

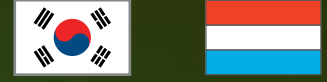
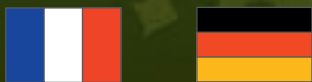
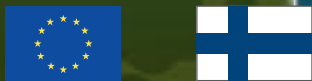


Volume 2

Bilateral Services

# UNITED NATIONS SYSTEM

Chief Executive Board for Coordination  
High Level Committee on Programmes  
*Working Group on Market Efficiency and Integration*



TRADE CAPACITY BUILDING

# [Resource Guide]

2015



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# Executive Summary Volume 2: Bilateral Services

Volume 2, Bilateral Services reviews the trade capacity building by the twenty-four members of the OECD DAC (the Development Co-operation Directorate of the Organization for Economic Cooperation and Development) at the time this Guide started to be compiled, one which joined in early 2013 (**Czech Republic**) for which fully comparable data are not yet available, and twelve other donors: five of these, like the **Czech Republic**, are members of the **EU** (European Union) (the **EC**, European Commission, was already included as a DAC donor): **Estonia, Hungary, Poland, Slovak Republic, and Slovenia**; and seven others are members of the G20: **Argentina, Brazil, China, Indonesia, Mexico, the Russian Federation, and Turkey**. Other members of the EU and the G20 were invited to participate, but did not respond or declined. Several of the countries which did participate actively in the last volume were less willing to review and update their contributions this time: as with all new international initiatives, there is a risk that, now that Aid for Trade is no longer a novelty, the interest in trade capacity building is diminishing. It also seems that donors are returning to seeing their aid programmes as purely internal questions, in spite of their international commitments to Aid for Trade under the **WTO** (World Trade Organization) and under EC and G20 targets.

It is essential to note that in most cases Volume 2, Bilateral Services of the *Resource Guide* is based on a review of publicly available information on donors' programmes and activities. The chapters were elaborated by **UNIDO** (United Nations Industrial Development Organization) and then validated and/or modified by each country; in some cases, countries provided substantial additional information, for which we are grateful. But for some, the reviews may omit some activities. There had been some standardization of approach and definition of categories for the multilateral agencies, but much less for the bilateral donors, especially for those which are only now starting both trade capacity building and international reporting on their aid activities. It is particularly difficult to find comparable definitions of the roles of agencies not directly responsible for aid, but with activities which are closely related to trade.

This Executive Summary looks first at the DAC donors included in the last edition, to identify any changes in their priorities or in other characteristics of their programmes. It then introduces the additional donors, as far as we have information on them, asking the same questions about the role of trade capacity building in their aid and their priorities within trade capacity building. In particular, it looks at the information available on partnerships between developed and developing country donors. It includes some information on some of the donors which did not respond. It concludes with a summary description of some of their activities by standard category.

## DAC donors

There are no reported formal changes in donors' priority for trade capacity building within aid, but some may be omitted because some of the countries did not provide updates of their activities. In contrast to the multilateral and regional agencies, where only one agency reported more than one change in the activities covered, seven countries report two or three changes; **Spain** had three changes, and one country, **Portugal**, had four changes. Table B1 summarises the information available on activities covered.) Most of the changes were reductions in the number of activities reported (**Australia, Belgium, Denmark, the EC, Italy, Japan, Luxembourg, and Norway**) suggesting that the trend toward greater concentration of aid programmes is continuing, but **Canada, Finland, Sweden** and the **UK**, along with **Portugal** and **Spain**, reported more activities. It remains true that the major donors cover most or all activities, and the smaller or newer, a small number, but **Italy** has now reduced its coverage to five activities. **Portugal** has now moved up to eight, about the level of middle sized donors such as the Scandinavian countries.

**Table B1:** Overview of Bilateral Donors' Aid for Trade Programmes and Initiatives

	Global Advocacy	Trade Policy Development	Legal and Regulatory Framework	Supply Capacity	Compliance Support	Trade Promotion	Market & Trade Information	Trade Facilitation	Physical Trade Infrastructure	Trade-related Financial Services	Participation in Triangular Cooperation	Other Trade-related Activities*
<b>DAC members</b>												
Australia		•	•	•	•		•	•	•	•		
Austria	•	•		•	•	•		•	•	•		
Belgium			•	•	•	•	•			•		•
Canada		•	•	•	•	•	•	•				•
Denmark	•	•		•	•	•	•	•	•	•	•	
EC		•	•	•	•	•	•	•	•	•	under consideration	•
Finland	•	•	•	•	•	•	•	•	•	•		
France	•	•	•	•	•	•		•	•	•	not directly	
Germany	•	•	•	•	•	•	•	•	•	•	•	
Greece				•	•					•		
Ireland	•	•	•	•	•	•	•	•	•	•		
Italy			•	•		•		•	•			
Japan	•	•	•	•	•			•	•	•		
Korea (Rep. of)		•		•	•		•	•	•			
Luxembourg		•		•					•			
Netherlands	•	•	•	•	•	•	•	•	•	•		
New Zealand		•	•	•	•	•	•	•	•	•	•	
Norway	•	•	•	•	•		•	•				•
Portugal		•	•	•	•		•	•	•			•
Spain	•	•		•			•	•	•	•	•	
Sweden	•	•	•	•	•		•	•	•	•	•	•
Switzerland	•	•	•	•	•	•	•	•	•	•	•	
United Kingdom	•	•	•	•	•		•	•	•	•	•	•
United States		•	•	•	•		•	•	•	•	•	
<b>Other EU member countries</b>												
Czech Rep							•				no	
Estonia	•		•				•				no	
Hungary											no	
Slovak Rep.						•					no	
Slovenia									•		no	
Poland											no	
<b>Other members of G20</b>												
Argentina			•	•	•		•	•			•	
Brazil		•	•	•	•			•	•		•	
China		•	•	•				•	•		•	
Indonesia		•									•	
Mexico		•							•		•	
Russian Fed.		•			•			•			•	
Turkey			•					•			no	

\* Most countries did not use this category.

Some donors are willing to assist virtually all developing countries (Table B2), even if they have regional or traditional centres of interest. These include **Australia**, the **EC**, **Germany**, **Ireland**, **Japan**, the **Netherlands**, **Sweden**, **Switzerland**, and the **US**. Others define regions or types of countries, including **Austria**, **Belgium**, **France**, **Greece**, **Italy**, and **Norway**. All these include Sub-Saharan African LDCs along with other groupings. **Austria** also has Eastern Europe as an area focus. **Spain** is unusual in concentrating on middle income countries, partly because of its historical commitment to Latin America, and **New Zealand** specifies South East Asia and the Pacific. **Canada**, **Finland**, **Luxembourg**, **Portugal**, and the **UK** have more limited lists, often in the form of target countries.

**Table B2:** Bilateral Donors: Designated Beneficiaries

DAC Members	
Australia	all regions
Austria	Sub-Saharan Africa, Himalayan region, SE Europe, S, Caucasus
Belgium	African LDCs
Canada	Bolivia, Caribbean, Colombia, Haiti, Honduras, Peru, Afghanistan, Bangladesh, Indonesia, Pakistan, Vietnam, E.Europe, Ukraine, Mid-East, Ethiopia, Ghana, Mali, Mozambique, Senegal, Sudan, S.Sudan, Tanzania
Denmark	all LDCs
EC	all LDCs
Finland	Ethiopia, Kenya, Mozambique, Nepal, Tanzania, Vietnam, Zambia, crisis states
France	Sub-Saharan Africa (60%),Mediterranean, fragile and crisis states
Germany	all LDCs
Greece	Sub-Saharan Africa, Black Sea, Middle East
Ireland	all LDCs
Italy	Sub-Saharan Africa, Mediterránea; Asia, Latin America
Japan	all LDCs
Korea, Rep. of	all LDCs
Luxembourg	Burkina Faso, Cape Verde, El Salvador, Laos, Mali, Nicaragua, Niger, Senegal, Vietnam
Netherlands	all LDCs
New Zealand	Pacific, SE Asia
Norway	Africa, LDCs
Portugal	Lusophone Africa: Angola, Cape Verde, Guinea Bissau, Mozambique, Sao Tome Principe, E. Timor
Spain	Latin America, Middle income
Sweden	all LDCs
Switzerland	all LDCs
United Kingdom	Afghanistan, Bangladesh, Burma, DRC, Ethiopia, Ghana, India, Kenya, Kyrgyzstan, Liberia, Malawi, Mozambique, Nepal, Nigeria, Palestine, Pakistan, Rwanda, Sierra Leone, Somalia, S.Africa, Sudan, S.Sudan, Tajikistan, Tanzania, Uganda, Vietnam, Yemen, Zambia, Zimbabwe
United States	all LDCs
Other EU Member Countries for which there are details	
Czech	Ethiopia is priority, Kosovo, Serbia, Turkey
Estonia	E Europe
Slovak	Afghanistan, Serbia, Kenya; S Sudan, Bosnia Herzegovina, Macedonia, Montenegro
Slovenia	Balkan countries, LDCs

Other members of the G20	
Argentina	Latin America
Brazil	South & Central America, Caribbean, Africa
China	All countries
Indonesia	Asia
Mexico	Central America, Caribbean
Russian Fed.	border countries, Asia Pacific, Sub-Saharan Africa, Latin America
Turkey	LDCs

### Other donors

Although the non-DAC donors are not required to submit their aid programmes for review by the DAC, those included in this Guide are all members of the **WTO**, and therefore formally committed to the Aid for Trade initiative and expected to participate in its Reviews of Aid for Trade. Donors which are members of the EU are bound additionally by its declared support for Aid for Trade. The new donors which are members of the G20 have made an additional commitment to increase Aid for Trade. For all, therefore, their trade capacity building is internationally accountable. Table B1 summarises the trade support activities for those which responded to UNIDO's questionnaire.

The amount of assistance, both Overseas Development Assistance as defined by the DAC and other official flows, going from non-DAC donors to other developing countries has increased substantially in recent years: for **Brazil** and **China**, it probably trebled between 2006 and 2011. As aid from some DAC donors has decreased, the other donors have increased their share of the total. Most South-South trade capacity building is technical assistance, so not requiring high volumes of spending, but the total may be about \$10 billion. It may have been less affected by the financial crisis than aid from developed country donors. None of the new donors is among the major donors in total aid. **China** may now be at least at the level of middle level European donors. A few of those included here are at the level of smaller European countries.

Non-members of the DAC are under no obligation to use DAC definitions of ODA or of Aid for Trade, and some do not (see Grimm 2011c p. 7 for some differences; **Brazil** and **China**, for example, link export credits to other assistance in trade). Most South-South donors (like most traditional donors) believe that their assistance is "special" and unlike that provided by others. For every donor, its own programme is unique. From the point of view of recipients, for whose needs this *Resource Guide* is designed, what matters is what donors do, not what they call it, so 'Trade Capacity Building' remains a useful description for all donors. (WTO/OECD publications sometimes, but not consistently, refer to 'providers of South-South Cooperation' as a separate category from 'donors': this could be a useful distinction if it were instead defined to mean participants in triangular aid providing expertise rather than funds.)

It is necessary for observers to identify the characteristics which can be compared, not take a position on which is 'better'. Some argue that South-South aid is different because it is less self-interested (South-South solidarity); others that it is different because it is more self-interested (mutually beneficial); and some prefer terms other than aid. As there are many examples of both altruistic and self-interested aid from both new and traditional donors, these are not new categories. Countries which have recently received (or are still receiving) aid may believe that they have a special awareness of the problems of recipients or feel a special obligation to help: this is cited by some non-DAC donors. Such experience is also, however, seen as important by some DAC donors, notably Japan, Korea (Kim, 2011), some new members of the EU, and even Germany.

It is likely that each new donor (like each traditional donor) will need to identify its own advantages more precisely than just 'being new', for example on the basis of the sectors in which they specialise or, where relevant, expertise on particular types of trade policy such as regional integration, as has been done by some DAC donors. The evidence here suggests that some new donors are doing this, most notably perhaps **Argentina** and **Brazil** in their sectoral priorities and **China**, as a recently acceded member, in helping other countries to accede to the WTO. Others still need to identify their special advantages.

Information on what the new donors in the EU and Southern donors do, how they do it, and how much they do is difficult to find. For some of these countries, aid agencies are new and do not yet have detailed mandates, so often there is no clear source of information on the types of project or country which are eligible for assistance. These information gaps are particularly worrying at a time when many of these donors are adding new recipients to their traditional partners, which were often closely linked to the donor by region, language or religion. The OECD/WTO reviews of Aid for Trade have little information on Aid for Trade by non-DAC donors and do not attempt to collate or analyse it. There is a

small, but growing, literature describing what Southern donors do, including the “Aid for Trade Case Stories” prepared for the WTO’s 2011 Review of Aid for Trade, which can supplement the material submitted by countries to UNIDO.

**China** has had assistance projects, notably for infrastructure, in other Asian countries and in Africa since the 1950s. It shows particular interest (Grimm 2011a) in supply side assistance, with its aid closely associated with its foreign investment and trade, and therefore with its interest in access to natural resources (Humphrey, 2011a). It often provides fully completed projects. Its own successful recent moves into exporting suggest that such aid fits its advantages. As noted below, it now has extensive cooperation agreements with multilateral agencies and it has participated in discussions with other donors on aid effectiveness (Hayashikawa 2012). It has worked with other Asian donors in third countries.

**Brazil**, like **China**, has a history of trading and managing its trade policy successfully, but although it attributes its own success to good trade policy (Motta Veiga 2011), it does not focus its aid on trade policy or skill in negotiations. Its priorities (Cabral, Weinstock, 2010, WTO 2013) have been agriculture: especially cotton and biofuels, health and education. It mainly offers technical assistance. It submitted two Aid for Trade case stories to the WTO in 2011: on cotton with the West African cotton producers (consistent with both its own experience in cotton production and its trade policy alliance with them) and on SMEs with several South American countries (see also below under Supply Capacity). **Mexico’s** aid (Lätt 2011) is mainly technical cooperation and not specifically in trade-related areas. It did, however, submit a case story on a transport corridor in Central America (see also below, under Physical Infrastructure); this can be linked to its trade policy interest in regional FTAs.

In most cases, developing country donors help countries in their own region and also some African countries (table B2). **China** is an exception, explicitly saying that it works with all countries, although political constraints exclude a few countries, and its priorities are based on trade contracts and bilateral ties. Other directions of cross-regional aid are observed only in special cases (e.g. **Brazil** aid to all Lusophone countries and aid among Islamic countries). **Brazil** has been expanding the number of projects and number of recipients. Its original recipients were South American countries and Lusophone countries in Africa and Asia, but it now deals with 58 recipients, and only 23% of its aid goes to South America, with 50% to Africa and 15% to Asia (Motta Veiga 2011). **Mexico** (Lätt 2011) has had programmes in Central America for a couple of decades, and has also acted in the Caribbean. **Argentina** focuses on Latin America. The **Russian Federation** has a broad approach, but with some concentration on border countries and others in Asia and the Pacific. The proportions for Eastern Europe and Sub-Saharan Africa are in fact the same (at 28%), and Latin America and the Caribbean receive 20% of Russian aid. **Indonesia** gives aid to Asian countries.

Of the new EU donors, **Estonia** explicitly chooses to focus on Eastern European countries because it feels it has no competence in Africa, although its multilateral funding goes to that region. The **Czech Republic** target list includes Kosovo and Serbia, but also Ethiopia and Turkey. The **Slovak Republic** has three priority countries, Afghanistan, Serbia, and Kenya, plus ten other project countries: South Sudan, Bosnia and Herzegovina, Macedonia, Montenegro, Moldova, Ukraine, Belarus, Georgia, Tunisia and Egypt. **Slovenia** gives aid to LDCs mainly through multilateral and EU programmes, while its bilateral aid is mainly to Balkan countries.

#### **Selected major donors not included in this volume:**

**India** also has a long history of bilateral aid; this has been mainly to other South Asian countries, but is now shifting to Africa (Humphrey 2011).

**Singapore** has provided technical assistance to a wide range of countries, originally (from the 1960s) mainly in its region, but now globally, and identifies 80% of its assistance as Aid for Trade. It established an aid agency in 1992. Some of its assistance is through multilateral and regional organisations. Examples include capacity building in trade policy in the region and in the Middle East and assistance with infrastructure and trade facilitation in Latin America.

Several **Arab countries** became major donors in the 1970s following the first oil price increase, and some are now again increasing their aid. Like the other donors, they are moving out of their own region as well as into more multilateral and regional giving (Denney 2011). **Saudi Arabia** includes export promotion assistance in its objectives.

**South Africa** mainly acts within Africa, and prefers to give assistance through regional organisations (Grimm 2011a). Some is technical assistance; some, financial credits. It is now trying to start some triangular programmes.



### Triangular cooperation: partnership between developed and developing country bilateral donors

As well as what may be considered ‘traditional’ bilateral aid by new donors, i.e. direct assistance from one country to another, some donors from both developed and developing countries are interested in what has become known as ‘triangular’ aid: in the simplest model, a developed country provides funds and a developing country offers expertise to produce a joint package for a third country. The ways in which ‘old’ donors could offer form partnerships with ‘new’ donors include:

- Financing, directly or through joint participation in a multilateral or regional programme;
- Advice or training in setting up and administering an aid agency, including mechanisms for identifying needs, designing programmes, monitoring and evaluation;
- Advice or training in dealing with recipients; and
- Advice and training in reporting information to permit monitoring and evaluation.

An alternative model is the **China**-DAC Study Group initiated in January 2009 as a ‘mechanism for mutual learning’ (Brant 2011). This draws on the aid experience of two donors, combining Chinese experience with DAC experience, recognising that knowledge may lie with the developing country donor as well as the developed donor. There is no clear distinction between these partnerships and normal collaboration among donors (at any level of development) or between bilateral donors and multilateral or regional agencies. The activities different countries choose to report under this heading vary, so the formal sections under this category in the reports in this Guide and as summarised in the next section are not comparable.

### The ways in which bilateral donors support trade

The categories used other than triangular aid are explained in the introduction to Volume I Multilateral Services, and the results are summarised in Table B1. This also indicates which donors explicitly mention triangular aid. Among the newly included donors, **Argentina** and **China** report on five activities and **Brazil** on six, comparable with the small to medium DAC donors, with the others reporting three or fewer. Supply Capacity, Financial Services, Trade Policy, Physical Infrastructure and Compliance Support remain the most frequently mentioned activities by the DAC donors. Trade Promotion and Global Advocacy are the least often covered. New donors, in contrast, have higher coverage of trade facilitation, with financial services joining global advocacy among the least often mentioned, although for **China** infrastructure and supply capacity are priorities. **Hungary** and **Poland** are not included in this section as they did not give details on their activities.

#### *Global Advocacy*

**Sweden** and the **UK** recall their role as advocates for Aid for Trade. **Switzerland** encourages discussions on trade. **Germany** has programmes to improve trade related assistance and to do research on the implications of proposed trade agreements for developing countries. This includes research and capacity development for policy for trade in services. **Denmark** has programmes to promote the development of the private sector in Ghana and Kenya and to promote corporate social responsibility. **Spain** supports policy discussion and advocacy by cooperatives and other groups of entrepreneurs. **Ireland** supports research to help developing countries. **Austria** has activities to promote good business and trade practices in Eastern European countries. **Finland** supports research on trade and development by the OECD, UNCTAD, and ICTSD. **France** includes here increasing support for Fair Trade in France. **Japan** organises policy dialogues on Africa. The **Netherlands** mentions its promotion of corporate social responsibility by its own multinationals operating in developing countries. **Norway** includes its support for including gender in policies. The **US** improves the African private sector’s ability to participate in policy discussions.

Only one of the new donors has an activity in this category. **Estonia** has supported development and trade through the **WTO** and **EIF** (Enhanced Integrated Framework).

#### *Trade Policy Development*

**Australia** provides administrative and research support to regions including ASEAN and the Pacific Agreement on Closer Economic Relations (PACER) and assistance on developing competence in trade policy more generally. **New Zealand** supports Pacer, mentioning explicitly that this is to enable it negotiate with New Zealand. It also supports the Pacific Forum. **Canada** supports programmes to improve African countries’ ability to negotiate trade agreements and to help them take advantage of FTAs with Canada. The **EC** has supported ACP

countries in their negotiations of FTAs with the EU and with their multilateral negotiations. The **UK** has also supported countries to negotiate and to implement trading arrangements with the EU as well as supporting LDCs to negotiate for what it defines as appropriate objectives in international negotiations.

**Finland** has supported multilateral agencies and joint programmes in their trade policy assistance and research on trade policy. Most countries support the WTO programme to assist countries to participate in WTO negotiations. **Korea** supports countries through the WTO and the EIF. **Ireland** supports training at the **WTO**. It supports **World Bank** and **ITC** (International Trade Centre), research on trade barriers.

**Denmark** supports regional trade policy in East Africa. **Germany** has supported regional trade institutions in East and Southern Africa. **Norway** has supported regional trade institutions in southern Africa. **Spain** supports MERCOSUR (Mercado Común del Sur). **Canada** also focuses on regional trade policy, with programmes in South America, the Caribbean, and Africa. It also advises Africa countries on trade and investment policies more generally and Middle Eastern countries on investment policy. It has assisted in the development of research capacity on trade policy in African and Latin American countries. The **EC** has a comprehensive programme to support Armenia in agreeing and implementing deep integration with the EU. **France** has provided a technical assistant to help Senegal in its trade negotiations and other support to countries to increase their negotiating capacity as well as support for research on their trade.

The **Netherlands** has assisted Indonesia in designing measures to encourage trade and investment. **Austria** assists Eastern European countries in investment policy. **Sweden** provides training for trade officials both in Sweden, using its own experience, and through a training institute in Tanzania. With **Switzerland**, it supports TRALAC, a research and training institute for southern Africa, and provides and information for private sectors to participate in policy. **Switzerland** supports training on world trade in Switzerland and regional training at centres in Peru, South Africa and Vietnam. It provides assistance to countries in formulating negotiating positions, and mentions in particular support for the West African cotton exporters. The **US** provides capacity building for public officials and private sector representatives to participate in negotiations and implement agreements.

**Indonesia**, supported by **Japan** and **UNDP** (United Nations Development Programme), uses its experience to help Uzbekistan on free trade economic zones and small and middle-sized enterprises (SMEs). It has also provided training to public officials both through academic courses and exchange of experience. **Mexico** cooperates on public administration with Chile. Brazil supports joint MERCOSUR policy development. **The Russian Federation** is supporting Belarus to accede to the **WTO**, including improving institutional capacity and providing information. **China** has focused on LDCs and in particular on assisting them in accession to the **WTO**.

#### *Legal and Regulatory Framework*

**Australia** offers institution building, for example to the Philippines and Viet Nam. The **UK** supports regional harmonisation of trade regulations in East and Southern Africa. **Belgium** contributes to the **UK's** programme for trade institution building in Eastern Africa. **Finland** has promoted reforms related to private sector development in Zambia, Mozambique, southern Africa, East Africa, Laos, and Cambodia, and legislation for encouraging sustainable development in Laos and the Ukraine. **Canada** has built capacity on complying with international labour legislation. **Japan** has a programme with WIPO to support building institutions on intellectual property protection in Asia and Africa. The **US** provides capacity building for ASEAN in information technology and information management.

The **EC** has a programme to help develop programmes to integrate the private sector into consultations, including on standards and taxation. **New Zealand** assists the Pacific countries to develop institutional capacity in financial regulation, taxation, and statistics. **France** offers assistance to African governments negotiating with the private sector. It also is helping Senegal develop the institutional capacity to support sustainable agriculture. **Japan** helps Cambodia improve investment promotion and has a training course in competition law and policy which has been mainly for Asian countries. **Sweden** has assisted African countries in developing capacity in dealing with Technical Barriers to trade and Iraq on consumer protection. It provides training on rules of origin for southern African countries. **Switzerland** has supported development of legal frameworks to reduce the costs of doing business and on competition policy, intellectual property, consumer protection, public procurement and e-commerce. **Portugal** has supported consumer protection agencies and other types of public administration. **Italy** offers support to Egypt, South Africa, Tunisia, and Vietnam.

**Germany, Norway, Sweden** and **Switzerland** offer support for countries acceding to the **WTO**. **Ireland** and the **Netherlands** offer support through the Advisory Centre on WTO Law (ACWL) and the **World Bank's** Facility for Investment Advisory Services (FIAS), and the **Netherlands** supports **WTO** training for officials. **Norway** also supports the ACWL.

**Estonia** assists Armenia, Georgia and Moldova to implement SPS requirements of free trade agreements with the EU.

**Argentina** provides training in taxation for officials in Paraguay, on health and medicine regulation to Caribbean countries, and in management to Uruguay. **China** has helped countries with the legal changes required to accede to the WTO. **Turkey** has training for trade officials in LDCs.

#### *Supply Capacity*

In only a few cases do donors seem to be making a clear link between their own national expertise and experience and the sectors for which they offer assistance: **Argentina**, **Brazil** and **Norway** are notable examples of this, with **Argentina** and **Brazil** mentioning projects in agriculture and **Norway** citing energy. Some donors explicitly mention value chains.

**Norway** provides advice on managing petroleum resources and on clean energy development in Africa. In Bangladesh, it assists the textile and garment sector. **Norway** and the **UK** also promote women's participation in production.

