ISCOS
SHIPPING & LOGISTICS

The Official Publication of the Intergovernmental Standing Committee on Shipping

ISSUE 001 JAN/JUN 2018

ISCOS Spearheads Localization of Marine Cargo Insurance in the Region

East African Railways Master Plan takes effect

Inland Waterways Key to East African States

Member States:

Kenya

Tanzania

Uganda

Zambia

KENYA PORTS AUTHORITY MILESTONES

2015 - 2017

1

2015 - 2016

CARGO HANDLED
27.36mn
tons of cargo handled in 2016

CARGO HANDLED
26.73mn
tons of cargo handled in 2015

2

2015 - 2016

CONTAINER TRAFFIC
1.091mn
TEUs IN 2016
1.076mn
TEUs IN 2015

3

2nd CONTAINER TERMINAL
has increased the Port's annual container handling capacity by
550,000
TEUs

4

Construction of the second phase of the
2nd CONTAINER TERMINAL
will provide an additional capacity of
450,000
TEUs

5

LAMU PORT

The construction of the first three berths at Lamu Port is ongoing and has recorded 30% overall completion progress since inception.

Kenya Ports Authority projects that the first berth will be operational by June 2018 while the other two will be ready by December 2020.

6

ICD NAIROBI

The Authority has expanded the Nairobi Inland Container Depot (ICD) capacity from

180,000 TEUS
450,000 TEUS to
to drastically improve cargo off-take by rail.

7

CRUISE TERMINAL

The construction of the first ever cruise terminal in the Eastern Africa region is ongoing at the Port of Mombasa. This is a partnership between KPA and TradeMark East Africa (TMEA).

8

Plans are in place to modernize

KIPEVU OIL TERMINAL

The new oil terminal will incorporate an LPG pipeline and have the capacity to handle four vessels at a time.

9

We are modernizing and enhancing the

PORT OF KISUMU

to better connect with the great lakes region for cargo and passenger traffic

10

SHIMONI PORT

The development of Shimoni Port is a national priority in line with the National Transport Sector Policy and KPA's Strategic Plan on the development of Small Ports along the Kenya Coastline.

GROWING BUSINESS, ENRICHING LIVES

Ag. Secretary General's Message

It is my great pleasure to welcome our Stakeholders, Players and Partners in the Shipping and Logistics industry, to this inaugural edition of the ISCOS Logistics magazine.

As you may all indeed be aware, ISCOS is a regional Organisation formed in 1967 by the Governments of Kenya, Tanzania, Uganda, and Zambia to protect and promote their Shipping, Logistics and Maritime interests. ISCOS operates with a wide range of stakeholders across the Eastern, Central and Southern Africa from both Government and the Private Sector with the main objective of serving the region and the International Community as a one Stop Center of excellence for Regional Maritime Matters and Total Logistics.

Dear readers, one of ISCOS' functions is to provide stakeholders with information on developments of, and dynamics in the Shipping industry so that decisions and policies can be made from a background of reliable information.

As ISCOS champions the drive to adopt best practice in international trade and logistics, the launch of a regional Logistics and Shipping Magazine could not have come at a better time. The Magazine seeks to carry a regional perspective of the state of and developments in the Shipping and Logistics Industry and provide data and information that cut across Water and Surface Transport including Ports, Maritime Legislation and Policy affecting Trade and Logistics in general.

The Magazine will also provide a perspective of Industry players both in the Public and Private Sector, trace developments in the greater shipping world especially in the areas of technology, security and International conventions and provide an interface between the Regions's shipping Interests and the greater shipping world.

ISCOS recognizes that the East and Central African region is considered one tariff zone, served by the same service providers and affected by similar shipping and Maritime Policies. It is hoped that the Magazine will provide a consultative and interactive forum for industry players and assist in driving initiatives to harmonize policies especially in regional ports and along the trade and transport corridors.

It is also our wish to have this Magazine provides an aerial view of the regions' shipping and logistics state of affairs so that it can assist in achieving ISCOS' main objective of serving the region and the International community as a one stop of excellence for shipping total logistics.

Our aim is to make this publication bi annual with the aim of making it Quarterly in the near future.

I note with gratitude that the Magazine has already attracted a lot of interest from stakeholders across the region. Let me take this opportunity to thank all partners for the overwhelming support we have received so far. I particularly pay tribute to those who have advertised in this first issue and pray and indeed hope that many of our partners will join us in driving this great initiative.

Dear readers, as you may be aware, ISCOS is championing the drive to have Marine Cargo Insurance secured locally with Insurance Companies domiciled in our respective countries. This drive is enormous in terms of impact and capacity and has taken the region by storm. Industry players including Governments and policy makers are called upon to make use of this forum to share their experiences and lessons. The Magazine will carry some special focus on developments about this initiative and Insurance Companies in the region may wish to take special interest in this development let alone using this forum to advertise their Marine related products.

As our esteemed readers may be aware, the region is being served by almost thirty different shipping companies calling at the port of Dar es Salaam and Mombasa. The development in roads and railway networks as well as modernization of cargo clearance processes is slowly assisting in the quick evacuation of cargo from our ports hence reducing incidences of port congestion and delays of ships at out-anchorage. As much we appreciate ports' management, it also goes to all players in port business as we all know everyone along the chain has a task to perform and a role to play. This has led to the need to have Service Level Agreements (SLAs) between actors in certain operation segments. I kindly encourage you to honor your commitments and live to achieve the agreed targets so that the SLAs objectives can be realized. This Magazine will continually be highlighting problem areas in the logistical chain and will attempt to trace developments and improvement as we support initiatives aimed at a seamless flow of traffic in our region. ISCOS believes that as Africa drives through the 21st Century, information and technology will become indispensible ingredients of international trade. This Magazine will attempt to bridge the information gaps that exist at a regional level.

Dear readers and contributors of this issue, I urge you to continue working with ISCOS in bringing to the fore, matters that affect the industry as a whole and to continue using this forum to promote and protect interests of the industry. Once again, I say thank you to all our partners and stakeholders in the shipping and logistics industry.

Kassim K. Mpaata
Ag. Secretary General

CONTENTS

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SHIPPING & LOGISTICS

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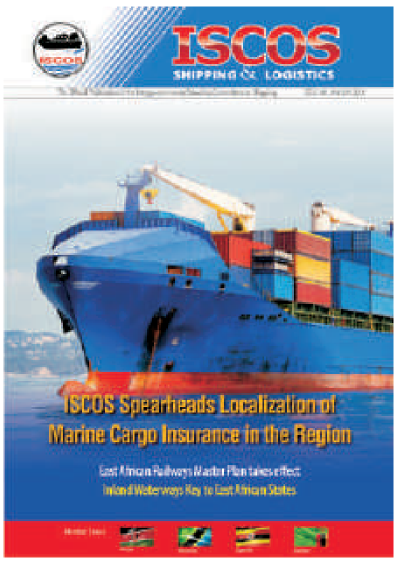

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5 m-SHIP Checks Non-Tariff Barriers on the Northern Corridor

8 Zambia Lifts Ban on Night Travel

10 TICTS Transforms Port of Dar es Salaam

14 Port of Mombasa Records Cargo Growth

16 Inland Waterways Key to East African States

21 Transport in Africa Needs to be Reasonable - ISCOS

22 ISCOS Spearheads Marine Cargo Insurance Implementation

24 East African Railways Master Plan Takes Effect

25 Some Common Mistakes in Using the INCOTERMS

26 Trade Statistics

36 Seller's & Buyer's Responsibilities Under Different INCOTERMS

m-SHIP Checks Non-Tariff Barriers on the Northern Corridor

Gone are the days when users of ports and transport corridors experienced a lot of challenges as they went about getting services from cargo interveners' both from the private and public institutions. This change was brought about when the Intergovernmental Standing Committee on Shipping (ISCOS) introduced the m-SHIP mobile application which has revolutionized the trade.

The platform which operates on an open source principle, receives real time reports on corruption, unnecessary delays, compliments for good services rendered and proposals for improvement from the public

The establishment and implementation of m-SHIP system is also one of ISCOS's commitments to Mombasa Port Community Charter as well as the Committee of East African Corridors.

The application which uses Unstructured Supplementary Service Data (USSD) and Short Message Service (SMS) can be accessed in Kenya through the Safaricom network by dialing *290#. Reports can be made by users in both English and Kiswahili.

Previously, incidences were reported using correspondence letters, emails and other means but all these proved ineffective to some of the users on transit like truck drivers who could not access the internet with ease to report a Non-Tariff Barriers (NTB). The readily available mobile tool is a relief to such users

Those who stand to benefit from this platform are all parties involved in the clearance and transport of import and export cargo through ports and transport corridors. These include shippers, clearing and forwarding agents, long distance truck drivers, police, inland container depots, weighbridges, port authorities, and shipping lines.

since it can be accessed using the simplest of phones on the market.

Creation of the mobile tool was meant to tackle various issues in the trade and transport subsectors. For instance, enhancement of mobile technology use in international trade and providing oversight on public and private sectors service providers.

In addition it was to provide a channel for direct communication with users and identify problematic areas. This would enable institutionalization of data-collection from the user of the service for example truck-drivers and clearing agents as opposed to before when the existing data was more of regulatory and institution based.

In the long run, it would be a deterrent to would be offenders thus bringing in an aspect of accountability, predictability and transparency as well as public participation in improving the trade and transport corridors

It was meant for port users to report Non-Tariff Barriers (NTB's) and Non-Tariff Measures (NTM's) at ports and along the main transit corridors so as to reduce time and transport costs, as well as improve efficiency and service delivery. Non-tariff barriers are trade barriers generally experienced by users of ports and trade corridors in eastern, central and southern Africa.

The challenges of poor infrastructure and logistics and the existence of NTBs and undesirable NTMs have negative impacts on the competitiveness of the region in international trade. These barriers and measures range from customs procedures, rules of origin, transport, sanitary and phytosanitary issues. Efforts are being pursued at global, regional and national levels to eliminate bottlenecks to trade. For example the World Trade Organization (WTO) Agreement on Trade Facilitation (TFA) and the East African Bill on Non-Tariff Barriers demand the elimination of NTBs and further prohibit the introduction of new ones.

The WTO TFA came into force on 22nd February, 2017 after attaining the required threshold of two thirds ratification by the WTO membership.

Stakeholders in the transport logistic chain have contributed in varying degrees to high costs of doing business in the region. It is reported by the World Bank that NTBs increase transport cost and limits the intra-regional trade by 15%. For land-locked countries, 75% of value of their exports is attributable to transport costs. The foregoing are said to reduce the growth rate by 1% per annum.

They also account for 40% of higher consumer prices in EAC and neighboring countries, hence affecting more than 250 million people. It is estimated that a 10% reduction in transport cost will increase the trade volume by 25% and any additional day it takes to get a consignment to its destination, in Africa, is equivalent to approximately 1.5% additional tax.

However, measures are being undertaken to improve the situation through modernization of hard and soft infrastructure in the logistics chains. For instance there appears to be willingness amongst the political leadership in the region to spearhead projects which can reduce the cost of doing business.

In addition, the port capacities and cargo clearing processes are being enhanced at the ports of Mombasa and Dar es Salaam while new ports are being developed at Lamu and Bagamoyo in Kenya and Tanzania respectively. The road infrastructure is also being upgraded as well as the new Standard Gauge Railways (SGRs) that are expected to create a modal shift from road to railway transport so that citizens can benefit from economies of scale. Railway transport can prolong the lifespan of the roads due to reduced traffic snarl-ups and decreased use of trailers.

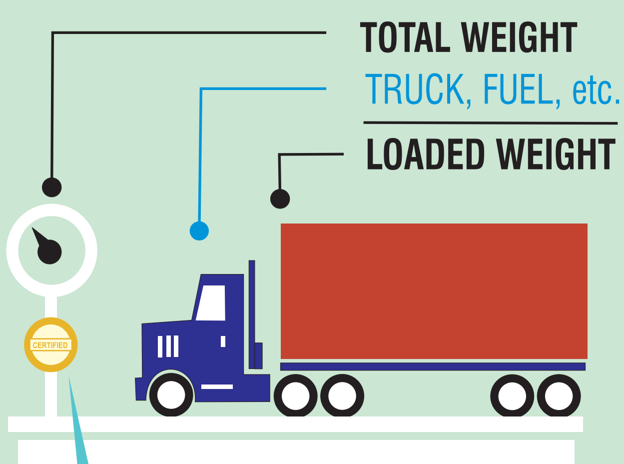
Continued on Page 09...

How to obtain the container VGM Mandate

As a shipper, what are your options?

METHOD 1

Take a loaded container over a **weighbridge**, subtract the weight of the truck, chassis and fuel to get the weight of the packed container.



METHOD 2

Weigh each item - **including its packaging, palleting, dunnage and other packing and securing materials** - going into the box.

