



TRADE & INDUSTRIAL POLICY STRATEGIES

**PROMOTING INTRA-SADC TRADE THROUGH
REGIONAL INDUSTRIAL VALUE CHAINS:
A CASE STUDY OF IMPORT OPPORTUNITIES
FOR SOUTH AFRICA**

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ABBREVIATIONS

AfCFTA	African Continental Free Trade Area
APEC	Asia-Pacific Economic Cooperation
ASEAN	Association of Southeast Asian Nations
BEC	Broad Economic Categories
COMESA	Common Market for Eastern and Southern Africa
CTFL	Clothing, Textiles, Footwear and Leather
EAC	East African Community
EU	European Union
GDP	Gross Domestic Product
NAFTA	North American Free Trade Agreement
RCA	Revealed Comparative Advantage
RIVCs	Regional Industrial Value Chains
RISDP	Regional Indicative Strategic Development Plan
RMA	Revealed Import Advantage
RTA	Revealed Trade Advantage
SADC	Southern African Development Community
UK	United Kingdom
US	United States
WITS	World Integrated Trade Solution (database)

1 INTRODUCTION

Regional Value Chains have gained increasing popularity in promoting sustained market opportunities, job creation, and sustainable development among countries. With the enactment of the African Continental Free Trade Area (AfCFTA) agreement, access to larger economic markets will mean larger economies of scale, development of specialised capabilities, increase in productivity, as well as increased obligational relationships among Southern African Development Community (SADC) countries through Regional Industrial Value Chains (RIVCs).

This research investigates how South Africa can promote RIVCs in SADC by importing more from its fellow SADC countries. The analysis investigates the export potential from SADC countries, using the Revealed Trade Advantage (RTA), the Revealed Import Advantage (RMA) and the Revealed Comparative Advantage (RCA) indexes. These indexes will establish which sustained export opportunities (products) are available for SADC countries to export to South Africa, and these opportunities are detailed for each country. The analysis then looks at the regional perspective of these export opportunities from SADC countries, as most lie within the Clothing, Textiles, Footwear and Leather (CTFL) industry. Last, the analysis discusses the existing barriers to trade for SADC countries. The intention is to promote sustained export opportunities with South Africa importing more from SADC countries. The results from this paper can be a starting point for policymakers to think about strategies to enhance utilisation of sustained export opportunities for SADC countries into South Africa.

2 THE STATE OF REGIONAL INTEGRATION IN SADC

There is extensive debate on liberalisation as an effective measure in regional integration and its contribution to increasing economic growth, these debates take place in the context of transformation of the global economic landscape, as seen by the unravelling of important regional trade agreements, for example with Brexit, while others have been strengthened, such as the Asia Pacific free trade agreement.

Several studies have investigated the impact of trade openness on short-term and long-term growth. Such studies include: Ahmed and Suardi (2009) and Fetahi-Vehapi et al. (2015) who found trade openness to have a positive impact on economic growth in the long run; Trejos and Barboza (2015) who established that trade openness has a negative impact on growth; and Balamoune-Lutz and Ndikumana (2007) and Moyo and Khobai (2018) who concluded that trade openness results in negative growth in African countries in the long run.

Although empirical research on trade openness has showed conflicting results, an export orientation, development of strong regional markets, and increased competitiveness has been instrumental in generating sustained economic growth in East Asia. A common market and a free trade area remains one of the core elements of the SADC vision, as highlighted in the SADC Regional Indicative Strategic Development Plan (RISDP) 2020–2030, which is anchored by regional integration, industrial development and market integration. (SADC, 2020). The RISDP recognises that a larger regional common market would be attractive to investment and support industrial development.

SADC (successor to the 1980 Southern African Development Coordination Conference) is a regional economic community, established in 1992 with the aim of fostering regional

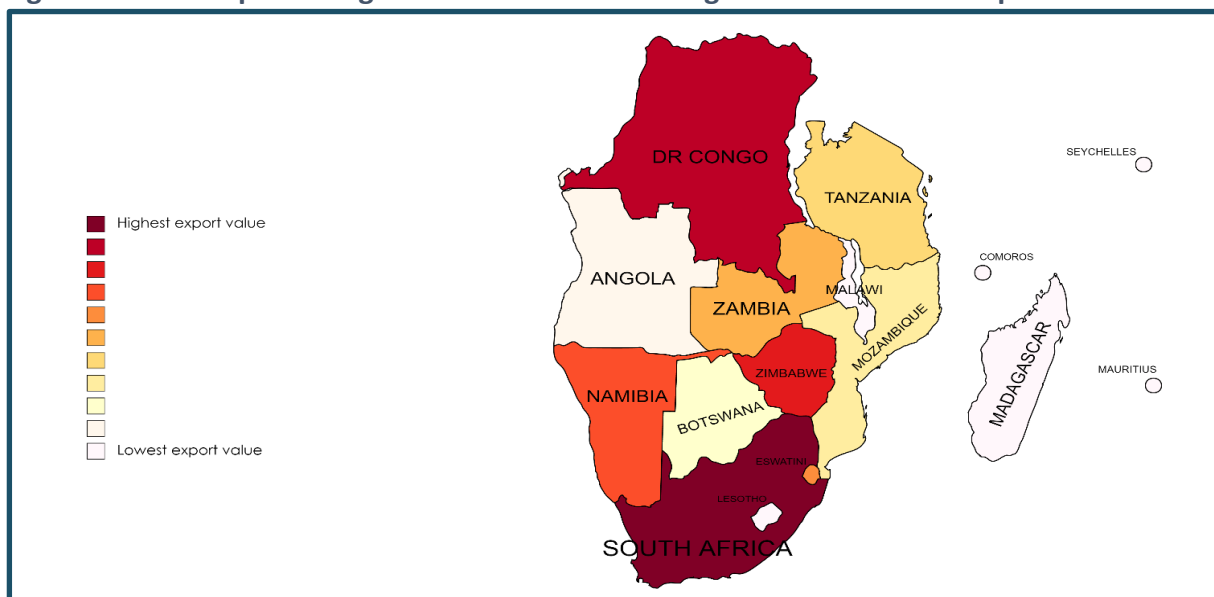
integration and eradicating poverty in the mainland and the Indian Ocean Southern African countries. To date, SADC has 16 member countries: Angola, Botswana, Comoros, Democratic Republic of Congo, Eswatini, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Seychelles, South Africa, Tanzania, Zambia and Zimbabwe.

Forty years have elapsed since SADC was established to foster regional integration among Southern African countries, however, the level of intra-SADC trade is low when compared to the trading blocks of the European Union (EU), North American Free Trade Agreement (NAFTA) and the Asia-Pacific; however when compared to the Association of Southeast Asian Nations (ASEAN) and the South American trade bloc Mercosur, the regional trade is comparable. Most of the products traded within SADC are commodities and agricultural products, with little or no value addition (Gitau, 2020). Of this intra-SADC trade, South Africa is already the largest exporter of products into the regional bloc. In addition, the participation of South Africa, one of the largest economies on the continent, in SADC provides the basis for successful economic cooperation to boost Intra-SADC trade.

Developing an understanding of trade opportunities and trade potential strengthens the case for the development of a common market. A heat map of SADC countries according to their intra-SADC export value is shown in Figure 1. The darker the heat map shade, the higher the export value and vice versa. It is clear from Figure 1 that South Africa is the largest trading country in SADC.

The main goods traded among SADC countries (at HS2 level) in 2019 were mineral fuels, copper, ores and slag, inorganic chemicals, natural and cultured pearls and precious stones, iron ores, machinery and mechanical appliances, electrical machinery and equipment, plastics and articles thereof, tobacco, beverages, spirits and vinegars, goods vehicles, maize, sugar and sugar confectionary. These traded goods confirm the apparent low level of value addition in the SADC countries' export basket, as countries are still heavily reliant on primary production activities and mining.

Figure 1: Heat map showing SADC countries according to the intra-SADC export value

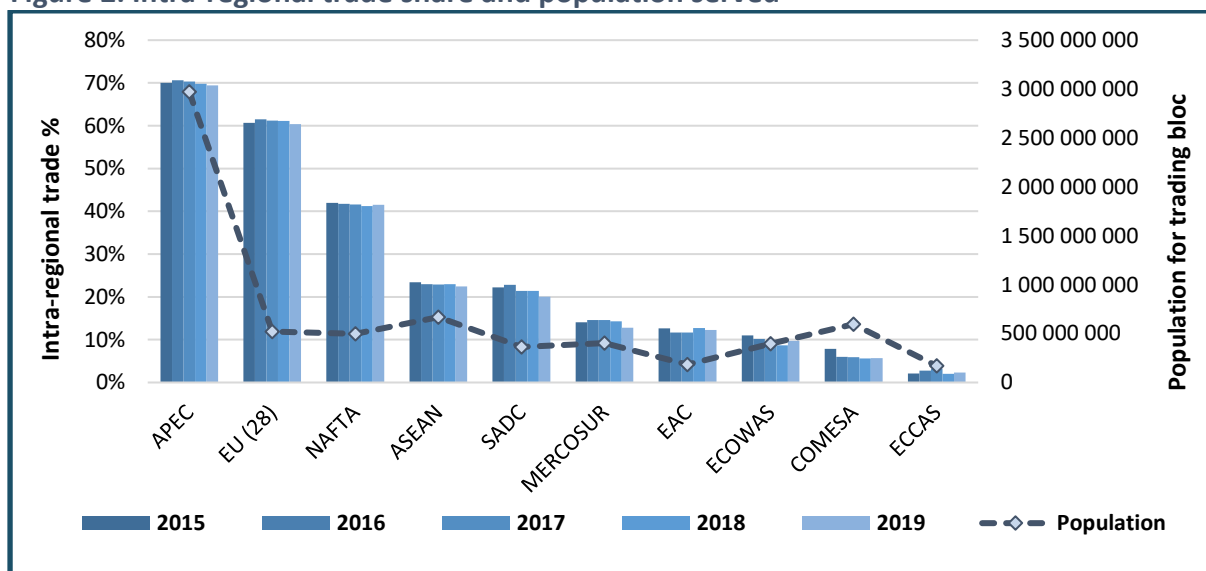


Source: Author's estimation based on data from Trade Map, 2021

In 2019, intra-SADC trade was 20% of its total trade with the world. To put this into perspective, Figure 2 shows the trend of intra-regional trade for different trading blocs, as percentages of the region's total trade with the world. The Asia-Pacific Economic Cooperation (APEC) trading bloc (which comprises 21 member countries including the United States (US) and China, with a collective gross domestic product (GDP) of 60% of world economy and a population of almost three billion) shows a high intra-APEC trade of 70% in 2019. The EU (with 28 member countries pre-Brexit, and a collective GDP of at least 16% of the world economy) also had a high intra-EU trade of 60% in 2019. Intra-NAFTA (which includes three member countries Canada, Mexico and the US) was 42% in 2019.