Some countries mention only agriculture as a specific sector to support. **Australia** supports value chains in agriculture in south East Asia, offers other agricultural support in several countries, and assists development in textiles and clothing in Fiji. **Canada** supports the development of supply chains in agriculture in the Caribbean, South America and Mali, with support also to research on supply chains and how to promote them. It assists agriculture in the Nile Basin and in Central America. It has an investment fund to support other types of supply in Africa. **Spain** supports agriculture in Argentina, Honduras, Mexico, Nicaragua, Algeria, Ethiopia, Morocco Senegal and Tunisia, mentioning value chains between Tunisia and Spain. It supports fishing in Ethiopia and Mozambique. The **Netherlands** has also supported developing value chains from recipient countries to Europe, supporting soya, cacao, stone, and forest products, and mangos from Mali. **Japan** supports agriculture. **Greece** supports potato seed development in Georgia.

Other countries mention agriculture with other sectors, including several supporting SMEs in particular. **Austria** supports agriculture in Nicaragua, energy in western Africa and the shoe industry in Ethiopia. **Italy** has programmes in general private sector development in Argentina, Ghana, West Africa and Syria, with support for SMEs in Albania and agriculture in Lebanon. **Portugal** has supported rural development in East Timor and Guinea Bissau through a cluster approach combining improving productivity, improving marketing and other types of support. It also supports agriculture in Mozambique and Angola and mining in Angola and Mozambique. **Belgium** has programmes to support agriculture and SMEs. **New Zealand** has programmes in agribusiness, in fair trade agriculture, in business to business support, and in general support to improving the business environment. **Finland's** support goes to agriculture, forestry, green construction, energy, and services, including ICT, across countries in all regions. **Germany** supports cotton in West African countries and agriculture generally in Ghana and Kenya. In Thailand, its support is for SMEs more generally. **Ireland's** supply support is for Fair Trade producers, in Central America and East Africa. **France's** priorities are agriculture, tourism, and the financial sector. In agriculture, this includes increasing production and productivity in agriculture. Specific activities include potato exports, cotton in Mali and Burkina Faso, tea in Burundi, and coffee in Kenya. There is also support for biodiversity. **France's** promotion of tourism includes encouraging countries to develop tourism to maximise multiplier effects on income and related activities, with attention to sustainable development. **France** also encourages industry, for example mechanical, electrical, and electronic production in Tunisia. **Denmark** supports the private sector in Ghana, Tanzania and Uganda, especially SMEs. It has programmes on fruit in Viet Nam and car repairs in Uganda. The **US** supports agriculture and services, including tourism, in Africa, including assistance in using US preferences and in regional integration. It also supports SMEs in aquaculture, horticulture and leather value chains, focusing on bringing these up to export quality standards. In Bolivia, Mali, Serbia, the Philippines and East and Central Africa, it has more comprehensive programmes to improve the ability of SMEs to participate in value chains. **Korea** supports infrastructure, dams and irrigation projects, as an input into supply capacity in Cambodia, the Philippines, Indonesia and Mali. It has specific supply projects for agriculture in Indonesia and Mali.

**Canada** provides general support to the private sector in Africa and the Caribbean, and to skills development in Asian countries. The **EC** provides support to the Caribbean rum industry to adapt to new trading and environmental regulations. **Sweden's** support for South Africa is more general, with training and business development; in India it has supported clean production. **Switzerland** supports SMEs and clean production. The **UK** provides general support to encourage investment and to improve how markets work. It tries to include European imports of food.

Most of **Luxembourg's** support is through micro-finance organisations, including in Vietnam, Cape Verde, and Central America. It has also supported rural development in Vietnam and the ITC sector in Africa. The **Netherlands** also includes here support to Netherlands investors in emerging markets.

**Argentina** (with JICA, **Japan**) provides training in food production to other Latin American countries. It also provides technical assistance to Mexico on agriculture and forestry and to Ecuador on SMEs. It uses Argentine expertise in fish farming to assist Paraguay. It supports textiles and clothing and tourism in Paraguay and has programmes in agriculture, and in llama, alpaca and cattle meat production, and in textiles in Bolivia. It provides technical assistance on wine and olive production, fibres and cattle to Peru. It also supports cattle production in Panama and meat in El Salvador. It has programmes on energy and meat in Ecuador and fungi in Colombia. **Argentina** has a comprehensive programme of support for agriculture in Haiti. **Brazil** supports production of rice in Senegal and cotton in the Benin, Burkina Faso, Chad and Mali, provides training in agro ecology and cooperatives to Benin. Outside agriculture, it supports tourism in Jamaica and cinema in other MERCOSUR countries. It provides advice to other Latin American countries on how to export to Brazil. **China** reports projects in agriculture, including sugar and cotton, and in cement.

#### *Compliance Support Infrastructure and Services*

As well as support to recipients' quality and standards institutions, some donors provide assistance to countries to participate in standard setting and in negotiations. Agricultural standards are frequently included. **Australia** provides aid to countries to meet Sanitary and Phyto-Sanitary rules, and **Greece's** support for potatoes in Georgia includes research on quality. The **UK** helps Mozambique meet fish standards for export to the EU. **Norway** has some programmes on fisheries and works with **UNIDO** on standards compliance for agricultural exports. It also has programmes on meeting standards for fair trade and organic exports. **Belgium** and **New Zealand** help countries to meet Fair Trade standards. **Korea** has helped Mongolia develop testing for animal products.

**Canada** has helped the Ukraine, Viet Nam and the Caribbean to develop testing to meet international standards. **Denmark** has provided support to Viet Nam to develop testing for technical standards, and the **EC** has programmes to help ACP countries meet technical standards and to help Bangladesh build standards and testing capacity to meet international standards on textiles and clothing. The **UK** supports labour and health standards in the garment industry in Bangladesh. **France** has assisted quality management and testing in Madagascar, China, North Africa, the Balkan states and Ukraine. **Japan** is promoting quality control, testing and certification in electrical equipment in Vietnam. **Norway** is compiling information on private standards and on the problems faced by countries in meeting standards. It has supported the development of quality standards and testing facilities in Bangladesh, Bhutan, India, Indonesia, Malaysia, Maldives, Nepal, Pakistan, Philippines, Myanmar, Sri Lanka, Thailand, Viet Nam Malawi, Namibia, Sierra Leone, Swaziland, Zambia and in several regions: the Mekong, SAARC, SADC and the East African Community. **Portugal** supports engineering institutions, communication and postal agencies, ports and civil aviation agencies in African Lusophone countries.

**Switzerland** supports strengthening of standards and metrology systems, with particular assistance for SMEs to meet international standards, including environmental and social standards and fair trade standards as well as product standards. This includes activities in Nicaragua, Mozambique, Vietnam, Ghana, and Lebanon. It has also encouraged countries to participate in standard setting. **Sweden** has supported countries to participate in international standard setting. The **Netherlands** provides support to countries to meet environmental requirements, including helping them to participate in WTO discussions.

**Germany** includes developing expertise in intellectual property and the pharmaceutical sector in its support for East Africa. The **US** has assisted Central American, ASEAN and African countries and Azerbaijan to develop and apply product standards. It also provides training and information for officials. It provides training on intellectual property rules. **Austria** provides aid in accounting standards. **Finland** and **Ireland** give support through the multilateral agencies and programmes.

**Brazil** (with cooperation from **Germany**) has assisted Mozambique on developing institutions and legislation on standardisation and metrology. **Argentina** has a programme to improve dairy quality in Colombia. **The Russian Federation** works with **UNIDO** on compliance.

#### *Trade Promotion Capacity Building*

**Austria, Belgium, Finland** and **Japan** have supported trade promotion training done jointly with the private sector, and **Japan** also provides assistance in trade fairs. **Canada** has built capacity in the business organisations of some of its target countries and **Germany** has supported business organisations in East Africa. **Denmark** has a programme of import promotion, and has assisted in the development of export promotion in Kenya. The **Netherlands** also has a programme to match exporters to importers. **France** has assisted the development of trade promotion in Madagascar. **Ireland** has supported the export promotion agency in Uganda. Italy supports agencies in Mercosur and Tunisia. **New Zealand** provides funding and market information to support the Pacific countries' export agency. **Portugal** has

improved the ability of private organisations to support trade. **Switzerland** has acted to strengthen public and private providers of trade support, including business associations as well as export promotion agencies. The **EC** is supporting participation of NGOs in trade policy formation in Armenia.

The **Slovak Republic** is helping Serbia and Ukraine to develop advisory services for investors by building their capacity and knowledge.

#### *Market and Trade Information*

In contrast to the multilateral and regional agencies, the bilateral donors are more likely to offer market information than trade information.

**Spain** has supported the development of services providing *market information* and advice to horticulture in Ethiopia. **Australia** helps build competence in market information in agriculture. **Belgium** helps African countries to improve their information on the Belgian market. **Canada** builds capacity in African countries and also offers its own market information services. **Denmark** and **Norway** promote business to business information, as well as providing research on opportunities. **Finland** has supported activities in Eastern Europe and Central Asia. **Germany** has supported the development of regional information in South Asia. **Japan** builds market information in East Africa. **Ireland** supports information through the **ITC**. The **US** has developed market information services for Guyana, as well as its general support to countries to take advantage of its preferences. The **Netherlands** through its import promotion agency has extensive programmes to provide information on legal and private requirements in export markets, on how to develop export businesses, and on using trade fairs, with training for both exporters and agencies which support these. **Sweden** and **Switzerland** provide information for exporters to these countries.

There are a few initiatives on *trade information*, including trade statistics, but the bilateral agencies tend to leave this type of support to the multilateral and regional agencies. The **EC** has a help desk to give countries information on its rules on trade, taxes, preferential arrangements, etc. **France** helps African countries to improve their economic, social and environmental statistics, **Norway** is assisting the Malawi and Sudan statistical offices, and **New Zealand** provides assistance to Pacific countries. The **UK** improves the transparency of trade data, with the objective of influencing public debate.

**Estonia** provides training on agricultural statistics to Moldova.

**Argentina** provides assistance in statistics to Bolivia and Haiti.

#### *Trade Facilitation*

A few donors use their own areas of expertise in this, and a high proportion provide assistance on customs administration. **Belgium**, **Portugal** and **Spain** use their port administrations to provide training in port management. **Belgium** also supports support for regional integration in East Africa, and **Portugal** provides technical assistance to customs departments. **Ireland** supports ports through **UNCTAD** (United Nations Conference on Trade and Development).

**Australia** provides assistance on trade facilitation to Laos, in the context of a more general trade capacity building programme, and has a broad trade facilitation programme in the Caribbean. It has programmes on improving customs administration in several Pacific countries and in China. **New Zealand** also supports customs services in the Pacific, providing advice on customs administration and Sanitary and Phytosanitary standards and support to participate in WTO work. **Finland** has supported customs modernisation in Africa. **Sweden** has supported regional customs capacity building in East, Southern, and West Africa. It also provides training for southern African countries on trade facilitation and assisted in developing a Trade Facilitation Implementation Guide. **Switzerland** supports capacity building systems for customs officers. **Korea** has provided modernisation assistance for customs in Tanzania. **Norway** has worked with **UNCTAD** on modernising customs administration in East Africa and with the **WCO** (World Customs Organization) in Liberia, Rwanda, Tanzania, Mozambique, Vietnam, and East Timor. **Austria** provided customs support to Croatia.

The **US** has developed prototypes for customs administrations for risk management and to reduce costs to business. It has developed information systems to assist in this. It has encouraged reducing barriers to agricultural trade. It is supporting trade facilitation in Afghanistan, including assisting it on trade agreements, increasing the efficiency of customs, streamlining border processes, and coordinating support for exports. It has worked to reduce trading costs in Central Asia. It supported ASEAN countries to implement Single Windows for traders. The

**UK** has regional programmes taking a comprehensive approach to reducing the technical, infrastructure, and administrative costs of trading in African regions. The **EC** has helped Peru to reduce the complexity of trading. **Canada** has programmes in Africa and the Middle East to reduce barriers to trade, as well as supporting **IDB** work in Latin America. **Denmark** has supported Ghana to develop private services for traders. The **Netherlands** supports **World Bank** work on trade facilitation and works with **UK DFID** on this in East Africa. **Germany** is supporting Central Asian countries to reduce administrative barriers to trade (including through its use of the Senegalese example mentioned above).

The new donors focus mainly on customs assistance. The **Czech Republic** supports customs reform in Kosovo, Serbia, and Turkey.

**Argentina** provides training on customs to Bolivia. **Brazil** provides information on logistics services for trade with Brazil and has helped to develop payments systems for MERCOSUR. **China** has assisted in setting up container inspection systems. **The Russian Federation**, with the **IMF**, helps African countries improve customs administration. **Turkey** is promoting trade facilitation with Afghanistan, Azerbaijan, Kazakhstan, Kyrgyz Republic, Tajikistan, Turkmenistan, and Uzbekistan.

#### *Physical Trade Infrastructure*

**Germany** emphasises its cross border approach, developing a container port in Namibia to serve transport corridors from Angola, Botswana, South Africa and Zambia, and simultaneously improving other elements along these corridors. It is also improving roads in Bangladesh. The **UK** encourages the development of regional infrastructure to reduce the costs of trading within Africa, and has a programme to improve transport in Mozambique to benefit the region as well as Mozambique itself. **Australia** is involved either on its own or with other donors including New Zealand in infrastructure programmes in the Mekong and Pacific regions, and in Papua New Guinea and the Solomon Islands. **New Zealand** is helping Tuvalu to improve its inter-island transport. The **EC** supports regional and cross-border infrastructure in Africa. **Canada** supports regional infrastructure projects in Africa, with several projects to improve roads in Africa and the Caribbean. **Denmark** has supported roads in Ghana and Ireland roads in Ethiopia. **Finland** supports rural infrastructure in Zambia, Cambodia, Kenya and Nicaragua, and also worked with the **EBRD** in Eastern Europe. Its support includes roads, bridges, ports and electrification. **Portugal** supports road and port development, and also energy infrastructure. **France's** main area of action is transport, including activities in ports in Morocco, air traffic control in Madagascar and roads in Sri Lanka and Nigeria. **Italy's** activities are also in roads and ports, in Afghanistan, Iraq, and Somalia. **Japan** acts on regional infrastructure and energy. In addition to the supply-related projects mentioned under Supply Capacity, **Korea** is involved in assisting a port project in Angola, energy in Madagascar and Nepal and a large number of road and bridge projects in Asia, Africa and Latin America. **Spain** has supported aviation infrastructure in Namibia, port systems in Cape Verde and Mauritania, railways in Bangladesh and Turkey, and roads in Ghana and China.

**Sweden** supports Information and Communication technology in Tanzania and environmentally friendly power in the Mekong region. **Switzerland** has supported energy projects in Eastern Europe and Central Asia. The **US** supports infrastructure management in Africa and also has a programme to improve electricity there. It has a programme to support infrastructure improvement in the Philippines and one for roads in Rwanda. **Austria** participates in joint programmes in Africa. The Netherlands responds to requests for support on this.

**China** gives priority to physical infrastructure, including assistance on air and road transport and optical fibres. **Brazil** has participated in developing regional infrastructure in South America and supports port infrastructure in Benin. **Mexico** has assisted Honduras, Nicaragua and Belize with road building.

#### *Trade-related Financial Services*

**Finland**, **Germany** and **Switzerland** support trade finance. **Switzerland** also supports improving financial access for SMEs. **Germany** is also developing countries' financial sectors including microfinance in Namibia and Uganda and finance for small enterprises in Algeria. **Portugal's** central Bank provides technical assistance to other central banks. **Ireland** supports the development of financial sectors in conflict-affected counties. **Australia** has a project to provide joint finance with business to address market failures. **Denmark** organises mixed credits, with a particular interest in supporting SMEs. **Italy** has support for credit to marketing in Guatemala and Peru. **Japan** provides equity finance and trade finance.

The **EC** has a regionally based investment facility for Latin America, Central Asia, the ACP countries and countries in its own neighbourhood. **Korea** is helping to develop a stock exchange in Viet Nam. **France** helps banks to offer finance in sub-Saharan Africa and the Mediterranean. **Greece** provides training in banking for Egypt, Georgia, Montenegro, and the Ukraine. **New Zealand** supports finance for SMEs



and supports microfinance in the Pacific. It also provides general training on financial services. **Spain** supports a fund to increase finance for SMEs in Haiti. The **US** provides training and information on good practice in finance, and also has an agency to offer credit guarantees. **Sweden** is helping to develop financial markets, including securities markets, in Africa.

The **UK** does research on constraints on finance. **Luxembourg's** principal trade-related assistance is in microfinance, including increasing awareness of it and providing technical assistance to countries to develop institutions. **Austria, Belgium** and the **Netherlands** also support micro-finance.

**Slovenia** supports an investment facility in the Western Balkans.

None of the developing country donors offers aid in financial services.

#### *South-South and Triangular Cooperation*

Nine of the DAC donors mention this explicitly: This includes many of the larger donors. **Germany** is encouraging more use of this, and quotes a case study of **Senegal** providing its experience in trade facilitation to Kyrgyzstan and Tajikistan. **Japan** identifies three types: two stage knowledge transfer, from Japan to a developing country and from that country to a third; parallel transfer, from Japan and a developing country to a third country; and support from Japan to a regional 'pivot country' in setting up regional cooperation. **New Zealand** gives an example of working with **Thailand** to support the Mekong region. **Sweden** has supported 'twinning' between **Ghana** and **Liberia**. **Switzerland** has had triangular cooperation in intellectual property with **Vietnam** and Lao. The **US** mentions cooperation with **Chile** to transfer its success in export promotion, customs administration, and agricultural credits to Paraguay and to transfer **Chile's** customs expertise to Guatemala. It has worked with **South Africa** in the southern Africa region and with **Brazil** to improve agricultural productivity in Mozambique. The **UK** is working with **Brazil** (UK, 2013). **Denmark** says it is active in it. The **EC**, however, says only that it supports it. The **Netherlands** says "not yet", and the **Czech Republic** and **Turkey** say that they may consider introducing it.

Among developing countries, **Argentina, Brazil, Indonesia** and **Mexico** have been active in triangular aid. **Indonesia** works with **Japan, Korea** and **China**. **Brazil** has agreements on triangular aid with **Germany, Italy, Japan,** and **Spain**, and is considered one of the leading participants in such aid (Cabral, Weinstock, 2010). The **UK** is now supporting its transfer of experience in agriculture to African countries (UK 2013). **Argentina** works with Japan, and includes technical assistance and exchange of information. **Mexico** has partnerships with **Japan, Spain,** and **Germany**, working in Central America, the Caribbean and South America on environment and agriculture. **The Russian Federation** mentions potential collaboration with **Brazil, India, China** and **South Africa** on a development bank.

#### *Other Trade-related Activities*

**Belgium** has a centre to promote Fair Trade, in addition to its activities to help countries with compliance mentioned above. Other countries report assistance in implementing fair trade standards under Supply Capacity. **Canada** has a programme to develop entrepreneurs in Africa. **Portugal** mentions academic courses to train engineers and Spain the sharing of scientific and technology information. The **EC** has a programme to assist exports from Palestine.

As was noted in the last edition, some activities which are listed as trade capacity building are also closely related to the interests of the donor country, including those promoting information within the donor and corporate social responsibility in the donors' foreign investors. Some 'Fair Trade' initiatives could be included in donor-related aid. Some bilateral donors are advising countries on their trade policies towards and negotiations with the donor, notably the **EC** and some member countries for African countries and **Australia** and **New Zealand** in the Pacific. Some which are investors themselves are advising countries on policies to make treatment of foreign investors more friendly. There still appears to be no consensus on shifting types of capacity building where there are high risks of conflict of interest into the multilateral and regional agencies.

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## ACRONYMS

<b>AA</b>	Federal Foreign Office	<b>ANP</b>	National Ports Agency
<b>AADCP</b>	ASEAN Australia Development Cooperation Programme	<b>APEC</b>	Antwerp/Flanders Port Training Center
<b>AANZFTA</b>	ASEAN Australia New Zealand Free Trade Area	<b>APEC</b>	Asia-Pacific Economic Cooperation
<b>ABA-Invest in Austria</b>	Austrian Business Agency	<b>APHIS</b>	Animal Plant and Health Inspection Service
<b>ABARES</b>	Australian Bureau of Agricultural and Resource Economics and Sciences	<b>APLAC</b>	Asian Pacific Laboratory Accreditation Cooperation
<b>ABC</b>	Brazilian Cooperation Agency (Agência Brasileira de Cooperação)	<b>APTC</b>	Australia Pacific Technical College
<b>ABS</b>	Asset-Backed Securities	<b>ARIPO</b>	African Regional Intellectual Property Organization
<b>ABT</b>	Administrative Barriers to Trade	<b>ASEAN</b>	Association of Southeast Asian Nations
<b>ABV</b>	Australian Business Volunteers	<b>ASECNA</b>	Agency for Aerial Navigation Safety in Africa and Madagascar
<b>ACFID</b>	Australian Council for International Development	<b>ASLP</b>	Agriculture Sector Linkages Programme
<b>ACIAR</b>	Australian Centre for International Agricultural Research	<b>ASOMI</b>	Salvadoran Association of Microfinance Institutions
<b>ACP</b>	African, Caribbean and Pacific	<b>ASOMIF</b>	Nicaraguan Association of Microfinance Institutions
<b>ACT</b>	Azerbaijan Competitiveness and Trade	<b>ASW</b>	ASEAN Single Window
<b>ACWL</b>	Advisory Centre for WTO Law	<b>ASYCUDA</b>	Automated System for Customs Data
<b>ADA</b>	Austrian Development Agency	<b>ATPA</b>	Andean Trade Preferences Act
<b>ADA</b>	Support to Autonomous Development	<b>ATPC</b>	African Trade Policy Centre
<b>ADETEF</b>	International Technical Assistance Agency	<b>ATS</b>	Agri-Food Trade Service
<b>ADVANCE</b>	ASEAN Development Vision to Advance National Cooperation for Economic Integration	<b>ATTF</b>	Financial Technology Transfer Agency
<b>AECF</b>	Africa Enterprise Challenge Fund	<b>AU</b>	African Union
<b>AECID</b>	Spanish Agency for International Development Cooperation	<b>AUC</b>	African Union Commission
<b>AEF</b>	Access to Energy Fund	<b>AusAID</b>	Australian Agency for International Development
<b>AENOR</b>	Spanish Association for Standardization and Certification	<b>AVI</b>	Australian Volunteers International
<b>AEO</b>	Authorized Economic Operator	<b>AWEX</b>	Wallonia Foreign Trade and Investment Agency
<b>AFD</b>	French Development Agency	<b>AwZ</b>	Committee on Economic Cooperation and Development
<b>AFNOR</b>	Organization of the French Standardization System	<b>AXIS</b>	African Internet Exchange System
<b>AFRIMETS</b>	Intra-Africa Metrology System	<b>AYAD</b>	Australian Youth Ambassadors for Development
<b>AFRITAC</b>	African Regional Technical Assistance Centre	<b>B2B</b>	Business to Business
<b>AFTi</b>	Africa Free Trade Initiative	<b>BAB</b>	Bangladesh Accreditation Board
<b>AFTINET</b>	Australian Fair Trade and Investment Network Ltd	<b>BAFA</b>	Federal Office of Economics and Export Control
<b>AGCI</b>	African Global Competitiveness Initiative	<b>BAM</b>	Federal Institute for Materials Research and Testing
<b>AGOA</b>	African Growth and Opportunity Act	<b>BAR</b>	Bilateral Aid Review
<b>AGRI</b>	DG Agriculture and Rural Development	<b>BCI</b>	Banco Comerciale de Inwestimentos
<b>AGVP</b>	Australian Government Volunteer Programme	<b>BCI</b>	Industrial Knowledge Bank
<b>AHK</b>	German Chamber Network	<b>BCIE</b>	Central American Bank for Economic Integration
<b>AICEP</b>	Portugal Global Trade & Investment Agency	<b>BEC</b>	Broader Economic Cooperation
<b>AIF</b>	Asian Investment Facility	<b>BECI</b>	Brussels Enterprises Commerce and Industry
<b>AIP</b>	Africa Infrastructure Programme	<b>BEST</b>	Better Work and Standards Programme
<b>AKDN</b>	Aga Khan Development Network	<b>BFQ</b>	Better Fisheries Quality
<b>AMA</b>	Australian Multilateral Assessment	<b>BGR</b>	Federal Institute of Geosciences and Natural Resources
<b>AMEXCID</b>	Mexican Agency for International Development Cooperation	<b>BIDPA</b>	Botswana Institute of Development Policy Analysis
		<b>BIO</b>	Belgian Investment Company for Developing Countries

<b>BIS</b>	Department for Business Innovation and Skills	<b>CIDAC</b>	Non-Governmental Organization for Development Cooperation
<b>BIZTAR</b>	Moldova Business Regulatory and Tax Administration Reform	<b>CIDEAL</b>	Centre of Research and Cooperation for Development
<b>BMWl</b>	Federal Ministry of Economics and Technology	<b>CIEDEL</b>	International Study Centre for Local Development
<b>BMZ</b>	Federal Ministry for Economic Cooperation and Development	<b>CIEMP</b>	Customs International Executive Management Programme
<b>BOAD</b>	West African Development Bank	<b>CIES</b>	Centre for International Economic Studies
<b>BPC</b>	Bolivian Productivity and Competitiveness	<b>CIFA</b>	Canada Investment Fund for Africa
<b>BPP</b>	Business Partnerships Programme	<b>CIM</b>	Centre for International Migration and Development
<b>BQI</b>	Better Quality Infrastructure	<b>CIPO</b>	Canadian Intellectual Property Office
<b>BQSP</b>	Bangladesh Quality Support Programme	<b>CIRAD</b>	Agricultural Research for Development
<b>BSI</b>	British Standards Institute	<b>CIS</b>	Commonwealth of Independent States
<b>BSP</b>	Border Security Project	<b>CLDP</b>	Commercial Law Development Programme
<b>BTC</b>	Belgian Development Agency	<b>CLIP</b>	Cocoa Livelihoods Improvement Project
<b>BTSF</b>	Better Training for Safer Food	<b>COFIDES</b>	Spanish Development Finance Company
<b>BWTG</b>	Better Work in Textiles and Garments	<b>COMESA</b>	Common Market for Eastern and Southern Africa
<b>BWTO</b>	Beyond WTO	<b>COMPAL</b>	Competition and Consumer Protection Policies for Latin America
<b>CAB</b>	Conformity Assessment Body	<b>COMPETE</b>	Competitiveness and Trade Expansion Programme
<b>CAFTA</b>	Central American Free Trade Agreement	<b>CONCORD</b>	European NGO Confederation for Relief and Development
<b>CALA</b>	Canadian Association for Laboratory Accreditation Inc.	<b>CPLP</b>	Community of Portuguese Language Countries
<b>CANAMBER</b>	Canada–Americas Business Environment Reform	<b>CRS</b>	Creditor Reporting System
<b>CAP</b>	Common Agricultural Policy	<b>CSA</b>	Canadian Standards Association
<b>CARICOM</b>	Caribbean Community and Common Market	<b>CSIRO</b>	Commonwealth Scientific and Industrial Research Organisation
<b>CARTFund</b>	Caribbean Aid for Trade and the Regional Integration Trust Fund	<b>CSP</b>	Country Strategy Paper
<b>CASA</b>	Conflict-Affected States in Africa	<b>CSR</b>	Corporate Social Responsibility
<b>CATRTRA</b>	Canada–Americas Trade-Related Technical Assistance Programme	<b>CTA</b>	Technical Centre for Agricultural and Rural Cooperation
<b>CAVAC</b>	Cambodia Agriculture Value Chain Programme	<b>CTF</b>	Consultative Task Force
<b>CBI</b>	Caribbean Basin Initiative	<b>CTPL</b>	Centre for Trade Policy and Law
<b>CBI</b>	Centre for the Promotion of Imports for Developing Countries	<b>CYTED</b>	Ibero-American Programme for Science, Technology and Development
<b>CBSA</b>	Canada Border Services Agency	<b>CzDA</b>	Czech Development Agency
<b>CBTI</b>	Cross-Border Transportation Infrastructure	<b>DAC</b>	Development Assistance Committee
<b>CCIC</b>	Canadian Council for International Co-operation	<b>Dagris</b>	Southern Agricultural and Industrial Development
<b>CD</b>	Capacity Development Programme	<b>DAkKS</b>	German Accreditation Body
<b>CDC</b>	Cambodia Development Council	<b>DBSA</b>	Development Bank of Southern Africa
<b>CDE</b>	Centre for Development and Enterprise	<b>DCA</b>	Development Credit Authority
<b>CDE</b>	Centre for Development and Environment	<b>DCFTA</b>	Deep and Comprehensive Free Trade Agreement
<b>CEN</b>	European Committee for Standardization	<b>DCI</b>	Financing Instrument for Development Cooperation
<b>CEOE</b>	Spanish Confederation of Employers' Organizations	<b>DDA</b>	Doha Development Agenda
<b>CeSIA</b>	Centre for the Application of Computer Science in Agriculture	<b>DDAGTF</b>	Doha Development Agenda Global Trust Fund
<b>CFC</b>	Common Fund for Commodities	<b>DDC</b>	Directorate of Development Cooperation
<b>CFDT</b>	French Textile Development Company	<b>DDC</b>	Division of Development Cooperation
<b>CGD</b>	Center for Global Development	<b>DECP</b>	Dutch Employers' Cooperation Programme
<b>CICID</b>	Inter-ministerial Committee for International Cooperation and Development	<b>DEG</b>	German Investment Corporation
<b>CICL</b>	Camões Cooperation and Language Institute	<b>DEVCO</b>	DG Development and Cooperation – EuropeAid
<b>CID</b>	Center for International Development	<b>DFAT</b>	Department of Foreign Affairs and Trade
<b>CID</b>	Council for International Development	<b>DFI</b>	Development Finance Institution
<b>CIDA</b>	Canadian International Development Agency		

<b>DFID</b>	Department for International Development	<b>EOMMEX</b>	Hellenic Organization of Small and Medium-sized Enterprises and Handicrafts
<b>DG</b>	Directorate-General	<b>EOSDOS</b>	Inter-Ministerial Committee for the Coordination of international Economic Relations
<b>DGAE</b>	Directorate General for Economic Activity	<b>EPA</b>	Economic Partnership Agreement
<b>DGCS</b>	Directorate General for Development Cooperation	<b>EPI</b>	Export Promotion and Internationalization
<b>DGCTC</b>	Directorate-General for Technical and Scientific Cooperation	<b>EPIC</b>	Entrepreneurship Programme Innovation in the Caribbean
<b>DGD</b>	Directorate-General for Development Cooperation and Humanitarian Aid	<b>EPSA</b>	Enhancing Private Sector Assistance for Africa
<b>DGIS</b>	Directorate-General for International Cooperation	<b>ERC</b>	ECOWAS Regional Centre for Renewable Energy and Energy Efficiency
<b>DGM</b>	Directorate-General of Global Affairs, Development and Partnerships	<b>ESAMI</b>	Eastern and Southern African Management Institute
<b>DGTRESOR</b>	Directorate-General of the Treasury	<b>ESMID</b>	Efficient Securities Markets Institutional Development
<b>DIE</b>	German Development Institute	<b>ESRI</b>	Economic and Social Research Institute of Ireland
<b>DIISR</b>	Department of Innovation, Industry, Science and Research	<b>ETEA</b>	Foundation for Development and Cooperation
<b>DIN</b>	German Institute for Standardization	<b>EU</b>	European Union
<b>DITC</b>	Department of international Trade Cooperation	<b>EVD</b>	Agency for International Business and Cooperation
<b>DPMA</b>	German Patent and Trade Mark Office	<b>Ex-Im Bank</b>	US Export-Import Bank
<b>DRC</b>	Democratic Republic of Congo	<b>FAI</b>	Facility for African Investment
<b>DTIS</b>	Diagnostic Trade Integration Study	<b>FAS</b>	Foreign Agricultural Service
<b>EABC</b>	East Africa Business Council	<b>FASEP</b>	Private Sector Research and Assistance Fund
<b>EAC</b>	East African Community	<b>FCM</b>	Microfinance Fund for Basic Social Development Projects Abroad
<b>EADB</b>	East African Development Bank	<b>FCO</b>	Foreign and Commonwealth Office
<b>EAER</b>	Federal Department of Economic Affairs, Education and Research	<b>FDA</b>	US Food and Drug Administration
<b>EaP</b>	Eastern Partnership	<b>FDFA</b>	Federal Department of Foreign Affairs (Switzerland)
<b>EAU</b>	Economic Analytical Unit	<b>FDI</b>	Foreign Direct Investment
<b>EC</b>	European Commission	<b>FEDECOAG</b>	Guatemalan Federation of Agricultural Cooperatives
<b>ECA</b>	Export Credit Agency	<b>FEDECO-VERA</b>	Federation of Cooperatives from the Departments of Alta and Baja Verapaz
<b>ECCAS</b>	Economic Community of Central African States	<b>FEI</b>	France Expertise Internationale
<b>ECCI</b>	Estonian Chamber of Commerce and Industry	<b>FES</b>	Friedrich Ebert Stiftung
<b>ECDPM</b>	European Centre for Development Policy Management	<b>FIAS</b>	Facility for Investment Advisory Services
<b>ECEAP</b>	Estonian Center of Eastern Partnership	<b>FiBL</b>	Research Institute of Organic Agriculture
<b>ECF</b>	Enterprise Challenge Fund	<b>FIC</b>	Forum Island Country
<b>ECIO</b>	Export Credit Insurance Organization	<b>FIEI</b>	Federation of Italian Exporters and Importers
<b>ECO</b>	Export Control Organization	<b>FIIAP</b>	International and Ibero-American Foundation for Administration and Public Policies
<b>ECOWAS</b>	Economic Community of West African States	<b>FINAS</b>	Finnish Accreditation Service
<b>ECP</b>	Export Coaching Programme	<b>Finnfund</b>	Finnish Fund for Industrial Cooperation Ltd
<b>EDC</b>	Export Development Canada	<b>FIT</b>	Flanders Investment & Trade
<b>EDCF</b>	Economic Development Cooperation Fund	<b>FIT</b>	Foundation for International Training
<b>EDF</b>	European Development Fund	<b>FIT/JP (IP)</b>	Japan Funds in Trust for Industrial Property
<b>EEAS</b>	European External Action Service	<b>FIW</b>	Research Centre in International Economics
<b>EFSA</b>	European Food Safety Authority	<b>FMO</b>	Netherlands Development Finance Company
<b>EFTA</b>	European Free Trade Association	<b>FNF</b>	Friedrich Naumann Foundation
<b>EH</b>	Export Helpdesk for Developing Countries	<b>FO.AR</b>	Fund for South-South and Triangular Cooperation
<b>EHPEA</b>	Ethiopian Horticulture Producer and Exporters Association	<b>FOCEM</b>	Mercosur Structural Convergence Fund (Fondo para la Convergencia Estructural del Mercosur)
<b>EI</b>	Enterprise Ireland	<b>FOM</b>	Facility Emerging Markets
<b>EIB</b>	European Investment Bank		
<b>EKN</b>	Swedish Export Credits Guarantee Board		
<b>Embrapa</b>	Brazilian Agricultural Research Corporation		
<b>ENP</b>	European Neighbourhood Policy		

<b>FONCID</b>	National Trust Fund for International Development Cooperation	<b>ICT4RD</b>	Information and Communication Technology for Rural Development
<b>FOPRISA</b>	Formative Process Research on Regional Integration in Southern Africa	<b>ICTSD</b>	International Centre for Trade and Sustainable Development
<b>Foromic</b>	Inter-American Micro-Enterprise Forum	<b>IDA</b>	Industrial Development Agency
<b>FoRS</b>	Czech Forum for Development Cooperation	<b>IDA</b>	International Development Association
<b>FRICH</b>	Food and Retail Industry Challenge Fund	<b>IDE</b>	Institute of Developing Economies
<b>FSA-RRF</b>	Food Safety Alert Rapid Response Facility	<b>IDF</b>	Infrastructure Development Fund
<b>FSAP</b>	Financial Sector Assessment Programme	<b>IDH</b>	Sustainable Trade Initiative
<b>FSD</b>	Financial System Development	<b>IDRC</b>	International Development Research Centre
<b>FTA</b>	Free Trade Agreement	<b>IEW</b>	Initiative Eine Welt
<b>FVO</b>	Food and Veterinary Office	<b>IF</b>	Integrated Framework
<b>GAP</b>	Good Agricultural Practice	<b>IFC</b>	International Finance Corporation
<b>GDAE</b>	Global Development and Environment Institute	<b>IFCA</b>	Central Asia Investment Facility
<b>GEM</b>	Growth with Equity in Mindanao	<b>IFI</b>	International Financial Institution
<b>GI</b>	Geothermal Institute	<b>IFOAM</b>	International Federation of Organic Agriculture Movements
<b>GIAN</b>	Geneva International Academic Network	<b>IFTN</b>	Irish Fairtrade Network
<b>GIZ</b>	German International Cooperation	<b>IGEO</b>	Angola's Geologic Institute
<b>GLP</b>	Good Laboratory Practice	<b>IIC</b>	Inter-American Investment Corporation
<b>GNI</b>	Gross National Income	<b>IICD</b>	Dutch Institute for Communication and Development
<b>GOMA</b>	Global Organic Market Access	<b>IICEM</b>	Integrated Initiatives for Economic Growth in Mali
<b>GPB</b>	Geographic Programmes Branch	<b>IIRSA</b>	Initiative for the Integration of Regional Infrastructure in South America
<b>GPEARI</b>	Office for Strategic Planning, Evaluation and International Relations	<b>IISD</b>	International Institute for Sustainable Development
<b>GSP</b>	Generalized System of Preferences	<b>IIST</b>	Institute for International Studies and Training
<b>GTIS</b>	Guyana Trade and Investment Support	<b>IIT</b>	Institute for International Trade
<b>HACCP</b>	Hazard Analysis and Critical Control Point	<b>IK</b>	Invest KOREA
<b>HCDA</b>	Horticultural Crops Development Authority	<b>IKCF</b>	Inter-Korean Cooperation Fund
<b>HEI-ICI</b>	Higher Education Institutions Institutional Cooperation Instrument	<b>IKP</b>	Invest Korea Plaza
<b>HEPO</b>	Hellenic Foreign Trade Board	<b>IKV</b>	Economic Development Foundation
<b>HIDA</b>	Overseas Human Resources and Industry Development Association	<b>ILAC</b>	International Laboratory Accreditation Cooperation
<b>HiPERB</b>	Hellenic Plan for the Economic Reconstruction of the Balkans	<b>ILEAP</b>	International Lawyers and Economists Against Poverty
<b>HOPE</b>	Haitian Hemispheric Opportunity through Partnership Encouragement Act	<b>IMVF</b>	Marquis of Valle Flor Institute
<b>HTPRO</b>	Hellenic Trade Pro	<b>INAO</b>	National Institute for Product Origins and Quality
<b>IAF</b>	International Accreditation Forum	<b>INGO</b>	International Non-Governmental Organization
<b>IAI</b>	Institute of International Affairs	<b>INMETRO</b>	National Institute of Metrology, Standardization and Industrial Quality (Instituto Nacional de Metrologia, Qualidade e Tecnologia)
<b>IATI</b>	International Aid Transparency Initiative	<b>INNOQ</b>	National Institute of Standardization and Quality (Instituto Nacional de Normalização e Qualidade)
<b>IBRD</b>	International Bank for Reconstruction and Development	<b>INRA</b>	National Institute for Agricultural Research
<b>ICA</b>	Infrastructure Consortium for Africa	<b>INSEE</b>	National Institute of Statistics and Economic Studies
<b>ICBE-RF</b>	Investment Climate and Business Environment Research Fund	<b>IP</b>	Industrial Property
<b>ICE</b>	Italian Trade Commission	<b>IP</b>	Intellectual Property
<b>ICETT</b>	International Center for Environmental Technology Transfer	<b>IPAD</b>	Institute for Development Assistance
<b>ICEX</b>	Spanish Institute for Foreign Trade	<b>IPD</b>	Initiative for Policy Dialogue
<b>ICF</b>	Investment Climate Facility	<b>IPI</b>	Swiss Federal Institute of Intellectual Property
<b>ICI</b>	Institutional Cooperation Instrument		
<b>ICKM</b>	Information and Communication and Knowledge Management		
<b>ICO</b>	Institute for Official Credit		

<b>IPIC</b>	Intellectual Property Institute of Canada	<b>MacMap</b>	Market Access Map
<b>IPO</b>	Intellectual Property Office	<b>MAE</b>	Ministry of Foreign Affairs
<b>IPR</b>	Intellectual Property Rights	<b>MAG</b>	Ministry of Agriculture and Livestock
<b>IRC</b>	Institute of Hot Regions	<b>MAPS</b>	Multi-Annual Programme Scheme
<b>IRIS</b>	Institute for International and Strategic Relations	<b>MAR</b>	Multilateral Aid Review
<b>ISA</b>	Invest in Sweden Agency	<b>MASSIF</b>	Micro & Small Enterprise Fund
<b>Ismea</b>	Institute for Study, Research and Information on Agricultural and Agrifood Market	<b>MCA</b>	Millennium Challenge Account
<b>ISO</b>	International Organization for Standardization	<b>MCC</b>	Millennium Challenge Corporation
<b>ISS</b>	International Institute of Social Studies of Erasmus University Rotterdam	<b>MDF</b>	Market Development Facility
<b>Istate</b>	National Institute of Statistics	<b>MDF-TIC</b>	Multi-Donor Facility for Trade and Investment Climate
<b>ITA</b>	International Trade Administration	<b>MDTF-TD2</b>	Second Multi-Donor Trust Fund for Trade and Development
<b>ITM</b>	International Trade Management	<b>MEE</b>	Ministry of Employment and the Economy
<b>ITP</b>	International Training Programmes	<b>MEF</b>	Microfinance Enhancement Facility
<b>ITS</b>	Informationstekniska Standardiseringen	<b>MEF</b>	Ministry of Economy and Finance (Italy)
<b>ITTC</b>	Institute for Training and Technical Cooperation	<b>MEFMI</b>	Macroeconomic and Financial Management Institute
<b>IXP</b>	Internet Exchange Point	<b>MENA</b>	Middle East and North Africa
<b>JAS-ANZ</b>	Joint Accreditation System of Australia & New Zealand	<b>Mercosur</b>	Common Market of the South
<b>JBIC</b>	Japan Bank for International Cooperation	<b>METAS</b>	Federal Institute of Metrology
<b>JEF</b>	Japan Economic Foundation	<b>METI</b>	Ministry of Economy, Trade and Industry
<b>JETRO</b>	Japan External Trade Organization	<b>MFA</b>	Federal Ministry for European and International Affairs (Austria)
<b>JFTC</b>	Japan Fair Trade Commission	<b>MFA</b>	Ministry for Foreign Affairs (Sweden)
<b>JICA</b>	Japan International Cooperation Agency	<b>MFA</b>	Ministry for Foreign Affairs of Finland
<b>JICA-RI</b>	JICA Research Institute	<b>MFA</b>	Ministry of Foreign Affairs (Italy)
<b>JOCV</b>	Japan Overseas Cooperation Volunteers	<b>MFA</b>	Ministry of Foreign Affairs (Luxembourg)
<b>JOI</b>	Japan Institute for Overseas Investment	<b>MFA</b>	Ministry of Foreign Affairs (Norway)
<b>JVI</b>	Joint Vienna Institute	<b>MFA</b>	Ministry of Foreign Affairs (Portugal)
<b>KAS</b>	Konrad Adenauer Foundation	<b>MFA</b>	Ministry of Foreign Affairs (Greece)
<b>KCOC</b>	Korea NGO Council for Overseas Cooperation	<b>MFAT</b>	Ministry of Foreign Affairs and Trade (New Zealand)
<b>KERI</b>	Korea Economic Research Institution	<b>MFEA</b>	Ministry of Foreign and European Affairs (Slovak Republic)
<b>KEXIM</b>	Korea Eximbank	<b>MFI</b>	Microfinance Institution
<b>KFTC</b>	Korea Fair Trade Commission	<b>MI</b>	Mekong Institute
<b>KfW</b>	German Development Bank	<b>MIC</b>	Middle-income Country
<b>KHNB</b>	Brussels Chamber of Commerce	<b>MIDA</b>	Ministry of Agricultural Development
<b>KIPO</b>	Korean Intellectual Property Office	<b>MIDP</b>	Mesoamerican Integration and Development Project
<b>KITA</b>	Korea International Traders Association	<b>MIF</b>	Multilateral Investment Fund
<b>KOAFEC</b>	Korea Africa Economic Cooperation Conference	<b>MIGA</b>	Multilateral Investment Guarantee Agency
<b>KOICA</b>	Korea International Co-operation Agency	<b>MIKES</b>	Centre for Metrology and Accreditation
<b>KOTRA</b>	Korea Trade Investment Promotion Agency	<b>MILE</b>	Master of International Law and Economics
<b>KRISS</b>	Korea Research Institute of Standards and Science	<b>MIV</b>	Microfinance Investment Vehicle
<b>L/C</b>	Letter of Credit	<b>MLA</b>	Multilateral Agreement on Accreditation
<b>LAIF</b>	Latin America Investment Facility	<b>MMF</b>	Matchmaking Facility
<b>LCID</b>	Law for International Development Cooperation	<b>MNE</b>	Multinational Enterprise
<b>LDC</b>	Least-developed Country	<b>MoF</b>	Ministry of Finance
<b>LIC</b>	Low-income Country	<b>MOFAT</b>	Ministry of Foreign Affairs and Trade (Korea)
<b>LMDF</b>	Luxembourg Microfinance Development Fund	<b>MOPAN</b>	Multilateral Organization Performance Assessment Network
<b>LTO</b>	Large Taxpayer Organization	<b>MOSF</b>	Ministry of Strategy and Finance (Korea)
<b>LTRM</b>	Luxembourg Round Table on Microfinance	<b>MoU</b>	Memorandum of Understanding
<b>LuxFLAG</b>	Luxembourg Fund Labelling Agency		
<b>M4P</b>	Making Markets Work Better for the Poor		



<b>MPI</b>	Ministry for Primary Industries	<b>OAS</b>	Organization of American States
<b>MPTF</b>	Master Plan for Trade Facilitation	<b>OCA</b>	Canada Office of Consumer Affairs
<b>MRA</b>	Multilateral Recognition Arrangement	<b>OCTA</b>	Office of the Chief Trade Advisor
<b>MRE</b>	Ministry of External Relations (Ministério das Relações Exteriores)	<b>ODA</b>	Official Development Assistance
<b>MSL</b>	Measurement Standards Laboratory	<b>ODI</b>	Overseas Development Institute
<b>MSME</b>	Micro, Small and Medium-Sized Enterprise	<b>OECD</b>	Organisation for Economic Co-operation and Development
<b>MSTQ</b>	Metrology, Standards, Testing and Quality	<b>OeEB/ADB</b>	Austrian Development Bank
<b>MTS</b>	Multilateral Trading System	<b>OfD</b>	Oil for Development
<b>MUSIAD</b>	Independent Businessmen's and Industrialists' Association	<b>ON</b>	Austrian Standards Institute
<b>NA</b>	Norwegian Accreditation	<b>ONDD</b>	National Delcredere Office
<b>NACF</b>	National Agricultural Cooperative Federation	<b>OPDAT</b>	Office of Overseas Prosecutorial Development Assistance and Training
<b>NAI</b>	Nordic Africa Institute	<b>OPIC</b>	Overseas Private Investment Corporation
<b>NASAA</b>	National Association for Sustainable Agriculture Australia	<b>ORIO</b>	Facility for Infrastructure Development
<b>NBG</b>	National Bank of Greece	<b>OSBP</b>	One-Stop Border Post
<b>NBPR</b>	National Board of Patents and Registration of Finland	<b>OSEC</b>	Swiss Office for Trade Promotion
<b>NCCR</b>	National Centre of Competence in	<b>OSI</b>	Open Society Institute
<b>North-South</b>	Research North-South	<b>OTA</b>	Office of Technical Assistance
<b>NEA</b>	Nepal Electrical Authority	<b>OTB</b>	National Tea Company in Burundi
<b>NECA</b>	Nigeria Employers' Consultative Association	<b>OVOP</b>	One Village One Product
<b>NEDO</b>	New Energy and Industrial Technology Development Organization	<b>PACER</b>	Pacific Agreement on Closer Economic Relations
<b>NEN</b>	Netherlands Standardization Institute	<b>Pacific PEP</b>	Pacific Private Enterprise Partnership
<b>NEPAD</b>	New Partnership for Africa's Development	<b>PACT II</b>	Programme for Building African Capacity to Trade
<b>NEXI</b>	Nippon Export and Investment Insurance	<b>PACTAM</b>	Pacific Technical Assistance Mechanism
<b>NGO</b>	Non-governmental Organization	<b>PACTS</b>	PNG-Australian Customs Twinning Scheme
<b>NHO</b>	Confederation of Norwegian Enterprises	<b>PAIPA</b>	Support to the Intensification of Food Production
<b>NIF</b>	Neighbourhood Investment Facility	<b>PALOP</b>	Portuguese-Speaking African Countries
<b>NIPO</b>	Norwegian Industrial Property Office	<b>PalTrade</b>	Palestine Trade Centre
<b>NIR</b>	International Council of Swedish Industry	<b>PAMIF</b>	Micro-Finance Support Project, Senegal
<b>NIST</b>	National Institute of Standards and Technology	<b>PBMP</b>	Pacific Business Mentoring Programme
<b>NMI</b>	National Metrology Institute	<b>PBR</b>	Plant Breeders' Rights
<b>NMO</b>	National Measurement Office	<b>PBS</b>	Protection of Basic Services
<b>NMS</b>	National Measurement System	<b>PCA</b>	Post-Clearance Audit
<b>Norad</b>	Norwegian Agency for Development Cooperation	<b>PCD</b>	Policy Coherence for Development
<b>Norfund</b>	Norwegian Investment Fund for Developing Countries	<b>PCF</b>	Pacific Cooperation Foundation
<b>NPD</b>	Norwegian Petroleum Directorate	<b>PCMP</b>	Pacific Customs Management Programme
<b>NQI</b>	National Quality Infrastructure	<b>PEGR</b>	Philippines-Australia Partnership for Economic Governance Reforms
<b>NRAP</b>	National Rural Access Programme	<b>PENSA</b>	Programme for Eastern Indonesia SME Assistance
<b>NRC-INMS</b>	Institute for National Measurement Standards	<b>PENX</b>	Support to the National Export Strategy Programme of Peru
<b>NSI</b>	North-South Institute	<b>PFTAC</b>	Pacific Financial Technical Assistance Centre
<b>NSL</b>	Non-Sovereign Loan	<b>PIC</b>	Pacific Island Country
<b>NSW</b>	National Single Window	<b>PIDA</b>	Programme for Infrastructure Development in Africa
<b>NTM</b>	Non-Tariff Measure	<b>PIDG</b>	Private Infrastructure Development Group
<b>NUPI</b>	Norwegian Institute of International Affairs	<b>PIFS</b>	Pacific Islands Forum Secretariat
<b>NZAID</b>	New Zealand Agency for International Development	<b>PIT&amp;I</b>	Pacific Islands Trade & Invest
<b>NZI</b>	New Zealand Institute	<b>PNG</b>	Papua New Guinea
<b>NZIER</b>	New Zealand Institute of Economic Research Inc.	<b>PPZRS</b>	Entrepreneurs' Platform for Development Cooperation
<b>NZTE</b>	New Zealand Trade and Enterprise		
<b>OAPI</b>	African Intellectual Property Organization		