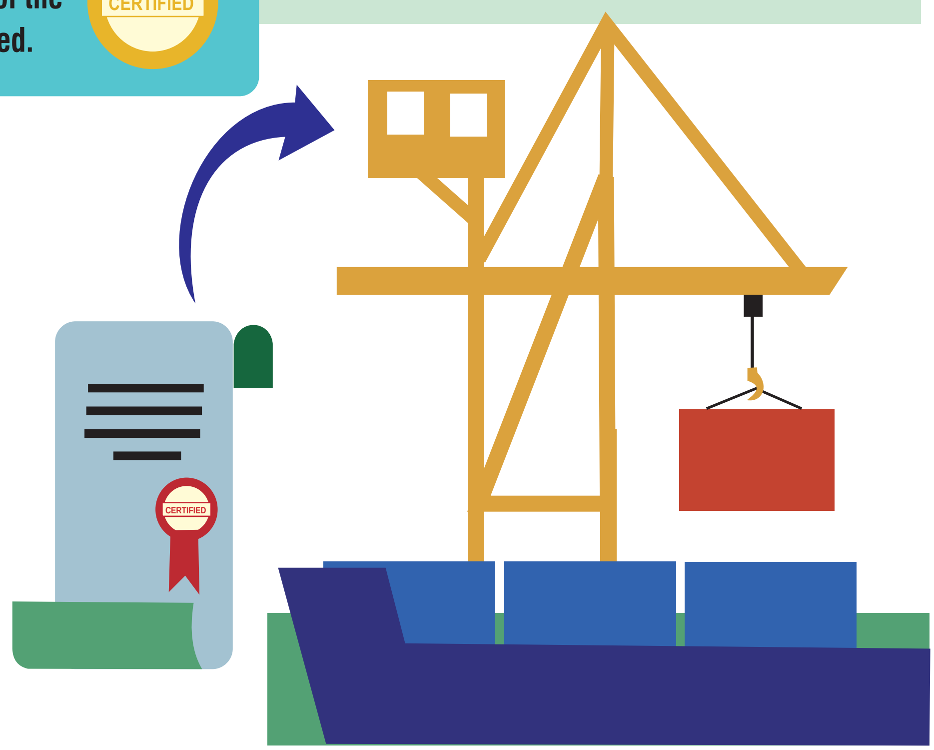
Add that sum to the weight of the container to find the weight of the packed container.

Scales must be certified and calibrated in line with the national standards of the country where the weighing occurred.

CERTIFIED

What are you required to do?

Provide a document signed by the shipper to the shipping line and terminal declaring that the **shipper verified** the weight and that it was weighed properly.



Zambia Lifts Ban on Night Travel

The Zambian government has lifted the ban on night transport which was imposed in November 2016 to facilitate the country's economic growth.

The country's Road Transport and Safety Agency has however called for road users to exercise caution and follow traffic laws to avoid road carnages in the approaching festive season.

Traders and freight transporters applauded the government's move to lift the ban on night travel announced by the Finance Minister Felix Mutati on December 3, 2017.

The action has elicited grumblings from those in the public transport sector on the other hand claiming it will spur road carnage in the country.

Mutati who was on a tour of the Kazungula Bridge that connects Zambia and Botswana, said the move would see to the growth of Zambia's Gross Domestic Product (GDP) by allowing a round the clock transportation of cargo.

The ban was effected in November 2016 in accordance with the Statutory Instrument number 76 which restricted movement of public service vehicles from 9.00pm to 5.00am. This was due to increased road fatalities with more than 2000 people dying that year, according to government statistics.The number of vehicles is also said to have almost tripled to 700,000 10 years before 2016 causing traffic snarl ups.

“The original intention of the ban was to enhance safety on our roads. Given that the minister in charge of transport has put in adequate measures with regards to safety, the lifting of the ban will be effected next week,” said Mutati.

Transport Minister, Brian Mushimba said the ban would still be operational for buses but only trucks would be allowed to move at night to transport other goods including copper, the nation's main export.

“We have separated the public transport from trucking business so that we can give an opportunity to the trucks that transport a lot of cargo to continue running 24 hours a day,” said Mushimba.

Among those who welcomed the revoked ban are First Quantum Minerals Limited, Barrick Gold, Vedanta Resources and Glencore, all of them being foreign mining companies in the region, which boasts being Africa's second largest copper producer.

Kenya lifted a night travel

Eng. Brian Mushimba [MP], Zambia's Transport Minister

We have separated the public transport from trucking business so that we can give an opportunity to the trucks that transport a lot of cargo to continue running 24 hours a day - Mr. Mushimba.

ban in 2015 when a section of public service vehicle Sacco's went to court accusing the Ministry of Transport of disregarding the National Transport and Safety Authority Act which had not revoked their licenses thus allowing them to travel at night.

However, tankers carrying petroleum products are allowed to travel between 6.00am and 6.30pm though truck drivers are allowed to locate safe parking away from populated areas after 6.30pm.

In 2011, Cameroon also banned buses and taxis from plying the roads at night due to high cases of drunk driving that were a leading cause of accidents.

Tanzania banned night travel for passenger vehicles in 1994 due to road accidents which were claiming lots of lives and maiming others. The rule is still being effected to date despite pleas from road users to have it revoked.

Earlier in the year traders in Zambia were complaining that the ban was hurting their business as they had to spend two days travelling to buy their wares. They still wait to see if the passenger buses will have their wishes granted so they can be able to operate both day and night.

m-SHIP Checks Non-Tariff Barriers on the Northern Corridor

...Continued from Page 06

The platform which operates on an open source principle, receives real time reports on corruption, unnecessary delays, compliments for good services rendered and proposals for improvement from the public. The platform also collects invaluable data which generates useful reports in various forms to be used for advising the governments on matters related to identification and elimination of NTBs and undesirable NTMs.

Those who stand to benefit from this platform are all parties involved in the clearance and transport of import and export cargo through ports and transport corridors. These include shippers, clearing and forwarding agents, long distance truck drivers, police, inland container depots, weighbridges, port authorities, and shipping lines.

The citizens of the East African Community and some neighbouring countries also command a major share of beneficiaries of this platform as they are badly affected by delays and exorbitant prices of goods.

The platform will be introduced in Tanzania to cater for the Central and Dar es Salaam corridors and thereafter introduce it to the landlocked countries of Rwanda, Uganda Burundi, South Sudan, DRC, Zambia and Malawi.

Between January and December 2016, a total of 36,128 people accessed the m-SHIP platform. The issues reported included being delayed (8,764), corruption (9,364), compliment for good service (7,685) and feedback (10,315).

The NTBs and NTMs are not unique to Kenya alone but to the entire sub Saharan Africa. It is therefore one of the reasons to introduce the platform to the other mentioned countries.

The implementation of the m-SHIP platform comes at a time when major reforms have been undertaken to improve trade and transport sectors. Roadblocks along the trade and transport corridors have substantially been reduced while some of the weighbridges have been upgraded to Weigh-in-Motion (WIM).

Further, various modernisation initiatives have been implemented like the Single Window Systems, Single Customs Territory, One Stop Border Posts (OSBP) as well as the use of ICTs in the facilitation of trade.

In an effort to improve service delivery, the port authorities in Kenya and Tanzania have opened up offices in the hinterland countries in order to make the importers and exporters access services at their door step.

TICTS' Transforms Port of Dar es Salaam

Tanzania International Container Terminal Services (TICTS) has welcomed aboard recently-appointed two top executives who have joined the company's staff in laying down strategies aimed at not only driving the company to peak performance but also transforming shipping service industry in Tanzania in general and the port of Dar es Salaam in particular.

Speaking at TICTS offices in Dar es Salaam recently the new members of the management team: Chief Executive Officer (CEO) Jared H. Zerbe and Chief Financial Officer (CFO)_Matthew R Clifft said they were delighted to join the company and work in Tanzania at a time when the country is seeking positive changes in management of both private and public entities.

> **"With the new quay crane to be delivered by end of the year TICTS will be capable of handling such vessels. This will mark the Port of Dar es salaam as the best gateway to sub Saharan Africa** *- Mr. Jared H. Zerbe*

Zerbe who brings in wealth of experience in management of international companies said his priority is to lead the company into extensive investments to ensure competitive services at the port of Dar es Salaam which will have a trickledown effect in other smaller ports.

"Towards the end of this year, TICTS will purchase two quay cranes with the capacity of 15 containers outreach and 38 metres lifting height," he said:

"The investment will cost the company TZS 54billion and this will allow Dar es Salaam port to serve bigger vessels at a shorter time hence increase the number of the vessels calling Dar port."

Given his experience in port management and operations, the CEO took the opportunity to promise Tanzanians that he will lead the way in championing aggressive yet comprehensive marketing of Dares Salaam port abroad as well as in transit countries so that it operates within its capacity and beyond.

"If we all work together to that end, the Port of Dar es Salaam will soon become the preferred choice in this part of the world," Zerbe said and added:"It can be done, if we choose to."

The new CEO commended the government of the United Republic of Tanzania for its efforts in the infrastructure development especially rail, dredging of the port depth and widening of the entry channel to allow bigger vessels with capacity of over 5000teus to call port of Dar es Salaam.

"With the new quay crane to be delivered by end of the year TICTS will be capable of handling such vessels.This will mark the Port of Dar es salaam as the best gateway to sub Saharan Africa," he said.

About TICTS

Tanzania International Container Terminal Services is located in Dar es Salaam, Tanzania. TICTS is managed by the Hutchison Ports, who own and manage 5 of the 10 busiest ports in the World and stand as the largest global port operator with 48 ports spanning 25 countries.

TICTS operates under a lease agreement with Tanzania Ports Authority, which has been in place since 2000 and shall run until 2025. This lease agreement has provided TICTS the mandate to manage and operate berths 8, 9, 10 and 11 at the port of Dar es salaam. These berths are dedicated to the handling of container vessels, where due to the effects of globalization shipsare becoming ever-larger and demanding greater investment in port infrastructure; to provide deeper water, larger cranes and sufficient length of quay to accommodate several large vessels simultaneously.

TICTS not only handles export and imports for Tanzania, rather it is a major logistic gateway to Eastern, Central and Southern Africa serving our valued landlocked neighbours. As the Tanzania's premier container terminal and with a market share of more than 80%, TICTS remains committed to strengthen its role as the region`s preferred maritime gateway and delivering sustained operational efficiency.

Through investment and workforce motivation, the port has significantly improved marine productivity, which has removed any legacy of anchor delayswith the majority of vessels now berthing on arrival. Testament to this fact is that confidence in the port has significantly improved and in 2015 throughput increased by 20% to a new milestone reaching a record 500,000teu.

In addition, TICTS has two ICD operations at Kurasini and Ubungo known as KICD and UICD with the size of 6.7 and 8.6hectares respectively. The two ICDs have undergone commercial re-engineering to provide valuable CFS and empty depot facilities as well as offering an extended gate for the port especially for transit containers, thus easing congestion on main roads and making the best use of rail and off peak night transfers.

Jared H. Zerbe, Esq

He has worked in a number of senior commercial roles and legal roles and he is licensed as a Solicitor in England & Wales and as an Attorney in the United States. Jared has been based in Hong Kong working for China Merchants as Executive Director, International Development responsible for international development and overseas terminal portfolio management for the 5th largest port operator/developer globally assisting the group to expand into new international markets as well as responsible for management of various existing port operating companies. Currently a Board Director or Executive Committee member in over 15 port operating companies including Modern Terminals Limited and Terminal Link SAS.

Prior to working for China Merchants Jared worked for Centerpoint, inland container terminal developer and operator, as Vice President, Business Development/Vice President Asia responsible for port and transport related projects. Prior to this Jared worked for Hutchison Port Holdings (HPH) based in Hong Kong leading large multi-disciplinary project teams in acquisitions, commercial transactions, and infrastructure privatizations in Africa, Asia, the Middle East, and the Americas.

Before working for HPH, Jared was a lawyer based in the United Kingdom first working at Linklaters in London specialising in international infrastructure projects in the law firm's Global Projects' practice group and then for McGrigors as a lawyer in the law firm's Energy and Infrastructure Projects' practice group advising on M&A and infrastructure privatisations.

Before becoming a qualified attorney, worked first as a Manager in Private Equity for an investment banking firm in its Beijing office, then

for British Petroleum (BP) as a Senior Business Analyst in BP's Gas & Power Business Development team in Shanghai. Jared has a Juris Doctor from Boston University and Masters in International Corporate Management from the University of Pittsburgh as well as studied law in the UK getting his qualified foreign lawyer certificates at BPPE in London.

Matthew R Clifft, Esq

He is a British national; he graduated Loughborough University in the UK with a BSc. Degree in Mathematics and Economics and subsequently qualified as an accountant (ACCA) in 2000, (FCCA) in 2005. A truly seasoned international CFO having worked and lived in the USA, Hungary, Philippines, Hong Kong, Panama and now Tanzania.

Matthew Joined HPH in 2015, working in global finance ahead of a short term assignment in Panama focusing on reducing costs and improving vender relationships, before arriving in Tanzania in April this year.

Before joining HPH, Matthew was the Vice President Finance for Asia Pacific at Avon Cosmetics, a $1bn division covering 11 markets and 4 manufacturing plants. Key achievements included a reduction in cost by more than $50m through restructuring, automation and the consolidation of the supplier base, the implementation of new financial systems, the enhancement of corporate governance, improved internal control environment, roll out of a sales and operations planning process which reduced inventory levels and improved product availability and finally a reduction in employee turnover within the finance team (circa 300 employees) by more than 60%.