In contrast to these high intra-regional trade shares, intra-SADC trade accounted for 20% of its total trade with the world in 2019. The trend since 2016 shows that trade within SADC has been declining. SADC inter-regional trade performance is comparable when considering other trade blocs in Africa, such as the East African Community (EAC) at 12%, and 6% for the Common Market for Eastern and Southern Africa COMESA.

Figure 2: Intra-regional trade share and population served



Source: Calculated from Trade Map, 2021 and Worldometer, 2021

The stark difference between the high and lower-end intra-regional trade is due to the former blocs' membership, comprising countries with high GDP contributions, highly industrialised manufacturing and service industries.

3 METHODOLOGY

For SADC countries' exports to South Africa to gain traction and provide the foundation for enhanced economic growth, export opportunities have to be sustainable. Stemming from the method applied in Mhonyera et al. (2018), the research approach employed in this study consist of the following three steps, as illustrated in Figure 3:

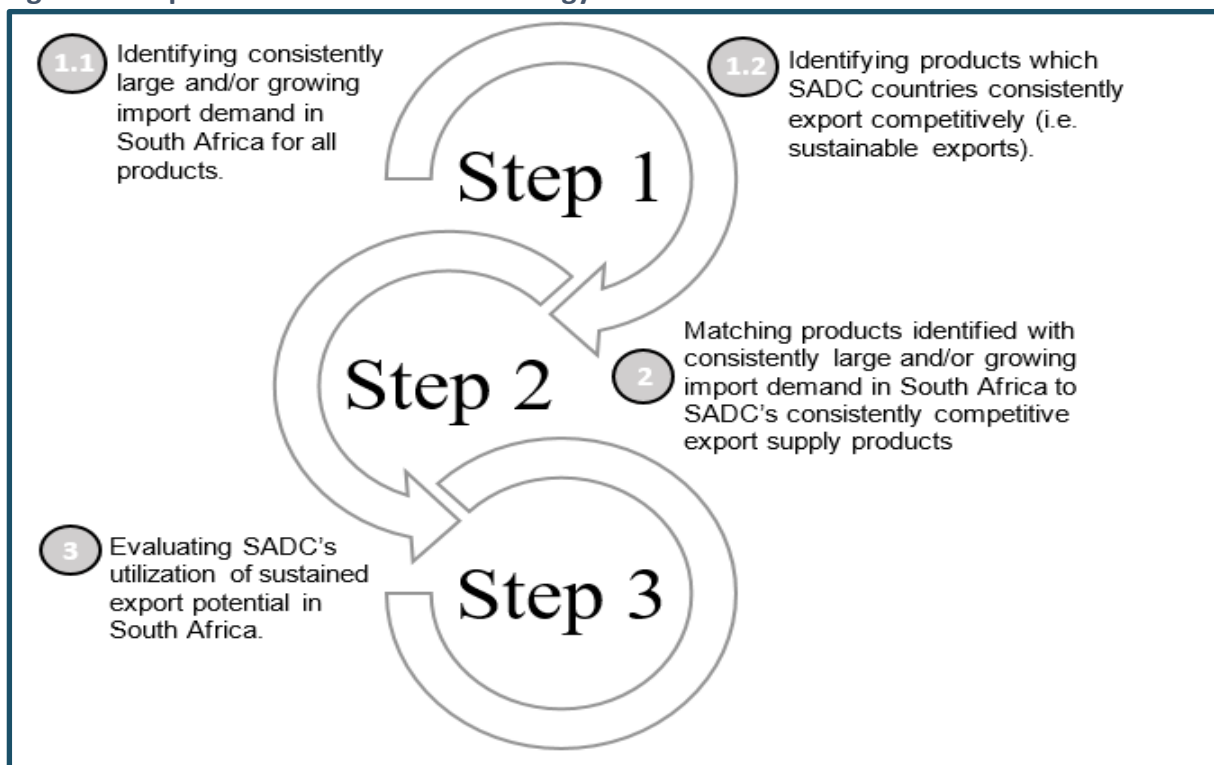
- 1.1. On the import demand side, products with consistently large and/or growing import demand in South Africa were identified in Step 1.1, at HS6-digit level, over a five-year period from 2015 to 2019.
- 1.2. On the export supply side, products that SADC countries (excluding South Africa) consistently export competitively (i.e. sustainable exports) were identified in Step 1.2,

at HS6-digit level, over the same five-year period. In this step, individual SADC countries' RTA index, which is computed by subtracting the respective country's RMA index from its RCA index, is used as a measure for international product-level export competitiveness.

2. The second step involved matching South Africa's consistently large and/or growing import demand (identified in Step 1.1) with SADC countries sustainable export supply products (identified in Step 1.2). The matched product-country combinations identified in this step indicated the sustained trade opportunities that are available in SADC to stimulate and strengthen RIVCs.
3. The third step evaluated SADC countries utilisation of sustained export potential available in South Africa. This involved determining whether SADC countries' actual exports of the sustained trade opportunities identified in Step 2 were being utilised (growing exports), underutilised (declining exports) or not utilised (no trade and/or extinct exports).

These steps informed recommendations as to which sustained export opportunities are available for SADC countries in the South African market and how to unlock the blockages that are limiting these RIVCs. Import and export data from 2015 to 2019 are available from the World Integrated Trade Solution (WITS) database. In years that some of the SADC countries did not report export data, mirror import data was used by taking the imports from SADC reported by the world.

Figure 3: Steps followed in the methodology



Source: Mhonyera et al, 2018

Step 1.2 was executed with the assumption that a product is a sustainable export if exported consistently for five years, with a comparative advantage (i.e. $RTA > 0$ and $RCA > 0.7$).

4 RESULTS AND DISCUSSIONS

4.1 Results from Step 1 to Step 2

A broad overview of results obtained in Steps 1.1, 1.2. and 2 is provided in Table 1. In Step 1.1, a total of 5 031 products are imported by South Africa from the world. These products yielded 41 758 unique product-country combinations; and of these combinations, 8 114 were identified with consistently large and/or growing import demand in South Africa. This means that 33 644 product-country combinations were eliminated in this step. In Step 1.2, a total of 1 765 product-country combinations were consistently exported competitively (i.e. sustainable exports as measured through the RTA index) by SADC countries.

In Step 2, the 8 114 product-country combinations identified with consistently large and/or growing import demand in South Africa were matched to the 1 765 product-country combinations that were consistently exported competitively by SADC countries (i.e. products with $RTA > 0$ and $RCA > 0.7$). This yielded a total of 161 matched product-country combinations or sustained export opportunities for SADC countries in the South African market.

Table 1: Summary of results obtained in Step 1 and Step 2

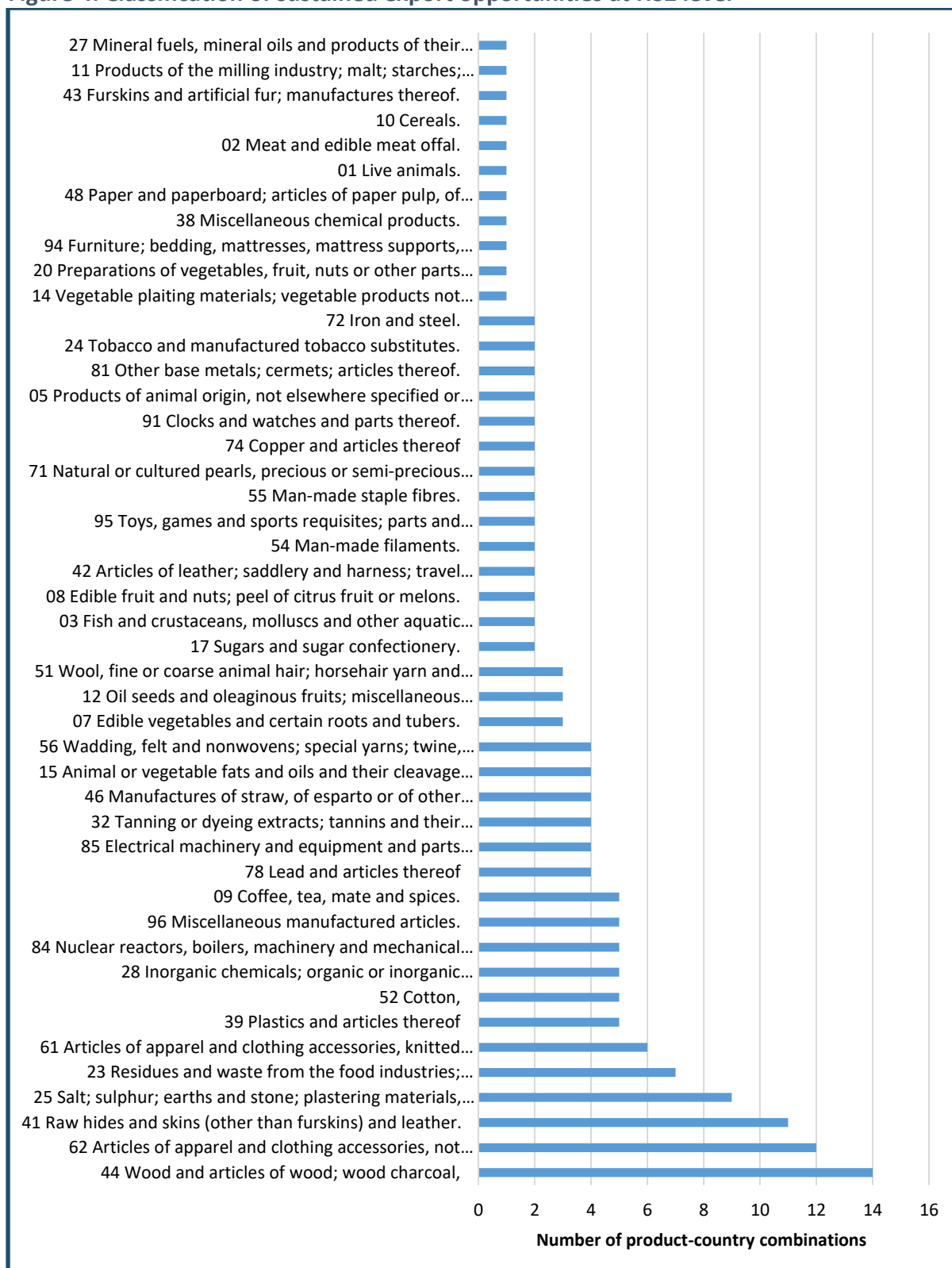
STEP	DESCRIPTION	TOTAL
Step 1.1	Products imported by South Africa	5 031
	Aggregate product-country combinations identified in South Africa	41 758
	Product-country combinations with consistently large and/or growing import demand	8 114
	Product-country combinations eliminated	33 644
Step 1.2	Products exported by SADC countries	5 160
	Aggregate product-country combinations exported by SADC	41 758
	Product-country combinations consistently exported competitively by SADC countries (i.e. sustainable exports)	1 765
	Product-country combinations eliminated	39 993
Step 2	Matched product-country combinations	161