<b>PQPS</b>	Plant Quarantine and Protection Service	<b>SACE</b>	Italian Export Credit Agency
<b>PRAMA</b>	Pacific Regional Agricultural Market Access	<b>SACU</b>	Southern African Customs Union
<b>PRCC</b>	Trade Capacity Building Programme	<b>SADC</b>	Southern African Development Community
<b>PRICE</b>	Poverty Reduction by Increasing the Competitiveness of Enterprises	<b>SADCAS</b>	Southern African Development Community Accreditation Service
<b>PRIF</b>	Pacific Region Infrastructure Facility	<b>SAIDC</b>	Slovak Agency for International Development Cooperation
<b>PROCID</b>	Program for International Development Cooperation	<b>SANCO</b>	DG Health and Consumer Protection
<b>PROPARCO</b>	Investment and Promotions Company for Economic Cooperation	<b>SARIO</b>	Slovak Investment and Trade Development Agency
<b>PROPEL</b>	Promotion of Regional Opportunities for Produce through Enterprise and Linkages	<b>SARTIP</b>	South Asia Regional Trade and Integration Programme
<b>PRSP</b>	Poverty Reduction Strategy Paper	<b>SAS</b>	Secretariat of Social Action
<b>PRV</b>	Swedish Patent and Registration Office	<b>SBEC</b>	Small Business Enterprise Centre
<b>PSD</b>	Private Sector Development	<b>SCC</b>	Standards Council of Canada
<b>PSDI</b>	Private Sector Development Initiative	<b>SCC</b>	Swedish Cooperative Centre
<b>PSI</b>	Private Sector Investment (PSI) Programme	<b>SCCI</b>	Slovak Chamber of Commerce and Industry
<b>PSSF</b>	Private Sector Support Facility	<b>SCSU</b>	State Customs Service of Ukraine
<b>PTB</b>	German Metrology Institute (Physikalisch-Technische Bundesanstalt)	<b>SDC</b>	Swiss Agency for Development and Cooperation
<b>PUM</b>	Netherlands Senior Experts	<b>SE4ALL</b>	Sustainable Energy for All Initiative
<b>QDDR</b>	Quadrennial Diplomacy and Development Review	<b>SEATAC</b>	Southern and Eastern African Technical Automated System for Customs Data (ASYCUDA) Centre
<b>QI</b>	Quality Infrastructure	<b>SECO</b>	State Secretariat for Economic Affairs
<b>QMS</b>	Quality Management System	<b>SEK</b>	Svenska Elektriska Kommissionen
<b>RAD-TK</b>	Rural Access to Development for Tarin Kot	<b>SENATI</b>	National Training Service in Industrial Work
<b>RAGS</b>	Responsible and Accountable Garment Sector	<b>SER</b>	Social and Economic Council of the Netherlands
<b>RAMP</b>	Rural Access and Mobility Project	<b>SER</b>	Social and Environmental Responsibility
<b>RAMSI</b>	Regional Assistance Mission to Solomon Islands	<b>SES</b>	Senior Expert Service
<b>RASFF</b>	Rapid Alert System for Food and Feed	<b>SFS</b>	Finnish Standards Association
<b>REC</b>	Regional Economic Community	<b>SGP</b>	Strongim Gavman Programme
<b>REDCAMIF</b>	Network of Associations of Microfinance Institutions in Central America	<b>SHEP</b>	Smallholder Horticulture Empowerment Project
<b>REDIEX</b>	Paraguayan Export Promotion Agency	<b>SHEP UP</b>	Smallholder Horticulture Empowerment and Promotion Unit Project
<b>REPARIS</b>	Road to Europe: Programme of Accounting Reform and Institutional Strengthening	<b>Sida</b>	Swedish International Development Cooperation Agency
<b>respACT</b>	Austrian Business Council for Sustainable Development	<b>SIFEM</b>	Swiss Investment Fund for Emerging Markets
<b>RFRIP</b>	Rural Feeder Roads Improvement Programme	<b>SIMEST</b>	Italian Society for Enterprises Abroad
<b>RICAM</b>	International Road Network of Mesoamerica	<b>SIPPO</b>	Swiss Import Promotion Programme
<b>RIETI</b>	Research Institute of Economy, Trade and Industry	<b>SIS</b>	Swedish Standards Institute
<b>RIIF</b>	Regional Infrastructure Integration Fund	<b>SIXMEXCID</b>	National Registry for International Development Cooperation
<b>RIPA</b>	Regional Infrastructure Programme for Africa	<b>SME</b>	Small and Medium-sized Enterprise
<b>RLF</b>	Rosa Luxemburg Foundation	<b>SMI</b>	Small and Medium-sized Industry
<b>RMG</b>	Ready-made Garment	<b>SML</b>	Local Currency Payment System (Sistema de Pagos en Moneda Local)
<b>RNF</b>	Standardization and Francophone Network	<b>SMTQ</b>	Standards, Metrology, Testing, Quality
<b>RPE</b>	Emerging Countries Reserve	<b>SNSF</b>	Swiss National Science Foundation
<b>RPT</b>	Regional Power Trading	<b>SNV</b>	Netherlands Development Organization
<b>RSP</b>	Regional Strategy Paper	<b>SOFID</b>	Portuguese Development Finance Institution
<b>RTG</b>	Regional Technical Group	<b>SOMO</b>	Centre for Research on Multinational Corporations
<b>RTLCL</b>	Regional Trade Liberalization and Customs	<b>SP</b>	SP Technical Research Institute of Sweden
<b>RTM</b>	Round Table Meeting	<b>SPCS</b>	Société du Pôle de Compétitivité de Sousse
<b>RTPC</b>	Regional Trade Policy Course	<b>SPS</b>	Sanitary and Phytosanitary
<b>SAARC</b>	South Asian Association for Regional Cooperation	<b>SPSCBP</b>	SPS Capacity-Building Programme
<b>SAARC-TPN</b>	SAARC Trade Promotion Network		



<b>SQAM</b>	Standards, Quality, Accreditation, Metrology	<b>TUSIAD</b>	Turkish Businessmen's and Industrialists' Association
<b>STAMEQ</b>	Directorate for Standards, Metrology and Quality, Ministry of Science and Technology	<b>TVET</b>	Technical and Vocational Education and Training
<b>STAR</b>	Strengthening Auditing and Reporting in the Eastern Partnership Countries	<b>UEPB</b>	Uganda Export Promotion Board
<b>STC</b>	Swedish Trade Council	<b>UK</b>	United Kingdom
<b>STDF</b>	Standards and Trade Development Facility	<b>UKAS</b>	UK Accreditation Service
<b>SWARIP</b>	Support for West Africa Regional Integration Project	<b>UKTI</b>	UK Trade & Investment
<b>SWASA</b>	Swaziland Standards Authority	<b>UN</b>	United Nations
<b>SWEDAC</b>	Swedish Board for Accreditation and Conformity Assessment	<b>UN/CEFACT</b>	UN Centre for Trade Facilitation and Electronic Business
<b>SWEPRO</b>	Swedish Trade Procedure Council	<b>UNHCHR</b>	UN High Commissioner for Human Rights
<b>TA</b>	Technical Assistance	<b>UNPCB</b>	Burkina Faso National Union of Cotton Producers
<b>TAF</b>	Trade Advocacy Fund	<b>US</b>	United States
<b>TAFA</b>	Trade Accession and Facilitation for Afghanistan	<b>USAID</b>	US Agency for International Development
<b>TAXUD</b>	DG Taxation and Customs	<b>USDA</b>	US Department of Agriculture
<b>TBT</b>	Technical Barriers to Trade	<b>USDAF</b>	US African Development Foundation
<b>TCB</b>	Trade Capacity Building	<b>USDT</b>	US Department of the Treasury
<b>TCBoost</b>	Worldwide Support for Trade Capacity Building	<b>USPTO</b>	US Patent and Trademark Office
<b>TCD</b>	Technical Cooperation Directorate	<b>USTDA</b>	US Trade and Development Agency
<b>TCDC</b>	Technical Cooperation Programme for Developing Countries	<b>USTR</b>	US Trade Representative
<b>TCF</b>	Textiles, Clothing and Footwear	<b>VAT</b>	Value-Added Tax
<b>TDC</b>	Trade for Development Centre	<b>VI</b>	Volunteering Ireland
<b>TDF</b>	Trade Development Facility	<b>VIDA</b>	Volunteering for International Development from Australia
<b>TEPAV</b>	Economic Policy Research Foundation of Turkey	<b>VNO/NCW</b>	Confederation of Netherlands Industry and Employers
<b>TFF</b>	Trade Facilitation Facility	<b>VNZ</b>	Volunteering New Zealand
<b>TFIG</b>	Trade Facilitation Implementation Guide	<b>VO</b>	Volunteering Options
<b>TFOC</b>	Trade Facilitation Office Canada	<b>VOB</b>	Union of Brussels Enterprises
<b>TICADV</b>	Tokyo International Conference on African Development	<b>VSA</b>	Volunteer Service Abroad
<b>TIKA</b>	Turkish Cooperation and Coordination Agency	<b>VSEP</b>	Vietnam Skills for Employment Project
<b>TIM</b>	Turkish Exporters Assembly	<b>VSO</b>	Volunteer Service Overseas
<b>TIPS</b>	Trade and Industrial Policy Strategies	<b>WAEMU</b>	West African Economic and Monetary Union
<b>TMEA</b>	Trademark East Africa	<b>WED</b>	Women Entrepreneurship Development
<b>TMSA</b>	Trademark Southern Africa	<b>WFP</b>	World Food Programme
<b>TPC</b>	Trade Policy Course	<b>WFTO</b>	World Fair Trade Organization
<b>TPI</b>	Export and Import Controls Bureau	<b>WFTO-LA</b>	WFTO-Latin America
<b>TPU</b>	Trade Policy Unit	<b>WIBDI</b>	Women in Business Development Incorporated
<b>TRA</b>	Tanzania Revenue Authority	<b>wiiw</b>	Vienna Institute for International, Economic Studies
<b>TRA</b>	Trade-Related Assistance	<b>WIRSPA</b>	West Indies Rum and Spirits Producers'
<b>TRALAC</b>	Trade Law Centre for Southern Africa	<b>WKO</b>	Austrian Federal Economic Chamber
<b>Trapca</b>	Trade Policy Training Centre in Africa	<b>WTI</b>	World Trade Institute
<b>TrC</b>	Triangular Cooperation	<b>WWB</b>	Women's World Banking
<b>TRI</b>	Textile Research Institute	<b>YDAS</b>	Hellenic International Development Cooperation Department
<b>TRIPS</b>	Trade-Related Aspects of Intellectual Property Rights	<b>ZABS</b>	Zambia Bureau of Standards
<b>TURKTRADE</b>	Foreign Trade Association of Turkey.	<b>ZDA</b>	Zambian Development Agency
		<b>ZIPP-ToH</b>	Zambia Investment Promotion Project Triangle of Hope

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# [ Bilateral profiles ]

Bilateral Aid for Trade strategies: Official aid agencies and trade-related organizations

## BILATERAL PROFILES



ARGENTINA



AUSTRALIA



AUSTRIA



BELGIUM



BRAZIL



CANADA



CHINA



CZECH REPUBLIC



DENMARK



ESTONIA



EUROPEAN  
COMMISSION



FINLAND



FRANCE



GERMANY



GREECE



HUNGARY



INDONESIA



IRELAND



ITALY



JAPAN



KOREA  
(REPUBLIC OF)



LUXEMBOURG



MEXICO



NETHERLANDS



NEW ZEALAND



NORWAY



POLAND



PORTUGAL



RUSSIAN  
FEDERATION



SLOVAK  
REPUBLIC



SLOVENIA



SPAIN



SWEDEN



SWITZERLAND



TURKEY



UNITED KINGDOM



UNITED STATES  
OF AMERICA

## ARGENTINA



### General information on the Argentine development cooperation

The Argentine Republic develops its activities of South-South cooperation through the Fund for South-South and Triangular Cooperation (FO.AR), which is considered to be a fundamental tool to implement a foreign policy based on principles of solidarity, in which countries collaborate as partners, and benefit in equal measure.

<http://www.foargentina.cancilleria.gov.ar/>

Within Argentine cooperation, all initiatives must respect the development strategy of participating countries. Hence, to initiate FO.AR's procedures, a proposal must be presented by the competent authority of the second state, or by an Argentine national public institution in the event that Argentina is requesting the cooperation.

The activity of FO.AR is concentrated in three important areas of action:

- Administration and government;
- Human rights; and
- Sustainable development.

In accordance with the characteristics, requirements and priorities of the partnerships established with other countries, the modalities of exchange for use by participating organizations are the following:

- Sending experts from Argentine institutions to provide technical assistance to local organizations;
- Inviting technical staff from partner countries to visit Argentine institutions so they can acquire knowledge of processes, practices and specific experiences of possible use for their own organizations; and
- Preparing and holding FO.AR seminars in countries that request them on specific topics of interest to their development strategy.

FO.AR was created in 1992 and has since then carried out its horizontal actions of solidarity without interruption, even during times of severe economic crisis, such as in 2001. In its 20 years of existence, it has enabled 5,000 technical cooperation activities in 55 countries.

### Aid for Trade (AFT) Strategy

- Argentina's AFT strategy focuses on the following key aspects of trade capacity building:
- Niche production opportunities;
- SMEs;
- Trade-related capacity building;
- Customs administration;
- Export procedures;
- Trade practices;
- Market studies;
- Methods of production;
- Quality development;
- Certification; and
- International standards

With respect to trade as a tool of development, the FO.AR has done extensive work on the following:

- Identifying niche production opportunities;
- Promoting SMEs and cooperatives; and,
- Building trade-related capacities on matters such as customs administration, export procedures and international trade practices, market studies, techniques and methods of production, methodologies of quality development, certification and collaborating with the setting of international standards.

#### **Principal official agency responsible for TCB assistance to developing countries**

#### **Fund for South–South and Triangular Cooperation (FO.AR)**

Dirección General de Cooperación Internacional / General Directorate of International Cooperation Ministerio de Relaciones Exteriores y Culto de la República Argentina / Ministry of Foreign Affairs and Worship of the Argentine Republic

#### **Contact**

Esmeralda 1212 - Piso 12 - Of. 1204  
Ciudad Autónoma de Buenos Aires  
C1007 ABR

Tel: +54 11 4819 7268  
Fax: +54 11 4819 7272 foar@mrecic.gov.ar

**Fund for South–South and Triangular Cooperation (FO.AR):** FO.AR works on planning medium- and long-term actions with partner countries. Its main instruments to achieve this are bilateral commissions, which are based on international memoranda. Every year, FO.AR launches an invitation to submit proposals; once it has accepted these, it integrates them into a biennial programme. Commissions are supported by missions that aim to evaluate impact and monitor progress.

FO.AR is financed entirely by the Ministry of Foreign Affairs and Worship, which covers the cost of the whole project for some countries or shares expenses for others (depending on the particulars of the arrangement). Public institutions contribute the human resources required for project execution. In this regard, Argentine public institutions are central to FO.AR activities. They exchange knowledge and experiences with their counterparts abroad, sending experts out and welcoming professionals from other countries. Many institutions of the Argentine state have already acquired broad experience in South–South and Triangular Cooperation; officials have been trained in the subject, have built relationships with several countries and have a history of successful projects.

A project is requested by completing project forms available from the FO.AR website at [www.foargentina.mrecic.gob.ar](http://www.foargentina.mrecic.gob.ar). These must be sent to the Argentine Embassy in the corresponding country so as to initiate the joint process of project design and formulation.

Once a launch date is agreed execution begins, on the basis of the final terms of reference. Throughout the project until its conclusion, all participating institutions and foreign ministries involved receive regular and timely information on progress, through reports by experts, follow-up missions, bilateral commissions and meetings with authorities. Expert reports and meeting minutes describe the activities carried out and make recommendations to all the parties involved in the project.

## Other government and official agencies with responsibilities directly relevant to TCB

### Directorate- General for International Cooperation of the Ministry of Foreign Affairs and Worship

Dirección General de Cooperación Internacional / General Directorate of International Cooperation  
Ministerio de Relaciones Exteriores y Culto de la República Argentina / Ministry of Foreign Affairs and  
Worship of the Argentine Republic

#### Contact

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### Directorate- General for International Cooperation of the Ministry of Foreign Affairs and Worship:

The primary responsibilities in South-South cooperation are:

- Engagement in plans, programs and projects of bilateral and decentralized technical cooperation of the Argentine Fund for Horizontal Cooperation;
- Engagement in the definition of policies and strategies for development cooperation in Argentina, as well as scheduling, resource allocation, development and implementation of management methodologies and evaluation of all activities inherent in coordinating and harmonizing these interests;
- Acting as national focal point in the coordination, management control and evaluation of international cooperation activities carried out in multilateral institutions;
- Coordinating activities of decentralized cooperation; and
- Defining the scope of assistance provided by multilateral agencies, participating in programming and planning of at national and provincial level and in the projects resulting from this process.

### TCB cooperation initiatives with UN/international agencies and bilateral partners

The Argentine Republic has started its activities of triangular cooperation with the Partnership Program with JICA, the Japanese agency of international cooperation. One such example is the preparation and execution with JICA of a Latin American Course in food self production and Local Development. In this course every year professionals from all over Latin America are trained on the basis of the Argentine Pro Huerta [Pro vegetable and fruit garden] Program and National food Security Plan.

Since then, it has signed various Memoranda of Understanding (MoU) with UN agencies, aiming at developing triangular projects among Argentina, the Agency and a third country. These MoU have been signed with FAO, UNICEF and UNOPS and involve different forms of financing, but mainly involves FOAR funding of tickets and expenses and the UN agency covering other components of the project.

### Selected TCB programmes and initiatives in this guide

#### LEGAL AND REGULATORY FRAMEWORK

- Productive development of the Argentine Uruguayan River Banks (LAU)
- Strengthening health regulations and regulation of medicines in the CariCom countries
- Strengthening of the technical capacity of public officials of the Under Secretariat of State for Taxation

#### SUPPLY CAPACITY

- Adaptations and production systems implemented in the sector of persons with disabilities in the production of textile manufactures
- Added value and quality in the production of dairy derivatives in Arequipa and Cajamarca, Peru



- Cross-border technical cooperation programme in fish farming
- Design, added value and quality in the production of garments of camelid fibres in Arequipa and Lima, Peru
- Development of small and medium-sized enterprises
- Development of the meat sector and by-products, Ecuador
- Dissemination and incorporation of production models in dairy farms, divided into zones for different categories of producers, Panama
- Drawing up and implementation of a bi-national work plan for commercial forestry plantations
- Latin American course in food self-production and local development
- Fish farming in Paraguay
- Management for the Competitiveness and Quality of Tourist Destinations
- Obtaining functional foods and other related products by means of microencapsulation of substances of nutritional interest
- Prohuerta Programme, Haiti
- Research and technological development in conservation/precision agriculture when under irrigation for the most important agricultural crops in north-western Mexico
- Strengthening of capacities in the health and reproductive management of dairy cattle in the La Libertad region, Peru
- Strengthening of knowledge in the functioning of municipal abattoirs
- Strengthening of the productive capacity of sugar cane in San Buenaventura, Bolivia
- Strengthening of the textile clothing value chain in Paraguay, and design improvements in different areas
- Technical assistance and training in processing wines in the Valle de Tacna, Peru
- Technical Strengthening in processing diary derivatives in the Puno region, Peru
- Technical training for wheat production in Bolivia
- Technological development for the semi-commercial production of mycorrhizae between Argentina and Colombia
- Training and technical assistance in improving the quality of fibre and meat of camelids (llamas and alpacas)
- Training and technical assistance programme in good agricultural practices for the olive-growing sector, and good manufacturing practices and hazard analysis and critical control points for processing table olives
- Training in formulating balanced rations for dairy cattle, and technical assistance in formulating national policy on milk production in Bolivia
- Training in preventing loss of harvests and post-harvesting of maize and potato

#### **COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES**

- Improvement in milk quality to improve productivity and safety in the dairy supply chain in Colombia and Argentina

#### **MARKET AND TRADE INFORMATION**

- Measuring the social investment in youth population
- Statistical Information

#### **TRADE FACILITATION**

- Technical assistance in customs matters

#### **SOUTH-SOUTH AND TRIANGULAR COOPERATION**

## AUSTRALIA



### General information on Australian development cooperation

The Australian Agency for International Development (AusAID) is the Australian Government agency responsible for managing Australia's overseas aid program. AusAID is an Executive Agency within the Foreign Affairs and Trade portfolio and reports to the Minister for Foreign Affairs.

The fundamental purpose of Australian aid is to help people overcome poverty. It also serves Australia's national interests by promoting stability and prosperity in our region and beyond. Australia focuses its development efforts in areas where it can make a difference, and where its resources can most effectively and efficiently be deployed.

AusAID provides advice and support to the Minister for Foreign Affairs on development policy, and plans and coordinates poverty reduction activities in partnership with developing countries. AusAID leads and coordinates Australia's responses to humanitarian disasters and represents Australia in international development forums.

Australia's aid program focuses on the Asia Pacific region – it is internationally recognised for the leading role in the region, particularly in PNG and the Pacific. Australia also provides assistance to Africa, the Middle East, Latin America and the Caribbean.

### Australian trade enabling assistance in 2011–2012 <sup>1</sup>

The Australian Government has increased its aid for trade funding. In 2011–12, the Australian Government provided \$792.7 million for trade enabling activities. Almost a third was delivered in the East Asia region at \$243.0 million, followed by Papua New Guinea and the Pacific at \$168.4 million. A further \$256.0 million was delivered through regional and global programs. In sectoral terms, \$269.1 million (24 per cent) in aid for trade funding was provided to develop transport and storage, and \$240.9 million (30 per cent) was provided for building trade capacity in the agriculture sector.

### Aid for Trade (Aft) Strategy

The Australian Government recognises the role of trade and broader economic reform in achieving growth and development. This is reflected in the increasing funding support towards trade enabling activities.

The objectives of Australian trade enabling support are broadly about assisting developing countries to:

1. Engage in the multilateral trading system and regional trade initiatives;
2. Boost trade and investment flows;
3. Encourage diversity in trade activities; and
4. Improve economic integration on a regional and global basis.

Australian AfT activities directly support progress toward the Millennium Development Goals (MDGs), in particular poverty alleviation (MDG1) and the promotion of an open rules-based, predictable, non-discriminatory trade and financial system (MDG8).

Australia provides bilateral aid to countries and to regions. Trade enabling assistance is also provided through multilateral channels.

<sup>1</sup> All figures are in Australian dollars, unless indicated otherwise

Bilateral support includes:

- the Beyond WTO (World Trade Organization) Technical Assistance Program Phase II (\$12 million in 2010–13) to help Vietnam maximise the employment and poverty reduction benefits of ongoing global economic integration; and
- a project to rehabilitate the Cambodian national rail network, including by establishing a public-private partnership for its operation (\$26.5 million in 2009–13).

At a regional level, Australia supports:

- the Pacific Regional Agricultural Market Access Program (\$16.4 million in 2009–13) to assist Pacific countries meet customs and quarantine requirements of trading partners;
- the ASEAN Australia New Zealand FTA Economic Cooperation Support Program (up to \$20 million in 2009–15) to help in the implementation of the trade agreement; and the ASEAN Australia Development Cooperation Program Phase II (up to \$67 million to 2015) which helps in the development and implementation of regional mechanisms that among other things enhance liberalisation of trade in goods, services and investment.

Trade enabling assistance is also provided through multilateral channels, such as:

- the WTO Global Trust Fund (over \$5 million has been disbursed since 2007), which helps developing countries engage more constructively in multilateral trade negotiations and implement their commitments;
- In May 2011, Australia contributed \$2 million to the Enhanced Integrated Framework, with a further \$3 million committed for the next three years. The EIF is a multilateral program which provides a mechanism for coordinating and delivering aid for trade to least developed countries (LDCs). It is strongly supported by LDCs as the main vehicle for meeting their aid for trade needs;
- \$3 million was provided to the Advisory Centre on WTO Law (ACWL) in 2010. ACWL provides developing countries with subsidised, or free, legal services and assistance in dispute settlement proceedings;
- Australia contributed \$2 million to the World Intellectual Property Organisation (WIPO) in 2012, which will assist least developed countries (LDCs) improve their national intellectual property frameworks;
- \$3 million has been committed to the International Trade Centre (ITC) to assist small and medium sized enterprises in developing countries to trade.

Some notable measureable outcomes from Australian trade enabling assistance include:

- Intra-trade among the Greater Mekong Subregion economies has boomed assisted by a program which trained Customs officials, established one common set of paperwork, and provided equipment to facilitate single window/one stop arrangements. Processing time for cargo trucks crossing the Dansavanh (Laos)–Lao Bao (Vietnam) border, for example, has been reduced from 4 hours to 70 minutes (or by 70%), and for passenger cars from 2 hours to 30 minutes;
- Approximately 3,000 students have graduated from the Australia Pacific Technical College (ATPC), which provides training and vocational education in trade-related sectors such as construction and tourism. ATPC graduates have contributed to increased productivity, as stated by 70 per cent of employers of graduates surveyed;
- The Smallholder Agri-business Development Initiative has reduced fragmentation in the supply chain, improved productivity and facilitated trade in the Indonesian cocoa sector. Cocoa production increased by up to 6 per cent, and there was an 8 per cent annual growth rate (by volume) of Indonesian cocoa exports during 2007–09;
- The Australian Fumigation Accreditation Scheme has worked with six developing countries to improve quarantine practices. For those participating, the scheme reduced export costs by nearly \$5 million, and avoided 12 tonnes of methyl bromide use.

**Principal official agency responsible for TCB assistance to developing countries**

**Australian Agency for International Development (AusAID):** AusAID is Australia's bilateral aid agency. It is an administratively autonomous agency within the Department of Foreign Affairs and Trade (DFAT). AusAID provides assistance to the trade and financial sector under the broad policy framework of private sector development and governance, through training and scholarships, technical assistance and policy analysis.

**Contact**

Head Office: 255 London Circuit Canberra ACT 2601 Australia	Tel: +61 26 206 4000 Fax: +61 26206 4880 E-mail: <a href="mailto:infoausaid@ausaid.gov.au">infoausaid@ausaid.gov.au</a>
Postal address: GPO Box 887 Canberra ACT 2601 Australia	

For more information: <http://www.ausaid.gov.au/about/default.cfm>

**Other government and official agencies with responsibilities directly relevant to TCB**

**Australian Government Department of Foreign Affairs and Trade:** The Department of Foreign Affairs provides foreign and trade policy advice to the Australian Government. It is responsible for trade policy formulation and trade negotiations, whilst the Australian Agency for International Development (AusAID) is the Australian Government agency responsible for managing Australia's overseas aid program. The objective of the aid programme is to assist developing countries reduce poverty and achieve sustainable development, in line with Australia's national interest.

**Contact**

Head Office address: R.G. Casey Building John McEwen Crescent Barton, ACT, 0221 Australia	Head Office Tel: Switchboard: +61 26261 1111 Media enquiries: +61 26261 1555 Fax: +61 26261 3111 Web: <a href="http://www.dfat.gov.au/">http://www.dfat.gov.au/</a>
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**Other official or government trade-related organizations**

**Australian Centre for International Agricultural Research (ACIAR):** ACIAR is an Australian Government statutory authority that operates as part of Australia's Aid Programme within the portfolio of Foreign Affairs and Trade. It contributes to the aid programme objectives of advancing Australia's national interest through poverty reduction and sustainable development. ACIAR funds research projects that are developed within a framework that reflects the priorities of Australia's aid programme and national research strengths together with the agricultural research and development priorities of partner countries in five regions: Papua New Guinea and the Pacific Islands, Southeast Asia, North Asia, South Asia and Southern Africa.

For more information: E-mail: <http://www.aciar.gov.au/>

**Australian Council for International Development (ACFID):** ACFID supports a network of Australian NGOs which have a shared commitment to poverty reduction and the promotion of human rights and dignity. It provides members with a range of services and opportunities to exert influence on a broad array of themes, ranging from health and education to trade issues.

For more information: <http://www.acfid.asn.au/>

**Australian Fair Trade and Investment Network Ltd (AFTINET):** AFTINET is a national network on trade and investment policy. It supplies education materials, regular bulletins and speakers at public events. At an international level, it lobbies for different and fairer rules for international trade and investment. It carries out advocacy and advisory roles, such as monitoring trade and investment negotiations and providing critical re-assessment of the WTO and other trade structures and dispute processes.

For more information: E-mail: [campaign@aftinet.org.au](mailto:campaign@aftinet.org.au) and [aftinet.org.au/cms/contact](http://aftinet.org.au/cms/contact)

**Australian Youth Ambassadors for Development (AYAD):** The AYAD programme is a AusAID initiative and is fully funded by AusAID. It aims to strengthen mutual understanding between Australia and countries in the developing world by placing skilled young Australians on short-term assignments in those countries. AYAD volunteers work with local counterparts and cover a diverse range of sectors, including education, environment, gender, governance, health, infrastructure, rural development and trade.

For more information: E-mail: [info@ayad.com.au](mailto:info@ayad.com.au) and  
<http://www.ayad.com.au/asp/home.aspx>

**Economic Analytical Unit:** The Economic Analytical Unit is part of the Department of Foreign Affairs and Trade and is the main agency within the Australian Government responsible for publishing reports analysing major trade and economic issues in overseas markets of relevance to Australia.

For more information: E-mail: [economic.analytical@dfat.gov.au](mailto:economic.analytical@dfat.gov.au) and <http://www.dfat.gov.au/eau/>

**IP Australia:** IP Australia administers Australia's intellectual property (IP) rights system, specifically patents, trade marks, designs and plant breeders' rights. It incorporates the Patent, Designs, Trade Marks and Plant Breeders' Rights (PBR) Offices and is a prescribed agency within the Department of Innovation, Industry, Science and Research (DIISR). IP Australia is engaged in development cooperation activities with a range of developing country IP Offices, such as APEC IPR Public Education and Awareness Programme – 2006 to 2009.

For more information: [http://www.ipaustralia.gov.au/resources/international\\_dca.shtml](http://www.ipaustralia.gov.au/resources/international_dca.shtml)

**JAS-ANZ** is the Government-appointed accreditation body for Australia and New Zealand responsible for providing accreditation of conformity assessment bodies (CABs) in the fields of certification and inspection. JAS-ANZ accreditation demonstrates the competence and independence of these CABs. It accredits 70 CABs, who, in turn, certify some 50,000 organizations. Including accreditations and technical assistance projects, JAS-ANZ provides services in over 20 countries.

For more information: E-mail: [contact@jas-anz.org](mailto:contact@jas-anz.org) and <http://www.jas-anz.com.au/>

**National Association for Sustainable Agriculture Australia (NASAA):** The NASAA is the nation's leading organic certifier and provides quality, cost-efficient organic certification services both in Australia and overseas. Its certification and inspection services facilitate market access throughout the world for NASAA-certified organic products.

For more information: E-mail: [enquiries@nasaa.com.au](mailto:enquiries@nasaa.com.au) and <http://www.nasaa.com.au>

**Volunteering for International Development from Australia (VIDA):** VIDA is part of the Australian Government's volunteer programme and is funded by AusAID. The VIDA Programme places skilled Australian volunteers in developing countries in the Asia Pacific region. Volunteers work with local counterparts to reduce poverty and achieve sustainable development in their communities through skills and knowledge exchange, institutional strengthening and capacity building.

For more information: E-mail: [info@vidavolunteers.com.au](mailto:info@vidavolunteers.com.au) and <http://www.vidavolunteers.com.au/asp/home.aspx>

#### **Non-governmental organizations involved in TCB**

**Australian Business Volunteers (ABV):** ABV is a non-government, non-profit international development agency. Its mission is to contribute to sustainable growth in developing communities through the transfer of knowledge and workplace skills. This is achieved by using the experience and expertise of highly skilled professional volunteers. ABV focuses on capacity building within micro, small, medium and large enterprises in the private sector, but also works with government agencies, local NGOs and other community-based organizations.

For more information: E-mail: [info@abv.org.au](mailto:info@abv.org.au) and <http://www.abv.org.au/>

**Australian Volunteers International (AVI):** This is a development agency working in over 60 countries across Asia, the Pacific, Africa and the Middle East. AVI places skilled professionals in local institutions with the overall objective of transferring capacity and assisting organizations achieve their own objectives. It manages a range of programmes, the majority of which are funded by the Australian Government through AusAID. These include the Pacific Technical Assistance Mechanism (PACTAM), the Australian Government Volunteer Programme (AGVP) and Volunteer Service Overseas (VSO).

For more information: E-mail: [info@australianvolunteers.com](mailto:info@australianvolunteers.com) and <http://www.australianvolunteers.com>

**Centre for International Economic Studies (CIES):** CIES is part of the University of Adelaide and is actively involved in research and consultancies commissioned by Australian groups such as ABARE, ACIAR, AusAID, the Business Council of Australia, DFAT and CSIRO, and by international organizations such as ADB, APEC, FAO, OECD, UNCTAD, WBI and the World Bank. Among other areas, CIES research focuses on its Asia-Pacific neighbours, the global trading system and the WTO.

For more information: <http://www.adelaide.edu.au/cies/>

**Crawford Fund:** The mission of the Crawford Fund is to increase Australia's engagement in international agricultural research for the benefit of developing countries and Australia. The Fund promotes and supports international research and development activities in which Australian research organizations and companies are active participants. It also assists in the transfer of agricultural technologies to developing countries through specialist training programmes.

For more information: E-mail: [Crawford@crawfordfund.org](mailto:Crawford@crawfordfund.org) and <http://www.crawfordfund.org/index.htm>

**Institute for International Trade (IIT):** IIT is part of the University of Adelaide. It has a major focus on trade-related capacity building and undertakes research, training and technical assistance programmes for government, the private sector and multilateral organizations. It is headed by the former Deputy Director of the WTO, Andrew Stoler, and has undertaken considerable work in the Asia Pacific region on the implications of trade agreements and in assisting developing countries prepare for trade negotiations, whether at the multilateral, regional or bilateral level. IIT runs a unique master's program, "International Trade and Development", with courses and electives covering AfT and the role of trade-related capacity building in meeting the Millennium Development Goals.

For more information: E-mail: [marie.gutsche@adelaide.edu.au](mailto:marie.gutsche@adelaide.edu.au) and  
<http://www.iit.adelaide.edu.au/research/>

#### **TCB cooperation initiatives with UN/international agencies and bilateral partners**

Funding is via core contribution, or through ear marked and project based grants. Australia (either through AusAID or other Australia Government Agencies and Departments, including the Department of Foreign Affairs and Trade) seeks to take an active collaborative role with multilateral partners through participation in meetings, consultations, governing bodies and Boards. AusAID also organizes annual high Level Consultations with our largest multilateral partners to discuss progress to date on common initiatives and to determine shared priorities for future action. The funding mechanism is grant funding.

Collaboration occurs through grant funding to multilateral agencies and development banks, including: the World Trade Organization, the Enhanced Integrated Framework, the World Intellectual Property Organization, the International Trade Centre, the International Finance Corporation and the Asian Development Bank.

Data collection mechanisms are dependent on partner systems. AusAID draws on existing reporting by multilateral organisations, alongside other internal data collection and reporting processes that are linked to AusAID's quality assurance system.

Monitoring and evaluation occurs through AusAID's quality processes, in tandem with partner systems and independent evaluations. AusAID is also an active participant in the Multilateral Organization Performance Assessment Network (MOPAN) which is a group of 17 donors that conduct common assessments for a small number of multilateral partners each year. In 2012, AusAID published the Australian Multilateral Assessment (AMA), the largest and most comprehensive report into Australia's relationships with multilateral partners ever undertaken. The assessments in the AMA now underpin Australia's ongoing engagement with those organisations included, and help inform future core funding decisions.

## Selected TCB programmes and initiatives in this guide

### TRADE POLICY DEVELOPMENT

- ASEAN Australia Development Cooperation Programme Phase II (AADCP)
- Pacific Agreement on Closer Economic Relations (PACER) Plus
- WTO Doha Development Agenda Global Trust Fund (DDAGTF)

### LEGAL AND REGULATORY FRAMEWORK

- Beyond WTO (BWTO) Phase II for Vietnam
- Philippines-Australia Partnership for Economic Governance Reforms (PEGR)
- Vietnam workshop on developing intellectual property (IP), public education and awareness strategies

### SUPPLY CAPACITY

- Cambodia Agriculture Value Chain Programme (CAVAC)
- Improved market engagement in the north-western highlands of Vietnam
- Textiles, Clothing and Footwear (TCF), Fiji
- Cocoa Livelihoods Improvement Project (CLIP)
- Agriculture Sector Linkages Programme (ASLP) (Phase II) - Pakistan

### COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES

- Pacific Regional Agricultural Market Access (PRAMA)
- Sanitary and Phytosanitary (SPS) Capacity Building Programme (SPSCBP)
- Trade Development Facility TDF 59

### MARKET AND TRADE INFORMATION

- Agriculture Sector Linkages Programme (ASLP) Pakistan
- Making Markets Work for the Poor (M4P): Linking vegetable farmers with markets in West and Central Java, Indonesia
- Market Development Facility
- Asian Development Bank Private Sector Development Initiative

### TRADE FACILITATION

- Customs International Executive Management Programme (CIEMP)
- Pacific Customs Management Programme (PCMP)
- PNG Border Security Project (BSP)
- PNG-Australian Customs Twinning Scheme (PACTS)
- Australia China Customs Partnership Program (through North Asia Public Sector Linkages Programme)
- International Finance Corporation (IFC) Trade Logistics Programme – Caribbean
- Regional Assistance Mission to Solomon Islands (RAMSI) :
- Strongim Gavman Programme (PNG)

### PHYSICAL TRADE INFRASTRUCTURE

- Mekong Transport Infrastructure Development Project
- Pacific Region Infrastructure Facility (PRIF)
- Transport Sector Support Programme (PNG)
- Domestic Maritime Support Project (Solomon Islands)
- Rural Access to Development for Tarin Kot (RAD-TK) (Afghanistan)





## AUSTRIA

### General information on Austrian development cooperation

The Federal Ministry for European and International Affairs (MFA) is the focal point for cooperation with developing country governments and is tasked with maintaining coherence in Austrian development cooperation. The Ministry is responsible for the overall strategic direction of Austria's development cooperation and the programming of official development assistance (ODA), while the Austrian Development Agency (ADA), a limited liability company fully owned by the Austrian Federal Government, is the implementation arm of development cooperation. Prior to the creation of ADA in 2003, the MFA administered close to 6% of Austria's ODA directly, but today the development cooperation programmes and projects are implemented by ADA jointly with public institutions, international and non-governmental organizations and enterprises. The major horizontal themes of Austrian development cooperation remain: (i) poverty reduction; (ii) peace-keeping and safeguarding human security; and (iii) preservation of the environment and protection of natural resources. The thematic focus continues to be in the fields of water and sanitation, rural development, renewable energy, private sector development, good governance and education. Geographically, Austrian overall aid is focused on the poorest countries in Eastern Africa, Southern Africa and West Africa, as well as the Himalaya–Hindu Kush region and South East Europe/Southern Caucasus.

### Aid for Trade (Aft) Strategy

Austria's Aid for Trade Strategy was first laid out in the Federal Government's Three-Year Programme (2007–2009) as one of its "new" orientations for development cooperation, and has since been refined in the most recent, updated Three-Year Programme (2008–2010). These policy papers are the central planning documents of Austria's development programme. Austria's Aid for Trade Strategy has been elaborated with the EU Aid for Trade Strategy, which was adopted in October 2007 as a backdrop, and is an extension of its private sector strategy, focusing on sectors of engagement where Austria has gathered experience from its past development cooperation, namely areas related to building and strengthening supply capacity, trade-related capacity and trade infrastructure. The Austrian Federal Development Cooperation Act defines "...combating poverty in the developing countries by promoting economic and social development ..." as one of the three main objectives of Austrian development policy, and the overall aim of Austria's Aft strategy is to complement its on-going initiatives for poverty reduction, private sector development and job creation. The following areas of intervention form the backbone of Austria's Aft strategy:

- Promoting production capacities: improving the framework for private investments and business start-ups and, above all, easing SMEs' access to financial services and management know-how. Moreover, since a growing portion of international trade takes place in transnational supply chains based on the division of labour, ADC foresees a more active participation in facilitating developing countries to become integrated in the global supply chain or global production networks.
- Financing trade-related infrastructure: participating in multilateral infrastructure programmes. Austrian development cooperation already contributes to the Infrastructure Trust Fund under the EU Africa Infrastructure Partnership, which has a particular bearing on trade through its focus on regional or continental interconnectivity.
- Supporting initiatives for fair trade in order to promote local economies: supporting the HORIZON 3000 initiatives and the work undertaken with the NGO IEW – Braunau.
- Supporting regions: supporting regional organizations and institutions for regional convergence as well as the implementation of Economic Partnership Agreements (EPAs).

Austria's Aft financial package is based on the EU's pledge to raise its annual Aft funding to €2 billion a year by 2010 (€1 billion from the European Community and €1 billion from the member countries). While no specific figure has been announced by the Austrian Government, it indicated in the 2008 Aid for Trade Questionnaire that its levels of contribution would remain in line with the 2007 allocations as recorded in its OECD

DAC Aid for Trade CRS profile (i.e. US\$ 54 million). However Austria does warn that the volume of aid which was channelled to the Transport and Storage Category in 2007, US\$21 million compared to US\$1 million in 2006, is not likely to be matched in succeeding years.

Austrian AFT is guided by the principle of “division of labour” amongst EU Member States. The Austrian Development Agency and its implementing partners therefore focus their interventions on a defined range of projects and interventions, which predominantly fall under supply capacity and trade infrastructure. Below are some examples of ongoing and pipeline projects:

- Contribution to the EU-Africa Infrastructure Trust Fund and to multi-donor initiatives such as the Private Infrastructure Development Group (PIDG), which is a coalition of donors mobilising private sector investment to assist developing countries to provide infrastructure vital to boosting their economic development and combating poverty;
- Projects focusing on investment (such as the Investment Compact for South East Europe), the business climate and global supply chains;
- Annual contribution to the Doha Development Agenda Global Trust Fund (DDAGTF);

Support for UNIDO in quality assurance and metrology, in collaboration with the EU. These projects are likely to be implemented in the West and Southern African region by regional organizations, such as ECOWAS, SADC, EAC, etc.

Austria also plans to step up its cooperation in the sector of fair trade initiatives, and sees sectors such as rural development and micro, small and medium enterprises as entry points for its AFT programmes. Another entry point with a regional dimension is that of interventions aimed at improving the investment climate, with a clear focus on the South East European (SEE) region. In cooperation with international and multilateral organizations like the OECD and the World Bank, regional initiatives like the Investment Compact for South East Europe or REPARIS aim at creating a better investment climate in the long term. In the area of trade finance, in 2008 the Government launched the Austrian Development Bank (Oedb/ADB). The ADB, now in the early stages of its operation, currently supports trade-related private sector projects under its mandate. Although not purely ODA-related, the ADB is poised to become an important financing outlet for Austrian development cooperation.

The geographical focus of Austria’s AFT interventions partly mirrors that of its overall development cooperation strategy. It focuses, in particular, on Southern and West Africa, Central America, South East Europe and the Southern Caucasus. While interventions are foreseen at bilateral, regional and multilateral levels, regional and multilateral initiatives are given priority in order to uphold the principles of aid effectiveness. In particular, Austria channels its ODA through international and multilateral institutions such as the WB, IMF, WTO, ITC, UNCTAD and UNIDO. Regional projects focus, especially, on economic infrastructure and, more particularly, on the energy sector. Energy is one of Austria’s focal sectors and, as such, forms part of its regional programmes in Western Africa and Southern Africa. Interventions are commonly undertaken in partnership with regional organizations (e.g. the Southern African Development Community (SADC), the Economic Community of West African States (ECOWAS), and in cooperation with other bilateral donors (e.g. Finland) and multilateral donors (e.g. UNDP). The Energy and Environment Partnership with Central America is one successful example of a wider AFT engagement that includes a regional dimension. Regional economic infrastructure in Sub-Saharan Africa is further targeted by way of contributions to the EU/EIB Infrastructure Trust Fund, a European-African initiative on cross-border infrastructure (mentioned above).

Finally, to improve aid effectiveness, Austria is increasingly moving towards the adoption of a mix of funding modalities, ranging, as we have seen from the above list of on-going projects and pipeline projects, from joint financing programmes and participation in multilateral trust funds to joint EC programmes, in particular regional programmes.

## Source:

Three-Year Programme on Austrian Development Policy 2007 – 2009 (revised version) – Federal Ministry of European and International Affairs

<http://www.entwicklung.at/uploads/media/ThreeYearProgramme08-10.pdf>

Three-Year Programme on Austrian Development Policy 2008 – 2010 – Federal Ministry of European and International Affairs – Revised version 2008

<http://www.entwicklung.at/uploads/media/ThreeYearProgramme08-10.pdf>

Austria Aid for Trade Questionnaire 2008

<http://www.oecd.org/dataoecd/42/28/43147297.pdf>

### Principal official agency responsible for TCB assistance to developing countries

#### Austrian Development Agency (ADA)

Zelinkagasse 2

A-1010 Vienna

Tel: +43 1 90 3990

Fax: +43 1 90 399 1290

E-mail: [office@ada.gv.at](mailto:office@ada.gv.at)

ADC Information Desk

Tel: +43 1 90 399 2411

E-mail: [oeza.info@ada.gv](mailto:oeza.info@ada.gv)

Web: <http://www.entwicklung.at/en/contact.html>

**Austrian Development Agency (ADA):** The Austrian Development Agency (ADA) is the operational unit of Austrian development cooperation. The Federal Ministry for European and International Affairs (MFA) sets the development cooperation strategies and programmes, while ADA implements these in partnership with public institutions, non-governmental organizations and enterprises. It is in charge of implementing all bilateral programmes and projects in Austrian development cooperation's partner countries and administers the budget earmarked for this. ADA supports countries in Africa, Asia and Central America as well as in South East Europe in their sustainable social, economic and democratic development. The Agency is responsible, on behalf of MFA, for preparing, administering and contracting out projects and programmes set out in the Austrian Three-Year Programmes. To this end, ADA has 15 coordinating offices in partner countries to coordinate activities and conduct dialogue with the local and federal public institutions. This three-year programming exercise defines the key development policy positions and strategic framework for Austria's development cooperation. The division of labour between MFA and ADA ensures the coherence of Government development policy and the efficient implementation of the statutory provisions in the Federal Development Cooperation Act.

For more information: E-mail: [oeza.info@ada.gv.at](mailto:oeza.info@ada.gv.at) and <http://www.entwicklung.at/en.html>

### Other government and official agencies with responsibilities directly relevant to TCB

#### Austrian Development Bank Oesterreichische Entwicklungsbank AG

Strauchgasse 3

A-1011 Vienna

Tel: +43 1 5 331 2000

Fax: +43 1 5 331 200 5252

E-mail: [office@oe-eb.at](mailto:office@oe-eb.at)

Web: <http://www.oe-eb.at/en/osn/kontaktcenter/pages/default.aspx>

**Austrian Development Bank (OeEB/ADB):** The Austrian Development Bank (OeEB/ADB), the official development bank of Austria, was set up in 2008 as a subsidiary of the Oesterreichische Kontrollbank AG (OeKB) and acts on behalf of the Federal Government. It supports commercially self-supporting private sector projects in developing countries that meet developmental criteria (such as poverty reduction, employment

generation, gender relevance and know-how transfer), through various instruments, such as equity contributions, mezzanine finance, fund participation, participating interests in banks, long-term loans, refinance lines for banks and co-financing with other European development banks and international financial institutions. The Bank is entrusted with a clear developmental mandate in pursuance of the goals and principles of Austrian development policy as per the Federal Development Cooperation Act and the specifications of the current Three-Year Programme. The Bank also supports regional programmes and allocates close to 20% of core business to Least Developed Countries. The Austrian Development Bank operates along precisely defined lines with the Austrian Development Agency (ADA).

For more information: E-mail: [office@oe-eb.at](mailto:office@oe-eb.at) and  
<http://www.oe-eb.at/en/oeebataglance/pages/default.aspx>

#### **Austrian Federal Ministry for European and International Affairs**

Minoritenplatz 8 A-1014 Vienna	Web: <a href="http://www.bmeia.gv.at/en/foreign-ministry/service/contact.html">http://www.bmeia.gv.at/en/foreign-ministry/service/contact.html</a>
Tel: +43 190 1150 or +43 1 501 1500	
Fax: +43 1 904 20 160	

#### **Austrian Federal Ministry for European and International Affairs**

**The Austrian Development Cooperation (ADC)** supports countries in Africa, Asia, Central America and South-East and Eastern Europe in their sustainable social development, economic and democratic. The Ministry of Foreign Affairs (MFA) plans the strategies and programs, the Austrian Development Agency (ADA) implements these together with public institutions, NGOs and companies um. weitere public actors.