During his 16 year career with Avon, Matthew was also the finance lead in the acquisition of a number of businesses in Europe and the Middle East, plus new market entries in Kazakhstan, Morocco and Vietnam. He also led the redevelopment and rebranding of almost 200 stores in the Philippines leading to improved capacity, productivity and customer satisfaction, plus the roll out of on-line ordering and

payment facility across the country.

Throughout Matthew's career he has always focused on the development of his finance staff and their relationship with the business to ensure finance becomes a true business partner across the whole organisation and in doing so helping to create the business leaders of tomorrow.

TICTS Set for Transformation

Port of Dar es Salaam

The Gate Way to the Central Corridor

Tanzania International Container Terminal Services (TICTS)

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Port of Mombasa Records Cargo Growth

Port of Mombasa, East Africa's premier Port handled a total of 27.36 million tons of cargo in 2016, up from 26.73 million tons handled in 2015, thus registering a growth of 2.4 percent.

Container traffic alone recorded an increase of 15,253 TEUs from 1.076 million TEUs handled in 2015 to 1.091 million TEUs in 2016.

Ms Catherine Mturi-Wairi, Managing Director Kenya Port Authority shared the Performance while hosting the ports' stakeholders for a luncheon in Nairobi recently. The function was attended by Cabinet Secretary Ministry of Transport, Infrastructure, Housing and Urban Development Mr James Macharia, Principal Secretary State Department of Transport, Ministry of Transport, Infrastructure, Housing and Urban Development, Prof. Paul Maringa Mwangi, KPA Board Chairman, Major (RTD) Hon. Marsden Madoka, KPA Board of Directors and Management staff.

The MD said Performance in the first seven months of 2017 has also been promising as the Authority have continued to witness an overall positive performance compared to last year's corresponding period.

"Hence, from January to July 2017, the Port handled a total of 17.52 million tons up from 15.66 million tons registered in the corresponding period of 2016, reflecting an increase of 1,865,436 tons or 11.9 percent," She said.

In Container traffic, the port registered a notable increase of 66,806 TEUs or 10.7 percent, after registering 689,593 TEUs in 2017 against 622,787 TEUs recorded in the corresponding period last year. This performance compares favorably against the global average growth rate of 4 percent per annum.

"It is encouraging to note that during the period under review, export traffic slightly increased by 36,094 tons or 1.7 percent to post 2,182,232 tons from 2,146,138 tons handled in the corresponding period in 2016. The slight increase was mainly supported by Coffee, Tea, Vegetables,

> **It is encouraging to note that during the period under review, export traffic slightly increased by 36,094 tons or 1.7 percent to post 2,182,232 tons from 2,146,138 tons handled in the corresponding period in 2016. The slight increase was mainly supported by Coffee, Tea, Vegetables, Fruits and Juices -** *Ms. Catherine Mturi-Wairi*

Fruits and Juices."

Import traffic also posted a major increase growing by 12.1 percent to record 14,803,838 tons in the last seven months, compared to 13,209,720 tons registered in a similar period last year. The rise in imports was mainly driven by the steep increase in dry bulk commodities like Wheat, Clinker, Palm and vegetable oil, and refined petroleum products.

On the other front, Transshipment traffic also performed well posting 439,804 tons compared to 302,547 tons realized in the corresponding period of 2016, representing an increase of 63.2 percent.

To boost and sustain this trend, KPA has put a lot of efforts and resources towards promotion of the transshipment market segment including engagements with key shipping line agencies and their principals. The engagements have generated a lot of interest and we look forward to handling more cargo in subsequent years.

Performance Indicators

Despite having handled higher volumes of cargo in the first half of the year, the port slightly fell short of some performance targets due to bad weather which slowed down operations. For that reason, the ship turnaround time recorded 3.5 days against 2.9 days registered in the corresponding period in 2016. In the same period, cargo Dwell time recorded 4.5 days against 4.2 days registered in 2016.

Projects

To remain responsive to shipping and trade trends, KPA have continued to implement elaborate port modernization programmes to position Mombasa Port as a world class port of choice.

" Towards this end, we have expanded yards and berths to handle more cargo, revamped our ICT system for faster document processing, modernized cargo handling equipment, installed a state of the art integrated security system to control pilferage, dredged the port channel and widened its turning basin. Consequently, the Port can now attract and accommodate larger vessels."

In addition, Ms Wairi said the Authority has operationalized the 2nd Container Terminal, whose phase on commissioned in September last year. The facility has increased the port's annual container handling capacity by 550,000 TEUs. "We are set for the construction of the second phase to provide another additional capacity of 550,000TEUs."

The Authority have substantially progressed plans to build a new modern and bigger oil terminal to replace the current Kipevu Oil Terminal.The facility will handle four vessels at a time and will have underground pipelines to link with the KPC storage tanks;

KPA is also working closely with Trademark East Africa to construct a modern cruise terminal at Berth No. 1 and 2 aimed at complementing the Tourism sector and are working towards attaining acceptable standards of green policy practices.

Accordingly, KPA has developed a green port policy which seeks to position the Port of Mombasa as a leading world port providing sound stewardship and management of the environment affected by port operations.

The strategy highlights the need to place people first, while addressing the negative impacts occasioned by port operations as well placing a premium on technology-rich and sustainable port operations. In September 2017 the port received two specialized mobile cranes which are ecofriendly and are fitted with a control system that minimizes escape of dust during discharge.

The MD noted that the Authority have also continued to create strong stakeholder networks nationally and globally through active participation in maritime trade and transport logistics conferences.

"In this regard, I am happy to announce that next year we are privileged to host the 26th International Association of Maritime Economists (IAME) Conference to be held in Africa for the first time. As the main local sponsor, KPA is expected to offer logistical and administrative support, leading the marketing and communication efforts and assist in securing participation of major institutional parties. You are therefore all invited to participate in this big event which will bring together great business minds in the maritime industry. We will soon share with you details of the conference slated for 18th to 21st September next year in Mombasa."

Inland Waterways Key to East African States

A survey conducted by the Intergovernmental Standing Committee on Shipping (ISCOS) indicates that about 30 million people living within the borders of Lake Victoria are in need of efficient, reliable and competitive transport for goods and passengers.

The data which was sourced from the Lake Victoria Basin Commission also reveals that Lake Victoria and its basin cover a big land mass approximated at 229,600 square kilometers. On the other hand, the total area of the lake covered with water is estimated at 69,000 square kilometers of which 51% is found on the Tanzanian side.

Inland waterways transport forms a remarkable connectivity between the ISCOS member states. Kenya, Tanzania and Uganda are connected through Lake Victoria via Mwanza, Bukoba, Kemondo Bay and Musoma ports on the Tanzanian side; Kisumu port on the Kenyan side; and Port Bell on the Ugandan side. Zambia is connected to Tanzania through Lake Tanganyika via Mpulungu port on the Zambian side and Kigoma port on the Tanzanian side.

East Africa is endowed with vast inland water bodies. Lake Victoria, the largest lake in Africa, and the second largest in the world is found in this region.

Lake Tanganyika, the deepest and longest lake is also found here. There are also other navigable lakes such L. Nyasa, L. Albert, L. Turkana, L. Naivasha, L. Rukwa and L. Kioga. Rivers in the region have different degrees of navigable portions creating challenges in their use as waterways for longer

Continued on Page 20...

Workshop participants in a group photo during the INCOTERMS international frieght logistics held at Cresta Golf View Hotel, Lusaka, Zambia.

Mr. Ken Mwige, former Secretary General Intergovernmental Standing Committee on Shipping address participants during a Training Workshop on INCOTERMS and International. Freight Logistics Best Practices at Cresta Golf View Hotel, Lusaka, Zambia.

ISCOS Secretariat staff all ears during the Training Workshop on INCOTERMS and International. Freight Logistics Best Practices at Mount Meru Hotel in Arusha, Tanzania.

Mr. Bery Mwango, ZSC Chair speaking at Intergovernmental Standing Committee on Shipping. Training Workshop on INCOTERMS and International. Freight Logistics Best Practices at Cresta GolfView Hotel, Lusaka, Zambia.

One of the participants receiving a certificate from Mr. Fewdays Chanka, the acting Director at the ministry of Transport & Communication, Zambia, after the training workshop.

Delegates take a break from the Assembly held at David Livingstone Safari Lodge & Spa, Livingstone, Zambia.

Mr. Clement William Kamendu,ISCOS's Director of Shipping, Ports and Freight Services moderates a session during a workshop

ISCOS Secretariat staff following up the presentation during a workshop.

Mr.Aderick Kagenzi of ISCOS with Mr. Manumbu chatting during the Intergovernmental Standing Committee on Shipping Training Workshop on INCOTERMS and International Freight Logistics Best Practices at Ngurdoto Hotel,Arusha,Tanzania.

Eng. Misheck Lungu officiating the ISCOS International Workshop on INCOTERMS and Freight Logistics on 27/09/2017 in Lusaka Zambia

ISCOS Team pose with the Coordination Committee Chair Dr. Leonard M. Chamuriho (centre) during the Coordination Committee meeting at Flamingo Resort in Mombasa, Kenya.

Delegates congregate for a group photo during the Intergovernmental Standing Committee on Shipping. Training Workshop on INCOTERMS and International. Freight Logistics Best Practices at Mount Meru Hotel in Arusha,Tanzania.

...Continued from Page 16

Inland Waterways Key to East African States

It is the wish of ISCOS' and other stakeholders in shipping industry that the regional inland waterways are regionally revitalized. Efficient inland waterways will attract more investments in the region, especially in the Great Lakes region. However, this should go hand in hand with railway network connections to the sea transport for intercontinental connectivity.

distances to bring about economies of scale.

In the course of reducing cost of transport for the interstate trade, it is important to develop and sustain efficient inland waterways through our giant lakes especially L. Victoria and L.Tanganyika.

The benefits of water transport cannot be overemphasized. This is due to its provision of a large carrying capacity and cheap transport for heavy, bulky and imperishable goods such as coal, cement, timber among others.

It also has far less energy consumption in comparison with other modes of transport such as rail, road or air. Shippers select barge transportation because their energy efficiencies lead to substantial cost savings. For instance, one gallon of fuel can move one ton of cargo 514 miles by barge, compared to 202 miles by train and only 59 miles by truck.

Roadway congestion is decreased as freight is transferred to waterways where significant capacity is available without additional infrastructure expenditures given that there is no maintenance cost for the waterways. Water transportation thus stimulates the regional economy through attraction of new industries, job creation and expansion of the tax base.

The decisions a business owner must make regarding transportation of products are closely related to a number of other distribution issues. For example, the accessibility of suitable means of transportation is one of the factors to be considered regarding where best to locate a business or facility.

The means of transportation chosen will also affect decisions regarding the form of packaging used for products and the size or frequency of shipments made.

Although transportation costs may be reduced by sending larger shipments less frequently, it is also necessary to consider the costs of holding extra inventory. The interrelationship of these decisions means that successful planning and scheduling can help business owners to save on transportation costs.

There exist various setbacks which continue to derail efforts in water transport. A case in point are the three member states who share Lake Victoria; they lack a coordinated approach in solving challenges facing inland waterways leading to duplicated efforts and high costs in trying to find solutions.

Various studies have also been undertaken in an effort to understand the problems facing the inland ports but the implementation of the recommendations has been very slow. This in turn has resulted in various implications for example, studies are done continuously and at times concurrently leading to confusion among the member states.

Similarly, there is a constant need to update some studies which were not implemented at the required time thus an additional and unnecessary expense. In addition, the proposals generated many times, do not take a regional approach but mostly focus on a national dimension.

Recent studies show that inland ports face problems arising from many years of neglect, poor traffic separation schemes, and lack of coherent security and safety mechanisms. In addition, low level of capacity utilization due to competition from road transport and the dilapidated state of railway system connecting inland ports and the sea ports.

Inland ports have missed out the advantages associated with containerization and technological changes that brought revolution in the shipping industry. This has adversely affected road network due to overloading and hence increased cost of roads and vehicles maintenance.

It is the wish of ISCOS' and other stakeholders in shipping industry that the regional inland waterways are regionally revitalized. Efficient inland waterways will attract more investments in the region, especially in the Great Lakes region. However, this should go hand in hand with railway network connections to the sea transport for intercontinental connectivity.

Transport Costs in Africa Need to be Reasonable - ISCOS

A presentation on incoterms 2010, during the workshop was to enlighten participants on the benefits accrued from applying appropriate incoterms when importing or exporting goods.

Transport cost in Africa is over 40% higher than in Europe hence the need to engage each other to ensure that means of transporting cargo are reliable, efficient and reasonably costed.

This was said by Mr. Keneth Mwige, Secretary General ISCOS during the opening ceremony at the workshop, on INCOTERMS 2010 and international trade best practice held at Cresta Golf View Hotel, Lusaka Zambia from 27th to 28th September 2017.

Mr. Mwige was speaking during a training organized by the Intergovernmental Standing Committee on Shipping (ISCOS) in collaboration with the Zambia Shippers' Council (ZSC) under the auspice of the Ministry Transport and Communications of the Republic of Zambia.

The training brought together shippers (importers and exporters), clearing and forwarding agencies, transport¬ers, relevant government ministries and agencies involved in transport, trade, insurance, banks, chambers of commerce and NGOs advocating for seamless movement of goods and services.