Source: Author's own table based on WITS Trade Database. Downloaded from <https://wits.worldbank.org/> in July 2021.

Figure 4 shows an overview of the 161 sustained export opportunities, identified in Step 2, classified according to HS2-digit level.

The graph in Figure 4 depicts a general picture of the sustained export basket that is available for importation by South Africa from its SADC counterparts. This export basket is mostly made up of agricultural and agro-processed products, clothing and textiles, mining extracts and metals, processed food and chemicals.

Figure 4: Classification of sustained export opportunities at HS2 level



Source: Author's own calculation based on WITS Trade Database. Downloaded in July 2021 from <https://wits.worldbank.org/>.

When classified according to the Broad Economic Categories (BEC) Revision 4 (UN, 2018), this sustained export basket revealed that 39% of the products are consumer goods, 30% are raw materials, 27% are intermediary goods and 5% are capital goods.

4.2 SADC countries' utilisation of sustained export opportunities identified in South Africa

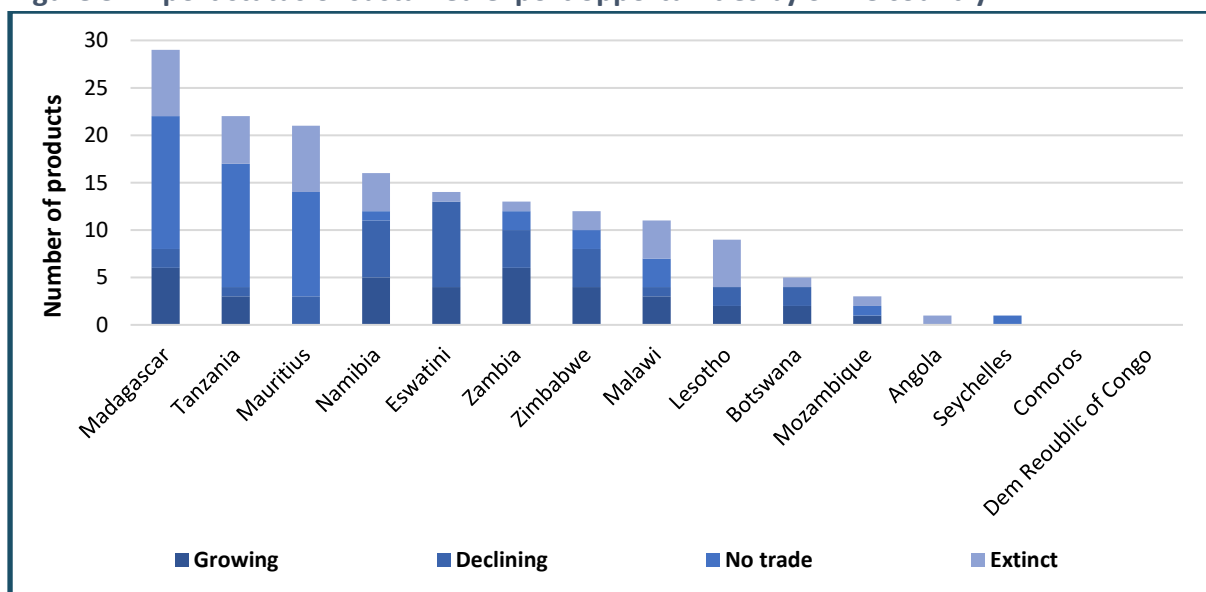
The final step in this analysis (i.e. Step 3) assessed SADC countries' export status of the sustained export opportunities identified in South Africa. This aims to establish whether the opportunities are being utilised or not. This analysis is categorised as follows:

- Utilised opportunities (products with growing exports).
- Under-utilised opportunities (products with declining exports).
- Non-utilised opportunities with (products with no exports).

The export status of sustained export opportunities by SADC country is shown in Figure 5. Madagascar and Zambia have the most products with utilised opportunities over the five-year period under analysis, followed by Namibia, Eswatini and Zimbabwe. Eswatini has the most products with declining exports, followed by Namibia and Zambia, showing evidence of under-utilisation of sustained export potential available in South Africa. Madagascar, Tanzania then Mauritius have the most products with either no trade or extinct trade, showing evidence of non-utilisation of sustained export potential available in South Africa.

Therefore, in the period between 2015 and 2019, 22% of SADC's sustained export basket available for South Africa contained products with a growing export status, 21% contained products with a declining export status, and 56% contained products with non-utilised (i.e. no trade and extinct trade) export status.

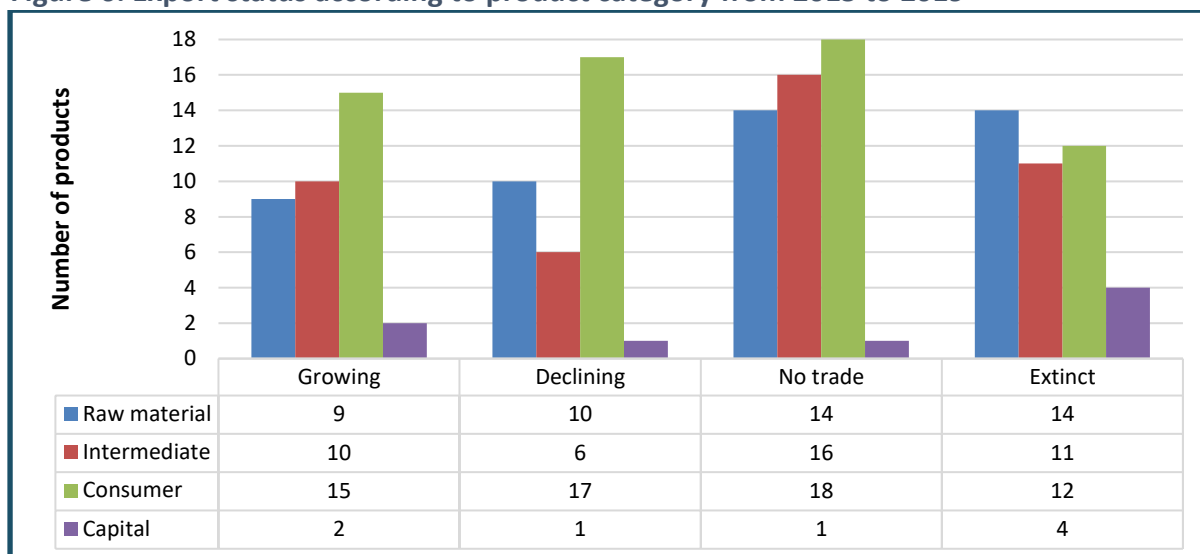
Figure 5: Export status of sustained export opportunities by SADC country



Source: Author's own calculation based on WITS Trade Database. Downloaded from <https://wits.worldbank.org/> in July 2021.

When classified in terms of the BEC, it is evident from Figure 6 that the majority of the sustained export opportunities with growing export status fall under consumer goods (15). This also applies to sustained export opportunities with declining (17) and no trade (18) export status. However, raw material (14) accounted for the majority of the sustained export opportunities with extinct export status.

Figure 6: Export status according to product category from 2015 to 2019



Source: Author's own calculation based on WITS Trade Database. Interactive dataset. Interactive dataset. Downloaded from <https://wits.worldbank.org/> in July 2021.

A closer look into the sustained export opportunities, with utilised sustained export potential in South Africa, is shown in Table 2 according to the SADC country, description of the product, and the product BEC.

