ITC Trade and Market Intelligence

ENHANCING THE TRANSPARENCY OF GLOBAL TRADE AND MARKET ACCESS

GLOBAL TRADE HELPDESK BETA VERSION ACTIVELY ENGAGES MICRO, SMALL AND MEDIUM ENTERPRISES FOR USER FEEDBACK

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www.globaltradehelpdesk.org

Following its debut at the ICC World Chambers Congress in Rio de Janeiro in June 2019, the Global Trade Helpdesk (GTH) Beta version continues to expand its coverage to bring together key sources of information so firms are better equipped to take advantage of emerging opportunities in the global marketplace. Designed with MSMEs in mind, this integrated portal synthesizes key information from ITC, WTO, UNCTAD among other partners to facilitate market research through one accessible gateway. The tool facilitates access to a wealth of practical information including import and import growth figures, unused export potential figures, tariffs, detailed regulatory requirements, notification of upcoming regulatory changes, trade remedies, international standards, rules of origin, domestic trade procedures, as well as contact information for trade finance institutions and promotion agencies. The portal is currently available in English and Arabic, and access in Spanish and French languages is coming shortly.

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In partnership with the International Chambers of Commerce (ICC), the GTH is launching a testing campaign beginning in October 2019 to assess user functionality and identify avenues to improve user experience. This campaign will serve to further refine the portal and provide the most powerful tool when the final version is launched in June 2020. Firms are invited to test the platform and provide direct feedback at www.globaltradehelpdesk.org/en.

The GTH is also working with selected pilot countries to maximize its data coverage and to put in place sustainable data collection efforts in partnership with the local Trade Facilitation Committees. These activities also work to facilitate adoption by local users through engagement with local business associations. Pilot activities in Paraguay began in June 2019 in close cooperation with the National Trade Facilitation Committee, Ministry of Trade, Customs office, Ministry of Agriculture, as well as SME and cross-sectoral business associations. The multi-agency GTH team will continue to work with local partners to optimize access to trade information for MSMEs and to enhance their access to foreign markets. Further pilot activities are also foreseen in Egypt in 2020.



Vice Minister of Paraguay, Pedro Mancuello, pledged his support in ensuring the successful implementation of GTH Pilot activities.

NEW: MARKET ANALYSIS TOOLS PORTAL



ITC's new Market Analysis Tools overview portal offers a single entry point to the entire suite of tools.

The portal provides a one-stop-shop to market information that enables businesses to spot opportunities and make informed trade decisions.

- Quickly scan country profiles and investigate key data from the different Market Analysis Tools.
- Check the latest published information by country through the data availability corner.
- Learn more on how to use the tools and how to interpret the data thanks to the learning corner.

Discover it now at marketanalysis.intracen.org.

TRADE MAP

Trade Map now available in Arabic



As part of its continuous updates, Trade Map launched its Arabic version in July.

Its data on more than 200 countries and territories from 2001 until now, as well as its company information of over 1 million businesses, will now be available to an even wider public.

Try it now at <u>www.trademap.org</u>.

20 years in helping SMEs boost trade through robust trade data

ITC presented the first version of Trade Map to publicsector strategy makers and senior business executives during the ITC's first Executive Forum in 1999 (Annecy 26-29 September 1999), later renamed World Export Development Forum. This version was built on a worldwide trade database hosted at ITC and aimed at increasing transparency in trade information. Following its launching in 1999, 70 countries called for a customized version of Trade Map to support governments and businesses in the development of evidence-based trade strategies. In 2008, access to Trade Map became free for all developing countries.

Since 1999, Trade Map has responded to the growing need of timely and accurate trade information in the global trading environment. In the context of fast-paced evolution in the way of doing trade, the value of information has increased substantially. Thus, more than providing trade data, Trade Map team has always worked to build comprehensive trade information including indicators to ease trade analysis. Training activities have also been a part of our core programme to support our beneficiary countries establish a group of experts in trade and market analysis. In order to reach a higher number of users, Trade Map is available in many languages (English, French, Spanish), with the Arabic version launched recently. Over the most recent years, Trade Map has been embedded on many ITC partners' web portal to facilitate the access to accurate trade data.