At the end of the training participants (importers and exporters) and other players using the transport routes were to understand the implications of INCOTERMS 2010 used on imports or exports, marine cargo insurance in their businesses; lobby for reduction of cost of doing business in the region; how to secure funds from banks for international trade financing and create a platform for different players in the lo¬gistics chains to discuss matters related to their operations and how they could participate in cost reduction endeavors, understand methods and best ways applied in compliance with the IMO SOLAS Gross Mass Verification (VGM) Regulation which came into effect from 1st July, 2016.

"Achieving this objective will make our exports competitive and imports affordable,"

The meeting was also attended by Eng Misheck Lungu, Zambia's Permanent Secretary Ministry of Transport and Communications, ISCOS stakeholders, shippers and cargo logistics fraternity.

Continued on Page 23...

ISCOS Spearheads Marine Cargo Insurance Implementation

ISCOS is spearheading the Marine Cargo Insurance initiative in Kenya, Tanzania, Uganda and Zambia following a recent ministerial directive.

Permanent secretaries of the Ministries responsible for Transport in Kenya, Tanzania, Uganda and Zambia met in Mombasa where they directed that (ISCOS, spearheads the Marine Cargo Insurance initiative in all the member states.

Kenya has taken a leading role in the implementation of the marine cargo insurance policy in accordance with the regulation of ISCOS, which came into effect on January 1, 2017.

In the 2016/2017 budget statement, Treasury cabinet secretary, Henry Rotich directed the Kenya Revenue Authority (KRA) to ensure compliance with Section 20 of the Insurance Act which requires mandatory placement of insurance of imports locally.

ISCOS was formed by four member states namely Kenya, Tanzania, Uganda and Zambia to perform various functions on their behalf such as negotiating on freight rate and fighting against unjustifiable surcharge on seaborne cargo.

It is estimated that between 2012 and 2016, the potential value of marine cargo insurance in the ISCOS member states was about US$ 4.09 billion according to a report from imports and exports value from the World Bank, National Central Banks and "Kitabu cha Hali ya Uchumi wa Taifa (Tanzania) katika Mwaka wa 2016".

Less than10% of this amount was underwritten by local insurance companies despite the laws prohibiting placing local businesses to non-locally registered insurance companies. Laws governing marine cargo insurance in all ISCOS members states prohibit placing marine insurance with foreign registered insurance company unless express permission is obtained from the Commissioner of Insurance.

The above statistics foresee a worrying trend if the member states do not quickly implement the laws. Their economies will continue to suffer while they enrich their overseas insurance providers.

Majority of shippers in the region import goods on Cost, Insurance and Freight (CIF) basis where the contract includes the cost of goods, insurance cover and the freight and export on Free on Board (FOB) basis where the price quoted by the seller includes all charges up to the point of putting the goods on board the ship specified by the buyer.

This practice is injurious to the local economies and denies local insurance a huge sum of money in the sub-sector. Most importers and exporters do not want to be involved and engage much in the process of moving cargo from origin to destination hence creating jobs and worth to economies abroad.

Marine cargo insurance protects clients from losses incurred following loss or damage of goods while on transit. This of course has exceptions depending on the description of goods and how they were packaged. It provides indemnity against loss or damage for goods being transported by sea or air and incidental land transportation.

The advantages of procuring marine insurance locally cannot be overlooked. To begin with, it is a platform for more jobs being created for the local population of a country

Marine cargo insurance protects clients from losses incurred following loss or damage of goods while on transit. This of course has exceptions depending on the description of goods and how they were packaged. It provides indemnity against loss or damage for goods being transported by sea or air and incidental land transportation.

thus boosting its economic base. There is also avoidance of losses through remittances and the ever changing exchange rates. In addition, it is easy to authenticate the insurance policy since the insurer is accessible and can clarify where need be thus enabling growth of strong business relationships. Needless to say the settlement of claims is simplified and in the long run the government tax base is also enhanced.

Importers have been concerned with the capacity of local underwriters to handle large shipments but this is being looked into. Insurers are now considering co-insurance as this can help to optimize the total capacity in the market and therefore reduce the overall cost of the insurance as each would tie up less capital than if they took the whole risk. Smaller insurers can therefore take part in the marine insurance segment and clients stand a chance of benefiting from lower insurance premiums.

The insurance industry still has a long way to go to ensure importers gain full confidence in the level of cover being offered thus gain from competitive pricing. This is the time for ISCOS member states who have yet to implement the insurance laws to take action for their economies to start benefiting from the local insurance providers saving huge sums of money previously paid abroad to overseas insurers.

Kenyan insurance firms say that they are yet to benefit much from the Kenya Revenue Authority (KRA) compulsion of importers to insure cargo with local underwriters, an order which was implemented early this year. Kenya therefore has to put up adequate structures that will facilitate a smooth working of the local insurance companies as well us encourage more importers to procure marine insurance services locally.

...Continued from Page 21

Transport Costs in Africa Need to be Reasonable

Mr. Mwige, noted that transport being a catalyst to economic development, the role of shipping to trade should therefore be guided and closely monitored for optimal benefits to not only shippers, but also the national economy as whole.

The workshop sought to make the participants reflect on the way they conduct their business especially how they import and export goods.

"When importing, the process is initiated by the importer, so if the importer chooses the wrong terms of trade then everything is ruined from the start," said the Secretary General.

A presentation on INCOTERMS 2010, during the workshop was to enlighten participants on the benefits accrued from applying appropriate incoterms when importing or exporting goods.

On Marine Cargo Insurance, Mr. Mwige said, is the component which has been used as conduit to externalize much need foreign currency to enriching foreign insurance companies while starving local companies.

"We are used to importing on CIF and exporting on FOB leaving the lucrative business of cargo insurance cover to insurers abroad, though our laws prohibit it."

He observed that major players in the logistics such as transporters, ports authorities, customs clearing agents and shipping lines are well organized through their associations at national and regional and stated that it was high time ' the one who pays them for their services get together through strong shippers' council to protect their interest.'

The Secretary General advised Zambia Shippers' Council to put in place an active Secretariat to enable the implementation of the strategic plan.

"Experience has shown that many importers and exporters do their business without proper knowledge or experience of international rules and regulations which define the role of buyers, sellers and service providers in the supply chains," he said.

"Importers and exporters need to understand and apply International Commercial Terms (INCOTERMS) appropriately as well as have the ability to influence the ac¬tions of manufacturers, insurers, freight forwarders, transporters and other players involved in international trade."

It is also a fact that marine cargo insurance provision is one of the channels used to externalize scarce foreign currency from the region by applying traditional methods of importing goods on Cost Insurance and Freight (CIF) and exporting on Free on Board (FOB) terms. This is attributed to lack of awareness by shippers (importers and exporters) as well as less involvement of local insurance companies in providing marine cargo insur¬ance cover and governments not enforcing appropriate national laws on Marine Cargo Insurance (MCI).

There are several initiatives put in place to facilitate the movement of cargo and improvement in intra-regional and international trade. These initiatives have positively contributed to the way of doing business in the Member States. It is therefore imperative that importers and exporters are informed about the new developments so that they may take advantage for the betterment of their businesses. Hence the need for sensitizing them on how the systems are operating and how they facilitate trade in the quest of reducing cost of doing business.

East African Railways Master Plan Takes Off

... as Mombasa-Nairobi Standard Gauge Rail Segment becomes operational

The East African Railway Master plan is slowly but surely becoming a reality with the completion of the Mombasa-Nairobi segment of the Standard Gauge Rail(SGR) in June 2017.

The Plan -a proposal to rejuvenate the existing railways serving Tanzania, Kenya, Uganda and extending them initially to Rwanda and Burundi and eventually to South Sudan, Ethiopia and beyond. The plan is managed by infrastructure ministers from participating East African Community countries in association with transport consultation firm CPCS Transcom.

ISCOS has led other stakeholders in congratulating the Government of Kenya on the completion of the first phase of the SGR from Mombasa to Nairobi which is a building block to the realization of the larger East Africa Railway Master Plan. ISCOS has also noted the progress being made in Tanzania and Uganda in the planning and implementation of the SGR projects.

The advent of the SGR projects has created some apprehension in some sectors of the economies especially the road transporters and their suppliers of goods and services e.g. vehicle manufactures, service parts suppliers and the whole industry that relies on road transport. The myth is that when the SGR is fully fledged, the road transporters have fears of being pushed out of business. Indeed, their fears may hold some truths as can be seen from the disruptions made on passenger road transporters who are struggling to compete with the SGR as it is moving people in mass at affordable rates. Subsequently, road passenger transporters are re-aligning their routing in order to survive the tide of the SGR.

Currently, road transport is the dominant carrying over 95% of the freight in the region. The freight uptake by rail has been declining over the years mainly due to inefficiencies and lack of capital investment. The fixed line and rolling stock have deteriorated even after the concession of the railways to the private sector. The non-performance of the railways created a vacuum which road transporters occupied and consolidated their dominance.

The increase in the number of trucks on the road meant serious congestion and put pressure on the lifespan of road infrastructure and a drain on the treasury. With the coming of the SGR, the freight industry is confident that the challenges of the past will not recur with the new railway systems.

Through stakeholder engagements and availability of information there is no need for road transporters to fear competition with the railways as competition is healthy while cargo throughput at ports is steadily growing annually and that all modes of transport will be beneficiaries.

There are strategies which have worked in other parts of the world by ensuring that road and rail transport complement each other through employing strategies and tactics like "piggyback" and "fishyback" models which can create a win-win environment for all modes to benefit. This is one of the strategies recommended by ISCOS which is likely to bring synergies among the different modes of transport. When the railways are operating efficiently, there will be a positive knock on effect on lake transport i.e. Lake Tanganyika and Lake Victoria and boost maritime and intra-regional trade.

"Rail – Rail transport is often the intermediary between water and truck transport. The two types of transport are trailer on flatcar (TOFC) and container on flatcar (COFC). TOFC refers to actually placing a truck, or semi-trailers directly onto the bed of railcar. This is often used when it would be difficult to transfer the contents of the truck or when the truck needs to travel large distances and it is more cost effective to piggyback the truck". Intermodal transport combines the advantages of each system.

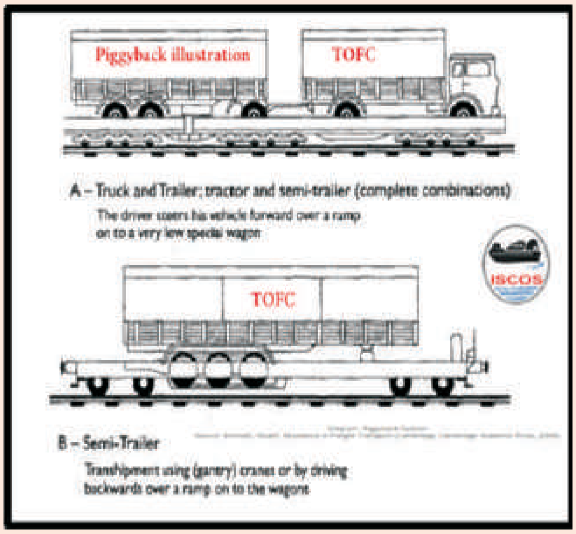
For example road is flexible in time and area for regional distribution and collection respectively, thus taking care of the first and last mile. On the other hand, advantages of rail include economic and fast carriage of large quantities of freight over long distances, fixed schedules and most environmentally friendly means of transport.

Recommendations

1. The employment of intermodal transport strategies like piggyback and fishyback in the planning and execution of railway services which are customer centric.

2. To engage all stakeholders including other modes of transport players in the planning and implementation of railway projects in order to reduce mistrust among the players.

3. There has to be synchronization of development plans for the railways and regions (counties and towns) where the railway is routed for maximum benefit of regions.



Some Common Mistakes in Using the INCOTERMS

There are common mistakes made by shippers some of which are:

- Making assumptions about passing of title to the goods, based on the Incoterms rule in use. INCOTERMS do not take care of passing of title from seller to buyer. Should be taken care of in the contract of sale.

- Failure to specify the port/place with sufficient precision, e.g. "FCA Dar es Salaam", which could refer to many places within Dar es Salaam.

- Using DDP without thinking through whether the seller can undertake all the necessary formalities in the buyer's country, e.g. paying all taxes or VAT

- Using EXW without thinking through the implications of the buyer being required to complete export procedures – in many countries it will be necessary for the exporter to communicate with the authorities in a number of different ways e.g. securing of export permit and certificate of origin.

- Using CIP or CIF without checking whether the level of insurance in force matches the requirements of the commercial contract – these Incoterms rules only require a minimal level of cover, which may be inadequate.

- Where there is more than one carrier, failure to think through the implications of the risk transferring on taking in charge by the first carrier – from the buyer's perspective, this may turn out to be a small haulage company in another country, so redress may be difficult in the event of loss or damage

- Failure to establish how terminal handling charges (THC) are going to be treated at the point of arrival. Some carriers absorb THC's and include them in their freight charges; however others do not.

