## 2023 Performance of Traditional and Non-Traditional Exports

Zambia’s Total Export earnings in 2023 were valued at USD 10.42 billion compared to USD 11.65 billion that was recorded in 2022, representing a decrease of 10.54 percent. The value of Traditional Exports (TEs) decreased to USD 6.19 billion from USD 8.13 billion in 2022, representing a decrease of 23.88 percent. The value of Non-Traditional Exports (NTEs) increased to USD 4.23 billion in 2023 from USD 3.52 billion in 2022 representing an increase of 20.28 percent. The share of NTEs to total export increased to 40.61 percent in 2023 from 30.21 percent in 2022. The increase in NTEs was attributed to the high levels of trade with the COMESA/SADC trading bloc. Refer to Table 7.

Table 7: Analysis of Exports, 2019 - 2023

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | 2019 | 2020 | 2021 | 2022 | 2023 |
| Total Exports (USD, million) | 8,944.14 | 7,816.57 | 11,084.86 | 11,646.68 | 10,418.82 |
| Total Exports Growth (Percent) | (1.36) | (12.61) | 41.81 | 5.07 | (10.54) |
| Total TEs (USD, million) | 6,680.01 | 5,889.03 | 8,397.88 | 8,128.78 | 6,187.56 |
| Total TEs Growth (Percent) | (2.49) | (11.84) | 42.60 | (3.20) | (23.88) |
| Total NTEs (USD, million) | 2,264.13 | 1,927.54 | 2,686.99 | 3,517.90 | 4,231.27 |
| NTE Growth (Percent) | 2.12 | (14.87) | 39.40 | 30.92 | 20.28 |
| NTEs as Percent of Total Exports | 25.31 | 24.66 | 24.24 | 30.21 | 40.61 |

***(Source: ZAMSTATS, ZDA)***

Figure 11: Zambia’s Export Composition, 2019 - 2023

**(*Source: ZAMSTATS, ZDA)***

**Sectorial Contribution of NTEs**

At sectorial level, the Engineering and Foundry sector recorded the largest share of NTEs in 2023, accounting for USD 988 million, representing 23.36 percent of the total NTEs in comparison to USD 670 million in 2022 which represented 19.04 percent. This was followed by Chemicals and Pharmaceuticals (USD 841 million); Processed and Refined Foods (USD 548 million); Primary Agriculture (USD 443 million); and Electricity (USD 332 million) representing 19.87, 12.94, 10.46 and 7.84 percent respectively. The rest of the sectors combined contributed a total of USD 1.08 billion, representing 25.53 percent. Refer to Figure 12.

Figure 12: Sectorial Contribution to NTEs, 2022 - 2023

**(*Source: ZAMSTATS, ZDA)***

**Top Ten NTE Products**

The top ten (10) NTE products in 2023 totalled USD 1.55 billion in comparison to USD 1 billion in 2022 representing an increase of 55%. Table 7 shows the top 10 NTE products in 2023 in comparison to the top 10 NTE products in 2022.

Table 8: Top Ten NTE Products, 2022 -2023

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | 2022 | | | 2023 | | |
| S/N | **Product** | **Value in USD’ Million** | **Percentage contribution to NTEs (%)** | **Product** | **Value in USD’ Million** | **Percentage contribution to NTEs (%)** |
| 1 | Other non-alcoholic beverages, NES | 123.86 | 3.52 | Electrical energy | 331.68 | 7.84 |
| 2 | Ferro-silico-manganese | 122.91 | 3.49 | Sulphur of all kinds (excl. sublimed, precipitated and colloidal sulphur) | 296.40 | 7.01 |
| 3 | Portland cement | 117.65 | 4.84 | Dumpers for off-highway use | 164.38 | 3.88 |
| 4 | Electrical energy | 113.73 | 3.84 | Gas oils | 123.89 | 2.93 |
| 5 | Sulphur of all kinds | 108.78 | 3.38 | Nickel ores and concentrates | 115.69 | 2.73 |
| 6 | Rubies, sapphires and emeralds | 96.57 | 3.23 | Tobacco, partly or wholly stemmed/stripped | 112.95 | 2.67 |
| 7 | Oil-cake and other solid residues, of soya-bean | 85.52 | 3.06 | Other raw cane sugar | 108.92 | 2.57 |
| 8 | Nickel ores and concentrates | 82.23 | 2.91 | Oil-cake and other solid residues, of soya-bean | 106.77 | 2.52 |
| 9 | Tobacco | 77.14 | 2.41 | Portland cement (excl. white) | 97.72 | 2.31 |
| 10 | Wire of refined copper | 74.96 | 2.13 | Ferro-silico-manganese | 96.59 | 2.28 |

***(Source: ZAMSTATS)***

**Top Five (5) NTE Markets**

The top five (5) major export markets recorded USD 2.68 billion, representing 63.31 percent of total NTEs. The rest of the export markets recorded USD 1.54 billion, representing 36.69 percent of total NTEs. The Democratic Republic of Congo (DRC) continued to be Zambia’s top destination with export earnings of USD 1.54 billion in 2023, representing 36.62 percent of total NTEs. In comparison to 2022, NTEs declined by 3.12 percent from USD 1.59 billion in 2022 to USD 1.55 billion in 2023.

Other NTE exports markets for Zambia were: South Africa (USD 549.94 million); Zimbabwe (USD 255.66 million; China (USD 171.95 million) and Botswana (USD 151.88 million), representing 13, 6.04, 4.06 and 3.59 percent respectively. Other markets combined accounted for the remaining USD 1.55 billion, representing 36.99 percent of total NTEs. Refer to Figure 13.

Figure 13**: Top 5 NTE Export Markets, 2022 – 2023**

**(*Source: ZAMSTATS, ZDA)***

**Performance by Market Blocs**

Zambia’s major export destinations by market blocs in 2023 was dominated by trading partners within COMESA/SADC with exports amounting to USD 1.95 billion, representing 46.22 percent of total NTEs. In comparison to 2022, which recorded exports amounting to USD 1.99 billion, NTEs declined by 1.78 percent. The SADC Exclusive and ASIA market blocs recorded exports amounting to USD 1.05 billion and USD 506.22 million, representing 24.78 percent and 11.96 percent respectively. Amongst all market blocs, COMESA Exclusive countries accounted for the least share of exports amounting to USD 118.95 million, representing 2.81 percent of the total market share. Refer to Figure 14.

Figure 14: Total Export Performance by Market Bloc, 2022 -2023

**(*Source: ZAMSTATS, ZDA)***

Evidenced by the trend in export markets, the aforementioned analysis shows that COMESA and SADC markets continue to the Zambia’s biggest trading partner. Furthermore, membership of Zambia in these bodies continues to be viable for the country's trade in terms of market access.