Trading Across Borders Panel - Observations from Diagnostic Study for Peru

Submitted by: CrimsonLogic
Peru EoDB TAB Diagnostic Study

Peru EoDB Phase 2 Trading Across Borders (TAB) Diagnostic Study

Singapore team (CrimsonLogic and International Enterprise Singapore):

- Liaise with Govt of Peru to develop a schedule of stakeholder meetings in Lima, Peru.
- Conduct a one-week diagnostic trip to Lima, Peru from 17 to 21 Oct 2011 to consult with key stakeholders (policy-making and line agencies, including private sector).
- Aimed at understanding the current business and regulatory environment in the Peru as it relates to TAB, and identifying the key constraints and areas for improvement that would help the improve the TAB performance.
- Prepare a diagnostic report to help the Govt of Peru to identify opportunities for reform; provide assessment of the expected costs and benefits of such reforms.

The diagnostic study focused on ways in which the Peru could make it faster, cheaper and easier to trade across borders, via strategies to:

- Improve coordination amongst relevant government regulatory agencies;
- Tackle reforms holistically and ensure smooth transitions to new systems and processes;
- Take advantage of information technology (IT) to speed up service delivery, such as by developing paperless or Single Window systems to allow services to delivered in a more seamless manner;
- Assess whether and how best to involve the private sector as service providers in the design, development and/or implementation of new processes, such as via Private-Public Partnerships (PPP); and
- Design solutions that are cost-efficient, and also sustainable in the medium to long term.
Peru’s Trade Facilitation Indicators
Trading Across Borders Indications

Trading Across Borders is an aspect of the World Bank’s “Doing Business” survey; complies procedural requirements for exporting and importing a standardized cargo of goods by ocean transport from the contractual agreement between the 2 parties to the delivery of goods.

3 indicators are:
- **number of all documents** required to export/import goods,
- **time** necessary to comply with all procedures required to export/import goods, and
- **cost** associated with all the procedures required to export/import goods.

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Peru’s Trading Across Borders Indications

<table>
<thead>
<tr>
<th>Year</th>
<th>Peru’s TAB Rank</th>
<th>Documents to export (number)</th>
<th>Time to export (days)</th>
<th>Cost to export (US$ per container)</th>
<th>Documents to import (number)</th>
<th>Time to import (days)</th>
<th>Cost to import (US$ per container)</th>
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<tbody>
<tr>
<td>2006</td>
<td>..</td>
<td>8</td>
<td>24</td>
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<td>93</td>
<td>7</td>
<td>24</td>
<td>875</td>
<td>8</td>
<td>25</td>
<td>895</td>
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<tr>
<td>2010</td>
<td>91</td>
<td>7</td>
<td>23</td>
<td>875</td>
<td>8</td>
<td>24</td>
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<td>2011</td>
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<td>6</td>
<td>12</td>
<td>860</td>
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<td>17</td>
<td>880</td>
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<tr>
<td>2012</td>
<td>56</td>
<td>6</td>
<td>12</td>
<td>860</td>
<td>8</td>
<td>17</td>
<td>880</td>
</tr>
</tbody>
</table>

**TAB Ranking jumped from 91 in 2010 to 56 in 2011; maintained in 2012**

Considerable improvements in “Time to Export/Import”

According to TAB 2012 report, improvements is due to Peru’s new web-based EDI system; fewer physical inspections of cargo needed thanks to further implementation of risk-based inspections, introduction of payment deferrals for import duties and taxes.
Peru’s Trading Across Borders Indications

The TAB 2010 report noted that Peru is the economy which had most improved in the ease of trading across borders.

The same report pointed:
1. new web-based electronic data interchange system helped to speed up document submission and clearance time.
2. fewer physical inspections of cargo needed at customs offices thanks to further implementation of risk-based inspections,
3. The introduction of payment deferrals for import duties and taxes has also reduced import time, since cargo no longer needs to sit at the port until tariffs and tax payments are settled.