Goods Imports: CIF, by origin | Goods Exports: FOB, by last known destination | Trade System: General

Overview:

In 2013, the value of merchandise exports of Kenya was 5.5 bln US$, while its merchandise imports was 16.4 bln US$ (see graph 1, table 2 and table 3). The merchandise trade balance recorded a large deficit of 10.9 bln US$ (see graph 1). The largest merchandise trade balance was with MDG Southern Asia at -2.6 bln US$ (see graph 4). Merchandise exports in Kenya were diversified amongst partners; imports were also diversified. The top 21 partners accounted for 80 percent or more of exports and 18 partners accounted for 80 percent or more of imports (see graph 5). In 2014, the value of exports of services of Kenya decreased slightly by 0.8 percent, reaching 4.9 bln US$, while its imports of services increased substantially by 20.5 percent and reached 2.9 bln US$ (see graph 2). There was a moderate trade in services surplus of 2.1 bln US$.

Graph 1: Total merchandise trade, by value

(Bln US$ by year)

Graph 2: Total services trade, by value

(Bln US$ by year)

Exports Profile:

"Food, animals + beverages, tobacco" (SITC section 0+1), "Crude materials + anim. & veg. oils" (SITC section 2+4) and "Goods classified chiefly by material" (SITC section 6) were the largest commodity groups for exports in 2013, representing respectively 42.0, 15.0 and 12.8 percent of exported goods (see table 2). In 2013, the largest export commodity was "Tea, whether or not flavoured" (HS code 0902) (see table 1). The top three destinations for merchandise exports were Uganda, the United Kingdom and the United Republic of Tanzania, accounting for respectively 11.9, 7.9 and 7.7 percent of total exports. "Transportation" (EBOPS code 205) accounted for the largest share of exports of services in 2014 at 2.2 bln US$, followed by "Government services, n.i.e." (EBOPS code 291) at 908.1 mln US$ and "Travel" (EBOPS code 236) at 810.7 mln US$ (see graph 3).

Graph 3: Exports of services by EBOPS category

(% share in 2014)

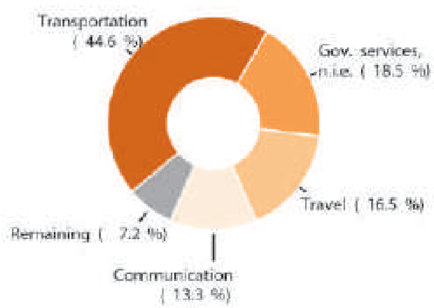


Table 1: Top 10 export commodities 2011 to 2013

HS code	4-digit heading of Harmonized System 2007	Value (million US$) 2011	2012	2013	Unit value 2011	2012	2013	Unit	SITC code
	All Commodities	...	...	5537.0					
0902	Tea, whether or not flavoured	...	...	1218.2			2.7	US$/kg	074
0603	Cut flowers and flower buds of a kind suitable for bouquets	...	...	480.0			*4.0*	US$/kg	292
2710	Petroleum oils, other than crude	...	...	203.7					334
0901	Coffee, whether or not roasted or decaffeinated	...	...	190.8			3.8	US$/kg	071
0708	Leguminous vegetables, shelled or unshelled, fresh or chilled	...	...	126.7			*3.0*	US$/kg	054
2836	Carbonates; peroxocarbonates (percarbonates)	...	...	107.8					523
2523	Portland cement, aluminous cement, slag cement	...	...	103.6			0.1	US$/kg	661
2402	Cigars, cheroots, cigarillos and cigarettes	...	...	103.4					122
3923	Articles for the conveyance or packing of goods, of plastics	...	...	90.6			2.6	US$/kg	893
7108	Gold (including gold plated with platinum)	...	...	88.9					971

SOURCE: Department Of Economics & Social Affairs Division [UN]

Services Imports and Exports: EBOPS 2002 categories

Table 2: Merchandise exports by SITC

(Value in million US$, growth and shares in percentage)

SITC	2013	Avg. Growth rates 2009-2013	2012-2013	2013 share
Total	5 537.0	5.5	...	100.0
0+1	2 327.2	5.6	...	42.0
2+4	830.1	3.8	...	15.0
3	218.3	3.9	...	3.9
5	485.8	1.5	...	8.8
6	710.0	6.7	...	12.8
7	213.8	-1.8	...	3.9
8	586.2	8.1	...	10.6
9	165.5	56.9	...	3.0

Table 3: Merchandise imports by SITC

(Value in million US$, growth and shares in percentage)

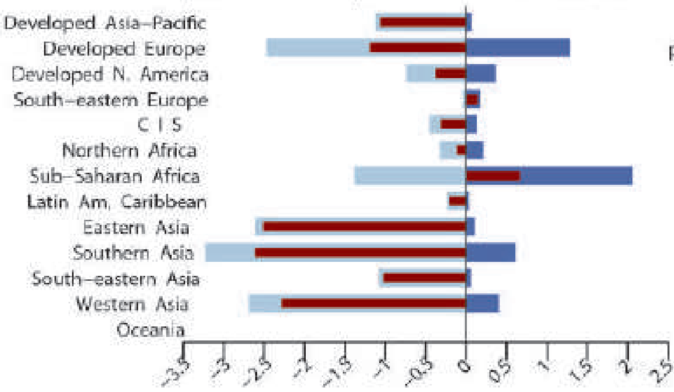
SITC	2013	Avg. Growth rates 2009-2013	2012-2013	2013 share
Total	16 394.5	12.6	...	100.0
0+1	1 170.7	-0.3	...	7.1
2+4	859.1	10.3	...	5.2
3	3 870.3	15.3	...	23.6
5	2 282.5	14.5	...	13.9
6	2 627.4	16.9	...	16.0
7	4 623.7	10.5	...	28.2
8	794.6	17.5	...	4.8
9	166.0	276.9	...	1.0

SITC Legend

SITC Code	Description
Total	All commodities
0+1	Food, animals + beverages, tobacco
2+4	Crude materials + anim. & veg. oils
3	Mineral fuels, lubricants
5	Chemicals
6	Goods classified chiefly by material
7	Machinery and transport equipment
8	Miscellaneous manufactured articles
9	Not classified elsewhere in the SITC

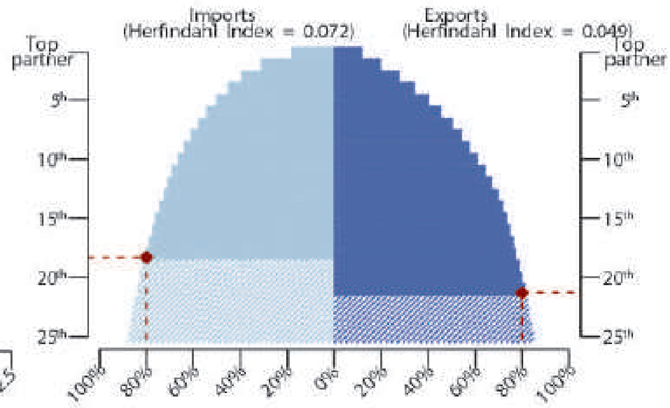
Graph 4: Merchandise trade balance

(Bln US$ by MDG Regions in 2013)



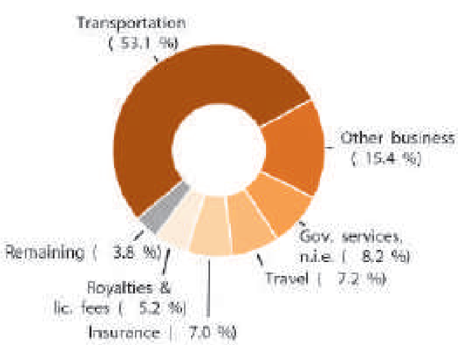
Graph 5: Partner concentration of merchandise trade

(Cumulative share by ranked partners in 2013)



Graph 6: Imports of services by EBOPS category

(% share in 2014)



Imports Profile:

"Machinery and transport equipment" (SITC section 7), "Mineral fuels, lubricants" (SITC section 3) and "Goods classified chiefly by material" (SITC section 6) were the largest commodity groups for imports in 2013, representing respectively 28.2, 23.6 and 16.0 percent of imported goods (see table 3). In 2013, the largest import commodity was "Petroleum oils, other than crude" (HS code 2710) (see table 4). The top three partners for merchandise imports were India, China and the United Arab Emirates, accounting for respectively 18.3, 12.9 and 8.3 percent of total imports. "Transportation" (EBOPS code 205) accounted for the largest share of imports of services in 2014 at 1.5 bln US$, followed by "Other business services" (EBOPS code 268) at 440.4 mln US$ and "Government services, n.i.e." (EBOPS code 291) at 235.2 mln US$ (see graph 6).

Table 4: Top 10 import commodities 2011 to 2013

HS code	4-digit heading of Harmonized System 2007	Value (million US$) 2011	2012	2013	Unit value 2011	2012	2013	Unit	SITC code
	All Commodities	...	...	16 394.5					
2710	Petroleum oils, other than crude	...	...	3 231.6					334
1511	Palm oil and its fractions	...	...	518.9			0.9	US$/kg	422
8703	Motor cars and other motor vehicles principally designed for the transport	...	...	496.4			6.7	thsd US$/unit	781
2709	Petroleum oils and oils obtained from bituminous minerals, crude	...	...	476.5			0.8	US$/kg	333
8517	Electrical apparatus for line telephony or line telegraphy	...	...	407.2					764
7208	Flat-rolled products of iron or non-alloy steel	...	...	381.3			0.7	US$/kg	673
3004	Medicaments (excluding goods of heading 30.02, 30.05 or 30.06)	...	...	355.0			24.8	US$/kg	542
1001	Wheat and meslin	...	...	256.3			0.4	US$/kg	041
8701	Tractors (other than tractors of heading 87.09)	...	...	231.4			36.2	thsd US$/unit	722
3105	Mineral or chemical fertilisers	...	...	230.7			0.5	US$/kg	562

SOURCE: Department Of Economics & Social Affairs Division [UN]

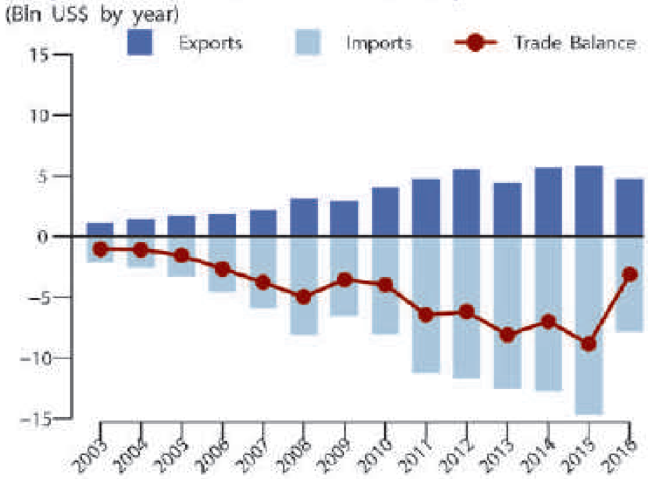
Goods Imports: CIF, by origin	Goods Exports: FOB, by last known destination	Trade System: General

Overview:

In 2016, the value of merchandise exports of the United Republic of Tanzania decreased substantially by 19.0 percent to reach 4.7 bln US$, while its merchandise imports decreased substantially by 46.4 percent to reach 7.9 bln US$ (see graph 1, table 2 and table 3). The merchandise trade balance recorded a moderate deficit of 3.1 bln US$ (see graph 1). The largest merchandise trade balance was with MDG Eastern Asia at -1.5 bln US$ (see graph 4). Merchandise exports in the United Republic of Tanzania were diversified amongst partners; imports were also diversified. The top 10 partners accounted for 80 percent or more of exports and 15 partners accounted for 80 percent or more of imports (see graph 5). In 2015, the value of exports of services of the United Republic of Tanzania increased substantially by 10.5 percent, reaching 3.7 bln US$, while its imports of services increased slightly by 0.6 percent and reached 2.7 bln US$ (see graph 2). There was a moderate trade in services surplus of 1.1 bln US$.

Graph 1: Total merchandise trade, by value

(Bln US$ by year)



Graph 2: Total services trade, by value

(Bln US$ by year)

Exports Profile:

"Not classified elsewhere in the SITC" (SITC section 9), "Food, animals + beverages, tobacco" (SITC section 0+1) and "Crude materials + anim. & veg. oils" (SITC section 2+4) were the largest commodity groups for exports in 2016, representing respectively 35.0, 33.7 and 13.9 percent of exported goods (see table 2). From 2014 to 2016, the largest export commodity was "Gold (including gold plated with platinum)" (HS code 7108) (see table 1). The top three destinations for merchandise exports were India, South Africa and China, accounting for respectively 19.1, 12.2 and 9.8 percent of total exports. "Travel" (EBOPS code 236) accounted for the largest share of exports of services in 2015 at 2.2 bln US$, followed by "Transportation" (EBOPS code 205) at 1.0 bln US$ and "Other business services" (EBOPS code 268) at 334.6 mln US$ (see graph 3).