With a new visit every 7 seconds, Trade Map has become a World reference thanks to support from European Union and ITC trust funds. ITC will continue providing this high-level service through partnerships and innovation.

8 i ITC TradeMap The database on product trade flows To access the Interactive TradeMap application, You must be registered in the database To get information about Interactive TradeMap, contact itm@intracen.org Enter your username: Enter your password: Change your password Submit Query Clear form TradeMap TradeMap TRADE MAP XITC Imports Exp X (Advanced search trube Il Single III Group Trade Indicators Vearly Time Series Quarterly Time Series Monthly Time Series Companies

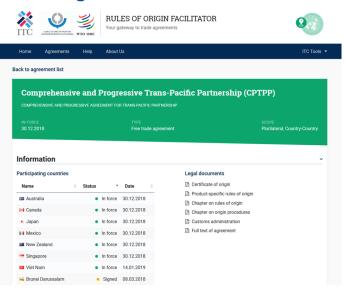
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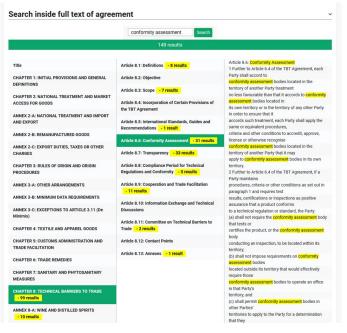
Searchable legal texts of 400 preferential trade agreements

Rules of Origin Facilitator, your gateway to trade agreements, now features a webpage for each trade agreement, which allows users to:

- View participating countries to the agreement and their current accession status;
- Access legal documentation in PDF and via web links;
- Browse and search indexed legal texts for any keyword.

Nowadays, countries increasingly shape international trade rules through preferential trade agreements, which have proliferated to more than 440 in force as of September 2019. The new trade agreement module will help MSMEs and policymakers discover the details of texts negotiated by their governments. They can instantly access topics of their interest by simply 'googling' search terms.





The new module will help trade negotiators define the range of possible market access topics for negotiations in bilateral and regional trade agreements with their counterparts.

It is no longer a secret that modern trade agreements go beyond tariff concessions. Governments negotiate market access in services, non-tariff measures, intellectual property, investment, government procurement, digital commerce, and in other issues. The outcome in each of these market access areas can have an impact on businesses that is larger than tariff cuts. Correct application of rules in these areas becomes even more important for businesses and administrations.

The need for better visibility on the contents of trade agreements further stems from the fact that often nations exchange tariff concessions for concessions in other areas of market access, such as services or labor. Finally, the constantly monitored ITC database of trade agreements reveals that nations are increasingly re-negotiating existing preferential trade agreements by adding chapters that cover more areas of market access.

A further functionality, to be developed, will guide MSMEs and policymakers on the substance, or 'depth', of each of the market access areas covered by a preferential trade agreement.

The new module is accessible free of charge via Agreements page of the Rules of Origin Facilitator.

New EU customs guide helps MSMEs understand how to import into the European Union

Rules of Origin Facilitator now features a new online step-by-step guide on EU customs procedures. It explains how to bring goods into the European Union market from the customs perspective.



The new business guide complements the detailed database of Rules of Origin Facilitator. Rules of origin and related customs procedures are difficult to understand without the full visibility on the customs maze that exporting and importing MSMEs have to navigate. The new guide demystifies the export process by taking the reader from x's to o's of the EU goods entry process.

The guide pays special attention to rules of origin and origin procedures applied by the European Union, and provides links to legal sources. The guide further covers customs topics of potential benefit to firms such as EU's inward and outward processing schemes, free zones, and temporary importation of goods.

The guide was presented to trade officials and experts in Dar-es-Salaam training-of-trainers workshop in August and September 2019, and could be extended to cover China, the United States, and other European markets.

