

**PARTNER COUNTRY
AID FOR TRADE
QUESTIONNAIRE**



1. COUNTRY

LESOTHO

2. ABOUT YOU

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3. Have your Aid-for-Trade priorities changed since 2010?

YES

4. If YES, please indicate your NEW Aid-for-Trade priorities. Below are listed the most common priority areas grouped according to broad Aid-for-Trade categories. Please rank the top 3 NEW priority areas among the 12 listed (1 being the most important).

	1	2	3
Trade policy analysis, negotiations and implementation			X
WTO accession costs			
Trade facilitation		X	
Network infrastructure (e.g. power, water, telecoms)			
Other transport			
Cross border infrastructure			
Competitiveness			
Value chains			
Export diversification		X	
Adjustment costs			
Regional integration			
Other			

Additional comments:

5. If your Aid-for-Trade priorities have changed since 2010, please identify the top 3 drivers of these changes (1 being the most important).

	1	2	3
Economic crisis	X		
New development priorities			
Change of government			
Regional integration		X	
New trade capacity needs			
Competitiveness objectives			X

Poverty reduction objectives _____
 Green growth objectives _____
 Gender equality objectives _____
 Other _____

Additional comments: _____

6. If your Aid-for-Trade priorities have changed since 2010, have these changes been reflected in your national development strategy?

YES _____

7. If your Aid-for-Trade priorities have changed since 2010, have these changes been reflected in your dialogue with donors?

YES _____

8. Does your national development strategy identify specific sectors as sources of growth?

YES _____

9. If YES, please indicate which SECTORS and sub-sectors.

AGRICULTURE, FISHERY AND FORESTRY
 Agricultural products _____
 Food products _____
 Fish and fish products _____
 Forestry products _____
 FUELS AND MINING PRODUCTS
 Ores and other minerals _____
 MANUFACTURING
 Textiles _____
 Clothing _____
 SERVICES
 Transportation _____
 Tourism services _____
 Communication services _____
 Construction _____
 Insurance _____
 Banking _____
 Computer and information services _____
 Business and professional services _____
 INTELLECTUAL PROPERTY _____

10. Do you have national strategies for these sectors?

YES _____

11. If YES, to what extent are trade objectives integrated into sectoral strategies?

	FULLY REFLECTED	PARTIALLY REFLECTED	NOT REFLECTED	NOT SURE
Agriculture, fisheries and forestry	X			
Fuels and mining products				X
Manufacturing	X			
Services				X
Intellectual Property				X
Other				

Additional comments: _____

12. How important a role do imports play in sectoral development strategies?

	Imports are a factor for future growth	Imports are not considered in the sectoral strategy	Imports are a challenge to future sectoral growth	Not sure
Agriculture, fisheries and forestry			X	
Fuels and mining products				X

Manufacturing		X
Services	X	
Intellectual Property		X
Other		

Additional comments:

13. Do you have a national trade or export development strategy?

NO

14. If YES, to what extent is the national trade or export strategy aligned with sectoral strategies?

No Response

15. If NO, please explain why there is no trade or export strategy?

Lack of capacity in trade ministry

16. Was the private sector involved in the elaboration of your national strategies?

	YES	NO	NOT SURE
National development strategy	X		
Sectoral strategies	X		
National trade or export development strategy			X
Through public-private consultation body or dialogue	X		

Additional comments:

17. What stage of processing are the goods that you export?

	Raw materials	Basic intermediate products	More advanced intermediate products	Finished products
Agricultural products	X			
Food products				X
Fish and fish products	X			
Forestry products			X	
Fuels				
Ores and other minerals				
Iron and steel				
Chemicals				
Office and telecoms equipment				
Automotive products				
Textiles				X
Clothing				X

Additional comments:

18. What type of services do you export?

	Services	No services data available	Not sure
Transportation services		X	
Tourism services		X	
Communication services		X	
Construction services		X	
Insurance services		X	
Banking services		X	
Computer and information services		X	
Business and professional services		X	

Additional comments:

19. What do you consider to be the main obstacles to greater participation of your companies in value chains? Please rank the top 3 constraints (1 being the most serious constraint).