Table 2: Product country combinations of growing exports (utilised sustained export potential)

EXPORTING COUNTRY	PRODUCTS	BEC REV.4 CATEGORIES
Botswana	Rigid tubes, pipes and hoses, of polymers of vinyl chloride Butts, bends, bellies and split raw hides and skins of bovine "including buffalo" or equine animals	Consumer goods Raw materials
Eswatini	Wood in the rough, treated with paint, stains, creosote or other preservatives (excluding rough-cut) Anoraks (including ski-jackets), wind-cheaters, wind-jackets and similar articles; men's or boys', of textile materials (other than wool or fine animal hair, cotton or man-made fibres), other than those of heading No. 6203 (not knitted or crocheted) Freezers; of the chest type, not exceeding 800l capacity Slide fasteners; parts	Raw materials Consumer goods Capital goods Intermediate goods
Lesotho	Ensembles; women's or girls', of synthetic fibres, knitted or crocheted Anoraks (including ski-jackets), wind-cheaters, wind-jackets and similar articles; men's or boys', of textile materials (other than wool or fine animal hair, cotton or man-made fibres), other than those of heading no. 6203 (not knitted or crocheted)	Consumer goods Consumer goods

Madagascar	<p>Vegetable materials of a kind used primarily for plaiting; n.e.s. in heading No. 1401</p> <p>Sulphides and polysulphides; n.e.s. in heading no. 2830</p> <p>Cases and containers; of a kind normally carried in the pocket or in the handbag, with outer surface of vulcanised fibre or paperboard</p> <p>Basketwork, wickerwork and other articles, made directly to shape from vegetable plaiting materials or made up from goods of vegetable plaiting materials of heading 4601, and articles of loofah (excluding of bamboo and rattan; wallcoverings of heading 4814; twine, cord and rope; footwear and headgear and parts thereof; vehicles and vehicle superstructures; goods of chapter 94, e.g. furniture, lighting fixtures)</p> <p>Basketwork, wickerwork and other articles; of non-vegetable materials, made directly to shape from plaiting materials or made up from goods of heading No. 4601</p> <p>Buttons; of other than base metal or plastics, not covered with textile material</p>	<p>Raw materials</p> <p>Intermediate goods</p> <p>Consumer goods</p> <p>Consumer goods</p> <p>Consumer goods</p> <p>Intermediate goods</p>
Malawi	<p>Vegetable roots and tubers; arrowroot, salep, Jerusalem artichokes and similar roots and tubers, high starch or inulin content, whether or not sliced or in the form of pellets, fresh or dried; sago pith</p> <p>Bran, sharps and other residues; of other cereals, whether or not in the form of pellets, derived from the sifting, milling or other workings thereof</p> <p>Seats of cane, osier or similar materials (excluding of bamboo or rattan)</p>	<p>Raw materials</p> <p>Raw materials</p> <p>Consumer goods</p>
Mozambique	<p>Oil-cake and other solid residues; whether or not ground or in the form of pellets, resulting from the extraction of cotton seed oils</p>	<p>Intermediate goods</p>
Namibia	<p>Fish; fillets, dried, salted or in brine, but not smoked</p> <p>Leather “including parchment-dressed leather” of the portions, strips or sheets of hides and skins of bovine “including buffalo” or equine animals, further prepared after tanning or crusting, without hair on (excluding unsplit full grains leather, grain splits leather, chamois leather, patent leather and patent laminated leather, and metallised leather)</p> <p>Wood charcoal, including shell or nut charcoal, whether or not agglomerated (excluding bamboo charcoal, wood charcoal used as a medicament, charcoal mixed with incense, activated charcoal and charcoal in the form of crayons)</p> <p>Tropical wood specified in the Subheading Note 1 to this chapter in the rough, whether or not stripped of bark or sapwood, or roughly squared (excluding dark red meranti, light red meranti, meranti bakau; rough-cut wood for walking sticks, umbrellas, tool shafts and the like; wood cut into boards or beams, etc.; wood treated with paint, stains, creosote or other preservatives)</p>	<p>Consumer goods</p> <p>Intermediate goods</p> <p>Consumer goods</p> <p>Raw materials</p> <p>Capital goods</p>

	Electric motors and generators; DC, of an output exceeding 375kW	
Tanzania	Seed; of herbaceous plants cultivated principally for their flowers, of a kind used for sowing Hides and skins; raw, of animals n.e.s. in this chapter, fresh, salted, dried, limed, pickled or otherwise preserved, (but not tanned, parchment-dressed or further prepared), whether or not dehaired or split (not furskins) Twine, cordage, ropes, cables; of sisal or other textile fibres of the genus agave (excluding binder or baler twine), whether or not plaited, braided or rubber or plastic impregnated, coated, covered or sheathed	Raw materials Raw materials Consumer goods
Zambia	Vegetable roots and tubers; arrowroot, salep, Jerusalem artichokes and similar roots and tubers, high starch or inulin content, whether or not sliced or in the form of pellets, fresh or dried; sago pith Cereal groats and meal; of maize (corn) Waxes, other than vegetable, n.e.s. in heading no. 1521; whether or not refined or coloured Sugar confectionery; chewing gum, whether or not sugar-coated, not containing cocoa Oil-cake and other solid residues; whether or not ground or in the form of pellets, resulting from the extraction of linseed oils Cigars, cigarillos and cheroots; containing tobacco substitutes including the weight of every band, wrapper or attachment thereto	Raw materials Intermediate goods Intermediate goods Consumer goods Intermediate goods Consumer goods
Zimbabwe	Oil-cake and other solid residues; whether or not ground or in the form of pellets, resulting from the extraction of cotton seed oils Ensembles; men's or boys', of cotton (not knitted or crocheted) Ensembles; men's or boys', of textile materials n.e.s. in item No. 6203.2 (not knitted or crocheted) Iron or non-alloy steel; T sections, hot-rolled, hot-drawn or extruded, of a height less than 80mm	Intermediate goods Consumer goods Consumer goods Intermediate goods

Source: Author's own table based on WITS database. Interactive dataset. Downloaded in July 2021 from <https://wits.worldbank.org/>.

There are 10 SADC countries that are utilising their export potential (with growing exports) in South Africa, collectively exporting 36 products. These countries are Botswana, Eswatini, Lesotho, Madagascar, Malawi, Mozambique, Namibia, Tanzania, Zambia and Zimbabwe. Given that these countries are utilising their export potential in South Africa, they would benefit from improving their competitiveness in their product offering so as to sustainably supply this established demand in South Africa.

This paper zooms into a firm level analysis of the exporting companies that are supplying the selected products. Table 3 shows the firm level characteristics of the companies that are exporting the 36 products.

Table 3: Firm level characteristics of exporting countries

PRODUCT GROUP	COUNTRY	NO. OF FIRMS	NO. OF EMPLOYEES	GEOGRAPHICAL FOOTPRINT	TOTAL QUANTITY EXPORTED IN 2019	TOTAL VALUE EXPORTED IN 2019
Fish fillets, dried/salted/in brine	Namibia	9	694	Windhoek, Outjo, Walvis Bay, Swakopmund	–	–
Arrowroot, salep, Jerusalem artichokes	Malawi	–	–	–	39 tons	R1 458 mil
	Zambia	–	–	–	777 tons	R2 728 mil
Groats/meal of maize (corn)	Zambia	1	-	Luanshya	7 710 tons	R32 937 mil
Seed; of herbaceous plants cultivated principally for their flowers	Tanzania	1	88	Iringa	219 tons	R13,019 mil
Vegetable materials of a kind used primarily for plaiting	Madagascar	–	–	–	2,516 tons	R53,042 mil
Beeswax, other insect waxes and spermaceti	Zambia	–	–	–	40 tons	R2,208 mil
Sugar confectionery; chewing gum, whether or not sugar-coated	Zambia	3	585	Lusaka	4,525 tons	R118,958 mil
Bran, sharps and other residues; of other cereals	Malawi	2	645	Lilongwe, Blantyre	15,785 tons	R25,258 mil
Oil-cake and other solid residues; from the extraction of cotton seed oils	Mozambique	9	3099	Maputo, Beira Sofala, Nampura, Nacara, Matola	5,013 tons	R16,006 mil
	Zimbabwe	2	163	Harare	17,370 tons	R54,615 mil
Oil-cake and other solid residues; from the extraction of linseed oils	Zambia	10	494	Lusaka, Kitwe	142 tons	R0,534 mil
Cigars, cigarillos and cheroots	Zambia	–	–	–	170 tons	R15,299 mil
Sulphides (excluding	Madagascar	–	–	–	4,029 tons	R21,217 mil

sodium); polysulphides						
Rigid tubes, pipes and hoses, of polymers of vinyl chloride	Botswana	3	515	Gaborone, Lobatse	–	–
Butts, bends, bellies and split raw hides and skins of bovine "incl. buffalo" or equine animals	Botswana	1	1300	Lobatse	229 tons	R0,231 mil
Raw hides and skins, whether or not dehaired, incl. birdskins without feathers or down	Tanzania	–	–	–	305 tons	R4,979 mil
" including buffalo Leather "including parchment-dressed leather" of hides and skins of bovine "incl. buffalo" or equine animals	Namibia	2	75	Windhoek, Oshakati	209 tons	R40,182 mil
Wallets, purses, key-cases, cigarette-cases, tobacco-pouches	Madagascar	–	–	–	11 tons	R9,973 mil
Wood charcoal, incl. shell or nut charcoal	Namibia	1	38	Grootfontein	166,137 tons	R0,553 billion
Wood in the rough, treated with paint, stains, creosote or other preservatives	Eswatini	–	–	–	–	–
Tropical wood specified in the Subheading Note 1 to this chapter in the rough,	Namibia	–	–	–	3200 tons	R10,262 mil
Basketwork, wickerwork and other articles	Madagascar	11	4788	Antananarivo, Toamasina 501, Toamasina, Antananarivo (101)	1,192 tons	R0.010 bil
Basketwork, wickerwork and other articles	Madagascar	11	4788	Antananarivo, Toamasina 501, Toamasina, Antananarivo (101)	225 tons	R24,349 mil

Twine, cordage, ropes and cables, of sisal	Tanzania	–	–	–	13,441 tons	R0,330 bil
Women’s or girls’ ensembles of synthetic fibres, knitted or crocheted	Lesotho	–	–	–	3 tons	R0,924 mil
Men’s or boys’ anoraks, incl. ski jackets	Lesotho	–	–	–	35 tons	R10,478 mil
	Eswatini	1	70	Manzini	169 tons	R 20,957 mil
Men’s or boys’ ensembles of cotton	Zimbabwe	–	–	–	109 tons	R 17,435 mil
Men’s or boys’ ensembles of textile materials	Zimbabwe	–	–	–	178 tons	R 29,617 mil
Freezers of the chest type, of a capacity <= 800 l	Eswatini	20	4510	Matsapha, Luve, Kwaluseni, Sidvodkodvo, Mbabane, Manzini, Hlatikulu, Nhlangano,	2,418 tons	R 59,306 mil
DC motors and DC generators of an output > 375 Kw	Namibia	1	21	Windhoek	62 tons	R 10,594 mil
Seats of cane, osier or similar materials (excluding of bamboo or rattan)	Malawi	2	75	Blantyre	79 tons	R0.635 mil
Buttons (excluding of plastics or base metal, not covered with textile material,	Madagascar	–	–	–	9 tons	R15,905 mil
Parts of slide fasteners	Eswatini	–	–	–	240 tons	R36,790 mil
T sections of iron or non-alloy steel,	Zimbabwe	1	250	Kwekwe	671 tons	R6,495 mil

Firm data source: Extracted from Who Owns Whom in March 2022. *Trade data Source:* Calculated from Trade Map in March 2022. Value exported in Current Rand. *Note:* Blank spaces reflect unavailability of information.