The EU customs guide can be accessed free of charge at <u>https://findrulesoforigin.org/home/eu-custom-guide</u>.

World Tariff Profiles 2019



On 3 July, ITC, WTO and UNCTAD jointly released the 2019 edition of its annual report World Tariff Profiles. The report provides comprehensive information on tariffs and non-tariff measures imposed by over 170 countries and customs territories.

The first part of the report provides summary tariff statistics covering all

countries and territories for all products, as well as a segregation into agricultural and non-agricultural products. The second part exhibits the full profile of each country or territory with disaggregation by sector and duty range. It also includes information on duties faced in respective major export markets of each country or territory. The third part is devoted to nontariff measures, which pose increasingly important barriers to international trade.

The main source of data in the report is ITC's Market Access Map (<u>macmap.org</u>) – a free global online database on customs tariffs and non-tariff measures updated annually since 2006.

Part four of World Tariff Profiles 2019 features the special topic of this year, which focuses on aligning trade and tariff policies with sustainable development. It shows statistics on tariffs and imports of technological goods which may assist governments in fulfilling a set of targets under Sustainable Development Goals (SDGs) 3.9 ("to reduce substantially the number of deaths and illnesses from hazardous chemicals and air, water, and soil pollution and contamination") and 7.2 ("to increase substantially the share of renewable energy in the global energy mix").

The publication is available for a free download at <u>http://www.intracen.org/publication/World-Tariff-</u> <u>Profiles-2019/</u>.

Market Access Map's database on trade remedies now covers temporary trade barriers applied by 70+ countries

While average applied tariffs have decreased over the last decades, the implementation of temporary trade barriers such as anti-dumping, countervailing, safeguard and other measures has significantly increased. Market Access Map provides free access to updated information on trade remedies of all the countries applying such measures in 2019.



Availability of trade remedies data in Market Access Map

Details on the status of each measures -- whether the investigation is ongoing or the ruling is preliminary or definitive --, on the measures per se, as well as the affected exporting firms are documented and displayed in a way to facilitate access and interpretation of information.

For example, you are a Chinese exporter of "AC generators" and are willing to check which temporary trade barriers your product faces when imported to the United States of America. (View the example in Market Access Map <u>here</u>).

Trade remedies 0

For product 850161 – Electric motors and generators (excluding generating sets): AC generators (alternators): Of an output not exceeding 75 kVA Exported from China to United States of America 1 act motes 270

Remedy type		Remedy status	Start date	End date	Document	Measure
Anti-dumping		Second revision	12/03/18	Not specified	ß	
Anti-dumping		First revision	12/07/17	Not specified	Ø	
Countervailing		First revision	13/11/17	Not specified	Ø	
Countervailing		Second revision	20/12/18	Not specified		
Safeguard		First revision	07/02/19	06/02/20	Ø	
Exporting firm Measure						
		Goods origination from		Note	(based on imports during a	recent
	Measure Ad-valorem duty 25.00%	representative period) 3 per cent import share	n developing countries with a market share which shall be excluded from the imposition of the sale collectively account for not more than 9 per ce r years. Please refer to the official document.	h does not exceed 3 per cent 'eguard measure, provided thi	at developing country memi	bers with less than
All Exporters	Ad-valorem duty	representative period) 3 per cent import share	n developing countries with a market share whic shall be excluded from the imposition of the saf e collectively account for not more than 9 per ce	h does not exceed 3 per cent 'eguard measure, provided thi	at developing country memi	bers with less than
Exporting firm All Exporters Other duties Exporting firm	Ad-valorem duty	representative period) 3 per cent import shan decrease over the four First revision	n developing countries with a market share which shall be excluded from the imposition of the saf e collectively account for not more than 9 per ce years. Please refer to the official document.	h does not exceed 3 per cent leguard measure, provided th nt of total imports. The meas	at developing country memi ure specifies duty rates sut	bers with less than

The current surge of temporary trade barriers applied by countries increases uncertainty in the markets. By constantly updating its database of trade remedies, ITC seeks to provide essential information to businesses and trade support institutions and promote transparency in trade and market access.