<http://www.bmeia.gv.at/en/foreign-ministry/foreign-policy/international-cooperation.html>

#### **Austrian Federal Economic Chamber (WKO)**

A-1045 Vienna, P.O. 100	E-mail: <a href="mailto:office@wko.at">office@wko.at</a>
Phone: +43 (0)5 90 900	<a href="http://portal.wko.at/wk/format_detail.wk?angid=1&amp;stid=502618&amp;dstid=1328">http://portal.wko.at/wk/format_detail.wk?angid=1&amp;stid=502618&amp;dstid=1328</a>
Fax: +43 (0)5 90 900 5678	

**Austrian Federal Economic Chamber (WKO):** The Austrian Federal Economic Chamber is responsible for the coordination and representation of the interests of the Austrian business community at national and international levels. Its services to its members are: (i) information and advisory service; (ii) collective bargaining with unions; and (iii) economic promotion and development, training and consulting. It also houses AUSTRIAN TRADE, the official Austrian foreign trade promotion organization, and the largest provider of services in the area of foreign trade. [Advantageaustria.org](http://advantageaustria.org), powered and operated by AUSTRIAN TRADE, offers easy access to the nearest AUSTRIAN TRADE office and to all relevant information on business and trade information on Austria.

For more information: [wko.at/awo/chamberinfo.htm](http://wko.at/awo/chamberinfo.htm)

#### **Austrian Standards Institute (ON)**

Heinestrasse 38 1020 Vienna Austria	Tel.: +43 1 213 00 Fax: +43 1 213 00-355 E-mail: <a href="mailto:office@austrian-standards.at">office@austrian-standards.at</a> <a href="http://www.austrian-standards.at/en/contact.html">http://www.austrian-standards.at/en/contact.html</a>
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**Austrian Standards Institute (ON):** This is a neutral and independent service organization – not a federal authority or agency. As a private non-profit association (Österreichisches Normungsinstitut), it has, since 1920, provided the platform for the development of norms, rules and standards. The legal framework for the

activities of the Austrian Standards Institute is the Standardisation Law (Normengesetz) of 1971. As the Austrian member of the European Committee for Standardization (CEN) and the International Organization for Standardization (ISO), it enables and coordinates Austrian experts' participation in the development of European and international standards. It is also the WTO national enquiry point for technical barriers to trade (TBT). Since 1998, its know-how and competence have brought benefits to organizations, enterprises and public authorities in different parts of the world, from Eastern Europe, to South East Asia and the Mediterranean countries.

For more information: E-mail: [infostelle@on-norm.at](mailto:infostelle@on-norm.at) and <http://www.as-institute.at/en/>

## AUSTRIAN TRADE

### Contact

Wiedner Hauptstraße 63  
1045 Vienna  
Austria

E-mail: [contact@advantageaustria.org](mailto:contact@advantageaustria.org)  
<http://www.advantageaustria.org>

**AUSTRIAN TRADE:** AUSTRIAN TRADE, part of the Austrian Federal Economic Chamber and based on an agreement between the Federal Economic Chamber and the Austrian Ministry of Foreign Affairs, is the official Austrian foreign trade promotion organization. It is Austria's largest provider of services in the area of foreign trade, giving comprehensive advice and practical support to over 15,000 foreign trade firms. Its head office is in Vienna and it has a worldwide network of foreign trade offices, liaison offices and appointed representatives, and foreign trade experts in the regional economic chambers. Its main tasks are to: (i) inform its customers about export markets; (ii) introduce Austrian firms abroad and bring business partners together; (iii) provide advice from the initiation to the realisation of transactions; (iv) assist with problems; and (v) service foreign buyers, foreign business delegations, trade missions and third country programmes.

For more information: <http://www.gzs.si/pripone/9661> and [advantageaustria.org](http://www.advantageaustria.org)

### Other official or government trade-related organizations

**Austrian Business Agency (ABA-Invest in Austria):** This is the Austrian national investment promotion company and is the first point of contact for foreign companies aiming to establish their own business in Austria. It is owned and operated by the Republic of Austria, and reports directly to the Austrian Ministry of Economics and Labour. The services provided by ABA-Invest in Austria are free of charge: professional consulting services to firms interested in setting up business operations in Austria, focusing on all issues relevant to selecting an appropriate location, and with detailed information about Austria as a business location. It also proactively approaches potential investors:

For more information: E-mail: [office@aba.gv.at](mailto:office@aba.gv.at) and  
<http://www.aba.gv.at/EN/ABA-Invest+in+Austria.aspx>

**Austrian Business Council for Sustainable Development (respACT):** respACT is the leading promoter of corporate social responsibility (CSR) and sustainable development in Austria. It emerged in October 2007 from the fusion of the Austrian Business Council for Sustainable Development (ABCSD) and respACT Austria. respACT's key activities are communication and public relations, exchange of experiences and knowledge transfer and education. Socially responsible companies focus on five fields of action: organizational leadership, the marketplace, the workforce, and environment and society. respACT is the leading platform for activities in the areas of corporate social responsibility (CSR) and sustainable development and initiated CSR Austria. It also leads in Austrian Government-sponsored CSR programmes, in particular in South East Europe (SEE) and

the Commonwealth of Independent States (CIS). respACT is financed through the contributions of its member companies and the Austrian Federal Economic Chamber, the Federation of Austrian Industry, the Federal Ministry of Economy, Family and Youth, the Federal Ministry of Labour, Social Affairs and Consumer Protection and the Federal Ministry of Agriculture, Forestry, Environment and Water Management.

For more information: E-mail: [office@respect.at](mailto:office@respect.at) and  
<http://www.respect.at/content/site/english/index.html>

**Customs – Directorate General IV:** Directorate General IV, the Directorate General Customs and International Tax Issues is part of the Federal Ministry of Finance. It secures tax revenues, achieves the necessary international presence and provides services and advice on tax issues to its customers. Its tasks are in the areas of, amongst others: (i) the management and organization of tax and customs authorities; (ii) combating fraud and providing a tax ombudsman service; (iii) international tax issues and customs issues relevant to customs in different international organizations, the EU, and bilateral and multilateral contacts; (iv) customs policy, customs procedures, customs law and tariffs; and (v) prohibitions and restrictions on imports and exports, and issues concerning the origin of goods and preferential customs in relation to non-EU Member States. The sub-directorate Customs and Consumption Duties (IV/B) deals, in particular, with the management of tariffs, and international projects and programmes. The Customs Directorate has undertaken a number of twinning projects with SEE and CIS countries with a view to supporting the alignment of customs procedures with EU standards in the framework of the IPA 2008 programme.

For more information: E-mail: [zollinfo@bmf.gv.at](mailto:zollinfo@bmf.gv.at) and [english.bmf.gv.at/Customs/\\_start.htm](http://english.bmf.gv.at/Customs/_start.htm)

**Joint Vienna Institute (JVI):** The JVI is an international training institute located in Vienna, Austria. It was launched in 1992 by five international organizations and the Austrian authorities to respond rapidly to the large demand from economies in transition for the training of officials in market economics and the free enterprise system. The JVI offers a comprehensive programme of approximately 60 seminars, generally of short duration, in specialized topics that reflect the expertise of its various sponsoring organizations. These seminars are aimed at mid- and senior-level officials and private sector managers in transition economies and focus primarily on practical policy issues relevant to economies in transition. The JVI's training program, which is developed in consultation with the recipient countries, has the following principal objectives: (i) to provide comprehensive training on a broad range of operational issues and problems encountered in managing a market economy, particularly in policy formulation and implementation; (ii) to foster the development of networks of officials across the transition economies; and (iii) to provide opportunities for nationals of transition countries to gain first-hand experience of an advanced market economy (Austria). It also organizes international conferences in such areas as Global Trade, the WTO, etc. The Joint Vienna Institute is supported by five international organizations and the Austrian authorities (Oesterreichische National Bank and the Ministry of Finance).

For more information: E-mail: [jvi@jvi.org](mailto:jvi@jvi.org) and <http://www.jvi.org>

**Research Centre in International Economics (FIW):** FIW supports and connects the Austrian scientific community in the field of international economics in order to advance know-how and scientific and economic policy-oriented discussions on issues in international economics, and offers a platform for publishing and discussing research results. The Centre was initiated by the Austrian Federal Ministry of Economy, Family and Youth (BMWFFJ) as part of an internationalisation drive. It is a collaboration of the Austrian Institute of Economic Research (WIFO), the Vienna Institute for International, Economic Studies (wiiw), and the Computing Centre for Economics and Social Sciences (WS). One of its flagship projects is the Center of Excellence on International Trade, which provides the appropriate infrastructure and assistance for a research community in international trade, i.e.: (i) the development of a research programme which assists external political

decisions and activities related to the European Union and other multinational organizations in a sustainable fashion; (ii) easy and transparent access to relevant databases; and (iii) encouragement and enhancement of the development of know-how on foreign economic affairs in Austria and a review of the fundamental global and Austrian developments in foreign trade.

For more information: E-mail: [fiw-pb@fiw.at](mailto:fiw-pb@fiw.at) and <http://www.fiw.at> and  
[http://www.fiw.ac.at/fileadmin/Documents/Publikationen/FIW\\_Folder\\_09.pdf](http://www.fiw.ac.at/fileadmin/Documents/Publikationen/FIW_Folder_09.pdf)

#### **Non-governmental organizations involved in TCB**

**HORIZONT3000:** HORIZONT3000 specialises in the monitoring and implementation of projects and in the provision of experts in developing countries. It has partner countries in Central and South America, in Southern, Western and Eastern Africa and in Asia and Oceania. It carries out technical assistance programmes in Kenya, Tanzania, Uganda, Mozambique, Zimbabwe, Brazil, Nicaragua and Papua New Guinea. The HORIZONT3000 programmes concentrate on four main fields, mostly in rural areas: (i) rural development; (ii) health; (iii) education; and (iv) civil society, human rights and democracy. It receives funding from the Austrian Development Cooperation<sup>2</sup> (ADA), the European Union, individual Austrian county and municipal authorities and various national and international development initiatives and non-governmental organizations.

For more information: <http://www.horizont3000.at/index.php?m=154&l=en>

**Initiative Eine Welt (IEW – Braunau):** IEW works in partnership with ADA for the implementation of development projects, supporting programmes in Africa and Latin America. Since 1978 its interventions have focused on small projects to the benefit of the poor. IEW fosters the principle of ownership by supporting project ideas and initiatives which come from the South. It has, over time, supported projects in chocolate making in Nicaragua and jewellery design in Sudan and in fashion design, amongst others.

For more information: <http://www.inoneworld.eu/>

**Vienna Institute for International Economic Studies (wiiw):** wiiw is a non-profit organization established in 1973 as an independent research institute. The primary emphasis of its research activities is on: (i) analysing and forecasting economic developments in the countries of Central, East and Southeast Europe (including Turkey), the major CIS countries and China; (ii) analysing structural developments in those countries, such as sectoral patterns of growth, labour market trends and industrial competitiveness, supplemented by industry studies, reviews of foreign direct investment and assessments of foreign trade specialization; (iii) conducting studies on the integration of new EU members, focusing on such challenges as catching-up, sustained growth and macroeconomic stability, and integration into the major macroeconomic policy frameworks of the EU, the Growth and Stability Pact and the EMU; and (iv) performing comparative analyses of global developments such as the growth and patterns of structural change in Asia and the countries of Central, East and Southeast Europe, the role of foreign investment, patterns of trade specialization and production networking, exchange rate arrangements, and the coordination of macroeconomic policy. Research results are issued in one of the Institute's series of regular publications or jointly with international publishers. Topical analyses and forecasts are also disseminated at press conferences or in press releases. The Institute has established a number of databases that provide exhaustive statistical data on the countries of Central, East and Southeast Europe.

For more information: E-mail: [wiiw@wiiw.ac.at](mailto:wiiw@wiiw.ac.at) and <http://www.wiiw.ac.at/e/contact.html>

<sup>2</sup> Austrian Government funding to HORIZON 3000 was €8.9 million in 2005 – Source: Evaluation of the HORIZONT3000 TA Personnel Programme Final Report ECDPM, Maastricht, June 2007.



**TCB cooperation initiatives with UN/International agencies and bilateral partners**

In particular, Austria channels its ODA through international and multilateral institutions such as the WB, IMF, WTO, ITC, UNCTAD and UNIDO.

In the area of trade capacity building, the energy sector is of particular interest to Austria. Interventions in the energy sector are commonly undertaken in partnership with regional organizations (e.g. the Southern African Development Community (SADC), the Economic Community of West African States (ECOWAS) and in cooperation with other bilateral donors (e.g. Finland) and multilateral donors (e.g. UNDP).

ADA (the Austrian Development Agency) has entered into a strategic alliance with the World Bank until 2014.

**Selected TCB programmes and initiatives in this guide****GLOBAL ADVOCACY**

- Corporate social responsibility (CSR) activities in South East Europe (SEE) and the Commonwealth of Independent States (CIS)

**TRADE POLICY DEVELOPMENT**

- Investment Compact for South East Europe
- WTO Doha Development Agenda Global Trust Fund (DDAGTF)

**SUPPLY CAPACITY**

- ECOWAS Regional Centre for Renewable Energy and Energy Efficiency (ERC)
- High quality cocoa for finest chocolate from Nicaragua
- Support to the Ethiopian shoe industry

**COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES**

- Programme of Accounting Reform and Institutional Strengthening – REPARIS
- Strengthening Auditing and Reporting in the Eastern Partnership countries (STAR-Initiative)

**TRADE PROMOTION CAPACITY BUILDING**

- Business Partnerships Programme (BPP)
- Ecoprofit for Sustainable Mongolian Entrepreneurship

**TRADE FACILITATION**

- New computerized transit system (NCTS) for Croatian Customs

**PHYSICAL TRADE INFRASTRUCTURE**

- Austrian participation in the EU-Africa Trust Fund for Infrastructure
- Austrian participation in the PIDG

**TRADE RELATED FINANCIAL SERVICES**

- Austrian Development Bank (OeEB/ADB) Microfinance Enhancement Facility (MEF)
- Support to the Unibank – Azerbaijan



## BELGIUM

### General information on Belgian development cooperation

The Directorate-General for Development Cooperation and Humanitarian Aid (DGD) is responsible for managing almost two third of Belgium's ODA. It is responsible for planning, guiding, supporting and following up on governmental development cooperation programmes. Some ODA budgets are managed by other directorates within this federal public service and other federal public services are also key players.

As per the May 1999 Law, Belgian development cooperation has been focused on sustainable human development with a particular emphasis on the reduction of poverty. Since 2003, its governmental bilateral cooperation has been concentrated on 18 countries, 13 in Africa and 10 in the group of Least Developed Countries (LDCs).

The focus of Belgian development cooperation is to assist partner countries with the implementation of their individual poverty reduction strategies. It is monitored by the Belgian embassies' development cooperation attachés. All government development programmes are implemented by Belgian Development Agency (BTC). Governmental cooperation activities are limited to: healthcare, education, agriculture and food security, basic infrastructure and social development. Gender equality, social economics, respect for the environment and the rights of the child were cross-cutting topics which must be taken into account by all aid programmes.

A fully new Law on Belgian Development Co-operation has been presented to by the Belgian Parliament in 2012. It came into force in 2013.

This new law will form the legal foundation for the principles and methods of Belgian cooperation, reflects the need for a thorough revision of the previous law after 12 years in order to be more in alignment with the changing international context and the new challenges with which development cooperation is confronted: the arrival of new players in development funding, the larger role of civil society and the challenges associated with global public goods (access to healthcare, combatting AIDS and other pandemics, maintaining natural resources, etc.).

Today, development cooperation represents a dual challenge. On the one hand, it is critically important that aid is allowed to work more effectively. On the other hand, in a context within which the effect of other policy measures on this aid is growing ever larger, it is fundamental that policy consistency be guaranteed in order to benefit development cooperation. For example, the situation in which efforts made with regard to development cooperation are undermined by other policy measures, which are sometimes taken within the same countries or institutions, must be avoided.

The new law is therefore also intended to:

- Make Belgian official development aid more effective through better alignment with policy in the receiving countries, which are responsible for their own development, through improved coordination among (among others, the European) donors; and through a more results-oriented approach and the further development of a democratic development policy in the countries, together with the local civil society;
- Make the aid more sustainable, with an integrated approach concerning climate change and with attention paid to the three pillars of sustainable development (economic, social and environmental);
- Strengthen policy consistency thereby benefiting development cooperation;
- Base Belgian Development Cooperation on an approach that is founded on rights, in which the social-economic and cultural rights (health, education, decent work, housing, food, etc.), civil and political rights (discrimination, freedom of expression, etc.), and the right to development are key points.

Economic development is an essential element for developing countries to rise up out of poverty and free themselves from dependency upon aid, but of course, not under just any circumstances. Based on the ILO's Decent Work Agenda, the Law puts the social economy, the strengthening of local production capacity, local entrepreneurship, fair trade, etc. on equal footing. This approach then considers development cooperation to be more a question of justice than of charity.

Three others important documents concerning Belgian Co-operation were signed in 2013:

- New Royal Decree concerning actors of the non governmental cooperation;
- New Convention between DG D and CTB;
- New convention between DG D and BIO (Belgian bank for investments in development countries).

Early 2013, DG D provided the Ministry of Development Co-operation with a project of new strategy for PSD (private sector development).

That means that the Belgian development cooperation landscape has been radically modified in 2013.

### **Aid for Trade (AFT) Strategy**

The Belgian Aid for Trade Strategy was approved by the Belgian Minister for Development Cooperation in June 2008 and is in line with the EU Aid for Trade Strategy approved by the Council of the European Union in 2008. It defines the framework for Belgium's contribution to the EU's trade-related assistance (a subcategory of AFT). Belgium aims, through its AFT strategy, to add value to its ongoing development cooperation activities and to maximize aid effectiveness in line with the Paris Declaration and the European Union's Code of Conduct on Complementarities and Division of Labor.

The principal areas of intervention are:

- Institutional support;
- Support for local, sustainable agricultural enterprises and for small and medium companies.

Linked to its AFT strategy, Belgium recognizes the role of the private sector as a key player for poverty alleviation.

The Belgian Investment Company for Developing Countries (BIO) plays a key role in furthering the Belgian Government's support for trade finance projects as well as its supply capacity programmes, particularly in the agricultural and agro-processing sector. A major part of Belgian AfT goes through BIO (55%) and is intended for small and medium enterprises. BIO aims at promoting a strong private sector in developing and/or emerging countries.

Geographically, Belgium directs its AFT funding mainly to African LDCs . Belgian AFT is channeled through a number of mechanisms at multilateral, regional and bilateral levels. At the multilateral level, it has been an active member of the Enhanced Integrated Framework since 2008, and an important part of its AfT has been channelled through multilateral partners such as the World Bank, regional development banks, UN agencies, CGIAR and the European Commission.

Some Belgian NGOs are also deeply involved in AFT programmes.

To support its AFT strategy, the Government of Belgium has revamped some of its previous trade entities. The growth of fair trade and sustainable trade and the rise of the concept “aid for trade” have led to the broadening of the Fair Trade Centre’s mandate; in 2009, it has consequently been renamed the Trade for Development Centre and, in addition to promoting fair trade and supporting promotion activities, is also responsible for ensuring that trade issues are integrated into Belgium’s bilateral programmes and for providing support to the bilateral trade offices of Belgian development cooperation, with technical support in the area of trade.

As already mentioned, the AFT component of the Belgian Cooperation policy, has been modified during and after 2013.

### Principal official agency responsible for TCB assistance to developing countries

#### Directorate-General for Development and Humanitarian Aid (DGD)

Federal Public Service Foreign Affairs, Foreign Trade and Development Cooperation

#### Contact

Rue des Petits Carmes, 15  
B-1000 Brussels  
Tel: +32 2 501 8111

Web: <http://www.dgcd.be/en/>

**Directorate-General for Development Cooperation and Humanitarian Aid (DGD)** is the Belgian federal administrative body for development aid with overall responsibility for the implementation and strategic oversight of development policy, including AFT and trade capacity building. It is a Directorate-General of the Federal Public Service Foreign Affairs, Foreign Trade and Development Cooperation, and reports directly under the Minister of Development Cooperation. The DGD is directly and indirectly responsible for managing almost two thirds of Belgian ODA. It is responsible for the preparation and budgetary and statistical co-ordination of cooperation programmes, and for ensuring the coherence of development policies. It only directly manages (with implementation by the BTC) about one-third of the volume of aid entrusted to it. The DGD’s organization was modified in 2012. It has four operational directorates (Geographical direction, Thematic Direction, Civil Society, Management of the organization).

For more information: <http://www.dgcd.be/en/>

### Other government and official agencies with responsibilities directly relevant to TCB

#### Belgian Investment Company for Developing Countries (BIO)

Avenue de Tervueren 188A b4  
B-1150 Brussels  
Tel: +32 2 778 9999  
Fax: +32 2 778 9990

E-mail: [emmanuelle.liessens@bio-invest.be](mailto:emmanuelle.liessens@bio-invest.be) and  
<http://www.bio-invest.be>

**Belgian Investment Company for Developing Countries (BIO):** BIO is the main instrument for Belgium’s private sector support in developing and emerging countries. Established by the Law of 3 November 2001 as a public limited company whose shareholders are the Belgian state and the Belgian Corporation for International Investment (BMI-SBI), BIO’s mission is to support the development of a strong private sector in developing countries, and in particular to contribute to the growth of local Small and Medium Enterprises (SMEs). BIO achieves its mission by providing tailored long-term financing (equity, quasi-equity, debt and guarantees) at market conditions to financial institutions, investment funds, enterprises and private infrastructure

projects. Through its Capacity Building Fund, BIO is also able to fund technical assistance programmes for client companies, and to co-finance feasibility studies. BIO works as a catalyst by operating in regions that are generally overlooked by commercial banks because of the high risk factor. BIO supports projects with a balance between return on investment and development impact, hence taking into account indicators that contribute to sustainable development and bring a viable socio-economic added value.

BIO operates as an additional partner to the traditional financial institutions and BIO requires its business partners to implement environmental, social and governance standards. BIO is a member of EDFI (European Development Finance Institutions).

### Belgian Development Agency

Rue Haute 147 Hoogstraat  
B-1000 Brussels  
Tel: +32 2 505 3700  
Fax: +32 2 502 9862

E-mail: [info@btcctb.org](mailto:info@btcctb.org) and <http://www.btcctb.org>

**Belgian Development Agency (former Belgian Technical Cooperation (BTC))** was established in 1998 as a public-law company with social purposes. Under the mandate of the Directorate-General for Development (DGD), it works in cooperation with the partner country and is responsible for implementing projects and programmes of developing countries in their fight against poverty. In addition to its activities on behalf of the Belgian State, BTC also performs tasks for third parties. These tend to be more specific assignments for any public body in Belgium (e.g. municipalities, regions, provinces and communities), abroad (e.g. DFID) or at international level (e.g. the European Commission or the World Bank). It manages more than 200 projects in 30 countries in Africa, Asia and Latin America. Additionally, it manages study grants and traineeships awarded by the DGD (on average 1,000 per year) as well as the Junior Programme for Development Cooperation.

BTC is represented in the partner countries by “resident representatives” who are responsible for overseeing the implementation of programmes and projects, and from whose ranks BTC recruits project experts and participants.

### Trade for Development Centre (TDC)

Rue Haute 147 Hoogstraat  
B-1000 Brussels  
Tel: +32 2 505 3700

Fax: +32 2 502 9862  
E-mail: [tdc@btcctb.org](mailto:tdc@btcctb.org)  
Web: <http://www.befair.be>

**Trade for Development Centre (TDC)** is a Belgian Development Agency (BTC) programme to promote fair and sustainable trade. It gives smallholders in the South the opportunity to develop in a sustainable way.

It works around three main themes:

- Trade Support
- Raise awareness mainly about fair trade
- Spread and exchange information

### Other official or government trade-related organizations

Federal foreign trade institutions

Belgium counts on three federal players to support exports: the Agency for Foreign Trade, the FINEXPO committee and the National Delcredere Office.

### **The Agency for Foreign Trade**

FPS Foreign Affairs, Foreign Trade and Development Cooperation

#### **Contact**

rue des Petits Carmes 15  
1000 Brussels, Belgium

Telephone number: +32 (0)2 501 81 11

[http://diplomatie.belgium.be/en/about\\_the\\_organisation/](http://diplomatie.belgium.be/en/about_the_organisation/)

**The Agency for Foreign Trade**, which supersedes the Belgian Foreign Trade Office (OBCE/BDBH), has been running since March 2003. The Agency is defined as a “service centre” for regional institutions promoting foreign trade, and it serves these institutions directly.

The Agency is responsible for:

- (a) Deciding on and organising joint trade missions on the initiative of one or more Regions or at the request of the federal authorities;
- (b) Organising, compiling and disseminating information, studies and documentation on foreign markets for regional services responsible for foreign trade;
- (c) Tasks of common interest decided unanimously by the Board of Directors.

[http://diplomatie.belgium.be/en/about\\_the\\_organisation/](http://diplomatie.belgium.be/en/about_the_organisation/)

### **FINEXPO**

FPS Foreign Affairs, Foreign Trade and Development Cooperation rue des Petits Carmes 15 1000 Brussels, Belgium Telephone number: +32 (0)2 501 81 11

*Email: [finexpo@diplobel.fed.be](mailto:finexpo@diplobel.fed.be)*

[http://diplomatie.belgium.be/en/policy/economic\\_diplomacy/finexpo/more\\_info/](http://diplomatie.belgium.be/en/policy/economic_diplomacy/finexpo/more_info/)

**FINEXPO** is an interministerial advisory committee which is managed by the Administration of the Ministry of Foreign Affairs. It is chaired by the Director-General of Bilateral Relations at the Ministry of Foreign Affairs, while the vice-chairman is provided by the Ministry of Finance. It comprises representatives of the Ministries of Foreign Affairs, Foreign Trade, Development Cooperation, Finance, Economy and the Budget, and also includes representatives of the National Delcredere Office and the Regions. As mentioned previously, Finexpo studies the dossiers submitted by companies and/or banks seeking public aid for export credit.