Graph 3: Exports of services by EBOPS category

(% share in 2015)

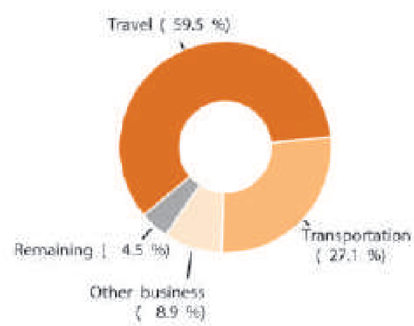


Table 1: Top 10 export commodities 2014 to 2016

HS code	4-digit heading of Harmonized System 2012	Value (million US$)			Unit value				SITC code
		2014	2015	2016	2014	2015	2016	Unit	
	All Commodities	5704.7	5854.2	4741.9					
7108	Gold (including gold plated with platinum)	1322.0	1430.9	1654.5			*20.3*	thsd US$/kg	971
2616	Precious metal ores and concentrates	566.5	469.2	321.9	7.1	6.9	5.9	US$/kg	289
0801	Coconuts, Brazil nuts and cashew nuts, fresh or dried	394.2	251.5	347.8	2.0	1.5	1.6	US$/kg	057
2401	Unmanufactured tobacco; tobacco refuse	193.2	216.5	360.2	2.5	3.3	4.8	US$/kg	121
0713	Dried leguminous vegetables, shelled, whether or not skinned or split	177.7	265.9	159.0	0.8	1.4	0.5	US$/kg	054
1207	Other oil seeds and oleaginous fruits, whether or not broken	337.8	131.7	130.2	2.5	1.0	1.0	US$/kg	222
0901	Coffee, whether or not roasted or decaffeinated	123.6	158.2	152.0	2.6	2.7	2.6	US$/kg	071
0304	Fish fillets and other fish meat (whether or not minced)	149.2	145.3	113.6	6.2	5.8	5.6	US$/kg	034
8528	Reception apparatus for television	0.3	351.6	0.3					761
2302	Bran, sharps and other residues	23.0	278.7	27.9	0.2	1.8	0.2	US$/kg	081

SOURCE: Department Of Economics & Social Affairs Division [UN]

Services Imports and Exports: EBOPS 2002 categories

Table 2: Merchandise exports by SITC

(Value in million US$, growth and shares in percen

SITC	2016	Avg. Growth rates 2012-2016	Avg. Growth rates 2015-2016	2016 share
Total	4741.9	-3.8	-19.0	100.0
0+1	1596.6	6.7	-15.8	33.7
2+4	660.4	-17.0	-46.3	13.9
3	41.4	-12.1	-67.8	0.9
5	105.6	-9.4	-5.1	2.2
6	488.8	5.2	-7.3	10.3
7	53.4	-33.4	-86.9	1.1
8	138.3	4.9	12.8	2.9
9	1657.5	-3.5	15.8	35.0

Table 3: Merchandise imports by SITC

(Value in million US$, growth and shares in percentage)

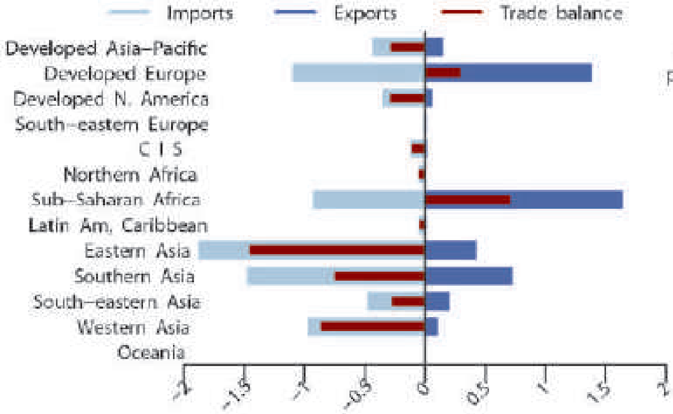
SITC	2016	Avg. Growth rates 2012-2016	Avg. Growth rates 2015-2016	2016 share
Total	7876.1	-9.5	-46.4	100.0
0+1	540.3	-5.6	-3.5	6.9
2+4	453.8	-1.8	9.4	5.8
3	1427.0	-21.8	-80.8	18.1
5	1329.0	1.9	-12.5	16.9
6	1242.1	-4.7	-8.7	15.8
7	2447.1	-7.3	-14.6	31.1
8	436.6	-2.2	-12.9	5.5
9	0.2	-81.2	-99.4	0.0

SITC Legend

SITC Code	Description
Total	All commodities
0+1	Food, animals + beverages, tobacco
2+4	Crude materials + anim. & veg. oils
3	Mineral fuels, lubricants
5	Chemicals
6	Goods classified chiefly by material
7	Machinery and transport equipment
8	Miscellaneous manufactured articles
9	Not classified elsewhere in the SITC

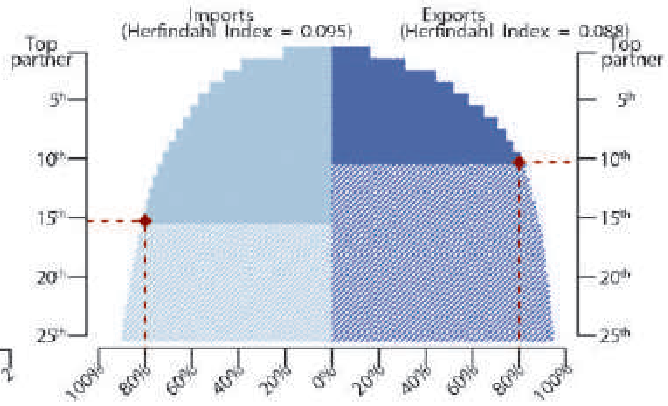
Graph 4: Merchandise trade balance

(Bln US$ by MDG Regions in 2016)



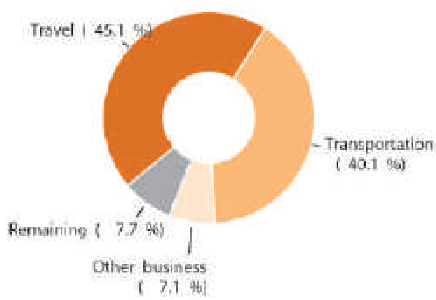
Graph 5: Partner concentration of merchandise trade

(Cumulative share by ranked partners in 2016)



Graph 6: Imports of services by EBOPS category

(% share in 2015)



Imports Profile:

"Machinery and transport equipment" (SITC section 7), "Mineral fuels, lubricants" (SITC section 3) and "Chemicals" (SITC section 5) were the largest commodity groups for imports in 2016, representing respectively 31.1, 18.1 and 16.9 percent of imported goods (see table 3). From 2014 to 2016, the largest import commodity was "Petroleum oils, other than crude" (HS code 2710) (see table 4). The top three partners for merchandise imports were Saudi Arabia, China and India, accounting for respectively 18.1, 15.7 and 14.6 percent of total imports. "Travel" (EBOPS code 236) accounted for the largest share of imports of services in 2015 at 1.2 bln US$, followed by "Transportation" (EBOPS code 205) at 1.1 bln US$ and "Other business services" (EBOPS code 268) at 190.0 mln US$ (see graph 6).

Table 4: Top 10 import commodities 2014 to 2016

HS code	4-digit heading of Harmonized System 2012	Value (million US$) 2014	Value (million US$) 2015	Value (million US$) 2016	Unit value 2014	Unit value 2015	Unit value 2016	Unit	SITC code
	All Commodities	12691.1	14706.0	7876.1					
2710	Petroleum oils, other than crude	3407.5	7328.2	1335.9	0.9	2.8	0.5	US$/kg	334
3004	Medicaments (excluding goods of heading 30.02, 30.05 or 30.06)	337.7	313.7	265.5	13.5	19.6	15.1	US$/kg	542
1511	Palm oil and its fractions	367.6	230.5	271.4	0.9	0.7	0.7	US$/kg	422
8703	Motor cars and other motor vehicles principally designed for the transport	327.1	231.0	208.2	*19.3*	*20.2*	*19.2*	thsd US$/unit	781
1001	Wheat and meslin	319.3	222.0	189.0	0.4	0.3	0.2	US$/kg	041
8517	Electrical apparatus for line telephony or line telegraphy	144.5	248.6	135.7					764
8704	Motor vehicles for the transport of goods	234.1	132.6	140.9					782
8701	Tractors (other than tractors of heading 87.09)	199.9	150.9	113.2					722
7208	Flat-rolled products of iron or non-alloy steel	189.2	117.0	99.8	0.6	0.5	*0.4*	US$/kg	673
3901	Polymers of ethylene, in primary forms	165.9	130.3	104.6	1.8	1.5	1.2	US$/kg	571

SOURCE: Department Of Economics & Social Affairs Division [UN]

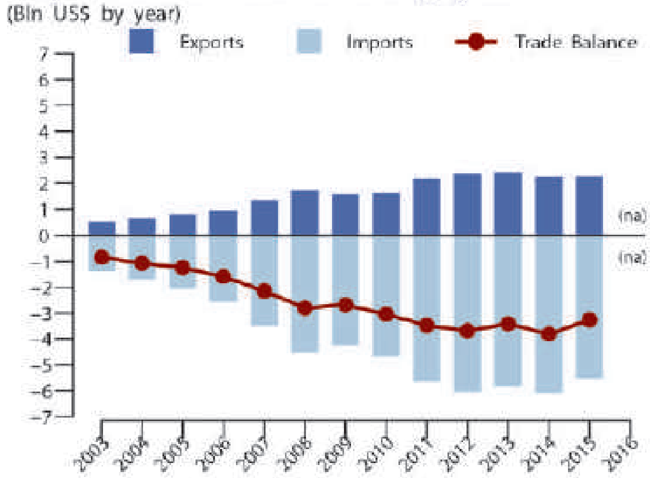
Goods Imports: CIF, by origin	Goods Exports: FOB, by last known destination	Trade System: General

Overview:

In 2015, the value of merchandise exports of Uganda increased slightly by 0.2 percent to reach 2.3 bln US$, while its merchandise imports decreased moderately by 9.0 percent to reach 5.5 bln US$ (see graph 1, table 2 and table 3). The merchandise trade balance recorded a large deficit of 3.3 bln US$ (see graph 1). The largest merchandise trade balance was with MDG Southern Asia at -1.2 bln US$ (see graph 4). Merchandise exports in Uganda were diversified amongst partners; imports were also diversified. The top 13 partners accounted for 80 percent or more of exports and 13 partners accounted for 80 percent or more of imports (see graph 5). In 2015, the value of exports of services of Uganda increased moderately by 8.7 percent, reaching 2.2 bln US$, while its imports of services increased slightly by 0.6 percent and reached 2.7 bln US$ (see graph 2). There was a moderate trade in services deficit of 543.4 mln US$.

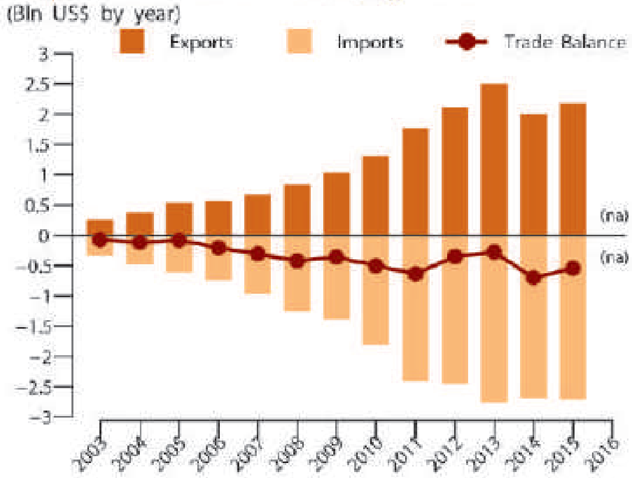
Graph 1: Total merchandise trade, by value

(Bln US$ by year)



Graph 2: Total services trade, by value

(Bln US$ by year)



Exports Profile:

"Food, animals + beverages, tobacco" (SITC section 0+1), "Goods classified chiefly by material" (SITC section 6) and "Crude materials + anim. & veg. oils" (SITC section 2+4) were the largest commodity groups for exports in 2015, representing respectively 49.9, 14.5 and 10.5 percent of exported goods (see table 2). From 2013 to 2015, the largest export commodity was "Coffee, whether or not roasted or decaffeinated" (HS code 0901) (see table 1). The top three destinations for merchandise exports were Kenya, South Sudan and Rwanda, accounting for respectively 15.0, 10.4 and 10.1 percent of total exports. "Travel" (EBOPS code 236) accounted for the largest share of exports of services in 2015 at 1.1 bln US$, followed by "Other business services" (EBOPS code 268) at 333.5 mln US$ and "Government services, n.i.e." (EBOPS code 291) at 255.9 mln US$ (see graph 3).

