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DEPARTMENT source ITC Export Potential Map

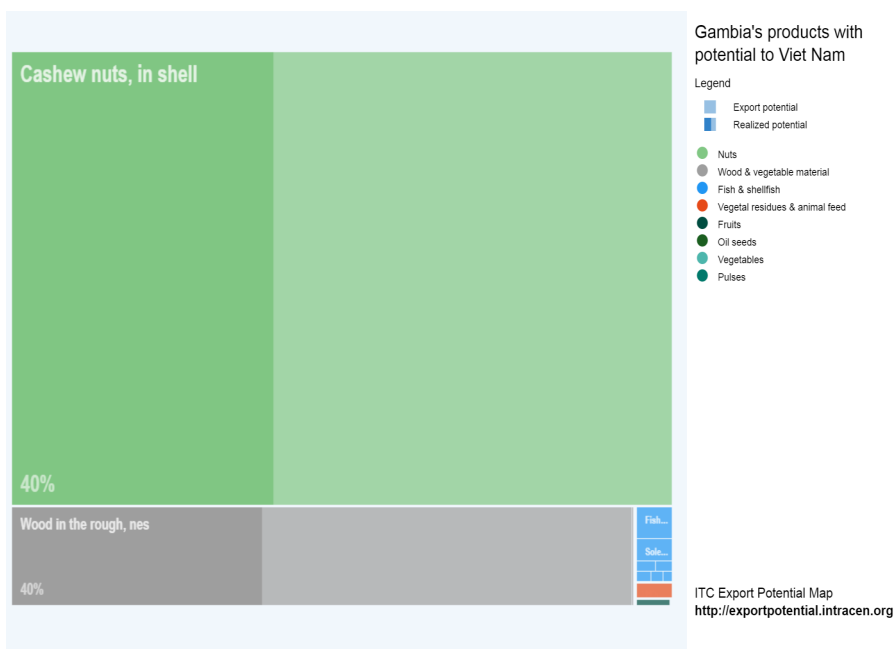
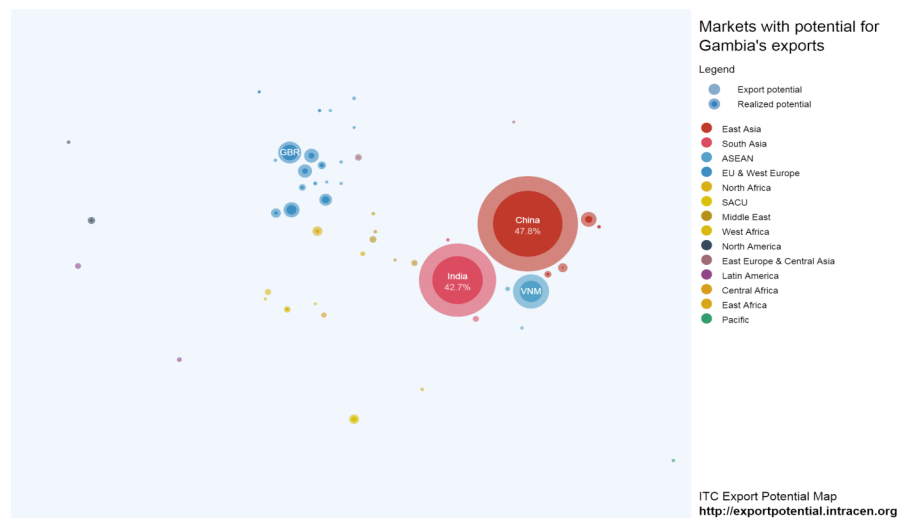
Editor's Note

Monday 30th of
December 2019

VIETNAM AS A MARKET FOR GAMBIA

WHY VIETNAM

As shown in the previous publications China and India are the markets with the highest export potential for Gambia followed by Vietnam with an Export Potential of \$18.6mn, which offers opportunities for market diversification for Gambian Products in Viet Nam.



The products with greatest export potential from Gambia to Viet Nam are Cashew nuts, in shell, Wood in the rough, nes, and Fish nes, whole, frozen. Cashew nuts, in shell show the largest absolute difference between potential and actual exports in value terms, leaving room to realize additional exports worth \$9.2 mn.