	1	2	3
Lack of comparative advantage			X
Market entry costs			
Inadequate domestic infrastructure			X

Burdensome border procedures in export markets	
Burdensome documentation requirements	
Limited access to trade finance	
Inability to attract foreign direct investment	
Lack of labour force skills	
Structure of value chains	
Trade restrictions	
Standards compliance	X
Other	
<i>Additional comments:</i>	

20. What are your government's priorities to expand export of goods and services? Please rank these objectives by order of importance (1 being the most important).

	1	2	3	4	5	6
Adding value to your exports	X					
Developing new export markets				X		
Developing new export products		X				
Addressing export competitiveness issues					X	
Promoting an enabling business environment			X			
Promoting specific trade policy objectives or agreements (e.g. Free Trade Agreements)						X

Additional comments:

21. What policy measures do you use to achieve these objectives?

	MOST IMPORTANT	IMPORTANT	NOT IMPORTANT	NOT SURE
Industrial policy		X		
Firm and industry subsidies	X			
Tax incentives	X			
Local content requirements				X
Export restrictions				X
Infrastructure development	X			
Public-private partnerships				X
Improving the investment climate	X			
Import policy		X		
Regulatory reform		X		
Service sector development		X		
Other				

Additional comments:

22. Do you operate Export Processing Zones?

YES

23. If YES, what percentage of your exports by value do you estimate originated from your Export Processing Zones in the last year for which you have statistics ?

More than 50%

24. Do your national strategies (national development strategy, sectoral strategies or trade strategy) discuss value chains?

YES

25. If YES, to what extent do your national strategies consider trade growth objectives from the perspective of participation in value chains?

	FULLY	PARTIALLY	NOT AT ALL	NOT SURE
National development strategy	X			
Sectoral strategies	X			
National trade or export development strategy				X

Comments:

26. To what extent does your dialogue with DEVELOPMENT partners address the problems your firms face in accessing value chains?

FULLY ADDRESSED (i.e. all priority sectors and all constraints)

27. To what extent does your dialogue with SOUTH-SOUTH partners address the problems your firms face in accessing value chains?

NOT SURE

28. What type of Aid-for-Trade support do you consider as the most effective in assisting your firms to enter or move up value chains?

	VERY EFFECTIVE	EFFECTIVE	INEFFECTIVE	VERY INEFFECTIVE
Infrastructure development support	X			
Investment promotion support	X			
Trade promotion and market analysis and development	X			
Business development	X			
Support to improve business climate	X			
Support for export processing zones	X			
Support for labour skills development	X			
Direct sectoral support	X			
Support for financial services	X			
Other				

Additional comments:

29. What is the most important source of financing for your firms to connect to regional, South-South and global markets?

	MOST IMPORTANT	IMPORTANT	NOT IMPORTANT	NOT SURE
Official development assistance	X			
Non-concessional financing	X			
Foreign direct investment	X			
Domestic private investment	X			
Domestic public investment	X			
Income remitted by migrants	X			

Additional comments:

30. What do you expect will be the most important source of financing over the next 5 years to connect your firms to regional, South-South and global markets?

	MOST IMPORTANT	IMPORTANT	NOT IMPORTANT	NOT SURE
Official development assistance		X		
Non-concessional financing		X		
Foreign direct investment		X		
Domestic private investment	X			
Domestic public investment	X			
Income remitted by migrants	X			

Additional comments:

31. Finally, what impact do you think connecting trade (in particular through value chains) has on your economy?

	MOST IMPORTANT	IMPORTANT	NOT IMPORTANT	NOT SURE
Increased exports	X			
Increased exports and imports	X			
Export diversification	X			
Increased economic growth	X			
Employment	X			
Poverty alleviation	X			
Greater environmental sustainability	X			
Women's economic empowerment	X			
Other				

Additional comments: