Survey of Private Sector and other Non-State Actors:
ANGOLA, MOZAMBIQUE, NAMIBIA and TANZANIA

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ACKNOWLEDGEMENT

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<table>
<thead>
<tr>
<th>Abbreviation</th>
<th>Definition</th>
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<tr>
<td>ACP</td>
<td>African, Caribbean &amp; Pacific countries</td>
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<tr>
<td>AGOA</td>
<td>The African Growth and Opportunity Act, a US initiative (<em>not an agreement</em>) which expires in 2008, signed into law in 2000. It allows eligible Sub-Saharan African countries to export over 1800 tariff line items duty-free to the US.</td>
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<tr>
<td>AIA</td>
<td>Angolan Industrial Association (AIA – Associação Industrial de Angola)</td>
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<td>ATF</td>
<td>The Agricultural Trade Forum of Namibia.</td>
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<td>BLNS</td>
<td>Botswana, Lesotho, Namibia and Swaziland – the four countries which together with South Africa form SACU.</td>
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<td>CCIA</td>
<td>Camara de Comércio e Indústria de Angola – Angola Chamber of Commerce and Industry.</td>
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<tr>
<td>CEO</td>
<td>Chief Executive Officer</td>
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<td>CMU</td>
<td>Common Monetary Union formed by SACU but <strong>excluding</strong> Botswana.</td>
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<td>Cotonou Agreement</td>
<td>A treaty between the EU &amp; ACP countries signed in Cotonou, the capital city of Benin (West Africa) in 2000.</td>
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<td>CTI</td>
<td>Confederation of Tanzania Industries</td>
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<td>EAC</td>
<td>The East African Community comprising Kenya, Tanzania and Uganda.</td>
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<td>EC</td>
<td>European Commission</td>
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<td>EDF</td>
<td>European Development Fund – the main instrument for providing the European Community aid for development cooperation in, among others, the ACP states.</td>
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<td>EPA</td>
<td>EU Economic Partnership Agreements with regional groupings of ACP countries.</td>
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<td>ESA</td>
<td>East and Southern Africa</td>
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<td>EU</td>
<td>European Union</td>
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<td>LDC</td>
<td>Least Developed Countries</td>
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<td>MTI</td>
<td>Ministry of Trade &amp; Industry</td>
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<td>NSA</td>
<td>Non-State Actors as defined under the EU-ACP Cotonou Agreement</td>
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<td>PPD</td>
<td>Public-Private Dialogue – structured dialogue between government/public sector and its private sector/NSA.</td>
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<td>PS</td>
<td>Permanent Secretary</td>
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<td>RPTF</td>
<td>SADC EPA Regional Preparatory Task Force, composed of development experts of the SADC Secretariat, SADC Member States and the European Commission.</td>
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<td>SACU</td>
<td>Southern African Customs Union comprising the BLNS countries and South Africa.</td>
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<td>SADC</td>
<td>Southern African Development Community currently with a membership of 14 countries.</td>
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<td>SADC EPA MEMBER STATES</td>
<td>The 7 countries of Angola, Botswana, Lesotho, Mozambique, Namibia, Swaziland and Tanzania. South Africa is a member only on the Trade agenda of the SADC EPA.</td>
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<tr>
<td>SADC MEMBER STATES</td>
<td>The fourteen countries of Angola, Botswana, Congo DR, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, South Africa, Swaziland, Tanzania, Zambia, Zimbabwe.</td>
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<tr>
<td>SME</td>
<td>Small &amp; Medium Enterprise</td>
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<td>TCCI A</td>
<td>Tanzania Chamber of Commerce, Industry &amp; Agriculture</td>
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<tr>
<td>TDCA</td>
<td>The SACU Trade and Development Cooperation Agreement with the EU.</td>
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<td>Tralac</td>
<td>The Trade Law Centre of Southern Africa.</td>
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<td>TSG</td>
<td>The Services Group Inc.</td>
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<td>USAID</td>
<td>United States Agency for International Development</td>
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<td>WTO</td>
<td>World Trade Organisation</td>
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1.0 EXECUTIVE SUMMARY

The SADC–EU Economic Partnership Agreement negotiations were launched on 8th July 2004 in Windhoek, Namibia. However substantive negotiations only commenced in January 2005 and are to be concluded in June 2007. The Agreement will be finalised by December 2007.

SADC has established a negotiating structure with each of the seven Member countries of the SADC EPA group coordinating one or more of the negotiation subjects. SADC has also set up an EPA Unit within its Secretariat to coordinate the negotiation process with Member States and prepare negotiation positions. The EPA Unit is headed by a Chief Technical Adviser and is staffed with experts seconded from Member States of the SADC EPA group.

This Survey, covering the four of the seven SADC EPA countries of Angola, Mozambique, Namibia and Tanzania, firstly forms part of the background work necessary for this EU-ACP configuration to fully engage in the Economic Partnership negotiations with the EU and secondly facilitates part of the implementation plan of the work of the SADC EPA Unit based at the SADC Secretariat. This survey completes the Non-State Actors Surveys of the seven SADC EPA countries with the first three (Botswana, Lesotho and Swaziland) having been completed in early 2006.

The focus of the Survey was to identify prominent NSA and private sector persons willing to be involved in the EPA process as required by the EU ACP Agreement – the Cotonou Agreement.

The Survey Team met as many NSA and Private Sector as was possible, conducted some telephone interviews and confirmed by e-mail others who were strongly recommended.

As a start therefore this Survey has resulted in an initial number of interested persons as follows:

- Angola - 15
- Mozambique - 23
- Namibia - 34
- Tanzania - 24

This Survey Report also contains some main findings for each country. These include the state of public-private/NSA dialogue, current involvement and knowledge of the Cotonou Agreement and the EPA process, and proposals by the NSA interviewed on the way forward as regards the on-going negotiations.
Out of the Survey a number of challenges emerged including issues of financing the NSA participation, the NSA capabilities to sustain their high level participation, lack of information and the quality of public-private dialogue. However opportunities for successful engagement of NSA includes their own overwhelming interest in the EPA negotiations, the existing EU – SADC EPA country trade and the positive developments and consolidation of public-private dialogue.

This Survey report therefore proposes a number of Strategies going forward including improved information dissemination at National level, financial support for NSA participation by the SADC EPA Unit and capacity enhancement for the NSA involved in the process.

The Survey conclusion is that there is interest in the EPA negotiations and its outcome and therefore the need to accelerate efforts to ensure the productive engagement of the NSA. Further it is strongly recommended that the SADC EPA Unit should adopt the proposed strategies in this report.
2.0 BACKGROUND

2.1 Cotonou Agreement
The Cotonou Agreement (Chapter 2, Article 37) provides for the negotiation of Economic Partnership Agreements (EPA) between the ACP countries and the EU, based on reciprocal trading arrangements. Seven out of fourteen SADC member countries have decided to negotiate an EPA with the EC under the so-called SADC group. These are Angola, Botswana, Lesotho, Mozambique, Namibia, Swaziland and Tanzania. South Africa, which until recently participated as an observer and provided supportive capacity, is a new member to this group but only in so far as the Trade agenda is concerned. South Africa will not be included on the development agenda of the SADC EPA as it continues to benefit in this area through the EU-SACU Agreement, the TDCA. Other SADC Member States (Democratic Republic of Congo, Malawi, Mauritius, Zimbabwe, Zambia) have chosen to negotiate as part of the ESA configuration.

2.2 SADC-EU EPA Negotiations
The SADC–EU Economic Partnership Agreement negotiations were launched on 8th July 2004 in Windhoek, Namibia, with both sides agreeing on a joint roadmap setting out the principles, organisation, main stages and timeframe of the negotiations. Substantive negotiations commenced in January 2005 and are to continue to June 2007, while the Agreement is to be finalised by December 2007. In addition, a Regional Preparatory Task Force (RPTF) has been established composed of development experts of the SADC Secretariat, SADC Member States and the European Commission. Its task is to ensure the link between trade and development and to support the identification of EPA related technical assistance needs.

2.3 SADC EPA Negotiating Team Structure
SADC has established a negotiating structure and nominated the Minister of Trade and Industry of Botswana as Chief Coordinator for the SADC group. Each member country of the SADC EPA group has been entrusted with coordinating one or more of the negotiation subjects. SADC has also set up an EPA Unit within its Secretariat to coordinate the negotiation process with Member States and prepare negotiation positions. The EPA Unit is headed by a Chief Technical Adviser and is staffed with experts seconded from Member States of the SADC EPA group.

2.4 Funding for the EPA Process
The SADC EPA process is funded from the € 7.5 million EPA Support Facility which has been prepared under the 9th EDF.

2.5 Involvement of Private sector & other NSAs
It is a requirement of the EU-ACP Agreement to involve the private sector and other non-state actors (NSAs) in the implementation of that Agreement including the EPA negotiations. The involvement of the private sector and other NSAs is crucial if the SADC EPA countries are to optimise the potential benefits from trade liberalisation and regional integration. Currently there is a generally low
level of awareness about international trade negotiations among the public at large and among the NSAs in SADC countries in particular. This lack of awareness carries with it a serious risk of a backlash against the regional integration agenda and the successful and timely conclusion of the EPA negotiations.

3.0 INTRODUCTION

This survey was commissioned in order to compile a list of the main private sector and other NSAs, in particular those focusing on the economic development and trade of the target countries. As a wider objective, this survey is intended as part of a process to contribute to the poverty reduction and integration agenda of the SADC Community. This survey in the four SADC EPA countries of Angola, Mozambique, Namibia & Tanzania completes the Survey of Non-State Actors in the seven SADC EPA Countries after a similar survey, in late 2005 to early 2006, covering Botswana, Lesotho & Swaziland.

This Survey was funded by the USAID through the Southern African Global Competitiveness Hub in Gaborone.