Table 1. Illustration

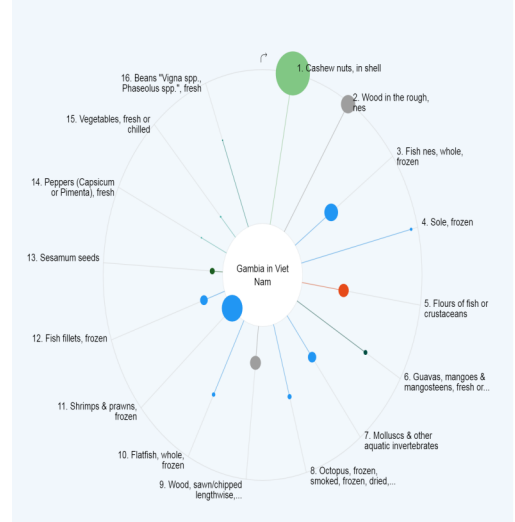
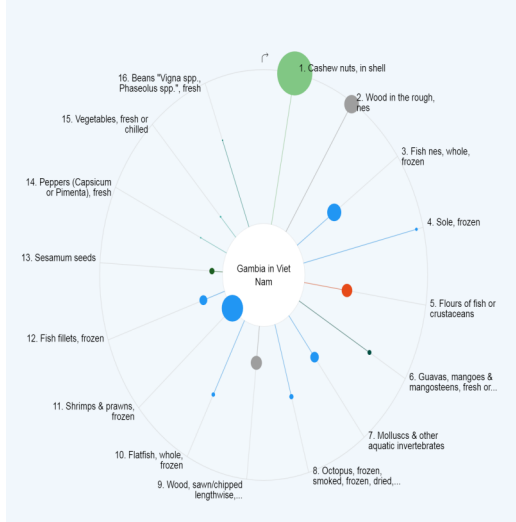
Products	Coun-try	Export Potent- tial (\$)	Actual Ex- ports (\$)	Untapped potential remain- ing (\$)	Vi- etnam's total Import (\$)	Gam- bia's to- tal ex- ports	Tariff Ap- plied %
080131 Cashew nuts, in shell	Vi- etnam	15.2 mn	6.0 mn	9.2 mn	1.4bn	45.8mn	5%
4403Xc Wood in the rough, nes	Vi- etnam	3.2 mn	1.3 mn	1.9 mn	450.8m n	77.4mn	0%
0303Xa Fish nes, whole, frozen	Vi- etnam	63.7 k	0	63.7 k	474.8m n	1.9 mn	13%
030333 Sole, fro- zen	Vi- etnam	43.0 k	0	43.0 k	7.8 mn	579.7 k	20%
0306Xb Shrimps & prawns, frozen	Vi- etnam	7.1 k	0	7.1 k	1.3 bn	423.0 k	6%
120740 Sesamum seeds	Vi- etnam	747.7	0	747.7	66.2 mn	201.5 k	5%

The table above gives a detailed information on some products that have high potentials to be exported from Gambia to Viet Nam. These products are; **Cshew nuts, in shell, Wood in the rough, nes, Fish nes, whole frozen, sole , frozen, Shrimp & Prawns frozen and Sesame seeds.**

The table indicates the Export Potentials , Actual Exports, Untapped Potential Remaining and Gambia's Total Export of these products to Viet Nam in monetary value.

It also indicates Viet Nam's Total Imports and the Tariffs applied to each of these products, which is very important as it provides a guidance as to which products attract less tariff as they eventually attract more importers .

Gambia's Products with Potential to Viet Nam



080131 Cashew nuts, in shell ,9.2 mn

4403Xc Wood in the rough, nes ,1.9 mn



0303Xa Fish nes, whole, frozen, 63.7 k

030333 Sole, frozen, 43.0 k



0306Xb Shrimps & prawns, frozen, 7.1 k

120740 Sesamum seeds, 747.7

Market Information for; Fish, Cashew nuts and Sesame seeds

List of importing companies in Viet Nam for Fresh or frozen packaged fish

Company name	Number of product or service categories traded	Number of employees	Country	City	Contact Details
An Giang Fisheries Import & Export Joint Stock Company	1	3800	Viet Nam	Long Xuyen	+84 763857724
An Phu Seafood Corporation - Aseafood	2	1200	Viet Nam	Dong Thap	+84 673619999
An Seafoods Company Limited	1	50	Viet Nam	Da Nang	+84 5113920920
Anco Family Food Joint Stock Company	2	800	Viet Nam	Tan An	+84 5113920920
Australis Aquaculture Vietnam Ltd	2	100	Viet Nam	Khanh Hoa	+84 5838233475
Anh Minh Fisheries Joint Stock Company	2	90	Viet Nam	Haiphong	+84 313759539

