 39,433 | 113,566 | 34,910 | 51,433 | 27,306 |
| Denmark | 13,009 | 450 | 12,605 | 563 | 11,169 | 457 | 25,086 | 188 | 35,631 | 250 | 13,962 | 4,772 |
| Spain | 1,015 | 15,745 | 2,688 | 6,818 | 4,936 | 5,714 | 1,974 | 1,863 | 2,978 | 2,241 | 2,724 | 1,207 |
| Finland | 8,724 | 309 | 16,523 | 390 | 11,869 | 836 | 28,131 | 24,804 | 127,768 | 57,796 | 62,772 | 53,679 |
| France | 47,436 | 2,245 | 23,984 | 393 | 18,164 | 1,829 | 51,502 | 12,710 | 141,504 | 24,135 | 239,404 | 34,460 |
| United Kingdom | 192,216 | 991,578 | 236,158 | 1,235,452 | 388,759 | 1,732,597 | 388,585 | 1,674,780 | 436,571 | 1,202,782 | 639,238 | 651,110 |
| Greece | 242 | 686 | 303 | 24 | 7 | 30 | 1,113 | 282 | 327 | 8 | 756 | 302 |
| Ireland | 4,742 | 274 | 3,760 | 600 | 10,655 | 830 | 10,071 | 1,293 | 26,654 | 1,910 | 9,857 | 18 |
| Italy | 14,534 | 2,125 | 19,515 | 6,294 | 12,712 | 12,743 | 31,314 | 10,965 | 26,436 | 7,568 | 13,743 | 8,034 |
| Luxembourg | 41 | 0 | 0 | 0 | 3,673 | 6 | 208 | 0 | 199 | 34 | 0 | 0 |
| Netherlands | 17,742 | 31,634 | 15,379 | 58,701 | 25,435 | 78,798 | 26,127 | 90,752 | 51,666 | 129,801 | 22,242 | 103,796 |
| Portugal | 173 | 9,724 | 100 | 18,136 | 313 | 28,284 | 614 | 3,424 | 273 | 570 | 16 | 357 |
| Sweden | 10,122 | 1,667 | 8,574 | 443 | 18,354 | 5,920 | 21,641 | 646 | 46,438 | 372 | 34,670 | 640 |
| TOTAL: | 354,980 | 1,235,348 | 384,805 | 1,493,188 | 587,311 | 1,958,000 | 691,232 | 1,938,419 | 1,043,623 | 1,595,722 | 1,114,949 | 961,227 |

Data for 2004 are preliminary and run up to June.

Appendix 4

Zambia's Trade With the Rest of the World by SITC Sections and HM Chapters

Table 17: Zambia's Exports to the rest of the world by SITC Sections, 1999 – 2004, (K' Million)

| Section | Commodity Description | 1999 | 2000 | 2001 | 2002 | 2003 | 2004** |
|--------------|--|------------------|------------------|------------------|------------------|------------------|------------------|
| 0 | Food & Live Animals | 164,483 | 207,025 | 273,646 | 300,448 | 356,265 | 298,591 |
| 1 | Beverages & Tobacco | 27,795 | 34,460 | 50,282 | 72,391 | 97,860 | 122,739 |
| 2 | Crude Materials, (Exc. Fuels) | 538,025 | 220,647 | 192,705 | 318,700 | 425,379 | 641,486 |
| 3 | Mineral Fuels, Lubricants & Related Materials | 12,908 | 28,603 | 35,928 | 33,450 | 64,572 | 66,363 |
| 4 | Animal & Vegetable Oils, Fats & Waxes | 1,461 | 660 | 497 | 1,136 | 2,116 | 1,691 |
| 5 | Chemicals | 22,301 | 14,119 | 20,741 | 49,604 | 44,715 | 88,129 |
| 6 | Manufactured Goods Classified Chiefly by Material | 1,500,059 | 2,123,024 | 2,840,613 | 3,081,816 | 3,515,735 | 2,354,650 |
| 7 | Machinery & Transport Equipment | 29,288 | 39,849 | 32,866 | 34,811 | 38,538 | 33,480 |
| 8 | Miscellaneous Manufactured Articles | 27,448 | 37,108 | 18,208 | 75,340 | 51,423 | 54,642 |
| 9 | Commodities & Transactions not Classified else where in the SITC | 4,134 | 11,062 | 71,721 | 102,220 | 29,396 | 2,905 |
| TOTAL | | 2,327,901 | 2,716,558 | 3,537,207 | 4,069,916 | 4,625,999 | 3,664,676 |

Data for 2004 are preliminary and run up to June only.