Specific objective
The objective of this consultancy was to identify the main private sector and other NSA leaders and opinion formers in the SADC EPA Member States. This is to enable the SADC EPA Unit to ensure that after they have been identified these leaders and opinion formers will be targeted for inclusion in the EPA negotiations with the EU, and in the design and implementation of trade and development policies under the EPA and other trade arrangements.

Terms of Reference
The detailed Terms of Reference are at Appendix G.

4.0 APPROACH TO THE SURVEY

4.1 Interviews
Interviews were, wherever possible, conducted with selected prominent private sector and NSAs. Some of the work of these individuals (eg. reports, advocacy documents) were studied and/or discussed.

A number of key government officials were also interviewed with the following objectives in mind:

- To assess the degree to which the Government already engages the NSA in the EPA process, and the model this follows; and
- To confirm the NSA’s currently acknowledged by Government.
A series of questions were posed to the respondents in person, in writing or by phone. The list of core guiding questions is given on Appendix H.

All NSAs were requested to indicate their interest in being involved in the SADC EPA process.

4.2 Rationale for the questions
The core questions, among others, were developed such that they would bring out information on the current knowledge regarding the EU-SADC arrangements, the involvement of those interviewed in development matters, and their interest in taking part in the current negotiations. The issue on Trade Strategy enabled the interviewers to get some indication of the current market focus in each country, and how the EPA arrangement fits into its broad scheme on trade.

4.3 Selection of Respondents/NSAs
A number of prominent persons and organisations were interviewed during this survey. The criteria used was the number of strong recommendations made and confirmed by at least two other prominent persons or organisations in that country.

4.4 Prominence of the listed NSAs.
All those listed are active economic leaders in their countries and recognised within their communities as such. These NSAs are involved in, for instance, advocacy for business; chairing economic committees; committees focusing on exports/trade; advising Government from time to time; initiating or being involved in national development projects and the SADC National Committees; Chamber business; and the Universities. Each person listed, it was verified, carries a national development agenda as evidenced by their active involvement in the Country’s economic affairs.

4.5 Government Officials and Parastatal Chiefs
The parastatal firms in the Countries surveyed play a key role in those Countries’ economies. However the criterion for including the selected CEOs had to do with how they use their influence above their call of duty for the economic betterment of their Countries. They often engage in advocacy and offer advice to Government and have opinions of their own. This Survey therefore includes in the lists those CEOs of parastatals (quasi-government companies) who were recommended by the private sector or NSAs as prominent persons.

5.0 LIMITATIONS

It is important to note that some limitations were encountered during this survey. This included the following:

- Absence of key private sector and other NSA personalities in Mozambique as the survey was undertaken during the holiday period;
In dealing with Angola and Mozambique, two Portuguese speaking countries, the consultancy was intensive, time consuming and with long meetings, as materials and questions had to be translated into Portuguese for meaningful participation of the NSAs and to facilitate open and positive contributions;

The time given for Mozambique and Angola was inadequate, especially considering that in these two countries meetings and interviews were conducted in Portuguese and there were no background materials available in Portuguese;

As often happens, sometimes appointments made could not be honoured by those to be interviewed;

In one instance several appointments had to be cancelled due to an “unforeseen” meeting involving the Head of State and his private sector.

These limitations notwithstanding, several organisations and individuals were met, telephone discussions were held and the lists were drawn of active economic, social and cultural, including religious and parastatal leaders for inclusion in future EPA negotiations.
SECTION II: ANGOLA

6.0 SUMMARY OF FINDINGS

6.1 Introduction
After long years of civil war the Angolan economy is recovering from the war effects that destroyed the country’s productive infrastructure and created macroeconomic instability.

The Angolan growth rate has been made possible through the implementation of macroeconomic policies based on inflation and exchange rate stabilization, and further maintained by the continuous rise in the prices of oil and diamonds. The oil and diamond sectors are the most important to the Angolan economy. The big challenge for Angola seems to be the diversification of the economy to non oil and diamond sectors. Part of the diversification challenge will be on how to re-launch exports of coffee, bananas and cement.

6.2 NSAs and private sector’s contribution to the development process
The private sector is at its early stage of development. Most of the companies which were nationalized were destroyed during the civil war and/or are not operating due to management and financial problems.

The Government has liberalized its import regimes and reformed its regulatory agencies to allow for the more efficient importation of the goods and services needed by economy.

Presently, the country is driving its effort on national reconstruction and economic rehabilitation, as a way of transforming Angola into one of the fastest growing economies in Africa. The growth and expansion of micro, small and medium enterprises is seen as the way forward in contributing to the promotion of the development of the country.

There seems to be consensus that the Angolan economy will not break free from the shackles of poverty unless and until it is diversified especially through industrialization. NSAs and the private sector emphasized that structural changes to the economy and increased productivity will play important roles in promoting economic growth and poverty reduction. They contend that national economic policy must strike a balance between private sector development, especially relating to SMEs, and macroeconomic development.

The NSAs and private sector interviewed welcomed Angola’s efforts to revitalize the non-mineral based sectors of its economy, through programmes for agricultural and manufacturing development and the increasing liberalization of many service sectors, including finance and telecommunications.
6.3 Public-private dialogue
Private sector and NSAs interviewed expressed a general disappointment with regard to the dialogue with government, stating that it is either disorganized or carried without the spirit of promoting partnership and sound dialogue. Some stated that frequently the participation of the private sector or other NSAs occurs at the last minute, and often involving the same entrepreneurs (considered as being the private sector elite). Reference was repeatedly made to the fact that the private sector and NSAs are not given sufficient time to prepare for dialogue with government.

The well-known and recognized channel representing private sector in Angola is the Chamber of Commerce and Industry – CCIA (Camara de Comércio e Indústria de Angola). The CCIA has 700 affiliates from all sectors - services, banks, industries, oil and diamonds, insurance, telecommunications. It is, however, called upon by those interviewed, to assume a more active role in promoting meaningful dialogue between the Government and the private sector.

The Angolan Industrial Association (AIA – Associação Industrial de Angola) used to organize frequent meetings, but is currently seen as very weak and in need of restructuring.

Some public entities are promoting SME’s by sharing information, debating specific trade, industrial and financial developments in frequent (normally monthly) meetings or by providing capacity building. Some of those are ANIP-Agência Nacional Investimento Privado – National Agency for Private Investment and INAPEM-Instituto Nacional de Apoio às Pequenas e Médias Empresas – Small and Medium Enterprise Advisory Institute.

Trade fairs are organized annually through the FILDA- Feira Internacional de Luanda – Luanda International Fair. The Fair, which comprises of an exhibition and conferences, provides an excellent platform for stakeholders to meet, exchange ideas and create new business opportunities, with the objective of unlocking exhibitor’s economic potential and global competitiveness.

6.4 Private sector and NSAs involvement with the Cotonou Agreement
The involvement of the private sector and NSAs in Angola on the Cotonou Agreement has been through the Chamber of Commerce and Industry. The Chairman of the Chamber has been taking part in the EPA negotiations since the beginning. Nevertheless there is a criticism that this one organisation is not in a position to effectively represent interests of other sectors. It was therefore suggested that there be a broader involvement of NSA and other representatives of the private sector in the negotiations.
There was a strong recommendation regarding information dissemination and training so that more NSAs can have access to and derive benefits from the Agreement.

6.5 NSAs and private sector involvement with the EPA process

The Chamber of Commerce and Industry in Angola is currently representing the private sector in the EPA process. However apart from the views regarding inadequate representation, those interviewed also questioned the criteria used in selecting the Chamber as the sole representative. They also expressed concern with regards to inadequate information dissemination from the Chamber resulting in poor knowledge of the EPA negotiations among other NSAs.

In those instances where the NSAs or private sector were invited to participate it was felt the low turn out was due to a number of reasons including: i) costs, when negotiations are held internationally ii) language limitations, if negotiations are conducted in English, iii) lack of information and capacity to enter in such negotiations.

Angola has an EPA Committee chaired by the Ministry of Industry. Despite the presence of the Chamber in this Committee, the Committee is seen by the NSAs and the private sector as not very open for sharing information. The Committee is not viewed as a forum where the private sector could discuss various trade arrangements or related matters.

Those interviewed recommended the involvement of more private sector or NSAs on this Committee to deal with EPA negotiations.

6.6 Trade Strategy

The Government has introduced legislation in many sectors, including fisheries and marine resources, petroleum, banking and finance, posts and telecommunications, shipping and port services, and civil aviation. The role of trade, and of trade policy, in the future sectoral development of Angola's economy is therefore a crucial issue for the Government and its international partners.

Angola's trade regime has been considerably liberalized since 1999, and is still in the process of reorganization and modernization. The customs tariff is Angola's main trade policy instrument. A revised operational Customs Tariff was introduced in February 2005. The authorities have approved a Customs Code, which introduces into Angolan law the provisions of the WTO Agreement on Customs Valuation. Adoption of the WTO Customs Valuation Agreement will imply, among other things, the phasing out of pre-shipment inspection.

The NSAs and private sector interviewed welcomed the extensive and ongoing updating and liberalization of Angola's trade and investment legislation. However, the private sector would like to see more discussions of the effects of various trade agreements on Angola's trade policies and practices to consider the balance that may be struck between regional, bilateral and multilateral trading links.
Some private sector interviewed would like to have greater clarification on a number of issues, including: sustainable development strategies and the role of trade; environmental issues; phasing out of pre-shipment inspection; penalty tariffs; development of standards and technical regulations; elimination of subsidies and price controls; new legislation regarding intellectual property rights; policy regarding genetically modified organisms (GMOs); prudential regulation in the financial sector; and policies relating to energy-related, postal and courier, and transport services.

6.7 **Interest in participating on negotiating the SADC-EU EPA**

There was a strong enthusiasm to participate in the negotiation process, and it is seen as a priority, to ensure greater access to markets and increased competitiveness. However, the NSA feel that negotiations should also be conducted in Portuguese, wherever they may be held, to ensure that the NSA and/or private sector representatives are more proactive and are exercising their responsibility accurately, without language limitations.

The openness shown by the EPA Unit to intensively involve the NSAs is seen as a way to improve the quality of the agreements, increase ownership of these agreements and promote better implementation, including monitoring at the implementation phase. It needs to be emphasized however, that this openness raised interest (in both the government and private sector) to see active participation of NSAs or private sector in the negotiations.

Lack of capacity and finance was referred to as the main constraint for participating in such negotiations, especially if the negotiations take place out of the country or away from the home town.

6.8 **Opinion formers, state organizations, and NSAs organizations indicated by the interviewed for EPA negotiations.**

The Survey resulted in a list of prominent private sector people, business associations and other NSAs, apart from those interviewed. All those listed (Appendix A) are active leaders and recognized in Angola as such. Once the involvement of NSAs is launched in Angola it is anticipated that more NSAs will wish to be involved.
7 SUMMARY OF FINDINGS

7.1 Introduction
Mozambique’s economy is growing rapidly. Such growth will in future be sustained, in part, on the ability of Mozambique on taking advantage of opportunities in international trade and investment by reducing transaction costs, increasing investment, and improving the competitiveness of labour-intensive industries.

Mozambique’s exports are concentrated in aluminium, electric energy, natural gas, wood products, cotton, tobacco, sugar, cashew nuts and kernel, fresh produce and fruits, and seafood. Apart from the indicated products, Mozambique’s future exports are likely to be tourism, art crafts, rice, and maize.

The local private sector in Mozambique is still at its embryonic stage. In order to effectively complement the size and experience of the foreign companies, it will need to be guided by a strategic vision of trade development. It will also need political support and continuous dialogue with government. It is generally recognized that there are no conditions for the private sector to act individually; the private sector has to be more interactive and take advantage of the SADC regional trade framework to succeed and to access new markets.

The survey team knowledge of Mozambique helped to identify a number of opinion formers and well-known organisations. Those interviewed are prominent individuals recommended by the umbrella organizations, such as CTA – Confederação das Associações Económicas - Confederation of Business Associations, and indicated by Cooperating Partners.

7.2 NSAs and private sector’s contribution to the development process
The role of civil society is especially important and the strengthening of non-governmental organisations (NGOs) is being enhanced to ensure active contribution in the development process.

Mozambique has 2 well organized structures serving as NSAs voice to a variety of issues regarding the country’s development and government performance. These are the G20 – Poverty Observatory, and the GMD-Grupo Moçambicano da Dívida (Mozambican Debt Group). The 2 platforms are keen on sharing information and are granted access to Government policy documents. Issues linked to debt reduction, cross border trade and access to financial and other basic services are often discussed.

Those interviewed were usually involved with the national economic and social agenda. They would like to see the involvement of business people and other social advocates from the initial stages of any policy or program development.
This will ensure that more people are benefiting from the international trade arrangements.

7.3 Public-private dialogue
Private sector and NSAs interviewed recognised the increasing effort in improving the dialogue with government.

The efforts shown by both the government and the private sector in creating a platform for dialogue through a consultative mechanism were acknowledged.

The Confederation of Business Associations –CTA, established a private sector-government dialogue forum – the Annual Private Sector’s Conference - which among others is used for the exchange of views between business and the public sector. However, it was stated that there was a tendency during the annual conferences to brief rather than engage into debates which can result in coherent private sector position in response to the current domestic and regional economic challenges. This complaint has resulted in more frequent, quarterly, regional meetings in which specific themes are discussed in detail before the annual meeting.

However, criticism continues: frequently the participation of the private sector or other NSAs occurs at the last minute, and involving the same few group of entrepreneurs, considered as being the private sector elite.

Apart from the dialogue promoted via CTA, sectoral associations such as Sugar Association, Industrial Association, Chamber of Commerce, do promote dialogue with line ministries and other public related entities.

Some of the Government and private sector initiatives, are CPI-Centro de Promoção de Investimentos, (Investment Promotion Center), IPEX-Instituto de Promoção de Exportações, (Institute for Export Promotion). Private sector working groups initiated by cooperating partners are also in place.
All of them are working towards sharing of information, debating specific trade, industrial and financial developments in frequent (normally monthly) meetings. This notwithstanding, those interviewed recommended considerable changes in vision and structure, and the upgrading of staff competences of those initiatives/entities. There is need to invest energies towards the development of a strong private sector representation and political support to advocate changes in policy, and to integrate and coordinate the activities of various entities and ministries dealing with trade matters.

Trade fairs are organized annually, such as FACIM – Feira Internacional de Maputo (Maputo International Fair), and the BTM – Bolsa de Turismo de Moçambique (Mozambique Tourism Exchange).

7.4 Private sector and NSAs involvement with the Cotonou Agreement
The involvement of NSAs on the Cotonou Agreement issues is said to be initiated by international private sector, and/or by the Government. The
interviewed NSA/private sector does not have enough knowledge of the Agreement. Some have theoretical knowledge of the Cotonou Agreement itself, but not more than that.

The private sector individuals and NSA met, strongly recommended that training workshops be promoted in Mozambique on the Cotonou Agreement and on other regional trade agreements. The training sessions will lead also to a better understanding and differentiation of the various specific trade protocols (e.g. Sugar Protocol, Cotton Agreement, etc), and those trade arrangements regionally and internationally known, such as the SADC Trade Protocol and AGOA.

7.5 NSAs and private sector involvement with the EPA process
The interviewed NSA/private sector, do not have enough knowledge of the EPA negotiations either.

In Mozambique the Confederation of Business Association has been leading the participation of the private sector in the EPA process. Of those interviewed, the representative of the Sugar Association is said to have been active in the previous negotiating phases. The Sugar Association had however raised concern regarding the mixture of different countries in one panel when negotiating a product that is not equally produced in other negotiating countries. For example they raised the following question: How will Mozambique (sugar producer and exporter country) sit and negotiate trade arrangements on sugar with Botswana, a country without any tradition in this product?

There was general unhappiness among the NSAs regarding the inadequate dissemination of information about the EPA negotiations by those who take part in this process. Additionally, the government is blamed for not playing its role of promoting exchange of information internally, and not promoting regional exposure of the private sector.

Reference was also made to the fact that in many cases, agreements are publicized after signature, without any prior discussion and/or involvement of the NSA/private sector.

Mozambique has an EPA Committee chaired by the Ministry of Industry and Trade. Despite having representatives from the private sector, the Committee is considered not very open for sharing information. Trade arrangements or related matters are not debated openly. The Government meanwhile recognizes the participation of the private sector in the EPA process.

The language barrier has been pointed as a major obstacle for a better NSAs and private sector engagement. Negotiations or trade agreement documents need to be translated into Portuguese.

7.6 Trade Strategy
The interviewed private sector individuals are demanding for a more adequate and consistent Trade Strategy that is seen as a necessary requirement for protecting the private sector activities as well as for negotiating and entering into new markets internationally.

Some stated that Mozambique’s efforts should focus on domestic policy reform, aimed at improving the enabling environment for investment and promoting international competitiveness. This is based on the fact that investment policy involves not just the traditional instruments of trade policy, but the entire regulatory and policy environment that impacts on investment and competitiveness in the country.

The current trade and investment policy environment in Mozambique is said to discourage investment, employment and exports. The high cost environment protects existing producers from new competition but also dissuades them from new ventures, especially in export markets.

7.7 Interest in participating on negotiating the SADC-EU EPA

The openness to include non-state actors in the EPA negotiations was welcome by the NSA/private sector. Those interviewed are of the view that conception, as well as the execution, of trade agreements, development strategies, and programmes need a visible involvement of non-state actors, so that they exercise the right to participate in all phases, from the definition of priorities and of projects to their execution and evaluation.

The exporters interviewed have good knowledge of their markets; however training and technical assistance is seen as important to improve their capacity and skills on international trade and its instruments.

A number of questions were raised during the meetings with the private sector:
- How will the other existing trade arrangements and agreements with EU, USA and other countries be integrated in the EPA Agreement? (Sugar Protocol, Cotton Agreement, Tobacco, SADC Trade Protocol, AGOA),
- How will the different trade platforms be accommodated in the new concept of EPA?
- What are the benefits of EPA that differ from the other trade agreements and arrangements?

7.8 Opinion formers, state organizations, and NSAs organizations indicated by the interviewed for EPA negotiations.

Each entity and personality indicated in Appendix B holds a national development agenda as demonstrated by their active involvement in the Country’s economic, social and cultural affairs.
The NSA and private sector met stated that sectors such as sugar, marine food, cotton, should be included in the negotiations, due to their role in exports.

The NSAs and private sector met recommended more frequent exchange of information and communication internally and regionally.
8.0 SUMMARY OF FINDINGS

8.1 Introduction
Namibia is a member of SACU, the Common Monetary Union and SADC.

The outcome of the Namibia Survey shows that generally there is greater recognition of organisations as “opinion formers” and NSAs than private individuals. On three instances, it was stated by both the private sector and government officials that individuals in organisations perform a role of opinion former better than when they do not have the backing of these organisations. Hence this survey resulted in a greater number of prominent persons in organisations more than persons in private capacity.

8.2 NSA Contribution to the Development Process in the Country
Namibia is an economy dominated by state enterprises. However there is a strong private sector presence in agriculture and mining. There are several initiatives to develop the private sector with emphasis on all industries.

The NSA contribution to the development process is seen as growing. Further several NSA organisations which contribute to policy development are thriving and well recognised by government.

8.3 In-Country General Dialogue
There was mixed responses with regards to the in-country dialogue between the public and NSA, and engagement of the private sector by government.

There is a general feeling that although relations are good, the dialogue could be better structured and more effective.

The Institute of Public Policy Research advised that the MTI is in the process of developing a charter on public-private dialogue. Further the issue of public-NSA dialogue has now been elevated to the National Planning Commission.

The general view is that public-private sector/public-NSA dialogue (PPD) is at its infancy and that there is need to build capacity on both sides to promote PPD. The creation of the Namibia Trade Forum (a section 21 Company) by government is an effort to promote PPD. Structured and regular dialogue is still very low.

8.4 In-country Government-Private Sector Trade Dialogue
There is on-going dialogue on agriculture and trade with the respective Ministries. However the observations of trade specialists in Government are that interest in trade related issues in the country is low. The lack of interest is
observed at both individual and institutional levels. The greatest interest is from the agricultural sector.

One institution noted that there is a need for stronger collaboration between government ministries in the interest of a more competitive business environment. On the other hand government observes that NSA need capacity building. They hold that Government will benefit from a capacitated NSA.

8.5 Involvement with the Cotonou Agreement

Some NSAs feel there is not enough knowledge about the Cotonou Agreement let alone the SADC EPA negotiations. (We note that soon after the mission to Namibia for this survey, the PS at MTI issued a public notice on the SADC EPA negotiations, among others, quelling any fears the private sector may have on the EPA. See Appendix F)

However a number of key private sector organisations are either involved with or are following closely the developments of the on-going EPA negotiations in Namibia. Of note are the following:

Agricultural Trade Forum (ATF)
Meat Corporation of Namibia

The ATF represents 13 membership organisations which cover meat, agronomics, grain processing, table grapes, farmers in general, millers, dairy producers and poultry producers. Of interest to this survey, the organisations include the Meat Board of Namibia, Namibia National Farmers Union, Namibia Agricultural Union and the Meat Corporation of Namibia.

The ATF also includes the Ministry of Trade and Industry, Ministry of Agriculture Water and Rural Development, the University of Namibia, the Polytechnic of Namibia and the Trade Law Centre of Southern Africa (Tralac). The ATF overall objective is “To promote agricultural production and processing sectors of Namibia in regional and international trade relations in a transparent way”.

The ATF engages outside trade law experts (from Tralac, Stellenbosch University & UNISA in preparing its position and enhancing its own capacity. The ATF arranges sensitisation meetings for the NSAs.

The government has also been working closely with the private sector. The MTI involves the following business organisations:

Namibia Trade Forum
Manufacturers
NCCI, and
The Agriculture Union (and to a lesser extent the Agricultural Trade Forum)

The NSA met, wish to be involved in the SADC EPA negotiations. However after reading the background document one of the organisations wished not to be
involved as they felt it was too late in the process and they were being approached to “rubber stamp” a “fait a compli”.

8.6 Country Trade Strategy
Although government was able to demonstrate the existence of various trade strategies at SACU level (the common agriculture, trade and Competition policies) and the national one (in terms of sourcing and market access), those NSA’s who knew of a Country Trade Strategy pointed to an eight (8) year old one. The NSA further felt that the Country Trade Strategy is overshadowed by the South African/SACU one.

8.7 Trade with the EU
Agriculture is viewed as strategic in the Namibian trade with the EU. Both its offensive and defensive positions in the current negotiations are taken around this sector.

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<tr>
<th>COUNTRY EXPORTS AS SEEN BY THE RESPONDENTS INCLUDED:</th>
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<tr>
<td>CURRENT EXPORTS (All exports)</td>
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<tr>
<td>Base minerals</td>
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<tr>
<td>Diamonds</td>
</tr>
<tr>
<td>Fish &amp; agricultural products</td>
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</table>

The Manufacturers Association have made submissions that value addition should be included in the Agreement with the EU.

8.8 South Africa & the TDCA
The NSA see a confusion being caused by the TDCA and the impending SADC EPA. Namibia has not consented to the TDCA although they contend that it is difficult to enforce any objections to the TDCA. Namibia would prefer to see the TDCA reviewed. There is concern in Namibia that energies spent on developing a modified SACU are not being taken full advantage of. It is felt that both SACU and South Africa could be engaged more constructively. As an example it was suggested that SADC could adopt and adapt SACU for the benefit of the Region.

8.9 Negotiating Capacity
There was considerable interest in being involved in the SADC EPA negotiations. However the NSA indicated that there is low negotiating capacity in the country among the NSAs. Organisations such as ATF, currently rely on Tralac to boost their capacity.

The Namibian Government has a total negotiating team of 49 officials from various relevant ministries (Finance, Agriculture, MTI, National planning Commission). The team negotiates using pre-approved options. The Team consults the relevant NSA prior to the negotiations. The Team is chaired by PS – MTI and reports to Cabinet and the Minister, MTI.
The EPA negotiations are seen as Government to Government negotiations although internal consultations are carried out with relevant NSAs.

There is therefore a reluctance to involve NSAs directly in these negotiations. NSA are seen as focusing on sectoral interest and not national. Government sees itself as the “clearing house” for all views and positions held by different sectors.

The position of the NSA is that the involvement at the “secondary level” is good but the country loses the opportunity of technical input at the “primary level” (during negotiations). They propose that NSA should be part of the technical negotiating teams. They also hold the view that they have the capacity to uphold a national position once agreed at home.

8.10 EPA & the SADC Split
Both the Namibian NSA and the Government are concerned with the split in SADC over the EPAs. The split is viewed by the NSA as unrealistic and uneconomical, while the Government views it as undermining regional integration.

There is a contention that the EPA should have meant enlarging of market for all SADC countries. The SADC market would be a stepping stone to this. The current configuration is therefore seen as creating a multiplicity of Agreements which result in conflicting approaches for the same Region and stretching resources.

8.11 EU & the National NSAs
Several initiatives are being carried out by the EC locally including training for NSAs. Further the EC are due to disburse a grant amounting to Euro 1.6million to NANGOF – the Namibia NGO Foundation – over a three year period starting in April 2007.

8.12 Concluding the EPA Negotiations
There is concern at the pace of the EPA Negotiations from both Government and the NSAs. Furthermore both the private sector and government feel it is not possible to conclude the SADC EPA negotiations this year and that there will be a need for extension.

8.13 Proposed Government Bodies for the EPA
The private sector sees the following ministries as important in the EPA negotiations:

- Ministry of Agriculture
- Ministry of Fisheries
- Ministry of Lands
- Ministry of Trade & Industry
- National Planning Commission
8.14 The SADC EPA Unit
Several recommendations and observations were made about the EPA Unit. Of direct relevance were the following:

- There is need for greater visibility of the Unit and SADC in general;
- There is need to enhance information dissemination about the negotiations;
- The Unit should mobilise resources to support institutions it will work with to reach out to their members;
- The Unit should fund the development of positions among the stakeholders;
SECTION IV - TANZANIA

9.0 SUMMARY OF FINDINGS

9.1 Introduction
Tanzania is a Member of the East African Community (EAC) and the EAC Customs Union, and a member of SADC. At the time of the Survey, in a one day forum between the Private Sector and the President of Tanzania, the question of rejoining COMESA – the Common Market for East & Southern Africa - was also discussed.

9.2 NSA Contribution to the Development Process in the Country
Several strong NSA organisations are making marked contributions to the development of Tanzania. There are those which may be small in numbers but considered very effective such as the Confederation of Tanzania Industry (CTI) and those, such as the Tanzania Chamber of Commerce Industry and Agriculture (TCCIA), who boast of a broad membership in all the 21 regions of Tanzania. The contribution by the academia and research institutes was acknowledged by the government and the NSAs.

A number of persons and organisations interviewed, including government, acknowledged the role of TANGO – the Tanzania NGO body – as making tremendous contribution through its advocacy agenda to national development.

9.3 In-Country General Dialogue
Public-private dialogue in Tanzania is seen as having developed well in the last few years. There is however concern as to its quality. As one NSA put it “it should not be about coming together, but about action”. The private sector is now “flooded” with government requests to attend meetings although some requests do not give adequate notice to the private sector to prepare for these meetings. The private sector see the “no notice meetings” as a way of seeking “rubber stamping” from the private sector.

The country has a National Business Council - the TNBC - which is chaired by the State President. However this has received some criticism as to its inclusiveness.

During the survey mission, Tanzania held a one day “Local Investors Round-Table”. The Forum was a public-private sector dialogue chaired by the Head of State. Feedback from this Forum indicated that there was open and serious exchanges on issues tabled between the public and private sector. This was a normal occurrence in Tanzania.

9.4 In-country Government-Private Sector Trade Dialogue
Tanzania formed a Trade Issues Forum about 2 years ago which is chaired by a very senior private sector person. The Forum members attend several
negotiation meetings and, of note, participated in the WTO matrix preparation on the positions for Tanzania. The Forum members have not been utilised in the on-going EPA negotiations.

The Government admits that the Private Sector Trade Issues Forum has not been used effectively but plans to do so.

The Government has meanwhile ensured the participation of selected NSA organisations in the EPA process. Further the Tanzania National Trade Policy is a product of public-private sector/NSA consultations.

9.5 Cotonou Agreement & EPA Negotiations
The NSA involvement with the Cotonou Agreement, it was said, has been scanty tending to be concentrated in the larger private sector organisations such as the Confederation of Tanzania Industry and the Tanzania Chamber of Commerce, Industry and Agriculture.

The EPA negotiations are coordinated under the Ministry of Trade & Marketing. According to the NSA, until recently government has tended to leave out the NSA in the preparations for these negotiations. Government however contends that they have involved the NSA from the beginning of these negotiations.

Some NSA organisations are aware that their membership is not fully sensitised on the EPA negotiations. The stakeholders are also not well informed on the status of these negotiations. Although the membership is interested in the EPA, not enough affordable sensitisation workshops have been held for them as they are expected to attend these at their own cost.

9.6 Utilising NSA in the EPA Negotiations
The Government formed a National EPA Technical Team (NETT) with representatives from CTI, TCCIA and TANGO. The NETT also draws on the capacities available in the Research Institutes. The Vice Chair of the National Group Coordinating EPA is from the private sector.

However the NSA would wish to be fully involved at the negotiations. They believe that government may not be able to deal with all issues as “they are not in business”. Part of this concern arises from recent experience where positions developed by the EPA Committees on each cluster were not used in the negotiations. The Committees have received policy training and spent time developing these positions.

9.7 Concluding the EPA Negotiations
The NSA believe that Tanzania needs an extension beyond 2007 to conclude these negotiations. As an alternative the private sector is asking its government to lobby for an improved EBA (“Everything But Arms”).

The NSA are concerned that if signed in 2007 the SADC EPA would impact negatively on the manufacturing sector and erode the LDC preferences.
9.8 **Country Trade Strategy**
Tanzania developed and launched its trade policy in 2003 with an Implementation Plan. This is hosted on a Government website as part of its e-governance programme. A hard copy was made available by CTI.

9.9 **Trade with the EU**
Tanzania exports to the EU are mainly from the agricultural sector. It also imports capital goods and finished products such as pharmaceuticals.

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<thead>
<tr>
<th>COUNTRY EXPORTS AS SEEN BY THE RESPONDENTS INCLUDED:</th>
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<tbody>
<tr>
<td><strong>CURRENT EXPORTS</strong> (including regional)</td>
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<tr>
<td>Agricultural products:</td>
</tr>
<tr>
<td>Cotton, Coffee, Fish, meat, Flowers, sisal</td>
</tr>
<tr>
<td>Minerals: Tanzanite, diamonds, gold</td>
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</table>

9.10 **Negotiating Capacity**
The NSA believe that they have a partial capacity to be involved in these negotiations. However interest in the EPA negotiations is growing.

A challenge noted by the NSAs and Government is “lack of continuity of a negotiating team”. There is concern that this erodes progress and does not build capacity. The government expressed concern regarding the low capacity amongst the NSA and also observed that the NSA does not give feedback to its members.

The NSA believe part of the strategy to enhance capacity will be the linkages with research institutes in preparing positions.

9.11 **EPA & the SADC Split**
As in all other Countries surveyed Tanzania is concerned with the split of SADC over the EPAs. Further the NSA is “worried” that South Africa, whose participation as observer they welcome with mixed feelings, might be trying to align the SADC EPA with SACU.
SECTION V: WAY FORWARD

10.0 QUESTIONS RAISED BY THE NSA

The Survey Team responded to as many questions and concerns from the respondents as it could. However the Team took note of some of the important questions which it feels will impact on the work of the SADC EPA Unit going forward. These are listed below:

- Why is this NSA identification and broad involvement only happening in the year that this Agreement is about to be signed?
- How will other existing agreements and trade arrangements (such as sugar, cotton, tobacco, AGOA) be integrated into the EPA Agreement? How will the different trade platforms be accommodated in the new concept of EPA?
- What are the benefits of EPA that differ from the other agreements or trade arrangements such as the AGOA?
- How will the benefits be translated into private sector’s daily life?
- How will the Agreement function considering the different private sector’s competitiveness stages in each SADC country?
- How will the NSAs and private sector that are being identified by this survey participate in the EPA negotiations?
- Who will monitor the inclusion of these NSAs and private sector into the EPA negotiations?

11.0 PROPOSED STRATEGIES FOR ENGAGING NSAs

11.1 Challenges

The main challenges that emerged from this survey are listed below:

- Financing the participation of NSA in the EPA process at both country preparations and actual negotiations including the mobilisation of these finances (which they propose should be held by the SADC EPA Unit and not Member States);
- A feedback mechanism to all stakeholders that works;
• NSA capabilities to sustain their participation and support high level and sound negotiations;

• Government’s ability to actively engage NSAs and the private sector on key issues impacting on the economy;

• Government and NSAs do not have the same level of awareness and understanding of the EPA negotiations and the Cotonou Agreement;

• The level of knowledge about international trade negotiations is generally low;

• Public-private sector dialogue is often unstructured, inadequate and lacks the necessary preparation;

• Trade and Industry strategies lack consistency;

• Inadequate mechanism to disseminate and circulate information that could benefit NSAs, and especially for use by local private sector;

• Lack of training programs in international trade; and

• Inadequate capacity among the NSA to meet own participation costs in the SADC EPA negotiation process.

11.2 Opportunities
The following opportunities are noted:

• Strong NSA willingness to participate in the EPA negotiations;
• Local initiatives, led by the government and by the private sector are in place to enhance domestic economies;
• The four countries are potentially good trading partners for the EU if the business environment is improved and if capacity of the private sector is enhanced;
• The exporters interviewed have excellent knowledge of their markets; and
• The dialogue between government and private sector is being consolidated.

11.3 Strategies
The following strategies are either from the NSAs themselves or our derivations from the survey:

• Hold national sensitization /awareness seminars for the NSA and engage government officials at these meetings;
• Sponsor up to 2 national private sector persons from each participating/negotiating country;

• Rotate negotiations among the participating capital cities;

• Develop a strategy for capacity building among negotiators and for sensitizing the stakeholders;

• Develop a programme on how to involve grass root level stakeholders among the NSA;

• Enhance information dissemination on the EPA process through a monthly newsletter;

• Conduct modular training for selected NSAs (selected by the NSAs themselves) to cover such areas as negotiating skills, international trade agreements, the provisions of the Cotonou Agreement, public-private dialogue.

12.0 OBSERVATIONS & CONCLUSIONS

12.1 There is universal interest in the EPA negotiations among the NSAs although different NSA organisations and individuals are at different levels of interest and involvement. Those whose members are exporting to the EU, in particular meat producers, have taken the initiative to build internal capacity to respond to the demands of the negotiations.

There is however concern about both the configuration of the EPA and the programming of the on-going negotiations.

12.2 Across the four countries there was a general insistence on the engaging of NSA organisations rather than individuals. Very few individuals were recognised as such without linkage to their organisations.

Perhaps the argument for use of organisations in the EPA process than private individuals stems from long standing arguments of custodianship, representation, institutional memory, information dissemination and effective advocacy and dialogue.

12.3 The lack of information on the Cotonou Agreement (and the SADC EPA negotiations) among NSAs seven years after its signing, seems to be rooted either in the information management capacities of these organisations or the priority this Agreement has been given by both the public sector and private sector over the years. Not many NSA organisations have information on or understanding of the Cotonou Agreement and its obligations. This may also be linked to the inadequate level of information dissemination and “marketing” efforts applied during the life of the Cotonou Agreement.
12.4 In one country the SADC EPA tended to be viewed in the same light as SADC. According to a number of those interviewed, SADC is not following its convergence criteria, is tending more to be a political & geographical rather than an economic region, and unlike SACU, SADC “is not delivering”.

13.0 RECOMMENDATIONS

From the NSA submissions, the following recommendations are presented:

- EPA negotiations should not concentrate only on economic matters; discussions on development perspective of the countries involved are recommended.

- The negotiations should consider the provision of technical assistance that is necessary to take advantage of the EPA benefits.

- The private sector demands more representation and inclusion of the civil society members. This will ensure that private sector and the civil society in alliance with the government are representing Country’s interest and negotiating workable solutions to market access.

- For better knowledge of benefits and advantages of various agreements and protocols, regular and wide dissemination of information especially that related to agreements and other existing trade instruments is strongly recommended.

- Publications and guidance on exports and all trade related issues are recommended. Provision of documents and materials in Portuguese has been recommended.

- Dissemination of best practices, improvements in the export processes, market opportunities and other export/trade related information is recommended.

- The SADC EPA Unit should adopt the proposed strategies in this report.
### SECTION VI - APPENDICES

#### APPENDIX A : ANGOLA LIST

FOR INVOLVEMENT IN THE EPA PROCESS

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<thead>
<tr>
<th>REPRESENTING</th>
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<th>POSITION</th>
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<tr>
<td>Organisation</td>
<td>Mr. Alves Da Rocha</td>
<td>Universidade Catolica – Catholic University</td>
<td>Academic</td>
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<tr>
<td>Organisation</td>
<td>Mrs. Maria Do Carmo</td>
<td>FMEA (Federação da Mulher Empresária de Angola) - Federation of Angolan Business Women</td>
<td>Chairperson</td>
<td>222 442537</td>
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</tr>
<tr>
<td>Self</td>
<td>Mr. Paul De Sousa</td>
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<td><a href="mailto:paul.sousa@kpmg.co.ao">paul.sousa@kpmg.co.ao</a></td>
</tr>
<tr>
<td>Organisation</td>
<td>Mr Nascimento</td>
<td>Igreja Catolica – Catholic Church</td>
<td>Catholic Bishop</td>
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<tr>
<td>Company</td>
<td>Mr. Rui Santos</td>
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<tr>
<td>Organisation</td>
<td>Mrs Francisca Oliveira</td>
<td>ASSOMEL (Associação da Mulher Empresária de Luanda)- Association of Luanda Business Women</td>
<td>Chairperson</td>
<td>923 581805</td>
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<tr>
<td>Chamber</td>
<td>Mr Alenteijo</td>
<td>Chamber of Commerce and Industry</td>
<td>Member</td>
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<td>FMEA (Federação da Mulher Empresária de Angola) - Federation of Angolan Business Women</td>
<td>Mrs Henriqueta Carvalho</td>
<td>General Secretary</td>
<td>923 323202</td>
<td><a href="mailto:quetacarvalho@hotmail.com">quetacarvalho@hotmail.com</a></td>
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<tr>
<td>INAPEM (Instituto Nacional de apoio às Pequenas e Médias Empresas) – Small and Medium Enterprise Promotion Institute</td>
<td>Mrs Maria Cardoso</td>
<td>Director</td>
<td>923 415348</td>
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<td>Network of Angolan Women</td>
<td>Mrs Emilia Fernandes</td>
<td>Executive Director</td>
<td>923 476972</td>
<td><a href="mailto:emilia@angonet.org">emilia@angonet.org</a></td>
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<td>SODIAM – Sociedade de Comercialização de Diamantes – Diamond’s Commercial Society</td>
<td>Mr. Helder Milagre</td>
<td>Director</td>
<td>924 068078</td>
<td><a href="mailto:hmilagre@snet.co.ao">hmilagre@snet.co.ao</a></td>
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<td>INAPEM- Instituto Nacional de Apoio às Pequenas e Médias Empresas – Small and Medium Enterprises Promotion Institute</td>
<td>Ms Dália</td>
<td>Director</td>
<td>923 566886</td>
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<tr>
<td>Angola Chamber of Commerce</td>
<td>Mrs Liliana De Sousa</td>
<td>Representative</td>
<td>912 500961</td>
<td><a href="mailto:lilianadesousa@menshen.net">lilianadesousa@menshen.net</a></td>
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<tr>
<td>GANUVE, Lda</td>
<td>Mr. Nicolau Vicente</td>
<td>Director</td>
<td>925 352111</td>
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NOTE: Most persons interviewed may not have access to email or are not in the habit of using emails.
## APPENDIX B: MOZAMBIQUE LIST

### FOR INVOLVEMENT IN THE EPA PROCESS

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<tr>
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<td>Self</td>
<td>Mrs. Graça</td>
<td>Machel</td>
<td>FDC Fundação para o Desenvolvimento da Comunidade – Community Development Fund</td>
<td>Chairperson</td>
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<tr>
<td>Self</td>
<td>Mr. Mário</td>
<td>Machungo</td>
<td>Millennium Bim – Commercial Bank</td>
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<tr>
<td>Self</td>
<td>Mr. Magid Osman</td>
<td>Rosario</td>
<td>ISPU – Instituto Superior Politécnico e Universitário – High Polytechnic Institute and University</td>
<td>Academic Chairman</td>
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<tr>
<td>Organisation</td>
<td>Mr. Salimo</td>
<td>Abdula</td>
<td>CTA – Confederação das Associações Económicas – Confederation of Business Associations</td>
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<td>Self</td>
<td>Mrs Natividade</td>
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<td>Organisation</td>
<td>Ms Jose Chilengue</td>
<td>Sugar Association</td>
<td>Chairman</td>
<td>82 351 2230 <a href="mailto:jchilengue@tvcabo.co.mz">jchilengue@tvcabo.co.mz</a></td>
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<tr>
<td>Organisation</td>
<td>Mr Marcos Mangave</td>
<td>Prawn Fisheries Association</td>
<td>Chairman</td>
<td>21 308464 <a href="mailto:amapic@teledata.mz">amapic@teledata.mz</a></td>
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<td>Organisation</td>
<td>Mr Faizal Laca</td>
<td>Agro Industrial and Commercial Association of Niassa</td>
<td>Chairman</td>
<td>82 682 9040 <a href="mailto:nico.niassa@teledata.mz">nico.niassa@teledata.mz</a></td>
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<td>Organisation</td>
<td>Mr. Paulo Negrao</td>
<td>Director</td>
<td>82 317 5550</td>
<td><a href="mailto:paulonegrao@tvcabo.co.mz">paulonegrao@tvcabo.co.mz</a></td>
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<td>Organisation</td>
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<tr>
<td>Organisation</td>
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<td>Organisation</td>
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<td>Self</td>
<td>Mrs Angelica Salomão</td>
<td>Board Member</td>
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<td>Organisation</td>
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<td>Executive Director</td>
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<td>Chamber</td>
<td>Mr Notiço</td>
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<td><a href="mailto:guitunga@zebra.uem.mz">guitunga@zebra.uem.mz</a></td>
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<tr>
<td>Organisation</td>
<td>Mr Carlos Simbine</td>
<td>Chairman</td>
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<td><a href="mailto:carlos.simbine@tvcabo.co.mz">carlos.simbine@tvcabo.co.mz</a></td>
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# APPENDIX C: NAMIBIA LIST

## A. FOR INVOLVEMENT IN THE EPA PROCESS

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<tr>
<th>REPRESENTING</th>
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<tr>
<td>Company/Organisation</td>
<td>Mr. Wallie Roux</td>
<td>Meat Co. (&amp; NMA Member of the Management Committee)</td>
<td>Market Researcher</td>
<td>61 3216400 81 2882626</td>
<td><a href="mailto:WRoux@meatco.com.na">WRoux@meatco.com.na</a> <a href="http://www.meatco.com.na">www.meatco.com.na</a></td>
</tr>
<tr>
<td>Organisation</td>
<td>Mr. Tara N. Shaanika</td>
<td>Namibia Chamber of Commerce &amp; Industry (NCCI)</td>
<td>Chief Executive Officer</td>
<td>61 228809 81 1280176</td>
<td><a href="mailto:tshaanika@ncci.org.na">tshaanika@ncci.org.na</a></td>
</tr>
<tr>
<td>Organisation</td>
<td>Ms. Charity Mwiya</td>
<td>Namibia Chamber of Commerce &amp; Industry (NCCI)</td>
<td>Operations Manager</td>
<td>61 228809 81 2612704</td>
<td><a href="mailto:charity@ncci.org.na">charity@ncci.org.na</a></td>
</tr>
<tr>
<td>Self</td>
<td>Mr. Robin Sherbourn e</td>
<td>INSIGHT Namibia</td>
<td>Business &amp; Economics Editor</td>
<td>61 301437 81 1292502</td>
<td><a href="mailto:editor@insight.com.na">editor@insight.com.na</a> <a href="http://www.insight.com.na">www.insight.com.na</a></td>
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<tr>
<td>Organisation</td>
<td>Mr. Hennie Fourie</td>
<td>Namibian Manufacturers Association (NMA)</td>
<td>Chief Executive Officer</td>
<td>61 2995000 81 124 7452</td>
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</tr>
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<td>Organisation</td>
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<td>Trade Advisor</td>
<td>61 37950718</td>
<td><a href="mailto:Notemba@nammic.com.na">Notemba@nammic.com.na</a></td>
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<tr>
<td>Organisation</td>
<td>Mr. Andrew Harris</td>
<td>Namibia NGO Forum (NANGOF)</td>
<td>Acting National Coordinator</td>
<td>61 - 222860</td>
<td><a href="mailto:aharris.lep46@london.edu">aharris.lep46@london.edu</a></td>
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<tr>
<td>Organisation</td>
<td>Mr. Tara N. Shaanika</td>
<td>Namibia Chamber of Commerce &amp; Industry (NCCI)</td>
<td>Chief Executive Officer</td>
<td>61 228809 81 1280176</td>
<td><a href="mailto:tshaanika@ncci.org.na">tshaanika@ncci.org.na</a></td>
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<td>Organisation</td>
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<td>Organisation</td>
<td>Mr. Rainer Ritter</td>
<td>Namibia Financial Institutions Supervisory Authority (NAMFISA)</td>
<td>CEO</td>
<td>61 2905000 - <a href="mailto:ritter@namfisa.com.na">ritter@namfisa.com.na</a> <a href="http://www.namfisa.com.na">www.namfisa.com.na</a></td>
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<tr>
<td>Institution</td>
<td>Mr. Daniel Motinga</td>
<td>Institute of Public Policy Research</td>
<td>Director</td>
<td>61 240514/5 - <a href="mailto:daniel@ippr.gov.na">daniel@ippr.gov.na</a> <a href="http://www.ippr.gov.na">www.ippr.gov.na</a></td>
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<tr>
<td>Trade Union</td>
<td>Mr. Evilastus Kaaronda</td>
<td>National Union of Namibian Workers (NUNW)</td>
<td>Secretary General</td>
<td>61 - 215037 <a href="mailto:nunw@mweb.com.na">nunw@mweb.com.na</a></td>
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<tr>
<td>Organisation</td>
<td>Ms Zida Tobin</td>
<td>Team Namibia</td>
<td>CEO</td>
<td>61 2995290 - <a href="mailto:info@teamnamibia.com.na">info@teamnamibia.com.na</a></td>
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<tr>
<td>Institution</td>
<td>Mr. Klaus Schade</td>
<td>NEPRU</td>
<td>Executive Director</td>
<td>61 - 277524 <a href="mailto:klauss@nepru.org.na">klauss@nepru.org.na</a> <a href="http://www.nepru.org.na">www.nepru.org.na</a></td>
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<td>Organisation</td>
<td>Mr. John Endjala</td>
<td>Namibia Indigenous Business Forum</td>
<td>President</td>
<td>61 – 222860 <a href="mailto:jbforum@iway.na">jbforum@iway.na</a></td>
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<td>Organisation</td>
<td>Mr. Santos Joas</td>
<td>Urban Trust of Namibia</td>
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<td>61 - 248708 <a href="mailto:utnjoas@mweb.com.na">utnjoas@mweb.com.na</a></td>
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<tr>
<td>Organisation</td>
<td>Mr. Ivlin Lombardt</td>
<td>One World Action</td>
<td>Regional Representative</td>
<td>61 - 237184 <a href="mailto:ilombardt@iway.na">ilombardt@iway.na</a></td>
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<td>Organisation</td>
<td>Mr. Peter Lenhardt</td>
<td>! NARA Training Centre</td>
<td>Executive Director</td>
<td>61 - 222860 <a href="mailto:plenhardt@naratc.org.na">plenhardt@naratc.org.na</a></td>
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<td>Organisation</td>
<td>Ms Tuwilika Hamweele</td>
<td>Joint Consultative Committee (JCC)</td>
<td>Executive Director</td>
<td>61 - 220545 <a href="mailto:tuwilika@jcc.com.na">tuwilika@jcc.com.na</a></td>
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<td>Central Bank</td>
<td>Mr. Paul Hartman</td>
<td>Bank of Namibia</td>
<td>Deputy Governor</td>
<td>61 2835111 - <a href="mailto:paul.hartman@bon.com.na">paul.hartman@bon.com.na</a> <a href="http://www.bon.com.na">www.bon.com.na</a></td>
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<td>Ernst Ender</td>
<td>Namibia Breweries Limited</td>
<td>Director: Market Developmen</td>
<td>61-3204999 <a href="mailto:ernst.ender@olfiltra.com.na">ernst.ender@olfiltra.com.na</a></td>
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<td>Company</td>
<td>Mr. Desmond Van Jaarsveld</td>
<td>Namibia Dairies (Pty) Ltd</td>
<td>MD</td>
<td>61 2994700</td>
<td><a href="mailto:desmond.vanjaarsveld@olfitra.com.na">desmond.vanjaarsveld@olfitra.com.na</a></td>
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<td>Mr. Christof Brock</td>
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<td>Organisation</td>
<td>Mr. Vehaka Tjimune</td>
<td>Namibia National Farmers Union (NNFU)</td>
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<td>Organisation</td>
<td>Mr. Paul Strydom</td>
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<tr>
<td>Organisation</td>
<td>Mr. Michael Goagoseb</td>
<td>Namibian Hake Fishing Association</td>
<td>Chairman</td>
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<td><a href="mailto:arkfish@iafrica.com.na">arkfish@iafrica.com.na</a></td>
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<tr>
<td>Financial Brokers</td>
<td>Mr. Emil Van Zyl</td>
<td>Simones Storm Securities</td>
<td>Director</td>
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<td>Company</td>
<td>Mr. Deena Chetty</td>
<td>Barlow World Investment Namibia (Pty) Ltd</td>
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<td>Company</td>
<td>Ms Inge Zaamwani</td>
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<td>Financial Institution</td>
<td>Mr. Martin Mwinga</td>
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<td>Organisation</td>
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<td>Mr. Silvanus Kathindi</td>
<td>Etale Fishing Company (Pty) Ltd</td>
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<td>Mr. Veston Malango</td>
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<td>General Manager</td>
<td>61 - 237925</td>
<td><a href="mailto:malango@iway.na">malango@iway.na</a></td>
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### B. PUBLIC SECTOR/GOVERNMENT/OTHERS (Namibia) IMPORTANT TO THE PROCESS

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<tr>
<td><strong>Mr. Andrew</strong> Ndishishi</td>
<td>Ministry of Trade &amp; Industry</td>
<td>Permanent Secretary</td>
<td>61 2837111</td>
<td><a href="mailto:ndishishi@mti.gov.na">ndishishi@mti.gov.na</a></td>
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<tr>
<td><strong>Mr. Willem</strong> Nekwiyu</td>
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<td>Deputy Director: Trade Policy &amp; External Trade Relations</td>
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<td><a href="mailto:nekwiyu@mti.gov.na">nekwiyu@mti.gov.na</a></td>
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<tr>
<td><strong>Mr. Tobias</strong> Gerster</td>
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<td>Team Leader – Partnership for Economic Growth (PEG)</td>
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<td><strong>Ms Nangula</strong> Mbako</td>
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<td><strong>Mr. Frans</strong> Tsheehama</td>
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<td>Permanent Secretary</td>
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</tr>
<tr>
<td><strong>Mr. Mocks</strong> Shivute</td>
<td>National Planning Commission</td>
<td>Permanent Secretary</td>
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<tr>
<td><strong>Mr. Kahijoro</strong> Kahuure</td>
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<td>Permanent Secretary</td>
<td>61 2087111 40 2889111</td>
<td><a href="mailto:kahuurek@mawrd.gov.na">kahuurek@mawrd.gov.na</a></td>
</tr>
<tr>
<td><strong>Hon. Dr. Hage Geingob, MP</strong></td>
<td>Parliamentary Committee on Economics</td>
<td>Chairman of Parliamentary Committee on Economics (Former Prime Minister)</td>
<td>61 - 2889111</td>
<td><a href="mailto:hage@iway.na">hage@iway.na</a></td>
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### APPENDIX D: TANZANIA LIST

#### A. RECOMMENDED FOR INVOLVEMENT IN THE EPA PROCESS

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<th>CONTACTS: Tel &amp; Cell (+255)</th>
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<tbody>
<tr>
<td>Organisation</td>
<td>Ms Christine Kilindu</td>
<td>Confederation of Tanzania Industries (CTI)</td>
<td>Executive Director</td>
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<td>Organisation</td>
<td>Mr Hussein S. Kamote</td>
<td>CTI</td>
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<td><a href="mailto:cti@cti.co.tz">cti@cti.co.tz</a></td>
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<tr>
<td>Organisation</td>
<td>Mr Elvis Musiba</td>
<td>Tanzania Chamber of Commerce, Industry &amp; Agriculture (TCCIA)</td>
<td>President</td>
<td>+255-22-2128136 +255-773408974</td>
<td><a href="mailto:elvismusiba@hotmail.com">elvismusiba@hotmail.com</a></td>
</tr>
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<td>Organisation</td>
<td>Mr Daniel Machemba</td>
<td>TCCIA</td>
<td>Acting Executive Director</td>
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<td><a href="mailto:dmachemba@tccia.com">dmachemba@tccia.com</a></td>
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<tr>
<td>Organisation</td>
<td>Ms Linda Lifiga</td>
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<td>Self</td>
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<td>Regional</td>
<td>+255282220673</td>
<td><a href="mailto:akaijage2003@yahoo.com">akaijage2003@yahoo.com</a></td>
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<td>Organisation</td>
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B. PUBLIC SECTOR/GOVERNMENT/OTHERS (Tanzania) CONSIDERED IMPORTANT TO THE PROCESS

<table>
<thead>
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O Acordo de Cotonou (Capítulo 2, Artigo 37) prevê negociações do Acordo de Parceria Económica – APE, (EPA-Economic Partnership Agreement) entre os países ACP e a União Europeia, baseadas em arranjos económicos recíprocos. 7 dos 14 países membros da SADC (Angola, Botswana, Lesotho, Moçambique, Namibia, Swazilândia e Tanzânia) decidiram negociar um Acordo de Parceria Económica com a Comissão Europeia no quadro do grupo APE da SADC. A África do Sul participa como observador e oferece apoio institucional.

As negociações do SADC-EU APE foram lançadas em Julho de 2005 em Windhoek na Namíbia, onde ambas as partes concordaram na definição de um roadmap conjunto que define os princípios, organização e principais etapas e horizonte temporal para as negociações. Negociações substantivas iniciaram em Janeiro de 2005 e continuarão até Junho de 2007, enquanto se prevê que o Acordo seja terminado em 2007.

É neste quadro que, está a ser efectuado o levantamento em vários países da SADC, para identificar quais são os principais actores não-estatais e outros formadores de opinião. Este mapeamento vai apoiar a Unidade do APE da SADC a assegurar que após a identificação, estes actores são considerados em futuras negociações do APE com a EU, bem como inclusão destes actores no desenho de políticas de comércio e desenvolvimento dentro do quadro do APE e outros arranjos comerciais.

De entre várias questões apresentam-se as seguintes:

- Qual é o seu (sua organização) envolvimento no Acordo de Cotonou.
- Existe uma estratégia comercial do país.
- Como participou e/ou contribuiu para o desenvolvimento do país.
- Tem conhecimento ou está envolvido no processo APE.
- Quais as grandes exportações do país e quais é que prevê que sejam futuramente para a EU.
- Estará interessado em participar nas negociações do APE SADC-UE.
- Quem são os formadores de opinião não-estatais (sector privado e sociedade civil) e estatais que julga serem proeminentes que gostaria de vê-los envolvidos no APE.
- Como tem sido as relações (diálogo) sector privado e público.
- Que dificuldades tem para integrar ou participar nas negociações do APE.
- Algumas sugestões para melhorar o curso das negociações.
APPENDIX F

NAMIBIA MINISTRY OF TRADE & INDUSTRY PUBLIC STATEMENT ON THE SADC EPAs – February 2007

Republic of Namibia

MINISTRY OF TRADE AND INDUSTRY

Namibia and the SADC-EU Economic Partnership Agreement (EPA) Negotiations

The purpose of this article is to provide information to the public regarding the ongoing trade negotiations between the Southern African Developing Community (SADC) and the European Union.

The African Caribbean and Pacific (ACP) Group of countries and the European Union (EU) entered into a twenty (20) year Partnership Agreement in 2000, commonly referred to as the Cotonou Agreement. This Agreement constitutes an international legal instrument that governs political, economic, trade and financial relations between the ACP countries and the EU. The Economic and Trade Cooperation Part of the Agreement provides for non-reciprocal preferential access to a wide range of ACP originating products to the EU market.

The current trading arrangement between the ACP and the EU is in contravention of the General Agreement on Tariffs and Trade (GATT) provision on Most-Favoured-Nation Treatment, as it discriminates amongst members of the World Trade Organisation (WTO) in favour of the ACP countries. Hence it operates under a WTO waiver, in order to bring the ACP-EU trade relations in line with GATT. Cotonou Agreement provides for negotiations of new WTO compatible trading arrangements, commonly referred to as the Economic Partnership Agreements (EPAs), which are in line with GATT Article XXIV.