The main objectives are:

- To allow Belgian companies which are negotiating a contract and competing with companies from other countries to offer appealing and competitive financing.
- To allow Belgian companies to conduct projects in developing countries, and thereby contributing to their development.
- There are two types of State involvement: one enabling financing to be offered at competitive market conditions, and the other making it possible to grant public aid for projects carried out in developing countries.

There are five instruments: the first – interest stabilisation – relates to loans financed at market conditions, whilst the four others – interest subsidies, interest subsidies with a grant, grants, and State-to-State loans – enable aid to be provided.

Finexpo was set up by the Royal Decree enhancing the effectiveness of instruments for financial assistance for exports and the Royal Decree of 15 July 1997 laying down the composition and the terms of reference of the Finexpo Committee. The text of these decrees is included in the Finexpo documentation and can be found on the Finexpo website. The decrees determine which ministries are competent to grant public support and assistance and also lay down the methods of State involvement.

[http://diplomatie.belgium.be/en/policy/economic\\_diplomacy/finexpo/more\\_info/](http://diplomatie.belgium.be/en/policy/economic_diplomacy/finexpo/more_info/)

### The National Delcredere Office

<http://www.delcredere.be/WebDucDel/Website.nsf/weben/Who+are+we?OpenDocument>

**The National Delcredere Office (ONDD)** is the Belgian public credit insurance company with a mission to promote international economic relations. The ONDD performs this task as an autonomous government institution enjoying state guarantee. The ONDD insures companies and banks against risks related to international commercial transactions, mainly with respect to capital goods, industrial projects, and contracted works and services. To cover these risks, the ONDD also works alongside with banks under risk-sharing schemes. Two major types of risks exist: the political risk (upheaval, revolution, war, but also natural disasters), and commercial risks (the inability or unwillingness of the buyer to comply with its obligations). The ONDD also covers foreign exchange risks and participates in export financing arrangements. To a large extent, activities focus on non-OECD countries since these markets bear a higher risk to Belgian exporters and traders (the ONDD does not insure against export risks in all countries in the world).

The commitments assumed by the ONDD are guaranteed by the State, while part of the political and the commercial risks assumed around the globe is reinsured internationally. For that reason, the ONDD is active in credit insurance working groups within the European Union, the OECD, as well as the Berne Union (International Union of Credit and Investment Insurers). In addition, the ONDD forms part of the Belgian representation in the Paris Club, where it considers the export related private sector credit component of the debt portfolio. The ONDD has set up an array of insurance instruments that can be used according to specific needs. As far as FINEXPO transactions are concerned, it should be noted that:

- State-to-State loans do not count with a financing insurance to the Bank. It is in fact the State itself that provides the insurance. The exporter insures the export transaction (goods or services, and with or without State guarantee) of which the premium payment forms part of the value of the transaction; and
- Interest subsidies: the ONDD insures the financing risk to the commercial bank in Belgium. The ONDD sets the premium based on the political risk and the company underwriting. The premium is part of the total transaction cost.

<http://www.delcredere.be/WebDucDel/Website.nsf/weben/Who+are+we?OpenDocument>

### Regional foreign trade institutions

The law of 13 July 2001 enables the Regions to pursue their own policy on commercial outlets and exports. Such a regional approach to trade has made export funding more readily available to individual companies.

### AWEX - Wallonia Foreign trade and Investment Agency

Place Saintellete 2  
1080 Brussels, Belgium

Tel.: +32-2-421-8211  
Fax.: +32-2-421-8787  
Email: [mail@awex.be](mailto:mail@awex.be)

<http://www.awex.be/fr-BE/Contacts/Pages/RechercheContactGeneral.aspx#>



### **AWEX - Wallonia Foreign Trade and Investment Agency**

The AWEX is in charge of promoting Walloon foreign trade and it deals with foreign investors in the Region. The board of Directors of this public interest organisation represent equally the Walloon government, employer organisations, and unions.

The main mission of AWEX is to:

- Increase international visibility and improve the attractiveness of Wallonia;
- Strengthen the professionalism of exporting companies;
- Contribute to the annual increase of Walloon exportations, outperforming European rival regions;
- Broaden the geographic and sectoral ranges of the markets;
- Ensure an after-sales service.

<http://www.awex.be>

<http://www.awex.be/fr-BE/Contacts/Pages/RechercheContactGeneral.aspx#>

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### **Brussels Export**

Avenue Louise 500  
1050 Brussels

Tel : +32 (0)2 800 40 63  
Fax : +32 (0)2 800 40 01

<http://www.invest-export.irisnet.be/home>

### **Brussels Export**

Brussels Export is a partnership between the Foreign Trade Department of the Ministry of the Brussels Capital Region and BECI, Brussels Enterprises Commerce and Industry. BECI was established in 2007 and encompasses the services of the Brussels Chamber of Commerce (KHNB) and of the Union of Brussels enterprises (VOB), as well as over 150 professional associations and inter-professional organisations.

Unlike FINEXPO at the federal level, Brussels Export does not provide financial facilities for the transactions themselves, but supports the facilitation of an enabling environment.

The government of the Brussels Capital Region supports export promotion through an array of services.

<http://www.invest-export.irisnet.be/home>

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### **Flanders Investment Trade – FIT**

Rue Gaucheretstraat 90  
BE-1030 Brussels – Belgium

Tel:+32 2 504 87 11  
Fax:+32 2 504 88 99  
email:info@fitagency.be

<http://www.flandersinvestmentandtrade.be/>

### **Flanders Investment Trade – FIT**

Flanders Investment & Trade aims at promoting sustainable international business both in the interest of companies in Flanders and to foreign companies through synergies and the expansion of networks and expertise achieved by the merger.

Flemish policy supports sustainable and ethically responsible entrepreneurship. Three quarters of Flemish exports are directed to European partners.

The development component of FIT's activities has become more important as the agency is now involved in emerging markets and markets in developing countries.

email: [info@fitagency.be](mailto:info@fitagency.be)

<http://www.flandersinvestmentandtrade.be/>

### Selected TCB programmes and initiatives in this guide

#### LEGAL AND REGULATORY FRAMEWORK

- EAC Partnership Fund
- Trademark East Africa (TMEA) Burundi Programme

#### SUPPLY CAPACITY

- Beekeeping Improvement Project – Tanzania
- CenfroCafe – Peru
- Development of dairy farming – Vietnam
- Development of traditional fishing and aquaculture – Democratic Republic of Congo
- Producer Support Programme
- Supply Chain and Logistics Development Programme (SCLP) – SADC

#### COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES

- Trade for Development Centre

#### TRADE PROMOTION CAPACITY BUILDING

- Ex-Change programme for improving entrepreneurship
- Income generating activities in Coastal Regions – Kigoma, Tanzania

#### MARKET AND TRADE INFORMATION

- Go North Help Desk
- Restructuring the central and provincial departments of the Ministry of Agriculture, Fisheries and
- Animal husbandry – Congo
- Strengthening the Textile Research Institute (TRI) – Vietnam

#### TRADE FACILITATION

- Cooperation agreement with the East African Community (EAC)
- Port friendship through port knowledge

#### TRADE RELATED FINANCIAL SERVICES

- Access to Coordinated Credit and Enterprise Support Services in Vietnam
- BIO loan support to AGB Technoprint – DRC
- BIO loan support to SOADF Industry SA – Mali
- BIO Loan to Banco Comercial e de Investimentos (BCI) :
- Micro-Finance Support Project – Senegal (PAMIF 1)

#### OTHER TRADE-RELATED SERVICES

- Trade Development Centre



## BRAZIL

### General information on Brazilian development cooperation

Foreign policy is the major driver of Brazilian South–South cooperation and it has shaped the focus and geographical location of technical cooperation. In general, Brazil has acted on two fronts. On the one hand, it has worked effectively and proactively in the construction of an international development agenda and increased its participation in international organization programmes, seeking to propose and negotiate changes in the rules of global governance. In this context, the country has proposed measures for improved governance on financial flows, fairer global trade rules for poor countries and increased participation of developing countries in international organizations, particularly in the UN System, Bretton Woods institutions, the World Trade Organization (WTO) and institutions responsible for negotiating and setting monitoring standards and rules and managing the risks of national and international financial institutions.

On the other hand, Brazil has increased its participation in various cooperation actions with developing countries, especially in South America, Central America and Africa. The actions of South–South technical cooperation Brazil participates in are inspired by the concept of solidarity diplomacy, in which the experience and knowledge of specialized domestic institutions are made available to other developing countries, unconditionally and disconnected from commercial profit-making interests, in areas considered the most relevant by the partner countries themselves.

The good results achieved by Brazil's horizontal cooperation may be accredited to flexibility and versatility, both characteristics that stem from Brazil's specific profile as a country that is still establishing enduring values within its own society. Another characteristic that explains the good performance of Brazil's horizontal cooperation is that it reflects Brazil's model of development: the country's economic growth has been anchored in integrated public policies of social inclusion. (source: ABC)

Brazil regards the multilateral trading system as the priority of its foreign trade policy, as it is one of the main pillars for the establishment of a fair and balanced global economic system that can foster welfare and mitigate poverty worldwide.

The approach adopted by Brazilian South–South cooperation focuses on structural impact projects to promote the strengthening of institutional capacity for the formulation and implementation of strategies that are linked to long-term policies and targeted at the structural causes of poverty and hunger. Brazilian South–South cooperation focuses mostly on agriculture and food security, education, professional training and health.

The main goal of Brazilian South–South cooperation is capacity development. Brazil strongly believes that partner countries can benefit from the effective transfer of knowledge, and from the exchange of experiences previously developed under similar socio-economic realities.

Brazil supports the efforts of developing countries in the area of debt management, providing debt relief to debtor countries as a means to foster growth, trade and development, including Target 15 of the Millennium Development Goals (MDGs).

*Source: Brazilian Government*

Technical cooperation among the members of the Common Market of the South (Mercosur) favours the exchange of knowledge and serves as a stimulus for the development of new techniques more suitable to the needs of the economic bloc. It also helps promote the basic goals of Mercosur, since it fosters innovation, diversifies the offer of goods and services and facilitates the adoption of common procedures and quality standards. Thus, in Mercosur, technical cooperation is a means to facilitate the circulation of goods, people and services, resulting in a more solid socio-economic integration.

*Source: Questionnaire for South-South Cooperation, WTO, DDF documents/t/WT/AFT/1./doc, 2007*

### **Aid for Trade (Aft) Strategy**

Brazil's Aft strategy is mainly focused on the following categories: Trade Policy Analysis, Negotiation and Implementation, Supply Capacity Competitiveness, Trade Facilitation, Development of Infrastructure and Biofuels Production, mainly in Africa.

Brazilian ITC can be divided into two main fields. The first is related to social policies and working conditions. The second is concerned with economic sectors, such as agriculture, fishing, infrastructure, energy, mining, training, science and technology and industrial capacity.

In its geographic neighborhood, Brazil finances infrastructure projects, with a view to promoting regional integration and helping reduce transport costs for landlocked countries.

Brazil also provides capacity-building in trade-related areas, such as:

1. Trade barriers;
2. Trade negotiations: The "Investor's Legal Guide" synthesizes information regarding the business environment and the legal and regulatory framework. This is a publication of the Investment Division of the Commercial Promotion Department in the Brazilian Ministry of External Relations;
3. Legal framework: Support to Strengthening the Economic Integration and Sustainable Development of Mercosur (ECONORMAS);
4. Standards;
5. Sanitary and phytosanitary (SPS) measures: Harmonization of veterinary and phytosanitary norms and procedures, food security and farming production;
6. Business support services:
  - Pilot project – Institutional Strengthening of the Port Sector of Benin;
  - Project: Institutional Strengthening of Professional and Technological Education in Benin in the Areas of Agro-Ecology and Cooperativism;
  - Project: Support to the Development of the Culture of Rice in Senegal;
  - The "Cotton-4 Project", which increases the competitiveness of the productive chain of cotton in Benin, Burkina Faso, Chad and Mali;
  - Project – Support to the Mercosur Information Society;
  - Project – Support to the Deepening of the Audiovisual and Cinematographic Integration Process of Mercosur;
7. Banking; and
8. Market regulation.

**Principal official agency responsible for TCB assistance to developing countries**

**Ministry of External Relations**

Brazilian Cooperation Agency ABC, under the aegis of the Ministry of External Relations

**Palácio Itamaraty - Esplanada dos Ministérios - Bloco H - Brasília/DF - Brasil - CEP 70.170-900**

<http://www.itamaraty.gov.br>

Brazilian development cooperation activities are coordinated by the Brazilian Cooperation Agency of the Ministry of External Relations (MRE/ABC). The current portfolio of South–South cooperation in the Agency comprises almost 300 hundred projects and activities, implemented in more than 80 developing countries.

In Africa, Asia and Oceania, a programme with successful results supports the establishment of centres for professional training.

The official Brazilian figure for expenditure on development cooperation between 2005 and 2009 is US\$1.426 billion (IPEA 2010: 21). Of this total, US\$1,082.2 million was spent on contributions to international organizations and US\$125.6 million on technical cooperation. The technical assistance (TA) budget rose from US\$11.4 million in 2005 to US\$48.9 million in 2009, increasing its total share of the development cooperation budget from 7.22 to 13.49 per cent.

**TCB cooperation initiatives with UN/international agencies and bilateral partners**

Triangular cooperation has grown in recent years owing to the interest that developed countries have in associating themselves with the successful Brazilian model of horizontal cooperation. Triangular cooperation provides a space for development cooperation actors to coordinate efforts and optimize technical and financial resources, resulting in projects with more impact. Brazil has increased its triangular partnerships, either with developed countries such as Japan, Germany and the US, or with multilateral agencies, such as the United Nations Development Programme (UNDP), United Nations Population Fund (UNFPA), International Labour Organization (ILO), Food and Agricultural Organization (FAO), World Food Programme (WFP), Organization of American States (OAS) and World Health Organization (WHO) and, more recently, with the Office of the UN High Commissioner for Human Rights (UNHCHR) and the World Intellectual Property Organization (WIPO). The majority is funded by Brazil.

## Selected TCB programmes and initiatives in this guide

### TRADE POLICY DEVELOPMENT

- Project - Support to the Mercosur Information Society - Project
- Project - Support to the Deepening of the Audiovisual and Cinematographic Integration Process of Mercosur - Project

### LEGAL AND REGULATORY FRAMEWORK

Institutional and Technical Strengthening of Mozambique's National Institute of Standardization and Quality (INNOQ)

### SUPPLY CAPACITY

- Exporta Fácil
- Programme of Competitive Substitution of Imports
- Project Centre for Professional Training Brazil-Jamaica (Hotel Maintenance in the Tourism Sector)
- Project - Institutional Strengthening of Professional and Technological Education in Benin in the areas of Agro-Ecology and Cooperativism;
- Project - Support to the Development of the Culture of Rice in Senegal;
- The Cotton-4 Project: Increasing the competitiveness of the productive chain of cotton in Benin, Burkina Faso, Chad and Mali.

### COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES

- Institutional and Technical Strengthening of Mozambique's National Institute of Standardization and Quality (INNOQ)

### TRADE FACILITATION

- Institutional and Technical Strengthening of Mozambique's National Institute of Standardization and Quality (INNOQ)
- Local Currency Payment System

### PHYSICAL TRADE INFRASTRUCTURE

- Integration of Regional Infrastructure in South America (IIRSA)
- Pilot project - Institutional Strengthening of the Port Sector of Benin

### SOUTH-SOUTH AND TRIANGULAR COOPERATION



## CANADA

### General Information on Canadian development cooperation

Sustainable economic growth is a fundamental prerequisite for reducing poverty in the developing world, and there is overwhelming evidence that economic growth takes place when trade grows. Countries that have experienced sustained and rapid economic growth have done so by expanding trade with other countries.

### Aid for Trade (AFT) Strategy<sup>3</sup>

Aid for Trade is defined as:

- Technical assistance, where the aim is to help countries develop trade strategies, negotiate more effectively, and implement outcomes.
- Economic infrastructure, which may entail building roads, ports, and telecommunications to link domestic and global markets; or measures to facilitate trade at the border.
- Building productive capacity (in particular trade development), which entails supporting those sectors whose development will enable countries to diversify exports and build on comparative advantage.

The mission of the Canadian International Development Agency (CIDA) is to lead Canada's international effort to help people living in poverty. The mandate of CIDA is to manage Canada's support and resources effectively and accountably so as a) to achieve meaningful, sustainable results and b) to engage in policy development in Canada and internationally.

CIDA's programming efforts in trade are guided by an overall Government of Canada approach that promotes global prosperity as a priority and supports international trade as a key tool for economic growth and development. The two key strategies guiding CIDA's approach to Aid for Trade (AFT) – CIDA's Sustainable Economic Growth Strategy, and CIDA's Aid Effectiveness Agenda – are now supported by a government-wide agenda, focussed on prosperity and international trade.

CIDA manages the bulk of Canada's development assistance programme on behalf of the Government of Canada. CIDA pursues poverty reduction mainly through: stimulating sustainable economic growth, increasing food security, and securing a future for children and youth. Environmental sustainability, gender equality and good governance are integral to these themes. As part of its aid effectiveness agenda, CIDA concentrates 80% of its bilateral programming in 20 countries of focus. These and many other countries benefit from bilateral programming, partnerships with Canadian organizations, and programming by multilateral organizations funded by CIDA.

Canada maintains that a balanced, rules-based international trading system will support developing countries' efforts to expand their economic opportunities. Aid for Trade (AFT) is based on the principle that trade is a key tool for growth and development. Canada's AFT is guided by international undertakings, particularly those flowing from WTO Ministerial meetings, G8 and G20 commitments. In 2010-2011 the Government of Canada met its commitment to double its overall international assistance from 2001-2002 levels to reach \$5 billion annually.

CIDA's AFT reached \$688.793 million in 2011/2012, an increase of 282.79 million from fiscal year 2000-2001. In 2011/2012 Africa received \$369.83 million in AFT from all channels of disbursement. \$242.45 million of total AFT was disbursed through bilateral channels in CIDA's 20 countries of focus. CIDA AFT is heavily focused on building productive capacity in developing countries.

CIDA channels its AFT through several mechanisms – bilateral assistance, multilateral institutions, and partnerships with civil society:

<sup>3</sup> Figures are all in Canadian Dollars unless otherwise specified



Bilateral level: In 2011/12 Geographic Programs Branch (GPB) disbursed approximately 43.35% of AFT; most of it (\$242.45 million) allocated to CIDA's twenty countries of focus. The countries of focus in each region are:

- The Americas (Bolivia, Caribbean Regional Programme; Colombia; Haiti; Honduras; Peru)
- Asia (Afghanistan; Bangladesh; Indonesia; Pakistan; Vietnam)
- Eastern Europe (Ukraine)
- North Africa and Middle East (West Bank and Gaza)
- Sub-Saharan Africa (Ethiopia; Ghana; Mali; Mozambique; Senegal; Sudan and South Sudan; Tanzania)

Projects and programmes include: the Program for Building African Capacity to Trade; the Canada-Americas Trade Related Technical Assistance Programme; State Customs Capacity Building in Ukraine; Enhancing Trade Capacity Building in the Middle East and North Africa; support to the African Trade Policy Centre and the East African Community.

Multilateral level: Between FY2009/10 and FY2011/12, Multilateral and Global Programs Branch launched the Multilateral Aid for Trade program, with investments in the following initiatives: an Aid for Trade Fund at the African Development Bank, \$15 million; the Aid for Trade Fund on Trade Facilitation and Standards at the Inter-American Development Bank, \$10 million; the World Bank Trade Facilitation Facility, \$5 million; the Advisory Centre on World Trade Organization Law, \$2.5 million; the World Trade Organization (WTO) Doha Development Agenda Global Trust Fund, (DDGTF) and the WTO Standards and Trade Development Facility (STDF), \$7.5 million. CIDA also supported the Enhanced Integrated Framework for Least Developed Countries' Trade Development (EIF), \$19.2 million.

Partnerships with Canadians: CIDA's Partnerships with Canadians Branch works via the new Global Citizens Program to involve more Canadians in international development. The branch also works via the Partners for Development Program leveraging Canadian development expertise by funding the best proposals put forward by Canadian organizations. Examples of AFT programming by the Partnerships with Canadians Branch include: (i) Canada Market Access and Trade Capacity Building which supported the Trade Facilitation Office Canada's work in Guyana, Ecuador, Burkina Faso, Haiti, and Indonesia in building trade capacity; and (ii) the International Lawyers and Economists Against Poverty (ILEAP). ILEAP's support is focussed on Africa and is intended to secure pro-development outcomes in trade negotiations.

### Principal official agency responsible for TCB assistance to developing countries

#### Canadian International Development Agency

200 Promenade du Portage  
Gatineau, Quebec  
K14 0G4 Canada  
Tel: +1 819 997 5006  
Fax: +1 819 953 6088

E-mail: [info@acdi-cida.gc.ca](mailto:info@acdi-cida.gc.ca)  
Web: <http://www.acdi-cida.gc.ca/acdi-cida/acdi-cida.nsf/eng/>  
NIC-5313423-N2A

**The Canadian International Development Agency (CIDA):** CIDA was created in 1968. CIDA administers most of Canada's Official Development Assistance (ODA) and works in Africa, the Middle East and North Africa, the Americas, Asia, and emerging Europe. CIDA works in concert with its development partners in fragile states, countries in crisis, developing regions, and with Canadians. The Agency has concentrated its bilateral (country-to-country) aid in 20 countries of focus. The Government of Canada has established three priority themes to guide CIDA's work: (i) increasing food security; (ii) securing the future of children and youth; and (iii) stimulating sustainable economic growth.

For more information; E-mail: [info@acdi-cida.gc.ca](mailto:info@acdi-cida.gc.ca)  
Web: <http://www.acdi-cida.gc.ca/acdi-cida/acdi-cida.nsf/eng/>

**Other government and official agencies with responsibilities directly relevant to TCB**

**Foreign Affairs and International Trade Canada**

125 Sussex Drive  
Ottawa, ON,  
Canada K1A 0G2

Web: <http://www.international.gc.ca/international/index.aspx>

Tel: +1-800 267 8376 (toll-free in Canada),  
+1 613 944 4000 (in the National Capital Region  
and outside Canada)  
Fax: +1 613 996 9709

The mandate of **Foreign Affairs and International Trade Canada** is to manage Canada’s diplomatic and consular relations and to encourage the country’s international trade. This includes:

- Ensuring that Canada’s foreign policy reflects true Canadian values and advances Canada’s national interests;
- Strengthening rules-based trading arrangements and expanding free and fair market access at bilateral, regional and global levels; and
- Working with a range of partners inside and outside government to achieve increased economic opportunity and enhanced security for Canada and for Canadians at home and abroad.

The Department of Foreign Affairs and International Trade leads international negotiations on international trade.

For more information: <http://www.international.gc.ca/international/index.aspx>

**Trade Facilitation Office**

**The Trade Facilitation Office Canada (TFOC)** is a non-governmental, not-for-profit organization founded by the Canadian International Development Agency (CIDA) in 1980. Its purpose is a) to promote the development of mutually beneficial partnerships between Canadian and developing countries’ trade and investment-related institutions and enterprises; and b) to develop the capacity of export-oriented institutions and individual enterprises in developing countries to acquire the skill to take advantage of the opportunities provided by the new international trading rules.

**Other official or government trade-related organizations**

**Agri-Food Trade Service (ATS):** ATS provides centralized access to market information, trade counselling and export support activities, which will take the exporter from initial enquiry to foreign markets. By gathering and disseminating valuable trade and market information, ATS provides exporters, buyers and investors with centralized access to pertinent information that attends to clients at all stages of business.

For more information: Email [info@agr.gc.ca](mailto:info@agr.gc.ca) and <http://www.ats-sea.agr.gc.ca/intro/index-eng.htm>

**Canada Border Services Agency (CBSA):** CBSA is responsible for providing integrated border services that support national security and public safety priorities and facilitate the free flow of persons and goods, including animals and plants that meet all Canadian legislative requirements. The Agency’s legislative, regulatory and partnership responsibilities include a number of services aimed at commercial enterprises such as the smooth border clearance programme and Trade Facilitation Programme.

For more information: Email [CBSA-ASFC@canada.gc.ca](mailto:CBSA-ASFC@canada.gc.ca) and [www.cbsa.gc.ca](http://www.cbsa.gc.ca).  
<http://www.foreign-trade.com/trade.htm>

**CANADAEXPORT:** The Department of Foreign Affairs and International Trade provides an array of resources under the Canadian Trade Commissioner Services to help Canadian Business in the international market. Some of the services are the Trade Offices, EXPORTCANADA magazine, information on import and export control, Invest in Canada.

For more information: <http://www.international.gc.ca/commerce/index.aspx>

**Canada Office of Consumer Affairs:** The Office of Consumer Affairs (OCA) works with both, the public and private sectors, using information, research and innovative policy instruments to complement and support consumer protection regulation. OCA focuses on a range of services such as conducting policy research and analysis on emerging consumer.