Table 18: Zambia's Imports from the rest of the world by SITC Sections, 1999 – 2004, (K' Million)

| Section | Commodity Description | 1999 | 2000 | 2001 | 2002 | 2003 | 2004** |
|--------------|--|------------------|------------------|------------------|------------------|------------------|------------------|
| 0 | Food & Live Animals | 147,590 | 160,527 | 270,773 | 509,124 | 756,350 | 241,933 |
| 1 | Beverages & Tobacco | 5,188 | 7,424 | 9,218 | 8,849 | 9,948 | 5,426 |
| 2 | Crude Materials, (Exc. Fuels) | 55,884 | 150,938 | 139,800 | 154,491 | 278,661 | 156,925 |
| 3 | Mineral Fuels, Lubricants & Related Materials | 85,024 | 336,013 | 271,083 | 311,550 | 610,856 | 578,227 |
| 4 | Animal & Vegetable Oils, Fats & Waxes | 32,537 | 48,887 | 69,025 | 100,087 | 157,475 | 87,209 |
| 5 | Chemicals | 278,992 | 412,438 | 626,397 | 780,114 | 1,372,871 | 698,468 |
| 6 | Manufactured Goods Classified Chiefly by Material | 221,849 | 402,119 | 604,844 | 657,393 | 1,179,805 | 711,073 |
| 7 | Machinery & Transport Equipment | 537,565 | 827,169 | 1,331,343 | 1,569,141 | 2,385,429 | 1,473,054 |
| 8 | Miscellaneous Manufactured Articles | 307,409 | 402,518 | 575,138 | 634,276 | 671,897 | 778,534 |
| 9 | Commodities & Transactions not Classified else where in the SITC | 1,780 | 3,529 | 2,876 | 199 | 158 | 92 |
| TOTAL | | 1,673,817 | 2,751,563 | 3,900,497 | 4,725,224 | 7,423,450 | 4,730,941 |

Data for 2004 are preliminary and run up to June only.

Table 19: Zambia's Exports to the Rest of the World by HS Chapters, 1999 – 2004 (K' Million)**

| Chapter | Commodity Description | 1999 | 2000 | 2001 | 2002 | 2003 | 2004** |
|---------|--|---------|---------|---------|---------|---------|---------|
| 01 | Live animals | 657 | 816 | 2,937 | 15,517 | 6,188 | 7,377 |
| 02 | Meat & edible meat offal | 623 | 1,050 | 417 | 1,428 | 1,104 | 722 |
| 03 | Fish, crustaceans, molluscs & other aquatic invertebrate | 782 | 1,706 | 2,002 | 3,788 | 3,691 | 1,500 |
| 04 | Dairy produce | 4,331 | 14,716 | 6,843 | 7,803 | 5,419 | 3,760 |
| 05 | Products of animal origin not elsewhere specified | 4,282 | 2,930 | 428 | 685 | 943 | 822 |
| 06 | Live trees & other plants; bulbs roots & etc; cut flowers | 30,282 | 67,759 | 86,350 | 77,689 | 68,542 | 25,471 |
| 07 | Edible vegetables & certain roots & tubers | 14,854 | 28,618 | 59,069 | 43,370 | 57,222 | 53,867 |
| 08 | Edible fruit & nuts | 72 | 206 | 291 | 264 | 30 | 28 |
| 09 | Coffee tea mate & spices | 20,565 | 32,769 | 37,811 | 40,079 | 48,115 | 19,381 |
| 10 | Cereals | 5,836 | 12,708 | 6,625 | 10,208 | 31,617 | 78,686 |
| 11 | Products of the milling industry | 5,535 | 21,508 | 12,687 | 1,645 | 24,869 | 18,900 |
| 12 | Oil seeds & oleaginous fruits; miscellaneous grains see | 8,825 | 13,823 | 4,323 | 16,826 | 23,483 | 141,811 |
| 13 | Lacs; gums resins & other vegetable saps & extracts | 9 | 0 | 0 | 6 | 38 | 0 |
| 14 | Vegetable plaiting materials | 0 | 124 | 0 | 2 | 29 | 6 |
| 15 | Animal / vegetable fats & oils & their cleavage product | 1,742 | 889 | 516 | 1,811 | 2,221 | 2,095 |
| 16 | Meat/fish/crustacean/mollusk/other aquatic animal preparations | 199 | 49 | 25 | 175 | 1,191 | 2,027 |
| 17 | Sugars & sugar confectionery | 57,765 | 73,983 | 135,582 | 153,190 | 157,599 | 101,634 |
| 18 | Cocoa & cocoa preparations | 4 | 5 | 152 | 10 | 6 | 1 |
| 19 | Preparations of cereals flour starch / milk; pastry coo | 5,389 | 1,042 | 1,082 | 797 | 1,476 | 533 |
| 20 | Preparations of vegetables fruit nuts / other plant par | 386 | 109 | 121 | 1,992 | 870 | 296 |
| 21 | Miscellaneous edible preparations | 263 | 294 | 234 | 13,121 | 10,343 | 4,091 |
| 22 | Beverages spirits & vinegar | 1,381 | 1,825 | 8,198 | 349 | 1,031 | 346 |
| 23 | Residues & waste from the food industries | 47,656 | 17,633 | 8,243 | 6,665 | 6,464 | 5,440 |
| 24 | Tobacco & manufactured tobacco substitutes | 26,415 | 32,635 | 42,090 | 72,044 | 96,840 | 122,401 |
| 25 | Salt; sulphur; earths & stone; plastering material lime | 22,260 | 37,939 | 28,768 | 39,857 | 53,210 | 49,140 |
| 26 | Ores slag & ash | 254,503 | 50,771 | 11,963 | 27,232 | 57,332 | 77,825 |
| 27 | Mineral fuels mineral oils & products of their distillation | 12,908 | 28,603 | 35,953 | 33,559 | 64,620 | 66,388 |
| 28 | Inorganic chemicals: organic/inorganic precious metal c | 2,810 | 2,549 | 7,665 | 19,284 | 8,390 | 10,998 |
| 29 | Organic chemicals | 600 | 37 | 226 | 290 | 741 | 1,271 |
| 30 | Pharmaceutical products | 1,376 | 1,346 | 1,805 | 11,665 | 11,513 | 989 |
| 31 | Fertilizers | 3,410 | 2,936 | 4,235 | 5,541 | 7,763 | 61,536 |