Botswana

Botswana shows sustainable export supply of two products: rigid tubes, pipes and hoses, of polymers of vinyl chloride; and butts, bends, bellies and split raw hides and skins of bovine “including buffalo” or equine animals.

For rigid tubes, pipes and hoses, South Africa mainly imports from Botswana (75.5%), and then from Spain (19.7%) and other countries. The exporting companies from Botswana are Pipex Plastics Botswana Pty Ltd (situated in Gaborone), Radical Investments (Pty) Ltd (situated in Lobatse) and Trans Africa Plastics (situated in Gaborone), with a combined employment of 515 people. This product is a consumer good that feeds into the construction, plastics and packaging industries in South Africa.

For butts, bends, bellies and split raw hides and skins of bovine “including buffalo” or equine animals, South Africa mainly imports from Botswana (93.2%) and then from other countries. The exporting company Botswana Meat Commission is in Lobatse and employs 1 300 people. This product is more of an intermediate good that feeds into the South African CTFL industry.

Eswatini

Eswatini shows sustainable export supply of four products.

Wood in the rough, treated with paint, stains, creosote or other preservatives. This product is a raw material that feeds into South Africa’s wood, pulp and paper industry, and the furniture industry. Though there is not much trade and company data on this product, there is evidence that South Africa imported most of this product from Eswatini in 2016 (99.4%).

Anoraks (including ski-jackets), wind-cheaters, wind-jackets and similar articles; men’s or boys’, of textile materials (other than wool or fine animal hair, cotton or man-made fibres), other than those of heading No. 6203 (not knitted or crocheted). This is a consumer good that feeds into South Africa’s CTFL industry. South Africa imports most of this product from Eswatini (33.6%), China (31.2%) and then Lesotho (27.4%). In Eswatini, the company that exports to South Africa is called Lubhaca and it is based in Manzini, employing 70 people.

Freezers; of the chest type, not exceeding 800l capacity. This product is a consumer good that is exported by 20 different companies in Eswatini which collectively employ 4 510 people. The companies are based in Matsapha, Luve, Kwaluseni, Sidvokodvo, Mbabane, Manzini, Hlatikulu and Nhlangano. South Africa imports 61.7% of this product from Eswatini, and 21% from China.

Parts of slide fasteners are an intermediate good used in zippers for clothing that feeds into the South African CTFL industry. South Africa imports 53.2% of this product from Eswatini and 44.4% from China.

Lesotho

Lesotho showed sustainable export supply of two products.

Ensemble; women’s or girls’, of synthetic fibres, knitted or crocheted are consumer goods that fall into the CTFL industry. South Africa imports 70.7% of this product from Lesotho and 24.8% from China.

Anoraks (including ski-jackets), wind-cheaters, wind-jackets and similar articles; men’s or boys’, of textile materials (other than wool or fine animal hair, cotton or man-made fibres), other than those of heading No. 6203 (not knitted or crocheted). This is a consumer good that feeds into South Africa’s CTFL industry. South Africa imports most of this product from

Eswatini (33.6%), China (31.2%) and then Lesotho (27.4%). There is no information on company data from Lesotho.

Madagascar

Madagascar has a sustainable export supply of six products.

Vegetable materials of a kind used primarily for plaiting; n.e.s. in heading No. 1401. This is a raw material product that feeds into South Africa's CTFL industry. South Africa imports 31.3% of this product from Madagascar, and 54.7% reimports from South Africa. There is no information on company data from Madagascar.

Sulphides (excluding sodium); polysulphides, whether or not chemically defined (excluding inorganic or organic compounds of mercury whether or not chemically defined). This product is an intermediate good that feeds into South Africa's chemical industry. Madagascar exports 4 029 tons to the value of R21.2 million of this product to Malaysia, India, Korea and other Asian countries. South Africa imports 2.288 tons worth R52.3 million of this product.

Wallets, purses, key-cases, cigarette-cases, tobacco-pouches and similar articles of a kind normally carried in the pocket or handbag, with outer surface of vulcanised fibre or paperboard, or wholly or mainly covered with such materials or with paper, including spectacle cases of moulded plastic material. This consumer good product feeds into the CTFL industry. South Africa imports less than 1% of this product from Madagascar, and mostly from China (83.6%), US (3.3%) and Italy (1.9%). Madagascar currently exports 11 tons of this product, and South Africa imports 253 tons.

Basketwork, wickerwork and other articles, made directly to shape from non-vegetable plaiting materials or made up from goods of non-vegetable plaiting materials of heading 4601 (excluding wallcoverings of heading 4814; twine, cord and rope; footwear and headgear and parts thereof; vehicles and vehicle superstructures; goods of chapter 94, e.g. furniture, lighting fixtures). This product is a consumer good for the CTFL industry. South Africa mostly imports from China (63.2%), Vietnam (9.8%) and Indonesia (8.7%), with 9.4% of imports from Madagascar. Eleven companies export this product, with a collective employment of 4788, located in Antananarivo, Toamasina 501, Toamasina, and Antananarivo (101).

Buttons (excluding of plastics or base metal, not covered with textile material, press-fasteners, snap-fasteners, press studs and cuff links). South Africa imports 2.2% of this product from Madagascar. However most of its imports come from China (67.4%), Vietnam (7.4%) and China (6.2). This product is an intermediate good that feeds into the CTFL industry in South Africa.

Malawi

Malawi shows sustainable export supply of three products.

Arrowroot, salep, Jerusalem artichokes and similar roots and tubers with high starch or inulin content, fresh, chilled, frozen or dried, whether or not sliced or in the form of pellets, and sago pith (excluding manioc "cassava", sweet potatoes, yams, taro and yautia). South Africa mainly imports this product from Spain (69.2%), India (11.5%) and the United Kingdom (UK) (11.5%). Malawi exports 39 tons of this product and South Africa imports 16 tons. This product is a raw material that feeds into South Africa's food industry.

Bran, sharps and other residues of cereals, whether or not in the form of pellets, derived from sifting, milling or other working (excluding maize and wheat). This product is a raw material that feeds into South Africa's animal feedstock industry. The companies that export this product are Capital Foods Ltd and Kamit Industries Limited, with a total employment of 645 and they are located in Lilongwe and Blantyre. South Africa imports 95% of this product from Malawi and then from South African reimports and the US.

Seats of cane, osier or similar materials (excluding of bamboo or rattan). This product is an intermediate good that feeds into South Africa's furniture industry. South Africa mostly imports this product from China (43.8%), Indonesia (23%) and Italy (16.6%). The companies that export this product from Malawi are Office World and Robray Limited, both located in Blantyre and collectively employing 75 people.

Mozambique

Mozambique shows sustainable export supply of one product.

Oilcake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of cotton seeds. South Africa imports 8.2% of this product from Mozambique, and most of it from Zimbabwe (30.8%) and Zambia (17.7%). Eight companies export this product from Malawi, located in Lilongwe, Blantyre and Limbe. This product is an intermediate good that feeds into the food residue and animal fodder industry.

Namibia

Namibia shows sustainable export supply of five products.

Fish; fillets, dried, salted or in brine, but not smoked is a consumer good that feeds into the food industry in South Africa. Nine companies export this product, with a collective employment of 694. These companies operate in the following towns in Namibia: Windhoek, Outjo, Walvis Bay and Swakopmund. The export quantities and values are unknown.

Leather "including parchment-dressed leather" of the portions, strips or sheets of hides and skins of bovine "including buffalo" or equine animals, further prepared after tanning or crusting, without hair on (excluding unsplit full grains leather, grain splits leather, chamois leather, patent leather and patent laminated leather, and metallised leather). This is an intermediate product that feeds into the South African CTFL industry. South Africa mainly imports this product from Namibia (47.1%) and then from India (15.2%), Austria (12.2%), Pakistan (15.2%) and other countries. The companies that export this product are Namibia Tannery (situated in Windhoek) and Northern Tannery (Pty) Ltd (situated in Oshakati), and they collectively employ 75 people.

Wood charcoal, including shell or nut charcoal, whether or not agglomerated (excluding bamboo charcoal, wood charcoal used as a medicament, charcoal mixed with incense, activated charcoal and charcoal in the form of crayons). This is a consumer good which South Africa mainly imports from Namibia (65.3%), then China (17.1%) and other countries. The company Carbo Namibia Pty Ltd exports this product to South Africa. It is located in Grootfontein, and employs 68 people.

Tropical wood specified in the Subheading Note 1 to this chapter in the rough, whether or not stripped of bark or sapwood, or roughly squared (excluding dark red meranti, light red

meranti, meranti bakau; rough-cut wood for walking sticks, umbrellas, tool shafts and the like; wood cut into boards or beams, etc.; wood treated with paint, stains, creosote or other preservatives). This product is a raw material that feeds into South Africa's wood, pulp and paper industry, and the furniture industry. South Africa mainly imports this product from Eswatini (89.1%), Uruguay (6.3%) and very little from Namibia (less than 1%).

Electric motors and generators; DC, of an output exceeding 375kW are capital goods used in the manufacture of electrical appliances including dishwashers, refrigerators and electric cars. South Africa imported 7.1% of this product from Namibia in 2019, but most imports came from China, US and Germany. A company called Viereck K – Eltech Electronics exports this product to South Africa. It is located in Windhoek and employs 21 people.

Tanzania

Tanzania shows a sustainable export supply of three products.