Impact of Peru’s FTAs

- Peru has signed many FTAs (13)
- The United States - Peru Trade Promotion Agreement signed in April 2006 called for specific Customs Administration and Trade Facilitation requirements that have great impact on TAB indicators, e.g.
  - to adopt simplified customs procedures for the efficient release of goods - the release of goods within 48 hours of arrival; and at the point of arrival, without temporary transfer to warehouses or other facilities.
  - greater emphasis on advance clearance and express consignment for air cargo. There was a need to have advance information about cargo and passengers.
Reduction in number of days for export & import

Traders in Peru benefit from risk-based inspections and electronic systems.

-9 days
-7 days

Days
2009
2010
21
12
24
17

Time to export
Time to import

Who improved the most in trading across border?
1. Peru
2. Grenada
3. Armenia
4. Montenegro
5. Nicaragua
6. Rwanda
7. Cambodia
9. Spain
10. Philippines

Source: DB TAB 2010 Report

Peru’s Current TAB Indicators 2012

<table>
<thead>
<tr>
<th>Name of Procedures</th>
<th>Export</th>
<th>Import</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Duration (Days)</td>
<td>Cost (USD)</td>
</tr>
<tr>
<td>Documents preparation</td>
<td>5</td>
<td>150</td>
</tr>
<tr>
<td>Customs clearance and technical control</td>
<td>2</td>
<td>100</td>
</tr>
<tr>
<td>Ports and terminal handling</td>
<td>3</td>
<td>330</td>
</tr>
<tr>
<td>Inland transportation and handling</td>
<td>2</td>
<td>280</td>
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<tr>
<td><strong>Totals</strong></td>
<td><strong>12</strong></td>
<td><strong>860</strong></td>
</tr>
</tbody>
</table>

Documents

Export documents:
1. Bill of lading
2. Certificate of origin
3. Commercial Invoice
4. Customs export
5. Packing list
6. Terminal handling

Import documents:
1. Bill of lading
2. Cargo release order
3. Certificate of origin
4. Collection order
5. Commercial Invoice
6. Customs import
7. Packing list
8. Terminal handling

Source: DB TAB 2010 Report
### Regional Comparison

<table>
<thead>
<tr>
<th>Economy</th>
<th>TAB Ranking</th>
<th>Export Documents (number)</th>
<th>Time (days)</th>
<th>Cost (USD)</th>
<th>Import Documents (number)</th>
<th>Time (days)</th>
<th>Cost (USD)</th>
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<tbody>
<tr>
<td>Latin America &amp; Caribbean</td>
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<td>1,546</td>
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<td>Panama</td>
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<td>9</td>
<td>4</td>
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<td>Peru</td>
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<td>El Salvador</td>
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<td>14</td>
<td>6</td>
<td>13</td>
<td>830</td>
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<td>Puerto Rico (U.S.)</td>
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<td>15</td>
<td>10</td>
<td>16</td>
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<td>13</td>
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<td>49</td>
<td>9</td>
<td>71</td>
<td>2,868</td>
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</table>

### Asymmetry in Peru’s Import / Export Indicators

- **Time for Export / Import indicator**

- **Time for Import for Peru is considerably more than Export – by 5 days.**

- More pronounced in the case of Peru, compared with the other economies in Latin America.

- Difference in Mexico is nil, while in Chile, import incurs less delays than export.

- Discounting oil-exporting Venezuela, the 5 more days incurred for Import in Peru, is more than the Latin America / Caribbean Average.
### Asymmetry in Peru’s Import / Export Indicators

<table>
<thead>
<tr>
<th>Economy</th>
<th>Documents to Export</th>
<th>Documents to Import</th>
<th>Import - Export Docs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Puerto Rico (U.S.)</td>
<td>6</td>
<td>10</td>
<td>4</td>
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<tr>
<td>Peru</td>
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<tr>
<td>Honduras</td>
<td>6</td>
<td>8</td>
<td>2</td>
</tr>
<tr>
<td>Paraguay</td>
<td>8</td>
<td>10</td>
<td>2</td>
</tr>
<tr>
<td>Latin America &amp; Caribbean</td>
<td>6</td>
<td>7</td>
<td>1</td>
</tr>
<tr>
<td>Panama</td>
<td>3</td>
<td>4</td>
<td>1</td>
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<tr>
<td>Costa Rica</td>
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<td>7</td>
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<td>Guyana</td>
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<td>Colombia</td>
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<td>6</td>
<td>1</td>
</tr>
<tr>
<td>Brazil</td>
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<td>Venezuela, RB</td>
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<td>Nicaragua</td>
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<tr>
<td>Argentina</td>
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<td>Uruguay</td>
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<td>9</td>
<td>0</td>
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<td>Mexico</td>
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</tr>
<tr>
<td>Ecuador</td>
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<td>-1</td>
</tr>
<tr>
<td>Bolivia</td>
<td>8</td>
<td>7</td>
<td>-1</td>
</tr>
</tbody>
</table>