| 32 | Tanning / dyeing extracts; tannins & their derivatives; | 90 | 238 | 127 | 231 | 596 | 295 |
| 33 | Essential oils & resinoids; perfumery cosmetic/toilet p | 5,557 | 2,164 | 2,937 | 3,011 | 4,021 | 2,266 |
| 34 | Soaps organic surface-active agents washing preparation | 1,887 | 1,293 | 1,181 | 2,400 | 3,157 | 5,704 |
| 35 | Albuminous substances | 7 | 74 | 87 | 5 | 466 | 3 |
| 36 | Explosives | 5,701 | 2,575 | 1,826 | 3,520 | 4,475 | 3,406 |
| 37 | Photographic / cinematographic products | 512 | 22 | 95 | 223 | 72 | 0 |
| 38 | Miscellaneous chemical products | 647 | 574 | 203 | 2,014 | 2,463 | 1,034 |
| 39 | Plastics & plastic products | 1,219 | 1,989 | 1,989 | 11,482 | 13,648 | 4,156 |
| 40 | Rubber & articles thereof | 385 | 899 | 2,720 | 2,367 | 2,475 | 1,610 |
| 41 | Hides & skins (other than fur skins) & leather | 7,277 | 11,241 | 15,224 | 14,592 | 12,750 | 8,430 |
| 42 | Articles of leather; saddlers & harness; travel goods h | 125 | 221 | 9 | 638 | 656 | 448 |
| 43 | Fur skins & artificial fur | 0 | 0 | 2 | 13 | 0 | 0 |
| 44 | Wood & articles of wood | 15,124 | 11,685 | 25,406 | 19,317 | 21,386 | 9,569 |
| 45 | Cork & articles of cork | 1 | 0 | 0 | 0 | 126 | 0 |
| 46 | Wickerwork & basketwork | 30 | 96 | 118 | 540 | 272 | 49 |
| 47 | Pulp of wood / of other fibrous cellulosic material | 2 | 0 | 215 | 3 | 849 | 2,697 |
| 48 | Paper & paperboard; articles of paper pulp paper / paper | 3,254 | 1,041 | 1,378 | 8,328 | 2,467 | 14,186 |
| 49 | Books newspapers pictures & other products of printing | 14,972 | 18,193 | 6,526 | 24,316 | 11,945 | 24,978 |
| 50 | Silk | 10 | 0 | 0 | 0 | 0 | 0 |
| 51 | Wool fine & coarse animal hair; yarn & fabrics of horse | 1 | 0 | 1 | 0 | 8 | 15 |
| 52 | Cotton | 181,599 | 111,282 | 147,896 | 201,596 | 249,021 | 384,333 |
| 53 | Other vegetable textile fibres | 2 | 1 | 1 | 0 | 68 | 38 |
| 54 | Man-made filaments | 0 | 20 | 113 | 30 | 23 | 7 |
| 55 | Man-made staple fibres | 12,231 | 9,618 | 3,461 | 3,237 | 682 | 889 |
| 56 | Wadding felt & non woven; special yarns; twine cordage | 51 | 62 | 13 | 561 | 1,883 | 216 |
| 57 | Carpets & other textile floor coverings | 279 | 64 | 13 | 1,588 | 33 | 0 |
| 58 | Special woven fabrics | 1,425 | 774 | 4 | 69 | 340 | 53 |
| 59 | Impregnated coated covered / laminated textile fabrics; | 53 | 9 | 4 | 178 | 721 | 8 |
| 60 | Knitted / crocheted fabrics | 1 | 2 | 4 | 0 | 0 | 0 |
| 61 | Articles of apparel & clothing accessories knitted / crocheted | 168 | 542 | 64 | 276 | 602 | 634 |
| 62 | Articles of apparel & clothing accessories not knitted | 586 | 1,286 | 450 | 417 | 708 | 601 |
| 63 | Other made up textile articles | 77,596 | 7,170 | 5,222 | 23,318 | 5,186 | 1,973 |
| 64 | Footwear gaiters & the like; parts of such articles | 872 | 2,604 | 2,649 | 12,943 | 10,720 | 7,758 |
| 65 | Headgear & parts thereof | 21 | 133 | 1 | 904 | 755 | 658 |
| 66 | Umbrellas sun umbrellas walking-sticks seat-sticks whip | 3 | 465 | 35 | 0 | 101 | 4 |
| 67 | Prepared feathers & down & articles made of feathers | 44 | 0 | 134 | 382 | 819 | 1,335 |