INVESTMENT PROMOTION PORTALS

As part of its technical assistance portfolio on development of integrated solutions, TMI now designs and develops country-focused solutions to showcase opportunities, attractiveness, incentives, support services, updates and the legal framework for foreign investment in the beneficiary countries. These solutions come in the form of a compellingly visual, content-generous, multilingual and user friendly web Portals.

Each portal's content scope and approach is customized to the client-country's strategy, national development plan, target sectors and strategic FDI objectives. Thanks to a meticulously designed contentportfolio, a series of customization measures and integration with the target digital ecosystem, these portals can successfully reach and match the interests of the intended audiences.

Additionally, TMI also develops the capacity of the client organisations to administer and operate the portals autonomously and sustainably so that when ITC's intervention is completed, the beneficiary IPA (Investment Promotion Agency) can take full control of the platform.

Contents and features of ITC-made investment promotion portals are classified in four main groups:

I. Country profiling

Essential and strategic information for a country's business identity promotion including, among others, information on investment climate, economic prospects, FDI trends, trade relations and logistic assets, hubs and connections to facilitate trade & travel in/from/to the country accompanied -where relevant- by infographics

II. Investment promotion

Listing, description and facts of prioritized industries and clusters targeted for foreign investment, including company profiles of selected enterprises with high potential for foreign investment, sets of infographics highlighting economic/social/productiveness attributes in which the country has a comparative advantage, ongoing investment ventures, success stories featuring cases of foreign companies who invested in the country and calendars of B2B summits and conferences.

III. Investment-related regulations

Description of essential laws/regulations (company establishment regulations, investment code, taxation rules, immigration regulations, labour laws, environmental regulations, trade procedures, etc.) and available financial and non-financial incentives applicable to foreign investments

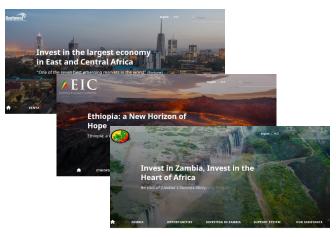
IV. Business support

Advertising of existing support programs and services for foreign investors at the local IPA and at other relevant local institutions. Directory of local companies with the ability to supply services and goods potentially demanded by foreign investors, etc. Guides, reports, brochures newsletters, etc. of interest of foreign investors duly classified and available to download. Three of these portals have been already developed in the framework of DCP's PIGA (Partnership for Investment in Africa) and are online on the links below.

Ethiopia (Ethiopian Investment Commission)

Kenya (KenInvest)

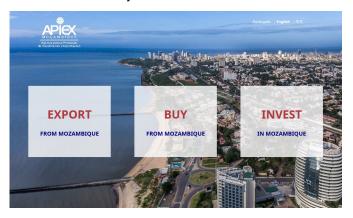
Zambia (Zambian Development Agency)



Why Zambia ?

In addition, another portal with these same features plus an export promotion extension has been conceived and created for Mozambique (Agência Para a Promoção de Investimento e Exportações APIEX). This new asset for APIEX, constitutes as well the first solution of its kind created by ITC able to provide relevant information services to three major types of users, national exporters, foreign buyers and foreign investors from the same platform.

Launched in August, operational and online in Chinese, Portuguese and English at <u>www.apiex.gov.mz</u>, this portal also works as a gateway to ITC's flagship market analysis tools and to a number of other resources of interest of SMEs and of the business community as a whole.



T4SD Forum 2019: Only One Month Left to Go!



Organized by the International Trade Centre (ITC), the Trade for Sustainable Development (T4SD) Forum will again take place in conjunction with the WTO Public Forum, from 7-9 October. The annual T4SD Forum is one of the leading global events focused on major trends in sustainable value chains and voluntary sustainability standards.

This year, the T4SD Forum "Sustainability: The New Normal in a Post-2030 World" will focus on sustainability mainstreaming - the process of embedding sustainability into the DNA of every organization and every business.