Graph 3: Exports of services by EBOPS category

(% share in 2015)

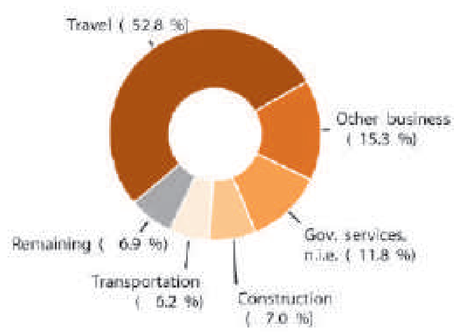


Table 1: Top 10 export commodities 2013 to 2015

HS code	4-digit heading of Harmonized System 2012	Value (million US$) 2013	2014	2015	Unit value 2013	2014	2015	Unit	SITC code
	All Commodities	2407.7	2262.0	2267.0					
0901	Coffee, whether or not roasted or decaffeinated	425.4	410.1	402.6	1.8	1.9	1.8	US$/kg	071
2710	Petroleum oils, other than crude	135.3	149.0	131.1	1.1	1.1	1.0	US$/kg	334
0304	Fish fillets and other fish meat (whether or not minced)	104.6	98.0	79.4	5.6	6.1	5.1	US$/kg	034
2523	Portland cement, aluminous cement, slag cement	103.0	89.1	80.2	0.2	0.2	0.2	US$/kg	661
0902	Tea, whether or not flavoured	85.6	84.7	70.3	1.4	1.4	1.3	US$/kg	074
2401	Unmanufactured tobacco; tobacco refuse	115.0	61.9	57.8	3.5	2.6	2.5	US$/kg	121
1701	Cane or beet sugar and chemically pure sucrose, in solid form	79.8	64.6	55.1	0.7	0.6	0.5	US$/kg	061
1801	Cocoa beans, whole or broken, raw or roasted	54.8	59.4	56.7	2.1	2.3	2.3	US$/kg	072
0602	Other live plants (including their roots), cuttings and slips; mushroom spawn	54.5	56.4	50.9					292
1207	Other oil seeds and oleaginous fruits, whether or not broken	30.5	56.3	55.1	1.3	1.3	1.1	US$/kg	222

SOURCE: Department Of Economics & Social Affairs Division [UN]

Services Imports and Exports: EBOPS 2002 categories

Table 2: Merchandise exports by SITC

(Value in million US$, growth and shares in percen

SITC	2015	Avg. Growth rates 2011-2015	2014-2015	2015 share
Total	2 267.0	1.2	0.2	100.0
0+1	1 131.2	2.1	3.0	49.9
2+4	237.2	-4.8	-12.1	10.5
3	149.0	4.7	-19.0	6.6
5	96.4	8.9	1.6	4.3
6	328.5	1.6	-6.0	14.5
7	171.5	-10.4	8.9	7.6
8	68.0	5.3	-3.0	3.0
9	85.0	87.0	125.5	3.8

Table 3: Merchandise imports by SITC

(Value in million US$, growth and shares in percentage)

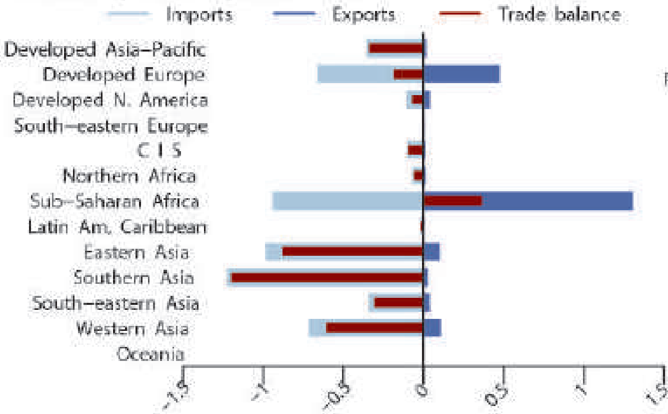
SITC	2015	Avg. Growth rates 2011-2015	2014-2015	2015 share
Total	5 528.1	-0.5	-9.0	100.0
0+1	458.6	-2.1	-16.9	8.3
2+4	359.7	0.4	-14.7	6.5
3	1 029.5	-6.0	-28.5	18.6
5	1 018.2	8.8	8.8	18.4
6	837.3	0.8	-5.6	15.1
7	1 490.9	-1.5	2.1	27.0
8	332.8	-0.3	-11.0	6.0
9	1.1	4.1	-37.3	0.0

SITC Legend

SITC Code	Description
Total	All commodities
0+1	Food, animals + beverages, tobacco
2+4	Crude materials + anim. & veg. oils
3	Mineral fuels, lubricants
5	Chemicals
6	Goods classified chiefly by material
7	Machinery and transport equipment
8	Miscellaneous manufactured articles
9	Not classified elsewhere in the SITC

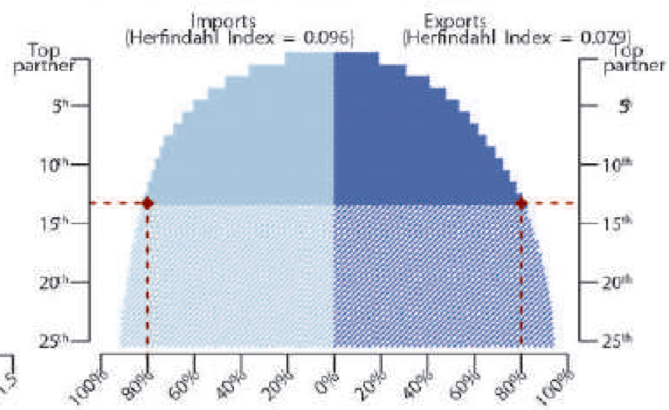
Graph 4: Merchandise trade balance

(Bln US$ by MDG Regions in 2015)



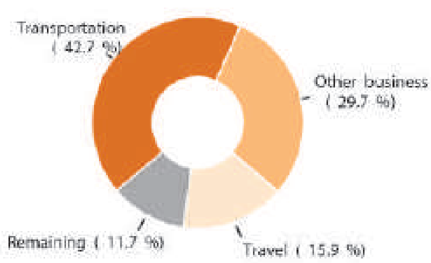
Graph 5: Partner concentration of merchandise trade

(Cumulative share by ranked partners in 2015)



Graph 6: Imports of services by EBOPS category

(% share in 2015)



Imports Profile:

"Machinery and transport equipment" (SITC section 7), "Mineral fuels, lubricants" (SITC section 3) and "Chemicals" (SITC section 5) were the largest commodity groups for imports in 2015, representing respectively 27.0, 18.6 and 18.4 percent of imported goods (see table 3). From 2013 to 2015, the largest import commodity was "Petroleum oils, other than crude" (HS code 2710) (see table 4). The top three partners for merchandise imports were India, China and Kenya, accounting for respectively 24.1, 12.8 and 9.8 percent of total imports. "Transportation" (EBOPS code 205) accounted for the largest share of imports of services in 2015 at 1.2 bln US$, followed by "Other business services" (EBOPS code 268) at 807.3 mln US$ and "Travel" (EBOPS code 236) at 432.6 mln US$ (see graph 6).

Table 4: Top 10 import commodities 2013 to 2015

HS code	4-digit heading of Harmonized System 2012	Value (million US$) 2013	2014	2015	Unit value 2013	2014	2015	Unit	SITC code
	All Commodities	5 817.5	6 073.5	5 528.1					
2710	Petroleum oils, other than crude	1 281.1	1 392.0	979.9	1.0	1.0	0.7	US$/kg	334
3004	Medicaments (excluding goods of heading 30.02, 30.05 or 30.06)	290.8	297.7	304.1	19.2	17.8	19.4	US$/kg	542
1511	Palm oil and its fractions	209.9	247.7	194.8	0.9	0.9	0.7	US$/kg	422
8703	Motor cars and other motor vehicles principally designed for the transport	209.0	220.9	184.5	5.2	5.8	5.8	thsd US$/unit	781
8704	Motor vehicles for the transport of goods	112.4	134.5	160.7	11.1	*12.2*	12.7	thsd US$/unit	782
8517	Electrical apparatus for line telephony or line telegraphy	165.9	100.1	137.8					764
1001	Wheat and meslin	61.7	165.4	122.9	0.3	0.3	0.3	US$/kg	041
7208	Flat-rolled products of iron or non-alloy steel	74.6	109.9	122.7	0.7	0.6	0.5	US$/kg	673
1701	Cane or beet sugar and chemically pure sucrose, in solid form	127.9	87.8	81.1	0.7	0.6	0.5	US$/kg	061
2523	Portland cement, aluminous cement, slag cement	84.8	96.5	92.1	0.1	0.1	0.1	US$/kg	661

SOURCE: Department Of Economics & Social Affairs Division [UN]

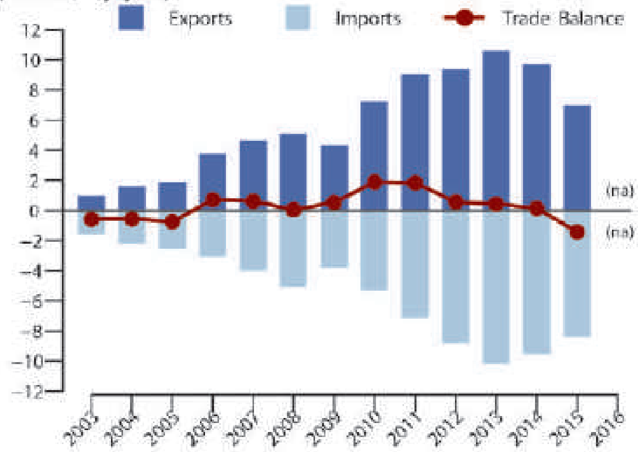
Goods Imports: CIF, by origin	Goods Exports: FOB, by last known destination	Trade System: General

Overview:

In 2015, the value of merchandise exports of Zambia decreased substantially by 27.9 percent to reach 7.0 bln US$, while its merchandise imports decreased substantially by 11.7 percent to reach 8.4 bln US$ (see graph 1, table 2 and table 3). The merchandise trade balance recorded a relatively small deficit of 1.4 bln US$ (see graph 1). The largest merchandise trade balance was with MDG Sub-Saharan Africa at -3.1 bln US$ (see graph 4). Merchandise exports in Zambia were moderately concentrated amongst partners; imports were diversified. The top 5 partners accounted for 80 percent or more of exports and 12 partners accounted for 80 percent or more of imports (see graph 5). In 2015, the value of exports of services of Zambia increased slightly by 1.3 percent, reaching 861.5 mln US$, while its imports of services decreased substantially by 13.1 percent and reached 1.4 bln US$ (see graph 2). There was a moderate trade in services deficit of 555.4 mln US$.

Graph 1: Total merchandise trade, by value

(Bln US$ by year)



Graph 2: Total services trade, by value

(Bln US$ by year)

Exports Profile:

"Goods classified chiefly by material" (SITC section 6), "Food, animals + beverages, tobacco" (SITC section 0+1) and "Crude materials + anim. & veg. oils" (SITC section 2+4) were the largest commodity groups for exports in 2015, representing respectively 78.6, 8.1 and 3.6 percent of exported goods (see table 2). From 2013 to 2015, the largest export commodity was "Refined copper and copper alloys, unwrought" (HS code 7403) (see table 1). The top three destinations for merchandise exports were Switzerland, China and Democratic Republic of the Congo, accounting for respectively 41.6, 18.5 and 9.2 percent of total exports. "Travel" (EBOPS code 236) accounted for the largest share of exports of services in 2015 at 660.1 mln US$, followed by "Insurance services" (EBOPS code 253) at 84.1 mln US$ and "Transportation" (EBOPS code 205) at 43.7 mln US$ (see graph 3).

Graph 3: Exports of services by EBOPS category

(% share in 2015)

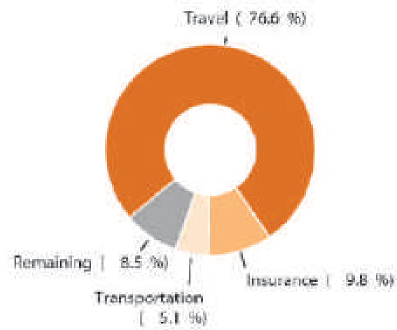


Table 1: Top 10 export commodities 2013 to 2015

HS code	4-digit heading of Harmonized System 2012	Value (million US$) 2013	2014	2015	Unit value 2013	2014	2015	Unit	SITC code
	All Commodities	10594.1	9687.9	6983.2					
7403	Refined copper and copper alloys, unwrought	6607.4	7104.5	4446.3	7.1	7.5	5.6	US$/kg	682
7402	Unrefined copper; copper anodes for electrolytic refining	0.2	0.0	643.0	4.1	1.0	5.1	US$/kg	682
2807	Sulphuric acid; oleum	254.0	217.7	57.1	0.7	0.5	0.1	US$/kg	522
1005	Maize (corn)	154.8	65.4	201.1	0.9	0.7	0.3	US$/kg	044
2401	Unmanufactured tobacco; tobacco refuse	180.3	143.1	88.2	4.3	*4.5*	3.4	US$/kg	121
7108	Gold (including gold plated with platinum)	162.9	117.7	91.3	43.3	41.9		thsd US$/kg	971
1701	Cane or beet sugar and chemically pure sucrose, in solid form	122.0	132.4	115.1	0.6	0.6	0.5	US$/kg	061
8105	Cobalt mattes and other intermediate products of cobalt metallurgy	132.5	122.7	75.3	24.2	24.9	24.2	US$/kg	689
2716	Electrical energy	132.1	78.2	99.6	*65.6*	65.7		US$/MWh	351
2523	Portland cement, aluminous cement, slag cement	209.8	68.5	25.3	0.8	*0.3*	0.2	US$/kg	661

SOURCE: Department Of Economics & Social Affairs Division [UN]

