



**AGOA WEBINAR:
TEXTILES AND APPAREL INTO THE UNITED
STATES**

**LESOTHO INSIGHTS: AGOA UTILIZATION &
THE REAL DEAL FROM AN EXPORT FIRM**

Monday, August 24, 2020 15:00 to 17:00

@Zoom

LTEA BACKGROUND

- LTEA was established 27 years ago as a “friendly society” under Lesotho’s Friendly Societies Act
- In 2002, then registered with Lesotho’s Registrar of Trade Unions and Employer Associations as an Employers association

“The voice of the Lesotho Textile & Apparel Industry”

LESSON AND INSIGHTS ON THE AGOA TEXTILES AND APPAREL STRATEGY INSIGHTS FROM A LESOTHO-BASED EXPORT FIRMS UNDER LTEA

Lesotho as a Least Developed Country (LDC) is eligible for a number of preferential trade agreements including USA preferential market access under the Africa Growth Opportunities Act (AGOA).

Con.

- The sector is the second largest employer after public sector
- The largest SACU exporter of textile and garments to USA.
- Also the second after Kenya in Sub-Saharan exporters to USA.
- There was a shift in the market due to the spread of COVID-19.
- Essential products such as PPE have become more important than fashion items
- Will Lesotho remain competitive or what?

The Lessons and insights on the AGOA for Lesotho

- The second largest employed workforce of about 50 000 of which 80% is women
- Contribution of 2.6% to Lesotho's GDP on the third quarter of 2019
- Capacity to US market knowledge/ know how
- Capacity to produce about 90 000 dozens per month (960 000 pieces of garments)
- Accreditation of WRAP certifications
- Capacity for maintaining quality and standard by having Audits (different from WRAP) per each order

The Lessons and insights on the AGOA for Lesotho. Cont.

- Strengthening of Regional and International Competitiveness capacitating the reduction of cost and standing blocks affecting Textile & Apparel sector through public private trade facilitation bodies
- Strong collaboration and support from Government agencies in particular LNDC in trade and investment facilitation
- The Pre-arrival process of release and clearance of Goods electronically for both Exports and Imports

The Lessons and insights on the AGOA for Lesotho. Cont.

- Improved border infrastructure to ensure more efficient border crossing
- Removal of Goods in Bond (RIB) – the movement of goods by the Exporting and Importing Agent in Lesotho liaising with other Agent in South Africa from the factories gate to the port
- The Forwarder – an Agent nominated by the Buyers in US who's responsible for the movement of goods from the Port to US (destination)

Ownership, Control & Decision Making in Lesotho's Textile, Apparel & Footwear Sector

There is a combination of investors in Lesotho from Lesotho (small factories), South African (medium to large factories), and Taiwan (large factories) serving different markets including USA.

Ownership / Nationality	Manufacturing Firms	Jobs
Basotho	6	518
Chinese	8	3 222
Taiwanese	24	34 484
South Africa	17	11 198
TOTAL	55	49 422

Basotho Owned Factories

- These firms are all located in and decisions are made in Maseru District

NAME	LOCATION	OUTPUT	CMT / FULL PACKAGE
Afri-Expo Textiles	Maseru West	jeans	CMT
Luqy Manufacturers	Maseru West	knit garment	CMT
Mabeoana Crafts	Matsieng	knit garment	CMT
T-Shirt City	Khubetsoana	knit garment	full package
Johanne Garment	Maseru West	workwear	full package
Seshoeshoe Production	Thetsane	workwear	full package
TOTAL	6 FIRMS		

People's Republic of China Owned Firms and Decision made in Maseru

NAME	LOCATION	OUTPUT	CMT / FULL PACKAGE
Boming Lai Teng	Tikoe	knit garment	CMT
Ever Successful Textile	Maseru West	knit garment	CMT
Hong Da Lesotho	Maseru	knit garment	CMT
Lucky Manufacturing	Tikoe	knit garment	CMT
Middle Sky Lesotho	Thetsane	knit garment	CMT
Maseru E Textiles	Tikoe	knit garment	CMT
Mauri Garments / Yong Chang Garments	Maseru West	knit garment	CMT
Nanabolela	Tikoe	knit garment	CMT
TOTAL	8 FIRMS		

Republic of China (Taiwan) Owned Firms

NAME	LOCATION	OUTPUT	CMT / FULL PACKAGE
Asia Garments	Tikoe	knit garment	CMT
CGM Industrial	Thetsane	jeans/bottom	full package
Chainex	Maseru West	embroidery	-
C & Y Garments	Thetsane	jeans/bottom	full package
Eclat Evergood	Thetsane	knit garment	full package
Ever Unison Garments	Nyenyene	knit garment	full package
Fantastic Clothing	Nyenyene	knit garment	full package
Formosa Textile	Thetsane	textile	full package
Global Garments	Thetsane	jeans/bottom	full package
Hippo Knitting	Maseru West	knit garment	full package
Humin Jeanswear	Nyenyene	jeans/bottom	full package
J & S Fashions	Thetsane	knit garment	full package
Kopano Textiles	Maputsoe	knit garment	CMT

Cont.

Leo Garments	Tikoe	knit garment	full package
Lesotho Precious Garments	Maseru West	knit garment	full package
New Epoch Knitting	Nyenye	knit garment	CMT
Nien Hsing International	Thetsane	jeans/bottom	full package
Presitex Enterprises	Thetsane	jeans/bottom	full package
Shiang Bei	Thetsane	Embroidery	-
Shinning Century	Maseru West	knit garment	full package
Sun Textiles	Thetsane	knit garment	full package
Super Knitting	Maseru West	knit garment	full package
Tai Yuan Garments	Thetsane	knit garment	full package
TZICC Clothing Manufactures	Thetsane	knit garment	full package
TOTAL	24 FIRMS		



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Thank You