- **Number of Documents for Import / Export**
- **Import in Peru requires 2 more documents than Export**
- **Number of documents needed for Import in Peru is twice more than Mexico.**
- **One of the highest in the Latin Americas.**

### Observations in Peru’s Trade Facilitation Organisation

[Map of Peru with various cities and geographical features]
Co-ordination amongst relevant government

• Peru currently lacks a sufficiently high level national committee to pursue with a "whole-of-government approach" the trade facilitation or logistics agenda.

• It is recommended for Peru to establish a national trade facilitation committee, vested with appropriate authority to drive the economy's trade facilitation efforts (considering both exports and imports, as well as considering all transport modalities) and enhancement of trade logistics in the economy.

• The committee should preferably be chaired by top political masters, supported by an overall lead agency such as the CNC. This will signal to both public and private industries that there is commitment at the highest level of the government.

Example: Thailand

Thailand's National Logistics Committee

Source: Thailand Single-Window e-Logistics, Somnuk Keretho, APEC Symposium on the Assessment and Benchmark of Paperless Trade 2005, Beijing China
Peru Single Window VUCE Organisation

- Peru’s Ministry of Foreign Trade and Tourism (MINCETUR) is the lead agency in charge of the Peruvian Single Window – VUCE.
- One “management committee” - MINCETUR; SUNAT (as the technical leader) and the Customs Brokers Association (representing the user community).
- Supported by a “user team” represented by international trade operators and a “work team” represented by the Customs community.

- Recommended for VUCE management structure to involve more stakeholders’
- Introduce more “working committees” - that comprise a broader representation of stakeholders to propose improved trade processes and procedures and obtain consensual agreement to “streamline trade”.
- Propose 3 working committees representing from the three transportation modals - air, maritime and land transport industry + separate working committee comprising of government agencies
- To review and propose procedural reforms, be established to formulate improved regulatory procedures to enhanced trade documentation.
Example: Singapore

Singapore’s Single Window (TradeNet) Structure

- TradeNet Steering Committee
- Sea Community Sub-Committee
- Air Community Sub-Committee
- Government Sub-committee
- Implementation Team
- Integrated Procedures & Business Processes Proposal

Observations in Peru’s Import / Export and Recent Customs Reforms
Peru Customs Reforms

- Peru has gone through Customs reform in past ten years
- 2000 - extensive and wide-reaching reforms
- 2009 - divide customs process into pre clearance, clearance and post clearance. Post clearance audit was included as part of risk management process.
- 2010 - advanced clearance process was introduced, mainly triggered by the FTA with USA, where customs law was changed to include clearance within 48 hours of entry to a port. This is termed Early Clearance (Despacho Anticipado).

Advanced Customs Clearance

- Under the advance import clearance procedure, declaration is registered and the cargo manifest is electronically transmitted before the vessel arrives. This allows for risk assessment to be done, and if it is green lane, the cargo release may be granted within 48 hours of unloading.
- Depending on their needs, importers may opt for the following Advance Clearance procedures:
  - with unloading and transfer of the goods for release within the port terminal (03A);
  - with unloading and transfer of the goods for release in temporary storage (03B); and
  - advance clearance with unloading and transfer to the importer's premises, authorized as a special primary zone - the so-called "off dock" method (04).
There is a low take up of the new advanced clearance; SUNAT mentioned that about 18% use Advance Clearance regime.

The intention to have move away from the off-dock mode, to have goods release within the port terminal also face difficulties.

The logistics industry/traders preferred to maintain “off dock” clearance mode, due to perceived concerns of the increased cost and the lack of space within the port terminals.

