

1 Appendices

Table 8 Imports and Exports trends of major economies

Import and Exports trends of major economies

| Imports | January | February | March | April | May | June | July | August | September |
|--------------------|---------|----------|-------|-------|-----|------|------|--------|-----------|
| Brazil | -1 | 5 | 11 | -15 | -11 | -20 | -35 | -29 | -25 |
| China | -7 | -10 | -1 | -14 | -17 | 3 | -1 | -2 | 13 |
| European Union | -3 | -7 | -12 | -26 | -28 | -12 | -15 | -10 | -2 |
| India | 0 | 4 | -28 | -60 | -51 | -48 | -30 | -26 | -20 |
| Japan | -5 | -13 | -1 | -3 | -25 | -14 | -21 | -21 | -14 |
| Republic of Korea | -5 | 1 | 0 | -16 | -21 | -11 | -12 | -16 | 1 |
| Russian Federation | 4 | 2 | -2 | -20 | -13 | -4 | -13 | -11 | -3 |
| South Africa | -3 | -4 | -17 | -38 | -40 | -43 | -39 | -31 | -15 |
| United States | -4 | -4 | -7 | -21 | -25 | -13 | -8 | -5 | 0 |

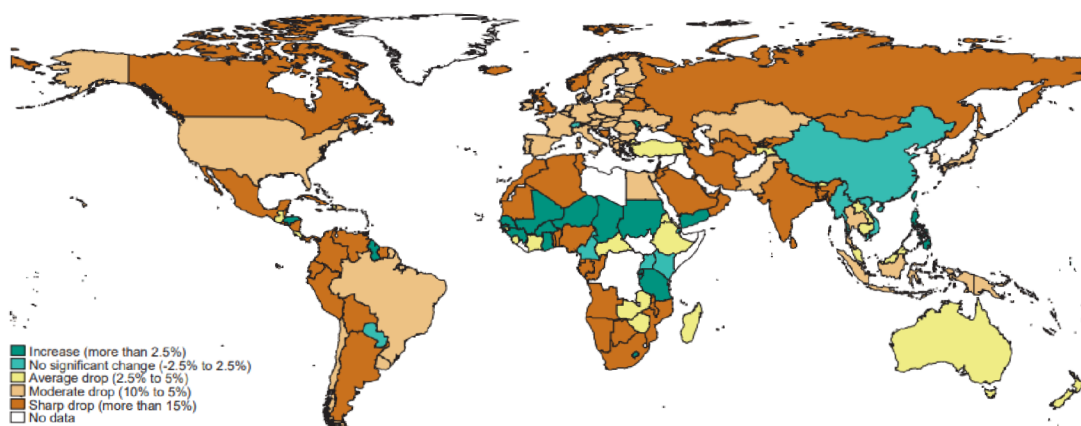
| Exports | January | February | March | April | May | June | July | August | September |
|--------------------|---------|----------|-------|-------|-----|------|------|--------|-----------|
| Brazil | -19 | -1 | 5 | -9 | -15 | -5 | -3 | -11 | -10 |
| China | -22 | -10 | -7 | 3 | -3 | 1 | 7 | 9 | 10 |
| European Union | -2 | -3 | -8 | -31 | -32 | -9 | -10 | -9 | 3 |
| India | -1 | 4 | -34 | -61 | -35 | -12 | -10 | -13 | 4 |
| Japan | -4 | 0 | -8 | -19 | -27 | -25 | -18 | -15 | -3 |
| Republic of Korea | -7 | 4 | -2 | -26 | -24 | -11 | -7 | -10 | 7 |
| Russian Federation | -2 | -18 | -20 | -33 | -36 | -26 | -28 | -32 | -14 |
| South Africa | 10 | 6 | -1 | -61 | -28 | -6 | -14 | -3 | 10 |
| United States | 0 | 2 | -9 | -29 | -36 | -24 | -15 | -15 | -9 |

Source: UNCTAD calculations based on national statistics. Year-over-year growth rates. Excludes intra-European Union trade.