Seeds of herbaceous plants cultivated mainly for flowers, for sowing. This consumer product is a raw material that feeds into the South African flower industry. The company that exports this product is Allure Flowers Limited, located in Iringa and employs 88 people. Tanzania exports 219 tons of this product and South Africa imports eight tons. South Africa mostly imports this product from the US (50%), Netherlands (13.9%) and China (12.3%). This product is a raw material that feeds into the South African flower industry.

Raw hides and skins, fresh, or salted, dried, limed, pickled or otherwise preserved, whether or not dehaired, including birdskins without feathers or down (excluding tanned, parchment-dressed or further prepared, hides and skins of bovine "including buffalo" animals, equine animals, sheep, lambs, reptiles and swine). This product is a raw material that feeds into South Africa's CTFL industry. South Africa imports 7.2% of this product from Tanzania, and more from France (32.7), Mozambique (12.2%) and Namibia (29.4%). There is no information on company trade data.

Twine, cordage, ropes and cables, of sisal or other textile fibres of the genus Agave, whether or not plaited or braided and whether or not impregnated, coated, covered or sheathed with rubber or plastics (excluding binder or baler twine). This product is a raw material that feeds into South Africa's CTFL industry. South Africa imports 8.7% of this product from Tanzania, and more from India (29.7%), Philippines (24.6%) and China (12.9%). There is no information on company trade data.

Zambia

Zambia has a sustainable export supply of six products.

Arrowroot, salep, Jerusalem artichokes and similar roots and tubers with high starch or inulin content, fresh, chilled, frozen or dried, whether or not sliced or in the form of pellets, and sago pith (excluding manioc "cassava", sweet potatoes, yams, taro and yautia). South Africa mainly imports this product from Spain (69.2%), India (11.5%) and the UK (11.5%). Zambia exports 777 tons and South Africa imports 16 tons. This product is a raw material that feeds into South Africa's food industry. There is no information on company trade data.

Groats and meal of maize "corn". This product is an intermediate good that feeds into South Africa's food industry. The company that exports this product is Antelope Wholesale

Merchants Limited, and is based in Luanshya. South Africa imports less than 1% of this product from Zambia, and more from Lesotho (54.1%) and Botswana (34.3%).

Beeswax, other insect waxes and spermaceti, whether or not refined or coloured. This product is an intermediate good that feeds into the South Africa's food industry. South Africa imports 5.4% of this product from Zambia, and more from Germany (17.9%), China (22.2%) and Netherlands (29.3%). There is no information on company trade data.

Chewing gum, whether or not sugar-coated. This product is a consumer good that feeds into South Africa's sugar and confectionary industry. The companies that exports this product are Amigo Foods Limited, Usman Confectioneries Industries Ltd and Yoyo Foods Ltd. They are all located in Lusaka with a collective employment of 585. South Africa imports 0.8% of this product from Zambia, and more from Eswatini (68.8%), Egypt (11.9%) and China (2.7%).

Oilcake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of linseed. South Africa imports 100% of this product from Mozambique, and in previous years from Zambia (66.7%) and UK (33.3%). This product is an intermediate good that feeds into the food residue and animal fodder industry. Ten companies export this product, and they are located in Lusaka and Kitwe, with a collective employment of 494.

Zimbabwe

Zimbabwe shows a sustainable export supply of four products.

Oilcake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of cotton seeds. Brands Africa (Pvt) Ltd and Platinum Holdings Company (Pvt) Ltd export this product and are located in Harare with a collective employment of 163. South Africa imports most of this product from Zimbabwe (30.8%) and Zambia (17.7%). This is an intermediate good that feeds into the food residue and animal fodder industry.

Men's or boys' ensembles of cotton (excluding knitted or crocheted, ski ensembles and swimwear). This product is a consumer good that feeds into the South African CTFL industry. South Africa imports 19.4% of this product from Zimbabwe, and more from Lesotho (73.3%). There is no information on company trade data.

Men's or boys' ensembles of textile materials (excluding of cotton or synthetic fibres, knitted or crocheted, ski ensembles and swimwear). This product is a consumer good that feeds into the South African CTFL industry. South Africa imports 84.6% of this product from Zimbabwe, and less from China (5%). There is no information on company trade data.

T sections of iron or non-alloy steel, not further worked than hot-rolled, hot-drawn or extruded, of a height of < 80 mm. This product is an intermediate good that feeds into South Africa's iron and steel industry. Niarchos Investments (Pvt) Ltd exports this product, and is located in Kwekwe, with a total employment of 250. South Africa imports 64% of this product from Zimbabwe, and 30.7% from the United Arab Emirates.

4.3 A regional perspective

Some of these products are raw materials or intermediary goods that feed into South Africa's CTFL industry. This industry has suffered from a reduction of production capacity and influx of cheap Asian imports, as such there is low levels of local manufacturing and it is not able to achieve economies of scale impacting on its competitiveness (Who Owns Whom, 2020). As the CTFL industry is one of the priority industries receiving government support in South Africa, because of its high labour intensity and low to semi-skilled employment, encouraging intra-SADC trade in the CTFL value chain can lead to long-term economic gains for the relevant SADC countries. The CTFL industry is currently on a localisation drive in line with the Retail-Clothing, Textile, Footwear and Leather Value Chain Master Plan. It is, however, important for these strategies to engage with a regional localisation drive where SADC countries leverage off each other's comparative advantages to move up the value chain, increase capacity and make their products more competitive to attract an increased market share on the global value chain.

There is a great demand for oilcake imports in South Africa. It was the 45th imported product on the top 100 import list in the fourth quarter, 2020 (TIPS, 2020). Most imported oilcake comes from Argentina, with very little from African countries. This presents a viable opportunity for SADC countries to increase their production and make their product competitive to meet the South African demand.

Annex 1 and Annex 2 list the products that show under-utilised sustained export potential and non-utilised export potential. From these, it is evident that the selected SADC countries have a comparative advantage in raw materials and intermediate products that feed into South Africa's competitive industries. These are CTFL, furniture, food and food residue, construction, plastics, electrical equipment and machinery, iron and steel. Encouraging increased trade in these value chains could lead to mutually beneficial employment multipliers among SADC countries, technology transfers as companies increase economies of scale to meet new demand, and increased product value add to meet international standards.

4.4 Barriers to trade

Poor transport and communication infrastructure are synonymous with trade among African countries. Even with the establishment of various trade agreements among African countries, intra-African trade is still limited by inefficiencies as a result of onerous border controls, bureaucracy, time lags, poor infrastructure and cumulative costs.

Levin and Makgetla (2021) further explain the complex limitations that constrain regional blocs in Africa, including SADC. Such limitations include: the heavy reliance on production and exports of traditional commodities, particularly mining and agriculture (which suffer from fluctuating prices); low-level manufacturing facilities (facing fierce competition from established multinational companies) that are mostly targeted for domestic and regional markets; high costs and inefficient transport as well as logistics systems; and high inequality.

5 CONCLUSIONS AND RECOMMENDATIONS

Based on the findings of this study, it is clear that the 10 SADC countries offering 36 products for exports to South Africa are utilising their export potential. This information is a building block in encouraging more imports from SADC countries into South Africa and enabling discussions on how to strengthen regional value chains. As many products are raw materials and intermediate goods, this means they can continue to feed into South Africa's manufacturing capacity, and lead to more value addition in South Africa's product offering – creating a win-win for regional trade. This includes providing market information to alert exporters to the potential of different markets. This study contributes to building that analysis.

Developing and strengthening regional value chains through cross-border trade as identified in this study would advance industrialisation, and improve infrastructure.

To achieve these objectives, greater effort has to be channelled towards strategic partnerships in regional value chains and policy coalition among member countries. Further research would be important to understand the reasons behind SADC countries' underutilisation and non-utilisation of sustained export potential, which are identified in this study.

These results can be a starting point for policymakers and export promotion organisations as well as industry associations to formulate strategies to enhance utilisation of sustained export opportunities for SADC countries into South Africa.

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7 ANNEXURES

Annex 1: Product country combinations of under-utilised sustained export potential

COUNTRY	PRODUCT	TYPE OF PRODUCT
Botswana	Lead waste and scrap (excluding ashes and residues from lead production "heading No 2620", and ingots or other similar unwrought shapes of remelted waste and scrap of lead "heading No 7801", and waste and scrap of primary cells, primary batteries, electric accumulators) Cathode-ray tube monitors, not incorporating television reception apparatus (excluding of a kind solely or principally used in an automatic data-processing machine of heading 8471	Raw materials Consumer goods
Eswatini	Chewing gum, whether or not sugar-coated Carbon dioxide "Raw hides and skins, fresh, or salted, dried, limed, pickled or otherwise preserved, whether or not dehaired, including birdskins without feathers or down (excluding tanned, parchment-dressed or further prepared, hides and skins of bovine "including buffalo" animals, equine animals, sheep, lambs, reptiles and swine)" Bamboo charcoal, including shell or nut charcoal, whether or not agglomerated (excluding used as a medicament, mixed with incense, activated bamboo charcoal and in the form of crayons) Wood charcoal, whether or not agglomerated (excluding of bamboo or shell or nut, charcoal used as a medicament, charcoal mixed with incense, activated charcoal and charcoal in the form of crayons) Hoopwood; split poles; piles, pickets and stakes of wood, pointed but not sawn lengthwise; wooden sticks, roughly trimmed but not turned, bent or otherwise worked, suitable for the manufacture of walking sticks, umbrellas, tool handles and the like; chipwood and the like (excluding hoopwood sawn lengthwise and carved or notched at the ends; brushmounts, lasts; coniferous wood in general) Cases, boxes, crates, drums and similar packings, of wood; cable-drums of wood Basketwork, wickerwork and other articles, made directly to shape from non-vegetable plaiting materials or made up from goods of non-vegetable plaiting materials of heading 4601 (excluding wallcoverings of heading 4814; twine, cord and rope; footwear and headgear and parts thereof; vehicles and vehicle superstructures; goods of chapter 94, e.g. furniture, lighting fixtures) Men's or boys' suits of textile materials (excluding of wool, fine animal hair or synthetic fibres, knitted or crocheted, tracksuits, ski suits and swimwear)	Consumer goods Intermediate goods Raw materials Consumer goods Consumer goods Intermediate goods Consumer goods Consumer goods Consumer goods
Lesotho	Men's or boys' suits of textile materials (excluding of wool, fine animal hair or synthetic fibres, knitted or crocheted, tracksuits, ski suits and swimwear)	Consumer goods Consumer goods