| Chapter | Commodity Description | 1999 | 2000 | 2001 | 2002 | 2003 | 2004** |
|---------------|---|------------------|------------------|------------------|------------------|------------------|------------------|
| 68 | Articles of stone plaster cement asbestos mica / similar | 2,387 | 3,252 | 2,042 | 2,215 | 3,289 | 366 |
| 69 | Ceramic products | 109 | 29 | 225 | 5,054 | 317 | 17 |
| 70 | Glass & glassware | 354 | 127 | 59 | 1,665 | 517 | 130 |
| 71 | Natural / cultured pearls precious / semi-precious stone | 48,585 | 70,671 | 340,085 | 316,045 | 415,695 | 68,622 |
| 72 | Iron & steel | 4,450 | 3,988 | 3,678 | 9,476 | 13,284 | 11,176 |
| 73 | Articles of iron / steel | 5,882 | 2,502 | 1,155 | 7,479 | 11,256 | 13,858 |
| 74 | Copper & articles thereof | 1,078,037 | 1,466,384 | 1,812,777 | 2,130,693 | 2,375,070 | 1,552,429 |
| 75 | Nickel & articles thereof | 1,041 | 0 | 0 | 0 | 116 | 23 |
| 76 | Aluminum & articles thereof | 3,628 | 3,074 | 7,921 | 15,388 | 12,298 | 8,286 |
| 78 | Lead & articles thereof | 3,088 | 3,901 | 441 | 4,117 | 2,152 | 594 |
| 79 | Zinc & articles thereof | 87 | 88 | 118 | 3,585 | 2,234 | 447 |
| 80 | Tin & articles thereof | 4 | 0 | 0 | 0 | 129 | 0 |
| 81 | Other base metals; cermet; articles thereof | 276,236 | 474,759 | 600,587 | 568,709 | 631,839 | 621,836 |
| 82 | Tools implements cutlery spoons & forks of base metal | 2,135 | 462 | 2,503 | 3,959 | 5,849 | 1,734 |
| 83 | Miscellaneous articles of base metal | 557 | 45 | 44 | 1,258 | 1,488 | 566 |
| 84 | Nuclear reactors boilers machinery & mechanical appliance | 5,318 | 11,469 | 2,812 | 2,033 | 3,214 | 9,050 |
| 85 | Electrical machinery, equip & parts thereof; sound recorder | 20,637 | 15,696 | 25,464 | 30,693 | 28,550 | 23,120 |
| 86 | Railway / tramway locomotives rolling-stock & parts | 0 | 288 | 48 | 0 | 457 | 30 |
| 87 | Vehicles exc' railway / tramway rolling-stock & parts | 3,370 | 12,291 | 4,541 | 1,498 | 7,242 | 1,301 |
| 88 | Aircraft spacecraft & parts thereof | 0 | 93 | 0 | 0 | 0 | 0 |
| 89 | Ships boats & floating structures | 0 | 13 | 0 | 0 | 0 | 0 |
| 90 | Optical photographic cinematographic measuring etc inst | 8 | 425 | 26 | 0 | 12 | 490 |
| 91 | Clocks & watches & parts thereof | 1 | 180 | 0 | 63 | 0 | 0 |
| 92 | Musical instruments; parts and access of such articles | 0 | 0 | 2 | 0 | 0 | 0 |
| 93 | Arms and ammunition; parts and accessories thereof | 0 | 4 | 7 | 0 | 0 | 0 |
| 94 | Furniture; medical & surgical furniture; bedding mattress | 593 | 1,197 | 937 | 10,283 | 444 | 12,301 |
| 95 | Toys games & sports requisites; parts & accessories | 20 | 5 | 39 | 56 | 128 | 236 |
| 96 | Miscellaneous manufactured articles | 407 | 377 | 473 | 303 | 789 | 1,090 |
| 97 | Works of art collectors' pieces and antiques | 1,664 | 796 | 957 | 9,953 | 3,235 | 279 |
| 99 | Additional zambian special transactions tariff transact | 1,852 | 6,725 | 3,517 | 0 | 1 | 0 |
| TOTAL: | | 2,327,901 | 2,716,558 | 3,537,207 | 4,069,916 | 4,625,999 | 3,664,676 |