Source"UNCTAD"

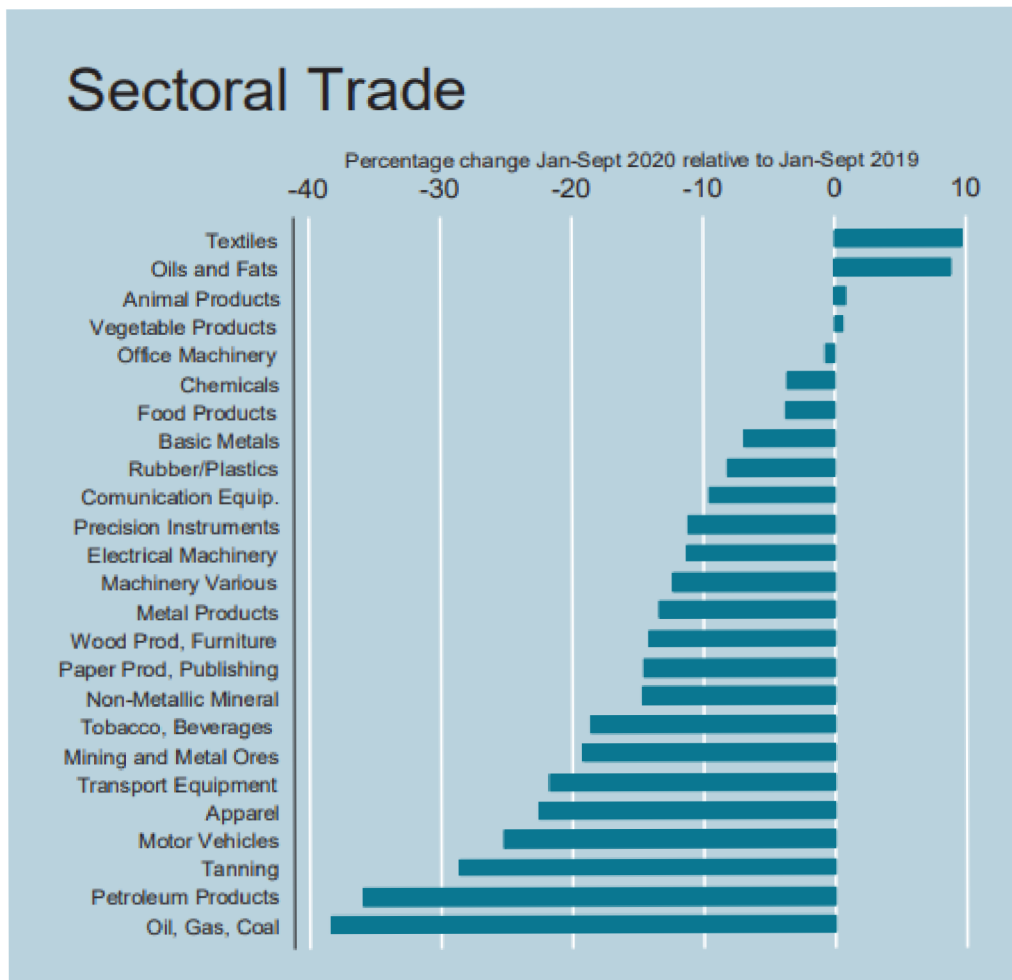
Figure 14 Trade trends across the world

Trade trends across the world



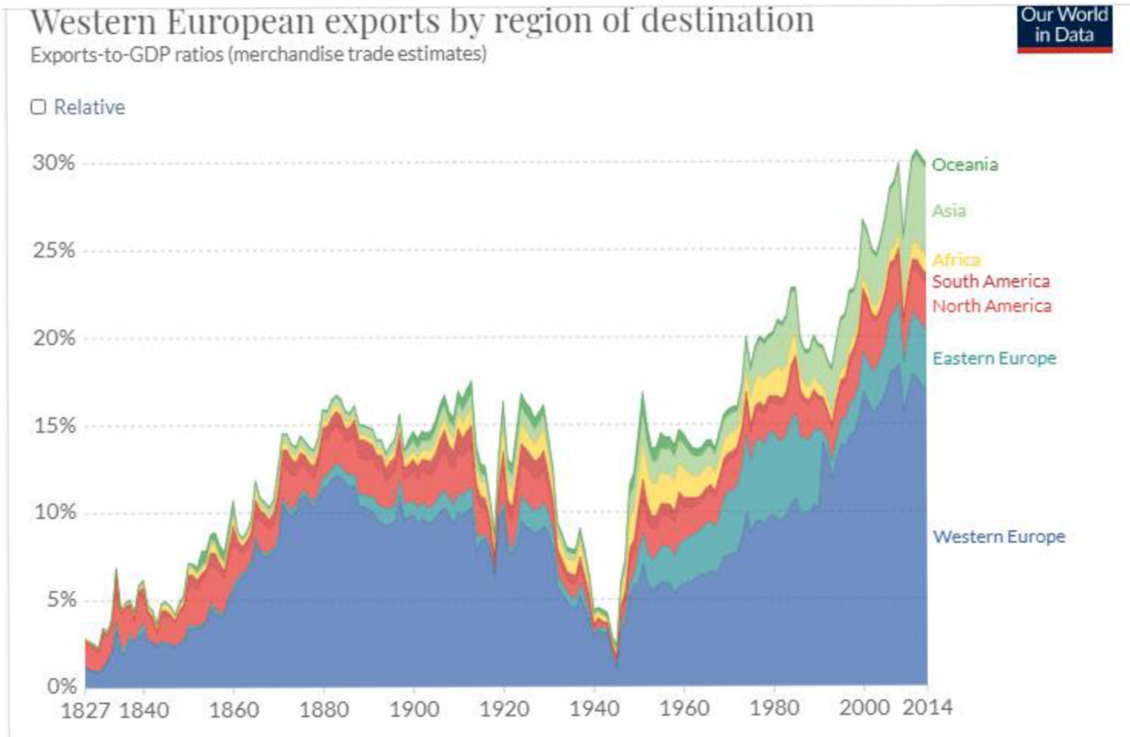
Source"UNCTAD"

Figure 15 Sectoral Trade



Source "UNCTAD"

Figure 16 Western European exports by region of destination



Source "Our World in Data"

Figure 17 Main economic indicators Bolivia

**Plurinational State of Bolivia: main economic indicators,
2018-2020**

| | 2018 | 2019 | 2020 ^a |
|--|----------------------------------|--------|--------------------|
| | Annual growth rate | | |
| Gross domestic product | 4.2 | 2.2 | -8.0 |
| Per capita gross domestic product | 2.8 | 0.8 | -9.3 |
| Consumer prices | 1.5 | 1.5 | 0.5 ^b |
| Real average wage ^c | 3.1 | -0.4 | -1.0 ^d |
| Money (M1) | 6.4 | 0.7 | 3.0 ^e |
| Real effective exchange rate ^f | -5.2 | -5.8 | -7.7 ^b |
| Terms of trade | -1.5 | 0.9 | -6.3 |
| | Annual average percentage | | |
| General government | | | |
| Overall balance / GDP | -6.0 | -6.9 | ... |
| Nominal deposit rate ^g | 2.1 | 2.4 | 3.1 ^b |
| Nominal lending rate ^h | 6.4 | 6.4 | 6.3 ^b |
| | Millions of dollars | | |
| Exports of goods and services | 10 353 | 10 259 | 3 584 ⁱ |
| Imports of goods and services | 12 444 | 11 907 | 3 866 ⁱ |
| Current account balance | -1 823 | -1 324 | 35 ⁱ |
| Capital and financial balance ^j | 594 | -1 515 | -587 ⁱ |
| Overall balance | -1 230 | -2 839 | -552 ⁱ |

Source: Economic Commission for Latin America and the Caribbean (ECLAC), on the basis of official figures.

