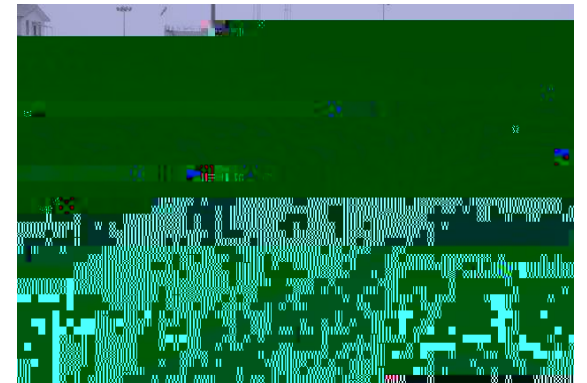
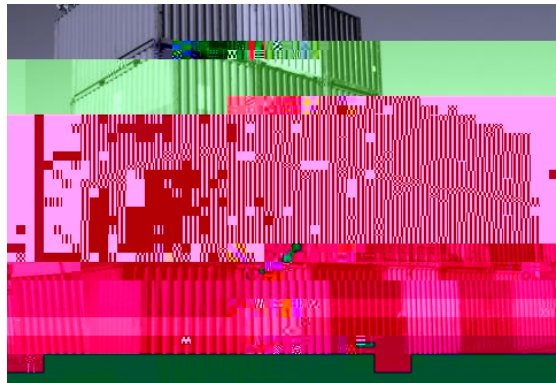
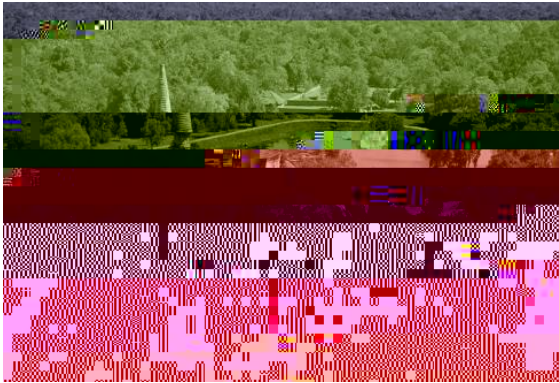




# Supporting MSMEs through trade facilitation reforms



# ITC insights: building from field-work experiences

10'000 +

Businesses engaged in trade facilitation reforms

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1,000 +

Businesses helped to advocate

---

80 +

Countries supported across 5 continents

---

50 +

TFA implementation reforms in more than 20 countries

# MSMEs in developing countries bear the brunt of trade inefficiencies



# Key constraints to MSMEs participation in global trade

- ❗ On a relative basis, MSMEs dedicate more **human resources to navigate export-related information and procedures** than large companies
- ❗ MSMEs have **limited access to affordable financing** means
- ❗ MSMEs are often **discriminated** - **harassed** by border agencies
- ❗ MSMEs **cannot afford quality logistics** service providers
- ❗ MSMEs often export **small volumes of low value-added** products making it harder to reach the “breakeven” point



## **3 Key Trade Facilitation Measures for MSMEs**



# Publishing and adapting information for the benefit of MSMEs

## Publication and Notification



2022

Date	Gazette No.	Title	Download
12-08-2022	220078	Special Commodity Law Act No. 18 of 2007, Order under Section 2 and Section 3	<a href="#">Download</a>
19-08-2022	220079	Section 5	<a href="#">Download</a>
19-08-2022	220080	Section 5	<a href="#">Download</a>



The screenshot shows a page with a header 'Order' and a table of goods. The table includes columns for description, quantity, and price. A row is visible with the description 'Eye make-up preparations', a quantity of '15%', and a unit of 'kg'. The page is mostly obscured by large redaction boxes in cyan, green, and black.



# **Publishing and adapting information for the benefit of MSMEs**

## *Publication and Notification*

*By virtue of the powers vested in me under Section 2 of the Revenue*

**Legal compliance with Article 1 of the TFA can fall short of MSMEs needs.  
Clear and actionable information is what matters most!**

**As of 1<sup>st</sup> of June 2022, you will be required to pay a 15% duty on the following products unless you**

- Malt (HS 11.07)
- Manioc (HS 11.08.14)
- Perfumes and toilet waters (HS 33.03.00)
- Preparation for use on the hair, e.g. shampoos (HS 33.05)
- .....

[link](#)

**Example:**

-

# Publishing and adapting information for the benefit of MSMEs

## *Publication and Notification*

The image displays three screenshots from a government portal, illustrating the process of publishing and adapting information for MSMEs.

**Left Screenshot:** Shows a step-by-step process for "Obtain VAT certificate (3)". The steps are numbered 1 through 7, with step 7 being "Register as an importer in ASYCUDA World system".

**Middle Screenshot:** Shows a "Summary of the procedure" for "Institutions involved (6)". It includes a "DECLARATION" form and a "BANK" section. The form contains various fields for declaration details.