In terms of approach, the EPAs are expected to be entered into between the EU on one hand and the various economic groupings of the ACP on the other. In other words, there will not be an EU/ACP wide EPA. The decisions regarding regional configuration for the purpose of these negotiations were left to the individual ACP member states. Namibia, together with other SACU member states (Botswana, Lesotho, South Africa and Swaziland) chose to configure under SADC. However, six configurations composed of SACU and three other SADC member states, namely Mozambique, Angola and Tanzania (MAT), which is commonly referred to as the SADC-EPA. This configuration has its own complexities in terms of the varying degrees of development among member states, i.e. one large developing country economy (South Africa), three small developing country economies (Namibia, Botswana and Swaziland) and four least developed countries (LDCs) (Lesotho, Mozambique, Angola and Tanzania)
One of the states objectives of EPAs is to promote regional integration. It is common knowledge that South Africa, who is Namibia’s important trading partner, has a separate Trade and Development Cooperation Agreement (TDCA) with the EU. Botswana, Lesotho, Namibia and Swaziland (BLNS) who are in a Customs Union with South Africa are impacted by (i.e. indirectly implementing) South Africa’s concessions under the TDCA. The SACU Agreement provides for amongst others, a common negotiating mechanism for SACU with respect to preferential trade agreements with third countries. It also provides for the development of common policies and cooperation in areas of industrial development, competition, agriculture and unfair trade practices. Therefore, in the context of SACU’s integration agenda there is need to harmonize trade relations with the EU, in manner that BLNS interests are also taken on board. In the broader context SADC’s regional integration agenda, there is need for further harmonization of SADC-EPA trade relations with the EU, in a manner that the trade interests of all SADC-EPA member states are taken on board, in the final SADC-EU EPA.

As far as Namibia is concerned, the main areas of interest in these negotiations include improved market access for all products of export interest to Namibia, i.e. agricultural and non-agricultural, trade facilitation, special and differential treatment, the plight of LDCs and deeper regional integration in SADC.

Negotiations for the SADC-EU EPA were launched in July 2004 in Windhoek. All EPAs between the ACP and the EU are expected to enter into force by 1 January 2008, when the WTO waiver expires. The SADC-EU EPA negotiations are on course and the two parties have been discussing and exchanging views on the format and content of the Agreement. One of the key questions the two parties are currently addressing is how to treat countries of varying developmental status, (especially South Africa which is regarded as having relatively competitive industries). It is a delicate question in light of the SADC-EPA countries’ resolve to harmonize their trade relations with the EU as one of the ways of consolidating their regional integration efforts. This is an issue that we are confident will be resolved soon.

Currently, there is anxiety in the public domain, especially industries relying on export to the EU, regarding the risk of losing the current preferential access to that market, if SADC-EPA negotiations are not concluded on schedule. This is a justifiable concern, but needs be placed into its right context. There is nowhere in the Cotonou Agreement where it is stated that the current preferential trade arrangement will come to an end by end of 2007. However, the Cotonou Agreement does provide for the negotiations of new WTO compatible trading arrangements to replace the current one by the 1st January 2008. In reality the trade component is valid for a period of 20 years as part of the overall Cotonou Agreement. Therefore, it can only be replaced by the EPAs upon there entry into force. This means that if the end of the current trade preferences is contingent on entry into force of the EPAs, then any action to the contrary will be in breach of the Cotonou Agreement. Concluding EPAs on schedule is a responsibility of both parties, to which they have both expressed commitment.

It is also important to note that Namibia, together with other developing countries in the WTO, is a beneficiary to the EU’s Generalized System of Preferences (GSP). The EU GSP, which is permitted by the WTO, also provides preferential market access to products originating from developing countries, although to a lesser favourable degree than the Cotonou Agreement. Therefore, if EPAs are not concluded on time, there is an option of exporting qualifying products to the EU under the EU GSP system.

The expiry of the WTO waiver on 31st December 2007 is an issue of concern to all as it will open the continuation of current trade arrangement to challenges by other WTO members. Both the EU and the SADC-EPA have expressed their commitment to concluding the negotiations in the course of 2007, falling which they are also committed to finding an amicable solution, in the spirit of the Cotonou Agreement. We therefore would like to assure the business community and public in general that the SADC-EU EPA negotiations are on course and there is no need for alarm at this stage.
APPENDIX G:

TERMS OF REFERENCE

Specific objective:

The objectives of this consultancy are to identify the main private sector and other NSA leaders and opinion formers in the SADC EPA Member States. This is to enable the SADC EPA Unit to ensure that after they have been identified these leaders and opinion formers will be targeted for inclusion in the EPA negotiations with the EU, and in the design and implementation of trade and development policies under the EPA and other trade arrangements.

Purpose

The purpose of this contract is to identify the main private sector and other NSA leaders and opinion formers in the SADC EPA Member States. This is to enable the SADC EPA Unit to design activities and programmes that will ensure that the identified leaders and opinion formers participate effectively in the EPA negotiations with the EU, and that they assist with the raising of the awareness of their wider societies of the benefits and potential gains to be derived from the EPA and further regional integration.

C. Issues to be addressed by the consultancy

Results

The main result of the assignment will be that the EPA Unit at the SADC Secretariat is informed of who the main private sector and other NSA leaders and opinion formers in the SADC EPA Member States are (it is expected that the identified leaders and opinion formers will not necessarily be part of the formal chamber and other formal non-state organisations). It is also anticipated that the assignment will provide initial ideas and suggest strategies to enable the SADC EPA Unit to design activities and programmes that will ensure that the identified leaders and opinion formers participate effectively in the EPA negotiations with the EU.

Activities/tasks/duties

The expert would be expected to:

- Visit Botswana, Lesotho and Swaziland to identify and hold discussions with members of the private sector and other NSA organisations in order to identify the most important leaders and opinion formers. While the expert would be expected to visit at least the most significant of the formal private sector and other NSA organisations, it is expected that he/she will also look beyond these to identify those individuals with the most credibility within the private sector and other non-state sectors of those countries;
• Provide some form of proof or other verification that the individuals identified do in fact have credibility in either the country’s private sector or its other non-state sectors, and that they are in fact opinion formers within their respective communities;

• Hold discussions with appropriate representatives of the government of the three countries to ensure that the respective governments also concur that the individuals identified have the influence, credibility and networks to play the role that the SADC EPA Unit intends for them. This role being that they will be able to effectively articulate the concerns and interests of their national private sector or other non-state sector, ensure the effective participation of these groups in the EPA negotiations with the EU, and assist in raising the awareness of their national private sector or other non-state sector of the benefits of the EPA and regional integration;

• Make a number of suggestions as to what strategies, activities and programmes the SADC EPA Unit could develop to ensure that the identified individuals are effectively mobilised to articulate the concerns and interests of their national private sector or other non-state sector, ensure the effective participation of these groups in the EPA negotiations with the EU, and assist in raising the awareness of their national private sector or other non-state sector of the benefits of the EPA and regional integration.
APPENDIX H

PRIVATE SECTOR & OTHER NON-STATE ACTORS SURVEY FOR PURPOSES OF ENGAGING THEM IN THE SADC-EU ECONOMIC PARTNERSHIP AGREEMENT (EPA) NEGOTIATIONS.

GENERAL QUESTIONS (Relevance subject to respondent & context)

1. What has been your involvement with the ACP-EU Partnership Agreement (the Cotonou Agreement signed 23 June 2000)? (Seen? Read? Heard? Involved?)

2. What has been your involvement with the economic development of your Country? (Some evidence of this. Acceptability by other NSAs &/or Government.)

3. What do you know about the SADC-EPA negotiations?

4. If you were to be involved with the SADC-EPA negotiations or any other negotiations that influence the economic life of your Country:
   a. Which individuals from your country would you like to see at the negotiating table? (Contact details)
   b. Which organizations in your country would you like to see represented or playing a part in those negotiations (Contact details)

5. How would you wish to be involved with the EPA Negotiations? (Would you sit with your Government? Have you been on the same side as Government in any negotiations before?)

6. For your country please provide me with a list of those you consider:
   a. Important Opinion formers and their areas of focus
      (These do not necessarily need to be part of the formal chamber and other formal non-state organizations.)
   b. Influential NSA/other organizations and their areas of focus

   who in your view should be met/contacted during this survey.
   (Why do you think these are important/influential/credible?)

7. Does Government also concur that the individuals and/or organisations identified have the influence, credibility and networks to play the role that the SADC-EPA Unit intends for them?
ROLE OF IDENTIFIED NSA: To effectively articulate the concerns and interests of their national private sector or other non-state actors (NSAs), ensure their effective participation in the EPA negotiations with the EU, and assist in raising their awareness in the benefits of the EPA and regional integration.

8. Please give your opinion on the state of Public-private dialogue (PPD) in your country and the areas of focus. (Is government talking to NSAs? Is Government consulting NSAs? Is Government forming partnerships with the NSAs? Is government holding regular dialogue with the Private sector or any other NSAs? State the PPD Fora and how often these meet.)

9. Why would you be or are you interested in the SADC EPA negotiations?

10. The Partnership with the EU:
   a. What are your country’s current exports to the EU?
   b. What are your country’s current imports from the EU?
   c. What current business/trading partnerships exist with the EU?
   d. What are possible future exports, imports, partnerships with the EU?

11. What is your Country’s Trade Strategy? (Who participated in its design? Is it current and in line with your expectations? Have you seen it? Please provide us with a copy of the Strategy or advise where we can find one)

12. Do you have the skills and/or capacity to negotiate at the SADC-EPA level?

13. Does your country have the capacity/expertise to negotiate at the SADC-EPA level?

14. What would be the focus of your negotiations with the EU? (Trade in service; trade in goods; both? Any other?)

15. What suggestions would you like to make regarding strategies, activities and programmes the SADC EPA Unit could develop to ensure that the identified NSAs are effectively mobilised to articulate the concerns and interests of their NSAs, to ensure the effective participation of these groups in the EPA negotiations with the EU, and assist in raising the awareness of their national private sector or other non-state sector of the benefits of the EPA and regional integration.

Thank you for your invaluable participation.

(January 2007)