Source "ECLAC"

Table 9 Answers given at interviews

| Company | Company's or commercial activity | Analysis |
|------------|--|---|
| Chia seeds | The company exports chia seeds since 2010, this product became more popular since then due to their benefits such as lower cholesterol, improve blood sugar levels in type 2 diabetes and reduce appetite. It is also used nowadays as a replacement of flour and eggs in pastries and others. Back in 2010 we exported to Peru and since 2013 we export to Germany. The process has not been easy and we suffered ups and | The company that exports chia seeds is expecting to continue exporting to Peru and Germany but also expand to other countries too. Their experience has been positive but they need to recover from drops in sales in the last years. Help from the government as incentives will be appreciated in the sector. |

| | | |
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| | <p>downs but the market is open to grow in the future. 2013 was a great year for all chia seeds exporters because that year sales tripled, next years were good but not as good as expected. In 2018 sales were very low and of course the pandemic has affected us negatively but this year (2021) we are starting to export again to recover and we are hoping to export the product to other European countries. We also hope that the government helps us reducing the bureaucracy that implies the exportation process and gives us some incentives because we need them to grow and not only our sector but our national economy needs to be activated more than ever so the state has to eliminate barriers and support our economy by letting us work and export.</p> | |
| <p>Meat</p> | <p>The biggest group of Ranchers of Bolivia tells that exportation of meat has increased significantly since 2013 but the last two years (2019 and 2020) were the best years. The principal export destination of meat is China. The positive experiences exporting to China opened the market giving them the opportunity and vision to expand the market in the future and export to other countries in South America and the rest of the world due to the great capacity of production specially of the city Santa Cruz. Compared to other sectors, the livestock one has been benefitted from political deals between China and Bolivia because even there is bureaucracy it is less time and steps to export meat than other products. This is one</p> | <p>One of the most important group of Ranchers of Bolivia tells about their positive experience from exporting meat to China, they mention that sales have increased significantly with the help and diplomatic treats that both governments have. This type of help should be applied to more economic sectors. They expect to sell to more countries after realizing that there is demand and capacity to offer local proucts at high quality to others.</p> |

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|--------------------------|--|--|
| | <p>aspect that the government must solve encouraging exportation because it helps the economy in general. Trade is more and more important every year and now we should take advantage of our resources and sell our wide variety of products to countries abroad. Trade is crucial for the growth of every country's economy in the world, nowadays globalization allows to sell and buy from abroad and that our country should focus in taking advantage of all the benefits and facilities it has.</p> | |
| <p>Building material</p> | <p>Our company is dedicated to import building material from China, we travel twice a year to bring materials which are cheaper than in our country. In China there are three types of quality mostly of all goods, we buy the second quality to give our clients good quality products at lower prices. We work in this sector for at least 12 years and every year more people see the opportunity to import things because the profit is almost 35%. The first time is not easy and there is the risk of losing your money because once you arrive to China there are hundreds of companies or people that offer you the help in importation to Bolivia or any country in Latin America and some of them can disappear once you pay them. But, you learn to work with good companies that later even give you discounts. One of the biggest problems instead is the time it takes to do all the paper work and documents once your purchase has arrived to Bolivia. (Marcelo, 2020)</p> | <p>The company dedicated to import building material from China has years of experience in the market, they can see that more people import products due to the variety of goods and good quality at affordable prices. They say that at the beginning it is complicated but once you know how to do things they get easier and the profit margin is high. Bureaucracy is something that should be taken care to help other small and medium companies to import and export.</p> |

| | | |
|-----------------------------|---|---|
| <p>Makeup and cosmetics</p> | <p>This small business is dedicated to import makeup and cosmetics from United States. It started when I started buying makeup from United States to work as a makeup artist and clients asked where they can buy the same products during the pandemic to take care of their skin. So, first it was for clients and friends but now they sell to people in Santa Cruz and also delivery to other cities. I never imagined that something that started as a hobby during the pandemic would become a small company now. There is a lot of competition nowadays but there is also a wide variety of options to bring from US at affordable prices so I think importing products from abroad will become more frequent not only with cosmetics but other products too. The disadvantage that I can mention is that small importers have to pay other companies to bring their products and do all the paperwork because if somebody wants to import product directly there are fees, documents and requirements that are very expensive and take months to gather. Also there is no clear information about feed and taxes due to informality in the process of entering products that some people even prefer leaving their products at the customs house than paying what some employees ask.</p> | <p>A small makeup and cosmetics business started importing few products from United States for personal use, then for friends and now the owner sells products daily. She had a good experience, the pandemic has been an opportunity for her. Variety of products and low prices are some pros from buying abroad.</p> |
|-----------------------------|---|---|

Source: own creation