Market Information for; Fish, Cashew nuts and Sesame seeds

List of some Importing Companies for Cashew Nuts (from some countries)

Compa- ny name	Number of product or service cate- gories trad- ed	Number of employees	Country	City	Con- tact Details
Al Meht- ab Trad- ing LLC	16	20-49	United Arab Emir- ates	Dubai	http:// www.al mehtab. ae
Alamir Trading	13	0-9	Netherlands	Apeldoorn	http:// ala- mir.nl
Almen- dras Francis- co Mo- rales	10	20-49	Spain	Priego de Córdoba	http:// www.al mendra sfmoral es.com
Apex Ventures Private Limited	4	10-19	India	Kollam	http:// www.a pexcash ew.com
Arı Su- sam Sa- nayı ve Ticaret A.S.	60	50-99	Turkey	İzmir	http:// www.ar isusam. com
ARIOL Ltd	24	100-249	Ukraine	Sevastopol	http:// www.sa ntavita. ua

Market Information for; Fish, Cashew nuts and Sesame seeds

List of some Importing Companies for Sesame Seeds (from some countries)

Company name	Number of product or service categories traded	Number of employees	Country	City	Contact Details
A.O. Ghandour & Sons Sal	6	50-99	Lebanon	Beirut	http://www.ghandour-lb.com
Ahmedi-grain Dış Ticaret Ltd.Şti.	13	10-19	Turkey	Kadıköy	http://www.ahmedigrain.com
Alamir Trading	13	0-9	Netherlands	Apeldoorn	http://alamir.nl
AlKanater Sal	4	20-49	Lebanon	Mkallès (Metn)	http://www.alkanater.com
AMIGA Production and Commercial Private Business	17	20-49	Ukraine	Kharkiv	http://amiga.com.ua
APC-AGRA	90	20-49	Poland	Opole	http://www.apcagra.eu

Events at GIEPA **Laying of the foundation stone of a Multimillion – dollar Egyptian Center**

The Agency officiated the laying of the foundation stone of the Egyptian Center on the 6th of November 2019 at the Kanifing Institutional Layout..

This investment lead to GIEPA emanated from President Barrow's official trip to the Arab Republic of Egypt during the 3rd Africa Business Forum in Egypt. The two Head of States did commit themselves to work in areas of Agriculture, Health and Tourism. The multimillion-dollar center amongst others will have a hypermarket, an advance medical clinic with modern diagnostic facility and an exhibition center, which will attract both Gambians and Non-Gambians and create employment for Gambians. The company will also start a poultry layer farm with capacity of 25 million eggs annually to be extended to 75 million eggs annually as per the market need in the country.



They will also do an animal farm with a capacity of 1000 to 1500 head of cattle in phase one and expand to 3000 heads based on the market demand, this project will also harbor a slaughter house and storage facility amongst others.

The center will basically serve as a Trade Hub in the areas of Trade, and Agriculture amongst the ones that have already been mentioned. This will benefit both countries and it would also promote the value addition of products, since agriculture and processing is a priority in this project. This would eventually boost the exports of the Gambia.

Advocacy Event on Empowering Women through Public Procurement

In efforts to overcome the challenges and barriers women face in accessing economic opportunities associated with public procurement, GIEPA in collaboration with GCCI, UNDP and other partner institutions organized a day workshop at the Paradise Suites Hotel on the 19th of November 2019.

This event brought together government officials, and the private sector to discuss the challenges and come up with solutions to overcome these bottle necks in public procurement.

It was discovered that the Government of the Gambia spends about D5 billion on procurement of Goods, Works and Services annually, of which only a few percent is awarded to women vendors.

According to GPPA a total number of 1649 suppliers were registered for 2019 out of which only 416 are registered as women. The question asked here is, out of this 416 women vendors who registered, how many are awarded with contracts and also how many are actually still operating as vendors?

During the discussions, it was discovered that women actually register without knowing what GPPA registration is for, and also a lot of women don't know what Public Procurement means.

These are serious issues, which we deem fitting to be addressed immediately to empower women who play a very key role in any economic development.

At the end of the workshop some solutions were given to address these issues.

The Advocacy Group also paid a courtesy call to the vice president of the Gambia, and she was very much interested in supporting the initiative.