Table 20: Zambia's Imports from the Rest of the World by HS Chapters, 1999 – 2004 (K' Million)

| Chapter | Commodity Description | 1999 | 2000 | 2001 | 2002 | 2003 | 2004** |
|---------|--|--------|---------|---------|---------|---------|---------|
| 01 | Live animals | 953 | 1,414 | 2,043 | 2,231 | 2,114 | 1,910 |
| 02 | Meat & edible meat offal | 215 | 116 | 132 | 70 | 166 | 63 |
| 03 | Fish, crustaceans, molluscs & other aquatic invertebrate | 1,167 | 2,676 | 3,295 | 6,705 | 15,344 | 6,211 |
| 04 | Dairy produce | 11,043 | 11,104 | 13,236 | 11,179 | 14,951 | 11,595 |
| 05 | Products of animal origin not elsewhere specified | 1,073 | 975 | 884 | 1,848 | 2,182 | 1,466 |
| 06 | Live trees & other plants; bulbs roots & etc; cut flowers | 1,705 | 1,521 | 885 | 2,067 | 2,310 | 1,331 |
| 07 | Edible vegetables & certain roots & tubers | 5,299 | 9,006 | 14,525 | 42,662 | 115,628 | 22,686 |
| 08 | Edible fruit & nuts | 5,863 | 5,547 | 11,830 | 46,552 | 18,476 | 5,291 |
| 09 | Coffee tea mate & spices | 2,703 | 2,976 | 6,662 | 6,187 | 10,801 | 15,127 |
| 10 | Cereals | 47,062 | 48,961 | 70,577 | 240,348 | 350,973 | 87,374 |
| 11 | Products of the milling industry | 7,178 | 8,953 | 47,909 | 53,770 | 91,719 | 27,701 |
| 12 | Oil seeds & oleaginous fruits; miscellaneous grains see | 2,337 | 8,203 | 11,039 | 9,399 | 27,954 | 7,418 |
| 13 | Lacs; gums resins & other vegetable saps & extracts | 93 | 603 | 799 | 660 | 828 | 219 |
| 14 | Vegetable plaiting materials | 9 | 216 | 74 | 22 | 28 | 3 |
| 15 | Animal / vegetable fats & oils & their cleavage product | 42,460 | 61,104 | 83,411 | 115,509 | 178,081 | 98,492 |
| 16 | Meat/fish/crustacean/mollusc/other aquatic animal preparations | 2,672 | 3,818 | 1,748 | 2,709 | 2,657 | 912 |
| 17 | Sugars & sugar confectionery | 14,458 | 6,692 | 12,984 | 10,113 | 16,114 | 3,451 |
| 18 | Cocoa & cocoa preparations | 1,976 | 2,484 | 3,027 | 3,846 | 5,676 | 2,847 |
| 19 | Preparations of cereals flour starch / milk; pastry coo | 14,033 | 12,018 | 15,559 | 14,669 | 22,196 | 10,607 |
| 20 | Preparations of vegetables fruit nuts / other plant par | 7,011 | 8,352 | 12,534 | 15,789 | 22,977 | 10,564 |
| 21 | Miscellaneous edible preparations | 10,731 | 20,856 | 25,461 | 28,525 | 33,982 | 10,444 |
| 22 | Beverages spirits & vinegar | 5,532 | 7,586 | 8,136 | 8,070 | 9,544 | 4,758 |
| 23 | Residues & waste from the food industries | 8,330 | 7,747 | 18,579 | 6,888 | 12,239 | 13,635 |
| 24 | Tobacco & manufactured tobacco substitutes | 58 | 243 | 1,584 | 1,215 | 2,070 | 1,326 |
| 25 | Salt; sulphur; earths & stone; plastering material lime | 9,510 | 38,960 | 62,481 | 72,800 | 176,861 | 91,973 |
| 26 | Ores slag & ash | 1,027 | 34,473 | 2,592 | 5,240 | 17,423 | 23,379 |
| 27 | Mineral fuels mineral oils & products of their distillations | 85,028 | 336,640 | 271,952 | 313,756 | 617,299 | 579,370 |
| 28 | Inorganic chemicals: organic/inorganic precious metal c | 29,065 | 35,576 | 101,613 | 68,840 | 199,552 | 64,798 |
| 29 | Organic chemicals | 18,159 | 27,634 | 45,938 | 59,183 | 114,422 | 63,052 |
| 30 | Pharmaceutical products | 37,937 | 48,623 | 57,466 | 77,167 | 163,329 | 117,383 |
| 31 | Fertilizers | 79,839 | 131,653 | 135,440 | 211,874 | 320,306 | 126,650 |
| 32 | Tanning / dyeing extracts; tannins & their derivatives; | 7,102 | 11,296 | 14,804 | 19,161 | 33,343 | 14,509 |
| 33 | Essential oils & resinoids; perfumery cosmetic/toilet p | 12,765 | 16,795 | 19,094 | 17,692 | 37,045 | 25,340 |

