



Ministry of Export Development and International Trade Agency Results framework - ARF

Vision

**“Export excellence for socio-economic
development of Sri Lanka”**

Mission

- **“To achieve excellence in exports
through facilitation and development of
international trade for equitable socio
economic development in Sri Lanka”**

Thrust Areas

- 1. Formulation and implementation of Trade policies and programmes**
- 2. Development and promotion of Sri Lankan exports in international markets**
- 3. Facilitation of exports**
- 4. Administrative and managerial supervision of institutions functioning under the Ministry**
- 5. Efficient and effective utilization of Resources**

Thrust area 1 – Formulation and implementation of Trade policies and programmes

No	Goal s	Key Performance Indicator	Base line 2007/ 8	Targets / lead unit					Lead Unit
				2009	2010	2011	2012	2013	
1	To increase export revenue	1.a.Export revenue	USD 7.74/ 8.63	9.92	11.41	13.13	15.1	16.6	EDB
		1.b Contribution to GDP	24/25	26	27	28	29	30	EDB
2	To increase export * volume	2.a. % increase in export volume by sectors* I. Value added Tea II. Desiccated Coconut III. spices IV. Fruits and Vegetables V. Aquarium Fish VI. Fish products VII. Processed fruits and Juices VIII. Gems & Jewellery IX. Rubber products X. Plastic products XI. Printing & Stationery XII. Furniture products XIII. Giftware XIV. Footwear XV. Leather products XVI. Household Textiles XVII. Toys XVIII. Ceramics XIX. Light Engineering	Present level = 3%	3	3	3	3	3	EDB
			1	1.2	1.3	1.35	1.50	1.75	
			5	6	4	4	5	4	
			7	8	10	11	12	14	
			3	4	4	5	6	7	
			10	11	11.25	11.5	12	12.5	
			10	10.8	11.5	12.0	13.0	14.0	
			6.9	6.9	6.9	6.9	6.9	6.9	
			1	1	1	1	1	1	
			1	1	1	1	1	1	
			7	7	7	7	7	7	
			9	9	9	9	9	9	
			1	1	1	1	1	1	
			9.7	9.7	9.7	9.7	9.7	9.7	
			1	1	1	1	1	1	
			1	1	1	1	1	1	
			1	1	1	1	1	1	
			7.6	7.6	7.6	7.6	7.6	7.6	
			1	1	1	1	1	1	
		2b.Export products developed	3775	3785	3795	3805	3815	3825	EDB.
3	To percolate export benefits to the grass root level(76% coverage)	3a. Contribution to exports by provinces other than Western Province	37	38	39	40	41	42	EDB
4	SME exports -	4a. No of exporters below Rs. 60Mn.	3671/ 3680	3690	3700	3710	3720	3730	EDB

* No. of selected products

		4b. % contribution to total exports	3.5/5	6.5	8	10	12	14	EDB
5	To increase relative importance of emerging markets	5a. Increase of export volume distribution to markets (228 Markets)	80:20	-	-	-	-	75:25	EDB
6	To increase market access for Sri Lankan exports	6a. Development of new trade instruments- reciprocal JCs,BFTAs,RTAs	5	5	6	6	8	8	DOC
		6b Non reciprocal arrangements-GSP,	1	To be maintained	To be maintained	To be maintained	To be maintained	To be maintained	DOC
		6.b% increase of Export revenue of non preferential exports	Not available	5	5	5	5	5	DOC
		6c.no of concessions obtained							
		ISFTA	4150 Tariff Lines	4190	4220	4260	4280	4300	DOC
		PSFTA	4683 Tariff Lines	87	90	93	97	4700	DOC
		<u>APTA</u>							DOC
		Bangladesh	209 Tariff Lines	215	222	230	240	250	DOC
		China	1697 Tariff Lines	1900	2100	2300	2400	2500	DOC
		India	570 Tariff Lines	575	585	590	595	600	DOC
		South Korea	1367 Tariff Lines	1400	1430	1460	1480	1500	DOC

		SAFTA							
		Afganistan	3854	3860	3866	3881	3885	3900	DOC
		Bangladesh	3970 Tariff Lines	3975	3980	3985	3990	4000	DOC
		Bhutan	5067 Tariff Lines	5067	5070	5075	5080	5085	DOC
		India	4359 Tariff Lines	4380	4410	4420	4425	4450	DOC
		Maldives	4553 Tariff Lines	4575	4600	4620	4640	4650	DOC
		Nepal	3911 Tariff Lines	3920	3925	3935	3940	3950	DOC
		Pakistan	4033 Tariff Lines	4050	4075	4000	4100	4200	DOC