	Babies' garments and clothing accessories of textile materials (excluding of cotton or synthetic fibres, knitted or crocheted and hats, napkins and napkin liners [see 9619])	
Madagascar	Babies' garments and clothing accessories of textile materials (excluding of cotton or synthetic fibres, knitted or crocheted and hats, napkins and napkin liners [see 9619]) Worked bone, tortoiseshell, horn, antlers, coral, mother-of-pearl and other animal carving material, and articles of these materials, n.e.s. (excluding ivory)	Consumer goods Consumer goods
Malawi	Oilcake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of cotton seeds	Intermediate goods
Mauritius	Woven fabrics of cotton, containing >= 85% cotton by weight and weighing <= 200 g/m ² , made from yarn of different colours (excluding those in three-thread or four-thread twill, including cross twill, and plain woven fabrics) Women's or girls' skirts and divided skirts of cotton, knitted or crocheted (excluding petticoats) Articles of goldsmiths' or silversmiths' wares or parts thereof, of silver, whether or not plated or clad with other precious metal (excluding jewellery, watch-and clockmakers' wares, musical instruments, weapons, perfume atomisers and heads for these, original sculptures or statuary, collectors' pieces and antiques)	Intermediate goods Consumer goods Consumer goods
Namibia	Granite, crude or roughly trimmed (excluding already with the characteristics of setts, curbstones and flagstones) Marble granules, chippings and powder, whether or not heat-treated "Raw hides and skins, fresh, or salted, dried, limed, pickled or otherwise preserved, whether or not dehaired, including birdskins without feathers or down (excluding tanned, parchment-dressed or further prepared, hides and skins of bovine "including buffalo" animals, equine animals, sheep, lambs, reptiles and swine)" Degreased wool, non-carbonised, neither carded nor combed (excluding shorn wool) "Fine animal hair, neither carded nor combed (excluding wool and hair of Kashmir "cashmere" goats)" "Lead waste and scrap (excluding ashes and residues from lead production heading No 2620", and ingots or other similar unwrought shapes, of remelted waste and scrap, of lead "heading No 7801" and waste and scrap of primary cells, primary batteries and electric accumulators)"	Raw materials Raw materials Raw materials Raw materials Raw materials Raw materials Raw materials
Tanzania	Binder or baler twine, of sisal or other textile fibres of the genus Agave	Consumer goods
Zambia	Oilcake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of cotton seeds Lead powders and flakes (excluding grains of lead, and spangles of heading 8308) Articles of cobalt, n.e.s. Worked bone, tortoiseshell, horn, antlers, coral, mother-of-pearl and other animal carving material, and articles of these materials, n.e.s. (excluding ivory)	Intermediate goods Intermediate goods Consumer goods Consumer goods

Zimbabwe	<p>Seeds of herbaceous plants cultivated mainly for flowers, for sowing</p> <p>Wood in the rough, treated with paint, stains, creosote or other preservatives (excluding rough-cut wood for walking sticks, umbrellas, tool shafts and the like; wood in the form of railway sleepers; wood cut into boards or beams, etc.)</p> <p>Articles of goldsmiths' or silversmiths' wares or parts thereof, of silver, whether or not plated or clad with other precious metal (excluding jewellery, watch-and clockmakers' wares, musical instruments, weapons, perfume atomizers and heads for these, original sculptures or statuary, collectors' pieces and antiques)</p> <p>Ploughs for use in agriculture, horticulture or forestry</p>	<p>Raw materials</p> <p>Raw materials</p> <p>Consumer goods</p> <p>Capital goods</p>
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Source: Authors' own table based on WITS Trade Database. Interactive dataset. Interactive dataset. Downloaded from <https://wits.worldbank.org/> in July 2021.

Annex 2: Product country combinations of non-utilised export potential

EXPORTER COUNTRY CODE	PRODUCT CODE HS-2007	BEC CATEGORIES
Angola	Granite, crude or roughly trimmed (excluding already with the characteristics of setts, curbstones and flagstones)	Raw materials
Botswana	"Raw hides and skins, fresh, or salted, dried, limed, pickled or otherwise preserved, whether or not dehaired, including birdskins without feathers or down (excluding tanned, parchment-dressed or further prepared, hides and skins of bovine "including buffalo animals, equine animals, sheep, lambs, reptiles and swine)"	Raw materials
South Africa	<p>Tropical wood in the rough, whether or not stripped of bark or sapwood, or roughly squared (excluding teak, dark red meranti, light red meranti, meranti bakau; rough-cut wood for walking sticks, umbrellas, tool shafts and the like; wood cut into boards or beams, etc.; wood treated with paint, stains, creosote or other preservatives)</p> <p>Dark red meranti, light red meranti and meranti bakau, sawn or chipped lengthwise, sliced or peeled, whether or not planed, sanded or end-jointed, of a thickness of > 6 mm</p> <p>Woven fabrics of cotton, containing predominantly, but < 85% cotton by weight, other than those mixed principally or solely with man-made fibres, weighing > 200 g/m², printed</p> <p>"Lead waste and scrap (excluding ashes and residues from lead production heading No 2620", and ingots or other similar unwrought shapes, of remelted waste and scrap, of lead "heading No 7801" and waste and scrap of primary cells, primary batteries et electric accumulators)"</p>	<p>Raw materials</p> <p>Intermediate goods</p> <p>Intermediate goods</p> <p>Raw materials</p>
Eswatini	Synthetic organic colouring matter and preparations of the kind used for colouring any materials or for the production of prepared colours, based thereon (excluding disperse dyes, acid dyes, mordant dyes, basic dyes, direct dyes, vat dyes, reactive dyes, pigments, carotenoid colouring matters and preparations based thereon, and preparations in heading 3207, 3208, 3209, 3210, 3212, 3213 and 3215); mixtures of colouring matter in subheading 3204.11 to 3204.19	Intermediate goods

Lesotho	<p>“Single cotton yarn, of uncombed fibres, containing $\geq 85\%$ cotton by weight and with a linear density of $\geq 714,29$ decitex “\leq MN 14” (excluding sewing thread and yarn put up for retail sale) ”</p> <p>“Single cotton yarn, of combed fibres, containing $\geq 85\%$ cotton by weight and with a linear density of $< 83,33$ decitex “$>$ MN 12” (excluding sewing thread and yarn put up for retail sale)</p> <p>Self-propelled bulldozers and angledozers, on wheels</p> <p>Fuses for a voltage > 1.000 V</p> <p>Cathode ray television picture tubes, including video monitor cathode ray tubes, colour</p>	<p>Intermediate goods</p> <p>Intermediate goods</p> <p>Capital goods</p> <p>Capital goods</p> <p>Capital goods</p> <p>Capital goods</p>
Madagascar	<p>Fresh or chilled albacore or longfinned tunas “Thunnus alalunga”</p> <p>“Arrowroot, salep, Jerusalem artichokes and similar roots and tubers with high starch or inulin content, fresh, chilled, frozen or dried, whether or not sliced or in the form of pellets, and sago pith (excluding manioc “cassava”, sweet potatoes, yams, taro and yautia)”</p> <p>“Fresh or dried citrus fruit (excluding oranges, lemons “Citrus limon, Citrus limonum”, limes “Citrus aurantifolia, Citrus latifolia”, grapefruit, mandarins, including tangerines and satsumas, clementines, wilkings and similar citrus hybrids)”</p> <p>Crushed or ground cinnamon and cinnamon-tree flowers</p> <p>“Turmeric “curcuma””</p> <p>Oil seeds and oleaginous fruits, whether or not broken (excluding edible nuts, olives, soya beans, groundnuts, copra, linseed, rape or colza seeds, sunflower seeds, palm nuts and kernels, cotton, castor oil, sesamum, mustard, safflower, melon and poppy seeds)</p> <p>Beeswax, other insect waxes and spermaceti, whether or not refined or coloured</p> <p>Asparagus, prepared or preserved otherwise than by vinegar or acetic acid (excluding frozen)</p> <p>Quartzite, merely cut, by sawing or otherwise, in blocks or slabs of a square or rectangular shape</p> <p>Emery; natural corundum, natural garnet and other natural abrasives, whether or not heat-treated</p> <p>Granite, crude or roughly trimmed (excluding already with the characteristics of setts, curbstones and flagstones)</p> <p>Plaits and similar products of vegetable plaiting materials, whether or not assembled into strips; plaiting materials, plaits and similar products of vegetable plaiting materials, flat-woven or bound together in parallel (excluding of bamboo and rattan; mats, matting and screens; wallcoverings of heading 4814; parts of footwear or headgear)</p> <p>Woven fabrics of yarn containing predominantly, but $< 85\%$ artificial filament by weight, including monofilament of ≥ 67 decitex and a maximum diameter of ≤ 1 mm, printed (excluding those of high-tenacity viscose yarn)</p> <p>Binder or baler twine, of sisal or other textile fibres of the genus Agave</p> <p>Women’s or girls’ ensembles of synthetic fibres, knitted or crocheted (excluding ski ensembles and swimwear)</p>	<p>Raw materials</p> <p>Raw materials</p> <p>Raw materials</p> <p>Consumer goods</p> <p>Consumer goods</p> <p>Raw materials</p> <p>Intermediate goods</p> <p>Consumer goods</p> <p>Raw materials</p> <p>Raw materials</p> <p>Raw materials</p> <p>Raw materials</p> <p>Consumer goods</p>