Importers and shippers generally preferred for the cargo to be moved to warehouse or released. Most of them have existing contracts which required the cargo to off-docks. In addition, importers may be attracted to the credit terms given by warehouse operators. Generally, the key perception is that moving the cargo “off dock” for clearance is cheaper than retaining them at the docks.
Observations in Peru’s Use of Information Technology for Trade Facilitation

Peru’s Single Window –– Ventanilla Única de Comercio Exterior (VUCE)

• The Peruvian Single Window (VUCE) has been defined as: “The integrated system that allows parties involved in international trade to lodge documents and information for fulfill import, transit and export-related regulatory requirements, by electronic means.”

• **VUCE Phase 1**: covers only, application, processing and receipt of permits, certificates, authorizations or licenses issued by 6 government agencies for the import or export of **restricted goods**; started operation in June 2010;

• The volume of restricted goods represents about 20% of total Peruvian foreign trade.

• Till date, VUCE has enable traders to apply and obtain permits and authorizations for 82 procedures of 6 agencies representing 65% of the total restricted goods out of a total of 252 procedures under 17 government agencies.
Peru’s Single Window – Ventanilla Única de Comercio Exterior (VUCE)

- **VUCE Phase 2** - the integration of port services/ship information (e.g. arrival, clearance, departure notice, load ratio, dangerous goods, ISPS information, crew, etc can be sent to VUCE via port systems.
- The first stage of development for this component is completed.
- **VUCE Phase 3** - the application for the Certificate of Origin through VUCE. This component is expected to go live by end of 2011.

Evolution of Single Window Development

- **Business value chain**
  - Customs System
  - TradePoint Portals
  - Trade EDI / VAN
  - Customs Single Window
  - National SW with all OGAs
  - Regional / Global SW

- **Integration scope**
  - Customs Automation Era
  - Start of Trade Information
  - Start of Trade Information Exchanges
  - Limited B2G (B to Customs)
  - National SW
  - Wide Single Window
  - N2N

Peru is at this stage
Further work needed for Peru’s VUCE as the Single Window

1. Expanded VUCE to be the single entry point for trade documents - include manifests as well as customs declarations. The VUCE should also serve as the catalyst for increased paperless trade document.

2. Avail Risk Management functionalities within VUCE for use by the other government agencies. The VUCE should also induce more risk assessment and less inspection.

3. Integrate VUCE with various stakeholders besides NSIGAD, interface with
   • Backend Systems used by the other government agencies
   • Port terminal operator systems (e.g. DP World’s NAVIS system)
   • Bank payment gateways

4. Introduce transaction fee for VUCE service. FOC is not sustainable in long run.

5. Introduce value added service provider (VASP) to offer value-added service offerings in addition to the VUCE services

6. Adopting UNECE’s Single Window Implementation Framework (SWIF) for the VUCE development

Analysis and Recommendations
Short Term – Harnessing low hanging opportunity

- 9 “low hanging” opportunities to contribute considerable impact to the trade facilitation,

- can be implemented with short timeframe, incurring lesser effort and cost (total about $5.5M).

<table>
<thead>
<tr>
<th>No.</th>
<th>Recommendation</th>
<th>Timeframe</th>
<th>Degree of Impact</th>
<th>Estimate of Impact (in million)</th>
<th>Effect</th>
<th>Suggested Funding Medium</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Establish the working committee to include all stakeholders to review and prioritize new workflow</td>
<td>Short</td>
<td>2</td>
<td>1.00</td>
<td>Low</td>
<td>Self-funded</td>
</tr>
<tr>
<td>2</td>
<td>Form a joint management assessment unit to the business community</td>
<td>Medium</td>
<td>2</td>
<td>1.00</td>
<td>Medium</td>
<td>Technical assistance funded</td>
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<tr>
<td>3</td>
<td>Provide training and assistance to the businesses to implement the new processes in a timely manner</td>
<td>Short</td>
<td>2</td>
<td>1.00</td>
<td>Low</td>
<td>Self-funded</td>
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<tr>
<td>4</td>
<td>Institute charging of service fees for VEC service</td>
<td>Short</td>
<td>2</td>
<td>1.00</td>
<td>Low</td>
<td>Self-funded</td>
</tr>
<tr>
<td>5</td>
<td>Offer value-added services to offer value-added service offerings in addition to the VEC service</td>
<td>Short</td>
<td>2</td>
<td>1.00</td>
<td>Low</td>
<td>Self-funded</td>
</tr>
<tr>
<td>6</td>
<td>Implement a single implementation framework for the VEC development</td>
<td>Medium</td>
<td>3</td>
<td>1.00</td>
<td>Technical assistance funded</td>
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<tr>
<td>7</td>
<td>Conclude the introduction of VEC concept</td>
<td>Medium</td>
<td>4</td>
<td>1.00</td>
<td>Technical assistance funded</td>
<td></td>
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<tr>
<td>8</td>
<td>VEC enables the outsourcing of log services to the system integrator</td>
<td>Short</td>
<td>2</td>
<td>1.00</td>
<td>Low</td>
<td>Self-funded</td>
</tr>
<tr>
<td>9</td>
<td>Set up task force between the trading community, kernel operation and CNรอย to explore new processes and institutional adjustment to increase use of advanced cargo clearance regime</td>
<td>Short</td>
<td>4</td>
<td>1.00</td>
<td>Medium</td>
<td>PPP</td>
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Mid Term – “Leveraged” opportunities