**Right Screenshot:** Shows "Cost detail" and "Estimate your cost". It includes a table of costs and times, and a section for "Inland Revenue Act, no. 24 of 2017 (Sections 102, 103)" and "Registration instructions".

min	max
2h. 40mn	7d
1h. 5mn	7h. 15mn
10h. 55mn	7d

**Cost detail:**

- LKR 100 - LKR 100 per container
- LKR 250
- LKR 700

**Estimate your cost:**

Total time (sum):

- Waiting time in queue
- Attention in counter

**Legislation:**

- Inland Revenue Act, no. 24 of 2017 (Sections 102, 103)
- Registration instructions
- Value Added Tax Act, No. 14 of 2002 (Section 10)

**Information that is clear and actionable for MSMEs**

# Extending trade advantages to MSMEs

## *Authorised Economic Operators*

**MSMEs disproportionately benefit from**

Remove hindering criteria and offer flexible procedures for accession

Faster, more understandable process of certification

Sensitisation and capacity-building tailored to MSMEs accompanying the introduction of AEO schemes

# Implementing reforms that leverage commonly used solutions

## *E-Payment*

### Example: M-PESA in Kenya and Tanzania

*Allows users to make banking operations with a mobile device*

Mobile phones used by **quasi-totality of people and economic operators**

Built to ensure **largest access and opportunity**

Bank transfers would not have worked in countries



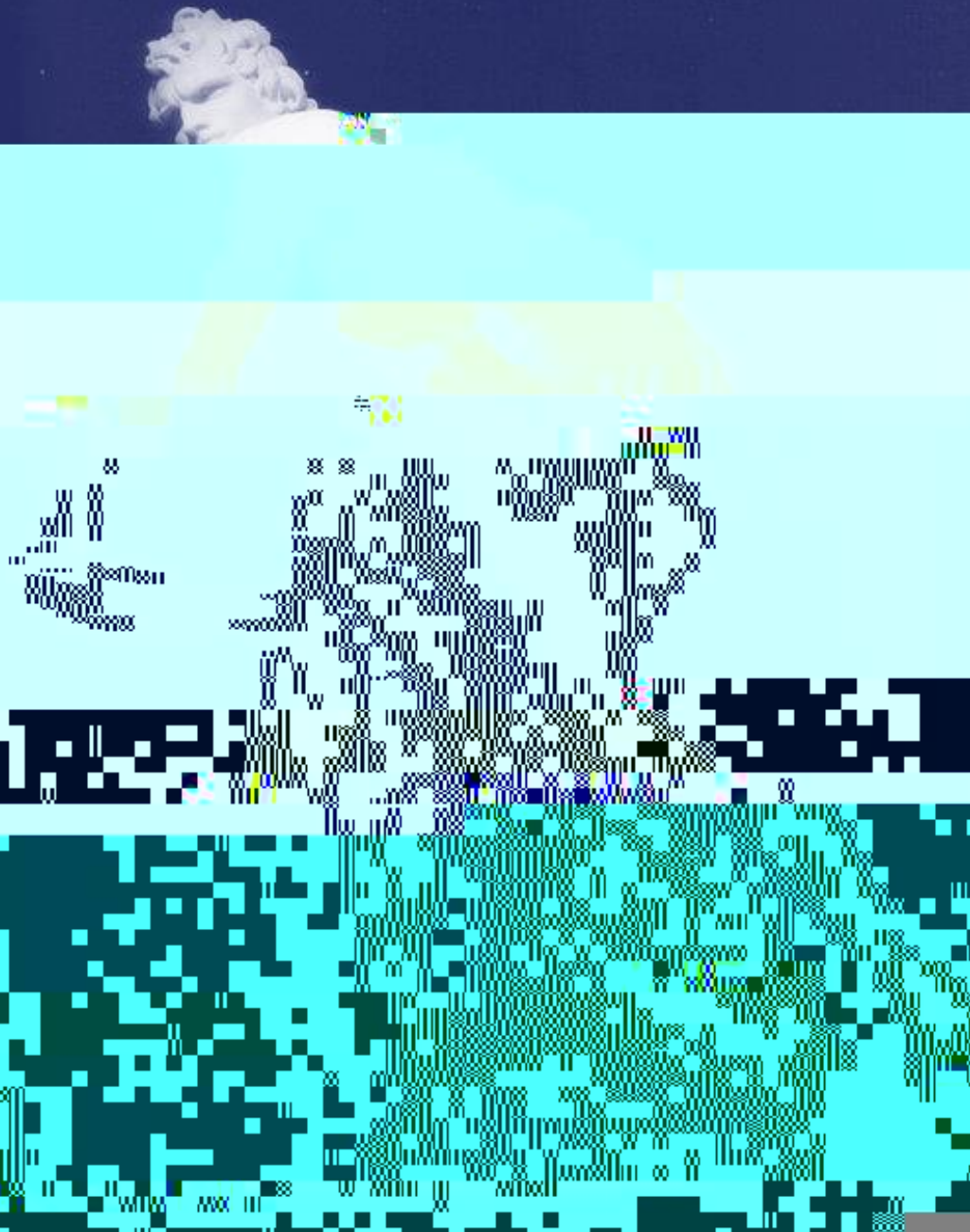
**Develop solutions based on what is already in use and practical!**

# Policy design and implementation should reflect the realities of MSMEs on the ground

**Public-private dialogue** must be at the core of the design and implementation of trade facilitation reforms

**Businesses of all size** must be given the opportunity to express their specific needs, especially **MSMEs and small-scale cross-border traders**

**Trade facilitation is about continuous improvement:** it is never too late to



**Reforms that work for  
larger firms might not**

**MSMEs will also benefit  
larger firms**

**Thank you for your attention**