	<p>Women's or girls' skirts and divided skirts of wool or fine animal hair, knitted or crocheted (excluding petticoats)</p> <p>Gloves, mittens and mitts, of wool or fine animal hair, knitted or crocheted (excluding impregnated, coated, covered or laminated with plastics or rubber, and for babies)</p> <p>Men's or boys' anoraks, incl. ski jackets, windcheaters, wind-jackets and similar articles of textile materials (excluding of wool, fine animal hair, cotton or man-made fibres, knitted or crocheted, suits, ensembles, jackets, blazers and trousers)</p> <p>Women's or girls' anoraks, including ski jackets, windcheaters, wind-jackets and similar articles, of textile materials (excluding of wool, fine animal hair, cotton or man-made fibres, knitted or crocheted, suits, ensembles, jackets, blazers and trousers)</p> <p>Men's or boys' ensembles of textile materials (excluding of cotton or synthetic fibres, knitted or crocheted, ski ensembles and swimwear)</p> <p>Fish-hooks, whether or not snelled</p>	<p>Intermediate goods</p> <p>Consumer goods</p> <p>Consumer goods</p> <p>Consumer goods</p> <p>Consumer goods</p> <p>Consumer goods</p>
Malawi	<p>Emery; natural corundum, natural garnet and other natural abrasives, whether or not heat-treated</p> <p>Carbon dioxide</p> <p>Rigid tubes, pipes and hoses, of polymers of vinyl chloride</p> <p>"Butts, bends, bellies and split raw hides and skins of bovine "including buffalo"" or equine animals, whether or not dehaired, fresh, or salted, dried, limed, pickled or otherwise preserved, and whole raw hides and skins of a weight per skin > 8 kg but < 16 kg when simply dried and > 10 kg but < 16 kg when dry-salted (excluding tanned, parchment-dressed or further prepared)"</p> <p>"Raw hides and skins, fresh, or salted, dried, limed, pickled or otherwise preserved, whether or not dehaired, incl. birdskins without feathers or down (excluding tanned, parchment-dressed or further prepared, hides and skins of bovine "including buffalo" animals, equine animals, sheep, lambs, reptiles and swine)"</p> <p>Hoopwood; split poles; piles, pickets and stakes of wood, pointed but not sawn lengthwise; wooden sticks, roughly trimmed but not turned, bent or otherwise worked, suitable for the manufacture of walking sticks, umbrellas, tool handles or the like; chipwood and the like, of coniferous wood (excluding hoopwood sawn lengthwise and carved or notched at the ends; brushmounts, lasts)</p> <p>Hoopwood; split poles; piles, pickets and stakes of wood, pointed but not sawn lengthwise; wooden sticks, roughly trimmed but not turned, bent or otherwise worked, suitable for the manufacture of walking sticks, umbrellas, tool handles and the like; chipwood and the like (excluding hoopwood sawn lengthwise and carved or notched at the ends; brushmounts, lasts; coniferous wood in general)</p>	<p>Raw materials</p> <p>Intermediate goods</p> <p>Consumer goods</p> <p>Raw materials</p> <p>Raw materials</p> <p>Intermediate goods</p> <p>Intermediate goods</p>
Mauritius	<p>Carbon dioxide</p> <p>Non-refractory mortars and concretes</p> <p>Rigid tubes, pipes and hoses of polymers of propylene</p> <p>Rigid tubes, pipes and hoses, of polymers of vinyl chloride</p>	<p>Intermediate goods</p> <p>Intermediate goods</p> <p>Intermediate goods</p>

	<p>“Butts, bends, bellies and split raw hides and skins of bovine “including buffalo” or equine animals, whether or not dehaired, fresh, or salted, dried, limed, pickled or otherwise preserved, and whole raw hides and skins of a weight per skin > 8 kg but < 16 kg when simply dried and > 10 kg but < 16 kg when dry-salted (excluding tanned, parchment-dressed or further prepared)”</p> <p>Travelling-bags, shopping or tool bags, jewellery boxes, cutlery cases and similar, with outer surface of vulcanised fibre or paperboard; cases for binoculars, cameras, musical instruments, guns, holsters and similar containers with outer surface of materials (not leather, plastic sheeting or textile materials) (excluding trunks, briefcases, school satchels and similar; handbags; articles normally carried in pocket or handbag)</p> <p>Letter cards, plain postcards and correspondence cards, of paper or paperboard (excluding those with imprinted postage stamps)</p> <p>Waste of wool or of fine animal hair, including yarn waste (excluding noils and garnetted stock)</p> <p>Textured synthetic filament yarn (excluding sewing thread, yarn put up for retail sale and textured filament yarn of polypropylene, polyester, nylon or other polyamides)</p> <p>Sewing thread of artificial staple fibres, whether or not put up for retail sale</p> <p>Gloves, mittens and mitts, of wool or fine animal hair, knitted or crocheted (excl. impregnated, coated, covered or laminated with plastics or rubber, and for babies)</p> <p>Men’s or boys’ nightshirts and pyjamas of man-made fibres (excluding knitted or crocheted, vests, singlets and underpants)</p> <p>Chain and parts thereof, of copper (excluding watch chains, necklace chains and the like)</p> <p>Circular knitting machines, with cylinder diameter > 165 mm</p> <p>Dials for clocks or watches</p> <p>Fish-hooks, whether or not snelled</p> <p>Travel sets for personal toilet, sewing or shoe or clothes cleaning (excluding manicure sets)</p> <p>Wrist-watches of precious metal or of metal clad with precious metal, whether or not incorporating a stop-watch facility, electrically operated, with opto-electronic display and with combined mechanical and opto-electronic display (excluding with backs made of steel)</p>	<p>Consumer goods</p> <p>Consumer goods</p> <p>Raw materials</p> <p>Consumer goods</p> <p>Consumer goods</p> <p>Consumer goods</p> <p>Consumer goods</p> <p>Consumer goods</p> <p>Consumer goods</p> <p>Consumer goods</p> <p>Consumer goods</p> <p>Consumer goods</p> <p>Consumer goods</p> <p>Consumer goods</p> <p>Intermediate goods</p> <p>Consumer goods</p> <p>Consumer goods</p>
Mozambique	<p>Coral and similar materials, shells of molluscs, crustaceans or echinoderms, cuttle-bone, powder and waste thereof, unworked or simply prepared but not otherwise worked or cut to shape</p> <p>Emerald; natural corundum, natural garnet and other natural abrasives, whether or not heat-treated</p>	<p>Raw materials</p> <p>Raw materials</p>
Namibia	<p>Live birds (excluding birds of prey, psittaciformes, parrots, parrakeets, macaws, cockatoos, ostriches and emus)</p> <p>Frozen edible bovine livers</p> <p>Wattle extract</p>	<p>Raw materials</p> <p>Raw materials</p> <p>Intermediate goods</p>

	Raw skins of sheep or lambs, without wool on, pickled, whether or not split Beryllium waste and scrap	Raw materials Raw materials
Seychelles	"Cinnamon "Cinnamomum zeylanicum Blume"" (excluding crushed and ground)"	Consumer goods
Tanzania	Coral and similar materials, shells of molluscs, crustaceans or echinoderms, cuttle-bone, powder and waste thereof, unworked or simply prepared but not otherwise worked or cut to shape "Fresh or dried citrus fruit (excluding oranges, lemons "Citrus limon, Citrus limonum", limes "Citrus aurantifolia, Citrus latifolia"", grapefruit, mandarins, incl. tangerines and satsumas, clementines, wilkings and similar citrus hybrids) "Cinnamon "Cinnamomum zeylanicum Blume"" (excluding crushed and ground)" Crushed or ground cinnamon and cinnamon-tree flowers Millet (excluding grain sorghum) Sesame oil and its fractions, whether or not refined, but not chemically modified Beeswax, other insect waxes and spermaceti, whether or not refined or coloured Bran, sharps and other residues of cereals, whether or not in the form of pellets, derived from sifting, milling or other working (excluding maize and wheat) Cigars, cheroots, cigarillos and cigarettes consisting wholly of tobacco substitutes Carbon dioxide Wattle extract Rigid tubes, pipes and hoses, of polymers of ethylene Heads, tails, paws and other pieces or cuttings of tanned or dressed furskins, not assembled Tropical wood in the rough, whether or not stripped of bark or sapwood, or roughly squared (excl. teak, dark red meranti, light red meranti, meranti bakau; rough-cut wood for walking sticks, umbrellas, tool shafts and the like; wood cut into boards or beams, etc.; wood treated with paint, stains, creosote or other preservatives) Hoopwood; split poles; piles, pickets and stakes of wood, pointed but not sawn lengthwise; wooden sticks, roughly trimmed but not turned, bent or otherwise worked, suitable for the manufacture of walking sticks, umbrellas, tool handles and the like; chipwood and the like (excluding hoopwood sawn lengthwise and carved or notched at the ends; brushmounts, lasts; coniferous wood in general) Plain woven fabrics of cotton, containing predominantly, but < 85% cotton by weight, mixed principally or solely with man-made fibres and weighing > 200 g/m ² , printed Plain woven fabrics containing predominantly, but < 85% polyester staple fibres by weight, mixed principally or solely with cotton and weighing > 170 g/m ² , printed	Raw materials Raw materials Consumer goods Raw materials Intermediate goods Intermediate goods Raw materials Consumer goods Intermediate goods Intermediate goods Consumer goods Intermediate goods Raw materials Intermediate goods Intermediate goods Consumer goods Intermediate goods Intermediate goods Intermediate goods Raw materials Intermediate goods

	Iron and non-alloy steel, in puddled bars or other primary forms (excluding ingots, remelted scrap ingots, continuous cast products, iron of heading 7203)	Intermediate goods
Zambia	Coal gas, water gas, producer gas, lean gas and similar gases (excluding petroleum gases and other gaseous hydrocarbons) "Raw hides and skins, fresh, or salted, dried, limed, pickled or otherwise preserved, whether or not dehaired, incl. birdskins without feathers or down (excluding tanned, parchment-dressed or further prepared, hides and skins of bovine "including buffalo" animals, equine animals, sheep, lambs, reptiles and swine)" "Master alloys of copper (excluding phosphorus-copper compounds copper phosphide" containing by weight > 15% phosphorus) "	Intermediate goods Raw materials Intermediate goods
Zimbabwe	Emery; natural corundum, natural garnet and other natural abrasives, whether or not heat-treated Wattle extract Binder or baler twine, of polyethylene or polypropylene Freezers of the chest type, of a capacity <= 800 l	Raw materials Intermediate goods Consumer goods Capital goods

Source: Author's own table based on WITS Trade Database. Interactive dataset. Interactive dataset. Downloaded from <https://wits.worldbank.org/> in July 2021.