Join us and our distinguished speakers for this year's T4SD Forum to learn how trade can support the shift to a greener, more humane and inclusive economy.

Check out our speakers and register here.

Environmental standards for the Ethiopian textiles and clothing sectors

On 25 July, ITC's Trade for Sustainable Development (T4SD) Programme offered a group training in Addis Ababa on environmental standards for the Ethiopian textile and clothing sectors. The training was coorganized with the Ethiopian Standards Agency (ESA). Over 40 representatives from the textiles and clothing sector, including company representatives, production managers and sustainability experts participated in the training.

Participants gained insights into international sustainability trends and certifications for the textiles and clothing sector, the ITC online platform for sustainability standards SustainabilityMap (www.sustainabilitymap.org), and the Ethiopian environmental standards applicable to these sectors.

This activity was organized as part of ITC's project "Strengthening the Competitiveness of the Ethiopian Clothing Sector - Resource Efficient and Circular Production Processes". The project is financed by the German Federal Ministry for Economic Cooperation and Development (BMZ), and implemented by ITC in

collaboration with the Sustainable Textile Programme (eTex) of the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ).



NON-TARIFF MEASURES PROGRAMME

ITC and World Bank discuss strategies to tackle trade obstacles in Pakistan

On 17 July 2019, ITC and the World Bank jointly organized a national stakeholder meeting to present the results of Business Survey on Non-Tariff Measures (NTMs) in Pakistan and to initiate discussions to overcome existing trade obstacles and reduce trade costs.

Over 1200 Pakistani import and export companies were interviewed to describe the main obstacles they face. The survey results and the recommendations will contribute to the Pakistan Trade and Investment Policy Program (PTIPP) led by the World Bank to support Pakistan's efforts to increase regional trade and investment, with a particular focus on strengthening links to other South Asian markets. Following the stakeholder meeting, a country report on perspectives of Pakistani businesses on NTMs will be available in October. For more details: <u>www.ntmsurvey.org/pakistan</u>.



Two surveys on non-tariff measures launched in September

Ghana - ITC teamed up with Ipsos in Ghana to launch a Business Survey on Non-Tariff Measures in the country. The results will serve as the basis for policies and strategies to tackle trade barriers and strengthen Ghanaian companies' competitiveness in the international markets. From the 2nd to the 6th September, ITC provided professional interviewers with knowledge and practical tools to efficiently conduct interviews with national companies. More information here. **Iran** - In partnership with the Trade Promotion Organisation of Iran, ITC is implementing a large-scale business survey of exporter and importers in Iran. The survey will interview more than 1000 exporters of both goods and services all over Iran to design feasible actions to increase and diversify trade in goods and services in the country. The NTM Business Survey is one of the key component of the ITC project to boost trade competitiveness in Iran. More information here.

First of its kind survey on the participation of women in trade outside the EU to be presented in Brussels

After three months of interviews with companies in 12 EU member states, the results of a ground-breaking survey on obstacles women face when exporting goods outside the European Union are available. On 30 September, ITC Executive Director Arancha González will unveil the main findings of this study at the conference "Trade for Her: Empowering Women Through International Trade" in Brussels. Hosted by the EU Trade Commissioner Cecilia Malmström, the event will gather high-level representatives from international organisations, governments, businesses and civil society aiming to share their experiences on women in trade. The programme of the conference is available <u>here</u>.

EXPORT POTENTIAL ASSESSMENT

TMI's Studies team at the ETSG conference in Bern

TMI's Studies team was well represented at the 2019 European Trade Study Group (ETSG) meeting to present ITC research on export potential and exchange with economists from universities and policy institutions around the world. The ETSG meeting is the largest annual international trade conference in the world and was hosted by the World Trade Institute (WTI) and University of Bern from September 12-14 in Bern.

Julia Seiermann presented "The export potential of services", a new ITC methodology to compute the export potential of services at the exporter-importerservice level. The innovative methodology overcomes data quality and availability limitations in services trade that make the identification of promising sectors and markets difficult.