Thrust area 2 – Development and promotion of Sri Lankan exports in international markets

No	Goal s	Key Performance Indicator	Base line 2008	Targets / lead unit					Lead Unit
				2009	2010	2011	2012	2013	
1	To make available export credit insurance solutions	2a No of new Policies	204 operating	25 per year	23 per year	25 per year	28 per year	30 per year	SLECIC
2	To effectively promote Sri Lankan products to the export market	3a. % Increase in insured business volume	Present level = Rs.15 Bn	10	11	10	10	12	SLECIC
		3b. No of credit limits approved	285	315	341	372	428	462	SLECIC
		Value in Rs. Mn	1500	1800	2000	2300	2500	2750	SLECIC
3	To effectively manage	4a. No of issues resolved (recorded)	44per year	10 additions	10 additions	10 additions	10 additions	10 additions	DOC and EDB

	issues encountered by exporter community			per year	per year	per year	per year	per year	
		4b. Reduction of complaints by exporters	Nil	Nil	Nil	Nil	Nil	nil	All institutions

Thrust area 3 – Facilitation of exports

No	Goals	Key Performance Indicator	Base line 2008	Targets					Lead Unit
				2009	2010	2011	2012	2013	
1	To have increased market access through trade negotiations								
		1b. Addressing NTBs encountered	On going	On going	On going	On going	On going	Expeditious removal	DOC
		1c. Enhanced revenue	USD 7.74/8.63	9.92	11.41	13,13	15.1	-	EDB
		1d. Enhanced volume	80:20	79:21	78:22	77:23	76:24	75:25	EDB
2	To provide adequate trade information to the trade community	2a. % increase no of library users	858 per year	863	868	873	878	883	EDB/DOC
		2b. No of visits to web site per year	600,000	600,200	600,400	600,600	600,800	700,000	EDB
		No of visits to web site per day	25	50	60	80	100	120	DOC
		2c. No of inquiries	1500	1550	1600	1650	1700	1750	EDB/DOC
		2d. No of advisory services provided	2000	2050	2100	2150	2200	2250	EDB

		2e. No of exporters	4600	4620	4640	4660	4680	4700	EDB
3	To mitigate commercial and political risk encountered by exporters	3a % increase in no of new countries covered	140	2	2	2	2	2	SLECIC
		3b. Increased no of exporters to countries concerned where cover is being provided	2005 per year	5	5	5	5	5	DOC
4	To increase export trade efficiency through simplified export procedures	4a. Time taken for export documentation processing (specific certificate of origin)	Within 2 Hrs – one day	1 3/4	1	1 1/2	1 1/4	1 (Electronic)	DOC

Thrust area 4 – Administrative and managerial supervision of institutions functioning under the Ministry

No	Goals	Key Performance Indicator	Baseline 2008	Targets					Lead Unit
				2009	2010	2011	2012	2013	
1	To ensure compliance with government rules and regulations	1a. No of audit queries	5	Nil	Nil	Nil	Nil	Nil	All Institutions
		1b. No. of complaints	5	Nil	Nil	Nil	Nil	Nil	All Institutions
2	Effective functioning of EDB, SLECIC	(No of complaints from stakeholders)	Nil	Nil	Nil	Nil	Nil	Nil	All Institutions

Thrust area 5 Efficient and effective utilization of Resources

No	Goal s	Key Performance Indicator	Base line 2008	Targets / lead unit					Lead Unit
				2009	2010	2011	2012	2013	
1	To manage available resources efficiently and effectively	1a. no audit queries	Few	zero	zero	zero	zero	zero	All
		1b.capital utilization index	To be provided	100	100	100	100	100	TMJ
2	To ensure external customer satisfaction	2a. No of complaints	Not available	Nil	Nil	Nil	Nil	Nil	All
3	To enhance capacity of the human resource	3a. % increase in No. trained	To be provided	10	12	12	14	16	EDB All

Abbreviations:

EDB- Export Development Board

SLECIC- Sri Lanka Export Credit Insurance Corporation

DOC- Department of Commerce

MEDIT- Ministry of Export Development and International Trade

05.10.2008