Services Imports and Exports: EBOPS 2002 categories

Table 2: Merchandise exports by SITC

(Value in million US$, growth and shares in percen

SITC	2015	Avg. Growth rates 2011-2015	Avg. Growth rates 2014-2015	2015 share
Total	6 983.2	-6.1	-27.9	100.0
0+1	566.5	-0.8	-11.1	8.1
2+4	251.3	-11.5	-29.2	3.6
3	110.0	28.6	3.3	1.6
5	185.6	-5.5	-52.6	2.7
6	5 488.9	-6.6	-28.6	78.6
7	195.3	-15.9	-36.4	2.8
8	85.8	22.8	15.8	1.2
9	99.8	3.2	-23.5	1.4

Table 3: Merchandise imports by SITC

(Value in million US$, growth and shares in percentage)

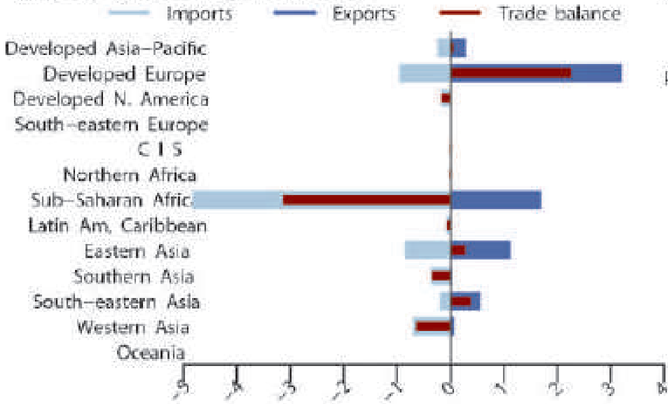
SITC	2015	Avg. Growth rates 2011-2015	Avg. Growth rates 2014-2015	2015 share
Total	8 419.8	4.1	-11.7	100.0
0+1	396.5	13.6	9.6	4.7
2+4	847.9	-8.2	-51.9	10.1
3	1 565.6	31.3	17.0	18.6
5	1 586.8	5.3	22.8	18.8
6	1 267.2	2.5	-7.7	15.1
7	2 364.3	-0.7	-21.9	28.1
8	384.6	3.7	2.7	4.6
9	6.8	-17.4	-38.7	0.1

SITC Legend

SITC Code	Description
Total	All commodities
0+1	Food, animals + beverages, tobacco
2+4	Crude materials + anim. & veg. oils
3	Mineral fuels, lubricants
5	Chemicals
6	Goods classified chiefly by material
7	Machinery and transport equipment
8	Miscellaneous manufactured articles
9	Not classified elsewhere in the SITC

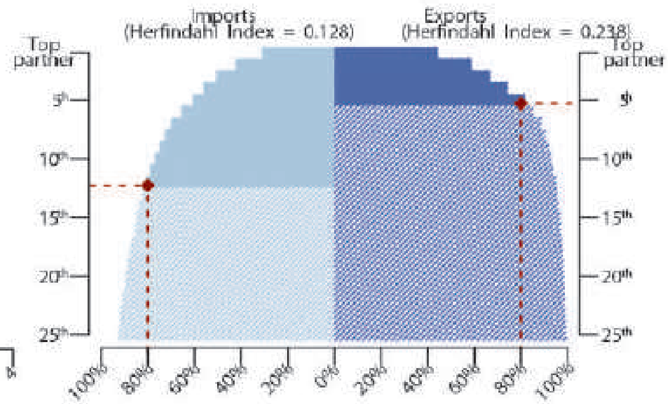
Graph 4: Merchandise trade balance

(Bln US$ by MDG Regions in 2015)



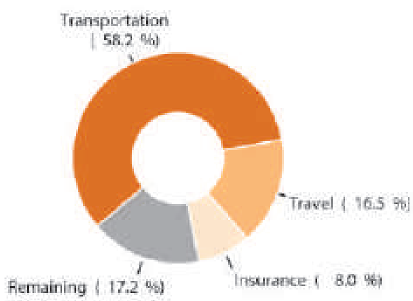
Graph 5: Partner concentration of merchandise trade

(Cumulative share by ranked partners in 2015)



Graph 6: Imports of services by EBOPS category

(% share in 2015)



Imports Profile:

"Machinery and transport equipment" (SITC section 7), "Chemicals" (SITC section 5) and "Mineral fuels, lubricants" (SITC section 3) were the largest commodity groups for imports in 2015, representing respectively 28.1, 18.8 and 18.6 percent of imported goods (see table 3). From 2013 to 2015, the largest import commodity was "Petroleum oils, other than crude" (HS code 2710) (see table 4). The top three partners for merchandise imports were South Africa, Democratic Republic of the Congo and China, accounting for respectively 31.2, 15.1 and 8.9 percent of total imports. "Transportation" (EBOPS code 205) accounted for the largest share of imports of services in 2015 at 825.3 mln US$, followed by "Travel" (EBOPS code 236) at 234.5 mln US$ and "Insurance services" (EBOPS code 253) at 113.7 mln US$ (see graph 6).

Table 4: Top 10 import commodities 2013 to 2015

HS code	4-digit heading of Harmonized System 2012	Value (million US$) 2013	Value (million US$) 2014	Value (million US$) 2015	Unit value 2013	Unit value 2014	Unit value 2015	Unit	SITC code
	All Commodities	10 161.8	9 539.0	8 419.8					
2710	Petroleum oils, other than crude	919.7	1 075.8	1 091.9	0.9	1.6	1.2	US$/kg	334
2603	Copper ores and concentrates	1 389.4	1 220.2	377.9	2.9	4.3	1.3	US$/kg	283
8704	Motor vehicles for the transport of goods	341.0	348.1	168.4					782
7308	Structures (excluding prefabricated buildings of heading 94.06)	325.2	316.2	194.0	2.8	*2.9*	2.4	US$/kg	691
3102	Mineral or chemical fertilisers, nitrogenous	254.3	203.5	235.8	0.7	*0.6*	0.6	US$/kg	562
2709	Petroleum oils and oils obtained from bituminous minerals, crude	89.1	179.5	394.4		0.7	1.9	US$/kg	333
8474	Machinery for sorting, screening, separating, washing, crushing, grinding	295.5	208.7	117.9					728
2605	Cobalt ores and concentrates	167.4	203.4	232.5	2.7	2.4	2.5	US$/kg	287
8703	Motor cars and other motor vehicles principally designed for the transport	238.6	213.1	134.6	*17.4*	*17.5*	*19.2*	thsd US$/unit	781
8429	Self-propelled bulldozers, angledozers, graders, levellers, scrapers	252.4	228.0	94.3			*65.9*	thsd US$/unit	723

SOURCE: Department Of Economics & Social Affairs Division [UN]

Seller's & Buyer's Responsibilities Under Different INCOTERMS

INCOTERMS

This is a set of rules which govern the distinct forms of transportation around the world. It contains 11 terms of shipment and delivery created by the International Chamber of Commerce for use in sales contract. These terms are the accepted types of freight transaction which can be used between a seller and buyer. It explains an internationally accepted definition on the responsibility of the buyer and seller, allocation of delivery cost and assumption of delivery risks.

EXW-Ex Workers

The buyer incurs all costs and risks that pertain to getting the goods from the seller's location to his/her destination of choice. The seller is tasked with availing the goods at his premises for example warehouse, factory or place of work. This term can be used across all modes of transport but mostly applies to domestic transactions.

FAS-Free Alongside a Ship

The seller is solely responsible for clearing the goods for export and placing them alongside the ship at the specified port. The term is typically used for bulky cargo but is only applicable for maritime and inland waterway transport with an exemption of multimodal sea transport in containers.

FCA-Free Carrier

The seller must hand over the goods already cleared for export to the carrier named by the buyer at the specified location. In case the carrier needs assistance in making the contract, the seller acts at the buyer's risk and expense. Delivery and transfer of risk occurs when the vehicle arrives at its destination and is ready for unloading. This term is applicable to all forms of transportation.

FOB-Free On Board

The seller must load the goods cleared for export on a vessel specified by the buyer at the named port. Upon loading the goods on board, risk is transferred to the buyer who will bear all costs thereafter. The term is limited to water transport only.

CPT-Carriage Paid To

The seller is required to clear the goods for export by paying the freight for the carriage of goods to the named destination. The risk of loss or damage of goods after delivery to the carrier is then transferred to the buyer. It is suitable across all modes of transport.

CFR-Cost and Freight

The seller is obliged to pay the costs and freight required in transporting the goods to the named destination. In addition the seller must clear goods for export. The risk of damage of goods is transferred to the buyer when goods pass over the ships rail in the port of shipment. It should only be used for sea or inland waterway transport.

CIP-Carriage and Insurance Paid

The seller has similar obligations as under CPT plus obtaining at least a minimum insurance cover against the buyer's risk of loss or damage of goods during carriage. It can be used across all modes of transport.

CIF-Cost Insurance and Freight

The seller bears similar obligations as under CIP and must clear the goods for export. The term should only be used for water transport.

DAT-Delivered At Terminal

The seller's task is accomplished once the transported goods have been unloaded and are placed at the disposal of the buyer at a named terminal at the place of destination. A terminal in this case refer to a quay, warehouse, container yard or road, rail or air station. It is used in all forms of transport.

DAP- Delivered At Place

The seller is advised to obtain contracts of carriage which match the contract of sale.

The seller is not entitled to recover unloading costs at the place of destination unless previously agreed.

Both parties, if possible, should identify a point at the terminus upon which risks will be transferred from the seller to the buyer, who will then be responsible for clearing the goods for import and arranging import custom formalities.

DDP-Delivery Duty Paid

Here the seller is responsible for delivery of goods to a named location in the country of importation including all costs and risks involved in transporting them to the import destination. These are duties, taxes and custom formalities. However, this does not imply that the buyer is exempted from all custom regulations and responsibilities. It is not recommended if the buyer wants control of import documents and declaration to customs.

It should not be used if the seller cannot clear the goods in the importing country. The term is applicable to any form of transport.

m-SHiP

Karibu m-SHIP - a product of The Ministry of Transport and ISCOS.

Choose language/Chagua Lugha;

1. English
2. Kiswahili

1

From Mombasa Port to your destination. Improve the business environment.

Please choose;

1. Being Delayed
2. Corruption
3. Compliment
4. Feedback

2

Choose Organisation

1. Mombasa Port (KPA)
2. Kenya Revenue Authority (KRA)
3. Kenya Police
4. CFS
5. Shipping Line
6. Clearing Agency
7. Other
0. Main Menu

3

Where are you?

1. Mombasa Port
2. WeighBridge
3. Mombasa-Nairobi Road
4. Nairobi-Border Road
5. Border Post
6. Other
0. Main Menu

4

Comments: Problem or Solution
Type Message of 160 characters or less
0. Main Menu

5

Thank you for reporting. ISCOS will follow up.
0. Main Menu

6

m-SHIP is a mobile phone-based trade facilitation tool developed by ISCOS for monitoring, reporting and resolving Non-Tariff Barriers (NTB's) that are experienced by users of ports and trade corridors in Eastern, Central and Southern Africa.

NB: Service currently available to Safaricom subscribers only.

Terms and conditions apply

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STANDARD GAUGE RAILWAY FREIGHT SERVICE

FREIGHT WITH US

All containers to and from Kilindini (Port Reitz)- Inland Container Depot at Embakasi (ICDE) or Nairobi Freight Terminus (NFT).

Tariffs are as follows:

Base rate is USD 500 per 20 ft. container (Unit TEU).

SIZE	20' CONTAINER		40' CONTAINER			
WEIGHT RANGE IN TONNES	FULL RANGE		UP TO 20 TONNES		21 - 30 TONNES	
RATE USD FOR LOADED	UP DIRECTION (FROM MOMBASA TO NAIROBI) 500	DOWN DIRECTION (FROM NAIROBI TO MOMBASA) 250	UP DIRECTION (FROM MOMBASA TO NAIROBI) 700	DOWN DIRECTION (FROM NAIROBI TO MOMBASA) 350	UP DIRECTION (FROM MOMBASA TO NAIROBI) 750	DOWN DIRECTION (FROM NAIROBI TO MOMBASA) 375
EMPTY CONTAINER RETURN RATE USD	EX MOVEMENT BY RAIL 100	EX MOVEMENT BY ROAD 150	EX MOVEMENT BY ROAD 100	EX MOVEMENT BY ROAD 150	EX MOVEMENT BY ROAD 100	EX MOVEMENT BY ROAD 150

Transit Containers: Base rate is USD 500 per 20 ft. container (Unit TEU).

SIZE	20' CONTAINER		40' CONTAINER			
WEIGHT RANGE IN TONNES	FULL RANGE		UP TO 20 TONNES		21 - 30 TONNES	
RATE USD FOR LOADED	UP DIRECTION (FROM MOMBASA TO NAIROBI) 500	DOWN DIRECTION (FROM NAIROBI TO MOMBASA) 250	UP DIRECTION (FROM MOMBASA TO NAIROBI) 700	DOWN DIRECTION (FROM NAIROBI TO MOMBASA) 350	UP DIRECTION (FROM MOMBASA TO NAIROBI) 750	DOWN DIRECTION (FROM NAIROBI TO MOMBASA) 375
EMPTY CONTAINER RETURN RATE USD	EX MOVEMENT BY RAIL 100	EX MOVEMENT BY ROAD 150	EX MOVEMENT BY ROAD 100	EX MOVEMENT BY ROAD 150	EX MOVEMENT BY ROAD 700	EX MOVEMENT BY ROAD 700

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