| Chapter | Commodity Description | 1999 | 2000 | 2001 | 2002 | 2003 | 2004** |
|---------------|---|------------------|------------------|------------------|------------------|------------------|------------------|
| 34 | Soaps organic surface-active agents washing preparation | 9,701 | 14,151 | 33,172 | 43,838 | 88,447 | 35,546 |
| 35 | Albuminous substances | 2,069 | 3,097 | 4,991 | 5,493 | 9,887 | 6,139 |
| 36 | Explosives | 7,886 | 8,090 | 23,882 | 35,153 | 48,713 | 28,373 |
| 37 | Photographic / cinematographic products | 3,678 | 5,054 | 6,014 | 7,598 | 10,125 | 4,388 |
| 38 | Miscellaneous chemical products | 26,156 | 42,369 | 73,616 | 106,666 | 140,666 | 66,355 |
| 39 | Plastics & plastic products | 58,998 | 90,233 | 150,013 | 186,393 | 294,754 | 209,345 |
| 40 | Rubber & articles thereof | 27,404 | 41,519 | 67,786 | 88,806 | 152,921 | 98,685 |
| 41 | Hides & skins (other than furskins) & leather | 107 | 100 | 359 | 167 | 103 | 184 |
| 42 | Articles of leather; saddlers & harness; travel goods h | 3,418 | 4,122 | 5,454 | 6,283 | 9,509 | 4,580 |
| 43 | Furskins & artificial fur | 1 | 3 | 31 | 67 | 47 | 0 |
| 44 | Wood & articles of wood | 2,919 | 6,547 | 10,355 | 9,886 | 16,700 | 6,062 |
| 45 | Cork & articles of cork | 67 | 25 | 73 | 165 | 59 | 95 |
| 46 | Wickerwork & basketwork | 24 | 20 | 139 | 75 | 86 | 57 |
| 47 | Pulp of wood / of other fibrous cellulosic material | 186 | 85 | 273 | 761 | 1,735 | 695 |
| 48 | Paper & paperboard; articles of paper pulp paper / paper | 46,882 | 67,579 | 84,611 | 93,951 | 166,038 | 87,691 |
| 49 | Books newspapers pictures & other products of printing | 183,635 | 223,292 | 334,258 | 340,845 | 312,444 | 539,829 |
| 50 | Silk | 59 | 207 | 235 | 30 | 111 | 15 |
| 51 | Wool fine & coarse animal hair; yarn & fabrics of horse | 68 | 158 | 1,299 | 222 | 156 | 16 |
| 52 | Cotton | 13,619 | 19,259 | 26,512 | 26,475 | 40,556 | 12,958 |
| 53 | Other vegetable textile fibres | 253 | 269 | 664 | 987 | 2,318 | 842 |
| 54 | Man-made filaments | 1,870 | 4,364 | 5,551 | 5,794 | 9,194 | 6,567 |
| 55 | Man-made staple fibres | 8,187 | 24,262 | 19,599 | 18,262 | 23,818 | 20,031 |
| 56 | Wadding felt & non-woven; special yarns; twine cordage | 2,167 | 2,817 | 3,745 | 2,429 | 7,698 | 3,037 |
| 57 | Carpets & other textile floor coverings | 3,151 | 4,026 | 7,810 | 4,570 | 6,997 | 2,836 |
| 58 | Special woven fabrics | 529 | 1,285 | 1,336 | 1,032 | 2,559 | 1,113 |
| 59 | Impregnated coated covered / laminated textile fabrics; | 1,745 | 3,037 | 4,072 | 6,242 | 10,589 | 3,163 |
| 60 | Knitted / crocheted fabrics | 405 | 424 | 772 | 1,034 | 1,104 | 255 |
| 61 | Articles of apparel & clothing accessories knitted / crocheted | 9,668 | 14,554 | 15,146 | 18,254 | 19,765 | 14,420 |
| 62 | Articles of apparel & clothing accessories not knitted | 10,319 | 15,952 | 20,884 | 21,986 | 31,485 | 17,588 |
| 63 | Other made up textile articles | 46,054 | 66,863 | 67,914 | 81,501 | 124,820 | 51,298 |
| 64 | Footwear gaiters & the like; parts of such articles | 11,090 | 22,418 | 24,826 | 26,505 | 37,705 | 22,611 |
| 65 | Headgear & parts thereof | 2,731 | 2,257 | 2,003 | 2,810 | 4,080 | 1,181 |
| 66 | Umbrellas sun umbrellas walking-sticks seat-sticks whip | 741 | 727 | 1,606 | 1,616 | 1,741 | 321 |
| 67 | Prepared feathers & down & articles made of feathers | 274 | 310 | 220 | 354 | 325 | 214 |
| 68 | Articles of stone plaster cement asbestos mica / similar | 2,949 | 7,879 | 14,897 | 10,670 | 10,528 | 8,213 |
| 69 | Ceramic products | 9,506 | 20,056 | 42,930 | 48,494 | 63,727 | 21,965 |
| 70 | Glass & glassware | 6,629 | 11,066 | 21,579 | 29,289 | 35,463 | 18,464 |