- The 3 initiatives would also incur a heavier investment totaling about $3.5M.

- This group of recommendations be considered in near term – within the next 24 months.
Medium-to-Long Action Plan — Strategic investments

- 5 strategic recommendations, requiring significant effort, time and cost ($21.7M) to implement, but rendering a high degree of impact to Peru’s trade facilitation indicators.

- It is recommended that planning be proceeded in the near term, and planned for completion and realisation of impact within 3 to 5 years timeframe.

<table>
<thead>
<tr>
<th>No.</th>
<th>Recommendation</th>
<th>Time frame</th>
<th>Degree of Appeal</th>
<th>Action Plan</th>
<th>Estimate Required (in million)</th>
<th>Suggested Funding Source</th>
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<tbody>
<tr>
<td>1</td>
<td>Establish national trade facilitation committee, with appropriate authority to drive multi-sectorial initiatives, etc.</td>
<td>Medium-term</td>
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<td>Feasibility study</td>
<td>$2.0M</td>
<td>Self-funded</td>
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<tr>
<td>2</td>
<td>Implement a single window for all trade and logistics services, including goods, services, and customs declarations (SWIFT implementation).</td>
<td>Medium-term</td>
<td>5</td>
<td>Technical study</td>
<td>$6.0M</td>
<td>Combination of self-funded / IMF / Grants from C4</td>
</tr>
<tr>
<td>3</td>
<td>Implement integration of UICO with other critical extended platforms (e.g., Peruvian export registry, imported goods tracking).</td>
<td>Medium-term</td>
<td>4</td>
<td>Technical study</td>
<td>$3.0M</td>
<td>Combination of self-funded / IMF / Grants from C4</td>
</tr>
<tr>
<td>4</td>
<td>Set up and operationalize a public-private initiative to support UICO.</td>
<td>Medium-term</td>
<td>4</td>
<td>Implementation</td>
<td>$1.0M</td>
<td>Self-funded</td>
</tr>
<tr>
<td>5</td>
<td>Development of the ICP (Peruvian Port Community) which is integrated to UICO</td>
<td>Medium-long-term</td>
<td>5</td>
<td>Technical study</td>
<td>$10.0M</td>
<td>Combination of self-funded / IMF / Grants from C4</td>
</tr>
</tbody>
</table>

Total Estimated: $21.7M

Recommendations

[Diagram showing high leverage and strategic recommendations with effort and time dimensions: short, medium, long, highlighting low-hanging fruits and strategic investments.]
The Roadmap for Excellence

- Reduce # of days import to 12 days export to 8 days range
- Reduce # of docs import to 6 export to 4 docs
- Reduce cost
- Enhance Trade Facilitation

- Reap Results from Low Hanging Fruits
- Further streamlined Customs processes
- Develop logistics competencies
- Single Electronic Window / Port Community System
- Paperless trading
- Coordinated Public - Private Trade Partnership
- World Class Trade Facilitation Nation

Trading Across Border Ranking

2012/2013 2014 to 2015 Beyond 2015

- Reduce # of days import to 10 days export to 12 days range
- Enhance Trade Facilitation

Thank you for your attention