Sylvain Périllat presented "The export potential indicator: an assessment of its predictive power". His study compares historical predictions of export potential with actual trade outcomes and confirms the

suitability of the ITC export potential methodology to identify future export opportunities.



Export Potential Map Greece — A customized tool to identify Greece's trade opportunities



Enterprise Greece, the National Export and Investment Promotion Agency, has commissioned ITC to develop a customized version of Export Potential Map, adapted to the needs of the Greek economy.

Export Potential Map – Greece will be embedded into Enterprise Greece's website and contain the following features:

• Assessment of Greece's export and diversification

potential across new and existing export products and markets.

- Identification of Greece's options to develop new value chains based on the country's current export sectors and capabilities.
- Deep links to other ITC tools that will allow the user to further investigate the demand, tariffs and regulatory requirements for the selected productmarket combinations with export or diversification potential.
- Data download option for advanced analysis of the entire set of results.

Staff from Enterprise Greece and GIZ (Deutsche Gesellschaft für Internationale Zusammenarbeit) who facilitates the EG-ITC project have visited ITC on 3-4 September 2019 to receive training on the methodology and the new tool in order to make best use of it in their daily export



CAPACITY BUILDING

Capacity building on ITC Market Analysis Tools for Malagasy diplomats

Under (Madagascar) 5-7 June ____ the framework of the Global Public Good project funded by the European Union (EUGPG), TMI team provided a comprehensive training on ITC Market Analysis Tools in response to a request from the Ministry of Foreign Affairs. The 3-day workshop focused on Trade Map and Market Access Map. The workshop was in collaboration with Trade and Investment Support Institution section of ITC, which has provided sessions on economic and commercial diplomacy to the country. The programme aimed at equipping a new set of foreign trade officials with practical tools before their deployment in Malagasy embassies abroad.



New certified trainers on market access and non-tariff measures in Viet Nam

(Viet Nam) 22-26 July - The International Trade Centre in collaboration with Vietrade organized a multiday Training of Trainers (ToT) in Ho Chi Minh City. Out of the 19 participants, 15 have fulfilled the criteria to be an ITC certified trainer on market access conditions and non-tariff measures.

The participants unanimously agreed that they intend to integrate the TOT's content in their activities to support small and medium-sized companies in the country. Among the participants, 83% would recommend the workshop to other potential trainers and 78% "strongly agree" that the workshops were useful to improve their skills.

This week long session closed the series of "Market Access and Non-tariff measures - basic concepts and information tools" trainings held last February and May in Viet Nam. Find out more <u>here</u>.



ITC TOOLS UPDATES

New video tutorials from Export Potential Map

ITC's Studies team has issued three explanatory videos that will help users navigate through the tool and understand some of the methodological concepts behind the export potential and product diversification indicators. The videos are available in the Resource section of Export Potential Map: <u>https://</u>exportpotential.intracen.org/#/resources-tutorials?id=2609.



Mexican prices on Market Price Information portal



Mexican local market prices are now available on Market Price Information for around 80 agricultural products based on data reported by Sistema Nacional de Informacion e Integration de Mercados (SNIIM). Prices are updated on a daily basis.

Rules of Origin Facilitator now covers 300 trade agreements

Rules of origin of 30 trade agreements have been added to Rules of Origin Facilitator in Q3 of 2019. The total number of covered agreements has surpassed 300. Among the added agreements are bilaterals and regionals between ALADI members and other countries.

Notably, the new batch of added trade agreements includes the recently concluded EU-Vietnam and EU-Mercosur free trade agreements. MSMEs require transparency on rules not only in trade agreements that are in force, but also in trade agreements that will take effect in the new future. Businesses operating in EU, Vietnam, and MERCOSUR have to start preparing to reap the benefits negotiated by their governments well in advance. A good starting point in their export research is getting precise, product-specific information on origin requirements in these trade deals through <u>findrulesoforigin.org</u>.





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