| 71 | Natural / cultured pearls precious / semi-precious stone | 298 | 367 | 3,707 | 2,653 | 7,566 | 2,094 |
| 72 | Iron & steel | 35,491 | 67,913 | 93,886 | 116,099 | 218,913 | 161,106 |
| 73 | Articles of iron / steel | 33,012 | 75,861 | 127,476 | 103,899 | 195,208 | 175,823 |
| 74 | Copper & articles thereof | 1,768 | 3,722 | 4,656 | 3,522 | 4,370 | 2,887 |
| 75 | Nickel & articles thereof | 11 | 69 | 126 | 35 | 77 | 111 |
| 76 | Aluminum & articles thereof | 7,477 | 15,449 | 20,343 | 22,570 | 38,793 | 23,547 |
| 78 | Lead & articles thereof | 23 | 523 | 452 | 5,680 | 4,001 | 584 |
| 79 | Zinc & articles thereof | 107 | 218 | 206 | 464 | 185 | 85 |
| 80 | Tin & articles thereof | 72 | 319 | 351 | 620 | 407 | 274 |
| 81 | Other base metals; cermets; articles thereof | 49 | 5,104 | 5,640 | 123 | 36,490 | 5,920 |
| 82 | Tools implements cutlery spoons & forks of base metal | 10,616 | 14,411 | 23,620 | 23,857 | 35,837 | 25,641 |
| 83 | Miscellaneous articles of base metal | 4,060 | 7,256 | 9,391 | 14,684 | 14,692 | 9,922 |
| 84 | Nuclear reactors boilers machinery & mechanical appliances | 202,898 | 296,994 | 615,740 | 707,712 | 1,120,819 | 780,451 |
| 85 | Electrical machinery, equipment & parts thereof; sound recorder | 149,483 | 237,360 | 309,221 | 368,226 | 620,734 | 324,317 |
| 86 | Railway / tramway locomotives rolling-stock & parts | 2,809 | 7,606 | 25,652 | 22,078 | 22,241 | 5,991 |
| 87 | Vehicles exc' railway / tramway rolling-stock & parts | 173,599 | 272,556 | 363,104 | 455,076 | 560,005 | 348,511 |
| 88 | Aircraft spacecraft & parts thereof | 6,483 | 9,788 | 9,146 | 10,069 | 35,797 | 7,902 |
| 89 | Ships boats & floating structures | 502 | 619 | 2,625 | 868 | 1,925 | 1,479 |
| 90 | Optical photographic cinematographic measuring etc inst | 24,481 | 23,030 | 50,477 | 78,274 | 84,538 | 59,847 |
| 91 | Clocks & watches & parts thereof | 1,376 | 961 | 1,502 | 979 | 1,453 | 470 |
| 92 | Musical instruments; parts and access of such articles | 178 | 211 | 285 | 2,487 | 2,281 | 176 |
| 93 | Arms and ammunition; parts and accessories thereof | 666 | 1,206 | 1,069 | 2,209 | 4,205 | 1,485 |
| 94 | Furniture; medical & surgical furniture; bedding mattress | 29,616 | 49,461 | 57,942 | 57,391 | 67,999 | 36,403 |
| 95 | Toys games & sports requisites; parts & accessories | 3,867 | 4,595 | 5,419 | 6,317 | 8,395 | 3,648 |
| 96 | Miscellaneous manufactured articles | 3,215 | 5,304 | 6,021 | 7,419 | 9,768 | 5,108 |
| 97 | Works of art collectors' pieces and antiques | 387 | 113 | 120 | 462 | 1,170 | 128 |
| 99 | Additional Zambian special transactions tariff transactions | 1,730 | 7,245 | 5,398 | 2 | 18 | 14 |
| TOTAL: | | 1,673,817 | 2,751,563 | 3,900,497 | 4,725,224 | 7,423,450 | 4,730,941 |

Appendix 5: References and Average Annual Exchange Rates

References:

1. United Nations International Merchandize Trade Statistics Manual, (IMTS, Rev2)
2. International Monetary Fund Balance of Payments Manual; (Washington: International Monetary fund, 5th edition, 1993).
3. United Nations Systems of National Accounts (SNA, 1993).
4. United Nations United Nations Conference on Trade and Development, 2003
5. World Bank Zambia: The Challenge of Competitiveness and Diversification, Report No. 25388-ZA, 2003.
6. World Trade Organization WTO Website

Table 21: Average Annual Exchange Rates

Annual Exchange Rates for the period, 1999 to 2004

| Year | Kwacha Versus \$ US Dollar |
|----------------|-------------------------------|
| 1999 | 2,388.00 |
| 2000 | 3,186.50 |
| 2001 | 3,610.94 |
| 2002 | 4,306.93 |
| 2003 | 4,732.97 |
| 2004 (by June) | 4,762.41 |

Appendix 6

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