For more information: Email [info@ica.ca](mailto:info@ica.ca) and [http://www.ic.gc.ca/ic\\_wp-pa.htm](http://www.ic.gc.ca/ic_wp-pa.htm).

**Canadian Intellectual Property Office (CIPO):** CIPO is a Special Operating Agency (SOA) associated with Industry Canada. It is responsible for the administration and processing of the greater part of intellectual property in Canada. CIPO's areas of activities include Patents, Trade Marks, Copyrights, Industrial Design and Integrated Circuits.

For more information: Email [cipo.contact@ic.gc.ca](mailto:cipo.contact@ic.gc.ca) and <http://www.internetopic.nsf/eng/homeipo.ic.gc.cacipo.ic.gc.ca>

**Competition Bureau:** The Competition Bureau is an independent law enforcement agency that contributes to the prosperity of Canadians by protecting and promoting competitive markets and enabling informed consumer choice. Headed by the Commissioner of Competition, the Bureau is responsible for the administration and enforcement of the Competition Act, the Consumer Packaging and Labelling Act, the Textile Labelling Act and the Precious Metals Marking Act.

For more information: <http://www.competitionbureau.gc.ca>

**Copyright Board of Canada:** The Board is an economic regulatory body empowered to establish, either mandatory or at the request of an interested party, the royalties to be paid for the use of copyrighted works, when the administration of such copyright is entrusted to a collective-administration society. The Board also has the right to supervise agreements between users and licensing bodies and issues licenses when the copyright owner cannot be located.

For more information: Email [secretariat@cb-cda.gc.ca](mailto:secretariat@cb-cda.gc.ca) and [www.cb-cda.gc.ca](http://www.cb-cda.gc.ca)

**Export and Import Controls Bureau (TPI):** TPI is responsible for administering the Export and Import Permits Act (EIPA). TPI provides policy direction in most areas involving market access and trade policy.

For more information: [http://www.international.gc.ca/controls-controles/about-a\\_propos/index.aspx](http://www.international.gc.ca/controls-controles/about-a_propos/index.aspx)

**Export Development Canada (EDC):** EDC is Canada's export credit agency, offering innovative financing, insurance and risk management solutions to help Canadian exporters and investors expand their international business. EDC is a Crown corporation wholly owned by the Government of Canada. As one of its many services, it provides Financing Solutions for foreign companies through loans, guarantees and lines of credit.

For more information: [www.edc.ca](http://www.edc.ca)

**Measurement Canada:** Measurement Canada is responsible for ensuring that businesses and consumers receive fair and accurate measure in financial transactions involving goods and services. The agency develops and administers the laws and requirements governing measurement; evaluates, approves and certifies measuring devices; and investigates complaints of suspected inaccurate measurement. Measurement Canada ensures the integrity and accuracy of trade measurement in Canada through the administration and enforcement of the Weights and Measures Act and Regulations and the Electricity and Gas Inspection Act and Regulations. Measurement Canada has sole jurisdiction with respect to the administration and enforcement of the statutes that regulate trade measurement.

For more information: Email MC-Info and <http://www.ic.gc.ca/eic/site/mc-mc.nsf/Intro>

**NRC Institute for National Measurement Standards (NRC-INMS):** NRC-INMS is the primary centre of reference in Canada for the accuracy, validity and traceability of physical and chemical measurements. As Canada's National Metrology Institute, it is the foundation of Canada's national measurement system and is responsible for the realization and dissemination of primary measurement standards. These standards support the metrological needs of Canadian industry and help reduce measurement-related barriers to world trade.

For more information: Email [info@nrc-cnrc.gc.ca](mailto:info@nrc-cnrc.gc.ca) and [www.nrc-cnrc.gc.ca](http://www.nrc-cnrc.gc.ca)

**Standards Council of Canada (SCC):** SCC is a federal Crown corporation. Its mandate is to promote efficient and effective standardization in Canada. The Standards Council of Canada (SCC) facilitates the development and use of national and international standards and accreditation services to enhance Canada's competitiveness and social well-being. The SCC under the Standards Council of Canada Act is mandated with overseeing the National Standards System, which is the network of organizations and individuals involved in voluntary standards development, promotion and implementation in Canada. SCC is also the National Enquiry point for WTO Technical Barriers to Trade.

For more information Email [info@scc.ca](mailto:info@scc.ca) and <http://www.scc.ca/en>

#### **Non-governmental organizations involved in TCB**

**Canadian Association for Laboratory Accreditation Inc (CALA):** CALA is a non-profit Canadian laboratory accreditation body. CALA Accreditation Program conducts site audits and evaluates each laboratory's performance at regular intervals, and grants accreditation to the laboratory based on a decision of the CALA Accreditation Council. To safeguard the quality of environmental data, CALA assesses participating laboratories to the ISO/IEC 17025 standard in accordance with the ISO/IEC 17011 standard.

For more information: <http://www.cala.ca/findus.html>

**Canadian Council for International Co-operation (CCIC):** The Council is a coalition of Canadian voluntary sector organizations working globally to achieve sustainable human development. CCIC monitors and analyzes federal policies on foreign affairs, aid, trade, debt and defense and communicates its findings to members and the public. The Council brings to the Canadian foreign policy-making arena the unique experience and knowledge of Canadian development practitioners and their Southern partners. Through its links with like-minded domestic organizations, and by participating in international networks, CCIC connects its members to civil society organizations working in common cause around the globe. The Council also facilitates organizational learning and development among members by assisting their leaders and staff to adapt to a changing environment and changing expectations of their roles.

For more information: Email [info@ccic.ca](mailto:info@ccic.ca) and [http://www.ccic.ca/about/index\\_e.php](http://www.ccic.ca/about/index_e.php)

**Canadian Standards Association (CSA):** CSA is a **not-for-profit membership-based association** serving business, industry, government and consumers in Canada and the global marketplace. As a solutions-oriented organization, CSA works in Canada and around the world to **develop standards** that address real needs, such as enhancing public health and safety, advancing the quality of life and helping to preserve the environment and facilitating trade.

For more information: <http://www.csa.ca/cm/contact-us>

**Centre for Trade Policy and Law (CTPL):** CTPL is a non-profit think tank specializing in trade capacity building and institutional support services for public and private sector clients and international organizations. It delivers training, advisory and research services to developing and transition economies around the world, enabling them to build both institutional and trade capacity.

For more Information: E-mail: [ctpl@carleton.ca](mailto:ctpl@carleton.ca) and <http://www.carleton.ca/ctpl/contact.html>.

**Foundation for International Training (FIT):** The FIT is a capacity building organization that works to develop the institutional frameworks, organizational capabilities and skills required to realize social and economic development. By building new skills and enhancing existing ones, FIT's programs develop social capital to achieve positive social change and lasting economic development. FIT and its partners share responsibility for project planning and design, resource allocation, organization and implementation. Professional staff based in Toronto work with an international roster of training and development professionals to deliver effective programs. FIT is governed by a Board of leading internationalists.

For more information: <http://www.ffit.org/index.htm>

**Intellectual Property Institute of Canada (IPIC):** The IPIC is Canada's pre-eminent association of professionals who specialize in intellectual property, patents for inventions, trademarks, copyright, and industrial designs. IPIC is committed to the protection and promotion of intellectual property in the Canadian economy. It is a national association comprised of over 1,700 members from Canada and abroad.

For more information E-mail: [admin@ipic.ca](mailto:admin@ipic.ca) and <http://www.ipic.ca/english/general/about.cfm>

**International Institute for Sustainable Development (IISD):** IISD is a Canadian-based not-for-profit organization, which champions sustainable development around the world through innovation, partnerships, research and communications. IISD is in the business of promoting change towards sustainable development and in the development and implementation of policies that are simultaneously beneficial to the global economy, the global environment and to social well-being.

For more Information: E-mail: [info@iisd.ca](mailto:info@iisd.ca) and <http://www.iisd.org>

**International Development Research Centre (IDRC):** The IDRC is a Crown Corporation created by the Parliament of Canada to help researchers from the developing countries use science and technology to find practical, long-term solutions to the social, economic, and environmental problems they face.

For more information: E-mail: [info@idrc.ca](mailto:info@idrc.ca)  
Web: <http://www.idrc.ca>

**International Lawyers and Economist against Poverty (ILEAP):** The ILEAP is incorporated as a non-profit organization in Canada. Its main objective is to promote pro-development outcomes in international negotiations. ILEAP works with countries to assist in building their capacity to effectively participate in trade negotiations. ILEAP aims to help reduce the deficit in professional advice within developing countries in international negotiations by providing a non-governmental, multidisciplinary, capacity-building and advisory support service. To this end, ILEAP provides partner countries, amongst others with (i) analytical support to

current negotiations in the form of practical research papers; (ii) assist in the formulation of negotiation positions; (iii) provide timely advice primarily through a network of Southern partners; (iv) facilitate access to information and analytical tools; and (v) build networks of trade experts for general support and issue-specific support, etc.

For more information: Email [ileap@ileap-jeicp.org](mailto:ileap@ileap-jeicp.org) and Website: [www.ileap-jeicp.org](http://www.ileap-jeicp.org)

**North-South Institute (NSI):** The NSI is a Canadian independent, non-governmental and non-partisan research institute, which focuses on international development. The NSI provides research and analysis on foreign policy and international development issues for policy-makers, educators, business, the media and the public. The North-South Institute's research examines the role of the public and private sectors, and of civil society in Canada's relationships with developing countries. Its research supports global efforts to increase aid effectiveness; strengthen governance and accountability; prevent conflicts; promote equitable trade and commercial relations; improve international financial systems and institutions; and enhance gender equality.

For more information: Email: [nsi@nsi-ins.ca](mailto:nsi@nsi-ins.ca) and <http://www.nsi-ins.ca/english/about/default.asp>

**The Trade Facilitation Office Canada (TFO Canada):** TFO Canada, an NGO, was founded in 1980 "to assist developing countries to export to the Canadian market." TFO Canada is a main Canadian provider of information, advice and buyer contacts for exporters in developing and transition economies. Through its freely accessible web-based services, TFO Canada provides export information and market intelligence to SMEs from developing countries interested in accessing the Canadian market. Through agreements with organizations like CIDA, TFO Canada also provides capacity building projects within selected developing countries.

For more information: Email [info@tfocanada.ca](mailto:info@tfocanada.ca) and <http://www.tfocanada.ca>

#### **TCB cooperation initiatives with UN/international agencies and bilateral partners**

Canada has extensive TCB collaboration initiatives with UN and international agencies.

Selected examples:

##### **World Trade Organization – Standards and Trade Development Facility (STDF) and Doha Development Agenda Global Trust Fund (DDAGTF): \$7.5 million, 2010-2012**

The STDF is a joint initiative aimed at raising awareness of the importance of international sanitary and phytosanitary standards (SPS), increasing coordination in the provision of SPS-related assistance, and mobilizing resources to assist developing countries enhance their capacity to meet SPS standards. The STDF is particularly effective in co-ordinating the delivery of SPS technical assistance among many actors. CIDA has promoted integrating gender equality; these are intended to ensure access of female producers/exporters (large and small) to training and information by (i) targeting programs and information for female producers/exporters, (ii) bringing training to producers to address mobility restrictions, and (iii) addressing education disparities.

The DDAGTF is a complementary initiative aimed at helping member states negotiate and participate effectively in multilateral trade agreements (details under Trade Policy Development).

Both of these initiatives are based at the WTO. Canada participates actively in the STDF Working Group, and in the WTO Committee on Trade and Development which monitors the DDAGTF.

##### **International Trade Centre (ITC): \$55.31 million, 2000-2012**

The International Trade Centre (ITC) is the focal point in the United Nations system for technical cooperation with developing countries in trade promotion. It works with developing countries and the private

sector to set up effective trade promotion programs for expanding their exports and improving their import operations. Canada makes an annual contribution of \$950,000 to Window I of the ITC's General Trust Fund. In addition to Canada's long term institutional support, in the period 2000/2012, CIDA provided additional funding for \$43.69 million to fund different programs. Some projects carried out by the ITC and funded by CIDA are the Program for Building African Capacity for Trade (PACT II) and Enhancing Trade Capacity in the Middle East (Algeria, Jordan, Tunisia, Egypt and Morocco).

#### **Enhanced Integrated Framework (EIF): \$19.2 million, 2009-2012**

The original Integrated Framework (IF) initiative's objectives were to "mainstream" (integrate) trade into development plans such as the Poverty Reduction Strategy Papers (PRSPs) of least-developed countries and to assist in the co-ordinated delivery of trade-related technical assistance. The IF was built on the principles of country ownership and partnership. The new EIF reflects agreements on three additional elements of the initiative. They are: to achieve increased, additional, predictable financial resources to implement Action Matrices; strengthen in-country capacities to manage, implement and monitor the IF process; and enhance IF governance.

Other selected examples of projects are outlined below (details provided under the Trade Capacity Building categories below):

- Organization of American States Cooperation Plan: \$19.5 million, 2012-2015
- Regional Integration and Trade (Caribbean sub-region- CARICOM): \$15.7 million, 2007-2015
- African Development Bank (AfDB) - Aid for Trade - US\$14.92 million, 2010-2014
- Enhanced Integrated Framework (EIF): US\$19.1 million, 2009-2014
- Canadian Market Access and Trade Capacity Building – ITC-(Guyana, Ecuador, Haiti, Burkina-Faso, Indonesia): \$3 million, 2009 - 2012
- Programme for Building African Capacity for Trade (PACT II) - ITC
- African Development Bank (AfDB) - Aid for Trade: \$15 million, 2011-2012
- Inter-American Development Bank (IDB): The Regional Infrastructure Integration Fund 2012: \$10 million, 2012-2017
- Inter-American Development Bank (IDB) - Aid for Trade Strategic Fund: \$10 million, 2009-2012
- Aid for Trade Initiative - World Bank Trade Facilitation Facility: \$5 million, 2011-2012

Canada has funded many projects with regional economic institutions, but has not engaged in TCB in the Aid for Trade field in South-South and triangular cooperation.



**Selected TCB programmes and initiatives in this guide****TRADE POLICY DEVELOPMENT**

- Africa Trade Policy Centre: \$15.0 million, 2008-2013
- CATRTA (Canada-Americas Trade-related Technical Assistance Program): \$18 million, 2009-2015
- Doha Development Agenda Global Trust Fund (DDAGTF): \$7.5 million, 2010-2012
- Organization of American States Cooperation Plan: \$19.5 million, 2012-2015
- Regional Integration and Trade (Caribbean sub-region): \$15.7 million, 2007-2015
- The Investment Climate and Business Environment Research Fund (ICBE-RF) – Phase II: \$2 million, 2009-2013 (IDRC Project)
- Trade and Industrial Policy Strategies (TIPS) Core Grant - Phase IV: \$1 million, 2010-2013 (IDRC Project)
- Building Capacities for Trade Expansion (Africa, Americas): \$1 million, 2009-2013
- Confronting New Demands: Inclusive Growth, Inclusive Trade: \$935,000, 2008-2012 (IDRC Project)
- Middle East and North Africa (MENA) Investment Program: \$2.25 million, 2008-2011
- Canada Investment Fund for Africa (CIFA): \$100 million, 2005-2014
- Vietnam Skills for Employment Project: \$20.0 million, 2011-2017
- Entrepreneurial Development of Cooperative Federations (Guatemala): \$7 million, 2002-2011

**LEGAL AND REGULATORY FRAMEWORK**

- Advisory Centre on WTO Law (ACWL): US\$2.49 million 2010-2014
- International Program for Professional Labour Administration (Andean, Central American and Caribbean sub-region): \$4.6 million, 2009-2013

**SUPPLY CAPACITY**

- Fostering Entrepreneurship in the Caribbean: \$764,200, 2011-2014 (IDRC Project)
- Promoting Private Sector Growth - Compete Caribbean: \$20.0 million, 2010-2015
- PROPEL: Promotion of Regional Opportunities for Produce through Enterprise and Linkages (Caribbean) \$19.4 million, 2012-2016
- Agricultural Sector Supply Chains in Mali: \$14 million, 2008-2015
- Entrepreneurship Program Innovation in the Caribbean (EPIC): \$10.0 million, 2011-2017
- Trade and Agriculture Production (Nile Basin): \$9.7 million, 2007-2012
- Canadian Market Access and Trade Capacity Building (Guyana, Ecuador, Haiti, Burkina-Faso, Indonesia): \$3 million, 2009-2012
- Strengthening Haitian Artisans' Marketing and Export Capacity: \$1.3 million, 2011-2013
- Trade Facilitation Office Canada. \$4.08 million, 2009-2012

**COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES**

- CANAMBER (Canada-Americas Business Environment Reform): \$11 million, 2012-2017
- Advisory Centre on WTO Law (ACWL): \$2.5 million, 2010-2012
- State Customs Service Capacity Building (Ukraine): \$2 million, 2009-2013
- PROPEL: Promotion of Regional Opportunities for Produce through Enterprise and Linkages (Caribbean) \$19.4 million, 2012-2016
- Food and Agriculture Products Quality Vietnam: \$18 million, 2005-2014

**TRADE PROMOTION CAPACITY BUILDING**

- Enhancing Trade Capacity (Egypt, Jordan, Morocco, Algeria, and Tunisia): \$9.15 million, 2009-2013

**MARKET AND TRADE INFORMATION**

- Enhancing Trade Capacity (Egypt, Jordan, Morocco, Algeria, and Tunisia): \$9.15 million, 2009-2013
- Canadian Market Access and Trade Capacity Building (Guyana, Ecuador, Haiti, Burkina-Faso, Indonesia): \$3 million, 2009 - 2012

**TRADE FACILITATION**

- Capacity Development for Facilitating Palestinian Trade: \$2.15 million, 2011-2015
- Programme for Building African Capacity for Trade (PACT II) : \$19.8 million, 2008-2014
- African Development Bank (AfDB) - Aid for Trade: \$15 million, 2011-2012
- Inter-American Development Bank (IDB): The Regional Infrastructure Integration Fund 2012: \$10 million, 2012-2017 --Inter-American Development Bank (IDB) - Aid for Trade Strategic Fund: \$10 million, 2009-2012
- Aid for Trade Initiative - World Bank Trade Facilitation Facility: \$5 million, 2011-2012
- East African Community Partnership Fund: \$3.3 million, 2009-2013

**PHYSICAL TRADE INFRASTRUCTURE**

- Les Cayes-Jérémie Road, Haiti \$75 million.
- NEPAD Infrastructure Project Preparation Facility – Phase II (IPPF II) (Africa multiple countries): \$15.25 million, 2012-2015 West Africa Regional Market Development: \$3.1 million, 2005-2012

**OTHER TRADE-RELATED SERVICES**

- Fostering Entrepreneurship and Sustainable Livelihoods in Sub-Saharan Africa: \$1.5 million, 2011-2015 (IDRC Project)



## CHINA

### General Information on China's development cooperation

For developing countries, enhancing the capacity for trade is an important way of reaping economic benefits from globalization and realizing sustainable development. China has been a strong proponent of WTO's Aid for Trade (AfT) initiative since the very beginning. Through infrastructure construction, enhancing productive capacity, tariff exemption and training of trade professionals, China has been assisting other developing countries, especially Least Developed Countries (LDCs), in participating more effectively in the multilateral trade system and in enhancing their capacity for trade.

*Source: China and Aid for Trade, 2013/7, Ministry of Commerce of the People's Republic of China*

The Chinese Government continues to develop foreign economic and trade relations. China is willing to conduct cooperation pragmatically with all countries and regions, large or small, rich or poor, in multilateral, regional and bilateral frameworks to draw on each other's merits for complementation, to bring into play each country's respective advantages and to achieve mutual benefits and win-win results. The multilateral trading system is the cornerstone of China's foreign economic and trade relations. The Chinese Government spares no efforts to push forward the Doha Development Agenda and safeguards the multilateral trading system with concrete actions. At the same time, the Chinese Government steadily promotes bilateral and regional relations and continuously enhances South-South cooperation (paragraph 3).

In September 2010, at the UN High-Level Meeting on the Millennium Development Goals (MDGs), the Chinese Government proposed a series of specific measures to be adopted to unconditionally help fellow developing countries promote economic and social development. These include: to further cancel all the unpaid interest-free government loans that were due in 2010 owed to China by 50 heavily indebted poor countries and LDCs, to dispatch another 3,000 agricultural experts and technicians to these countries, to train 80,000 more professionals in various fields for other developing countries and to continue the provision of aid funds to other developing countries for development projects including infrastructure construction. These measures will surely play a very positive role in improving the trade and development capacity of LDCs and deepening South-South cooperation (paragraph 122).

*Source: Trade Policy Review: report by China, World Trade Organization, WT/TPR/G/264, 8 May 2012*

[https://docs.wto.org/dol2fe/Pages/FE\\_Search/FE\\_S\\_S006.aspx?Query=%28@Symbol=%20wt/tp/g/\\*%29%20and%20%28%28%20@Title=%20china%20%29%20or%20%28@CountryConcerned=%20china%29%29&Language=ENGLISH&Context=FomerScriptedSearch&languageUIChanged=true#](https://docs.wto.org/dol2fe/Pages/FE_Search/FE_S_S006.aspx?Query=%28@Symbol=%20wt/tp/g/*%29%20and%20%28%28%20@Title=%20china%20%29%20or%20%28@CountryConcerned=%20china%29%29&Language=ENGLISH&Context=FomerScriptedSearch&languageUIChanged=true#)

To meaningfully expand exports from LDCs, China exempted tariffs on goods of 190 tariff lines from 25 LDCs in Africa in 2005. At the FOCAC Beijing Summit in 2006, China announced to grant zero tariff treatment to goods from LDCs up to 97% of the tariff lines. As of 2013, 5,000 tariff lines of goods exported from LDCs can enter China tariff-free. Since 2008, China has remained the top export destination for LDCs for four consecutive years, absorbing about one-third of total exports from LDCs.

*Source: China and Aid for Trade, 2013/7, Ministry of Commerce of the People's Republic of China*

### Main Objectives and elements of China's South-South Cooperation policy

As a developing country striving for its own socio-economic development, China has been actively engaged in economic and technical cooperation with other developing countries under the framework of South-South Cooperation, aimed at building sustainable and self-reliant economies. In providing assistance to other developing countries, China follows the principle of equality and mutual benefit, strictly respecting the countries' sovereignty and non-interference in their internal affairs

China highly values the fulfillment of the MDGs. China's assistance is committed to helping other developing countries for poverty reduction, general primary education, improving health conditions, environmental protection and realizing sustainable development.

Since 1950, China has provided assistance to more than 100 countries of Africa, Asia, Latin America and the Pacific region. China has helped these countries to complete about 2,000 projects, covering a wide variety of fields, such as industry, agriculture, education, sanitation, communication, energy, transportation, etc. China has provided a great quantity of aid in kind and also foreign currency cash assistance. In addition, China has contributed to HR development by providing training for more than 10,000 managerial and technical persons from developing countries. In recent years, China has unconditionally cancelled 374 debts for 49 countries.

Source: *Questionnaire for South-South Cooperation, OECD-WTO, 2009*  
<http://www.oecd.org/trade/aft/43148076.pdf>

### Aid for Trade (Aft) Strategy

"Aid for Trade should aim to help developing countries, particularly LDCs, to build the supply-side capacity and trade-related infrastructure that they need to assist them to implement and benefit from WTO agreements and more broadly to expand their trade. Aid for Trade cannot be a substitute for the development benefits that will result from a successful conclusion to the DDA, particularly on market access. However, it can be a valuable component to the DDA."

Source: *Ministerial Declaration of the 2005 Hong Kong Ministerial Conference*

The most important factors determining China's trade-related cooperation activities are: first, relevance to ongoing multilateral/regional/bilateral trade agreements/negotiations; second, request for assistance from trading partners or regional bodies; and third, economic, cultural or historical ties.

Source: *Questionnaire for South-South Cooperation, OECD-WTO, 2009*  
<http://www.oecd.org/trade/aft/43148076.pdf>

The main trade-related elements of China's South-South Cooperation policy are:

- Duty-free and quota-free market access for products from most LDCs, covering 95% of their total exports to China;
- Focus on supply-side constraints of other developing countries through assistance to large construction projects such as roads, ports and factories
- Providing training programmes to personnel of other developing countries to share China's experience of economic and trade development.

China is particularly active in the following trade-related cooperation categories:

- Trade facilitation
- Economic and Network infrastructure (transport, power, water, telecom)
- Development of supply capacity through export diversification

Source: *Questionnaire for South-South Cooperation, OECD-WTO, 2009*  
<http://www.oecd.org/trade/aft/43148076.pdf>

China has actively responded to the Aid for Trade initiative of the WTO. In the multilateral framework of WTO, China contributed a total of US\$600,000 to the Aid for Trade initiative in three consecutive years since 2008. In 2011, China contributed another US\$400,000 and established "China and LDCs Accessions Programme" (China Programme) to help LDCs to effectively participate in and benefit from the multilateral trading system and

to support those LDCs applying for WTO membership to accelerate the accession process. With the support of this Programme, the WTO Secretariat held a LDCs Round Table on WTO Accession in Beijing from 29 May to 1 July 2012 (paragraph 114).

*Source: Trade Policy Review: report by China, World Trade Organization, WT/TPR/G/264, 8 May 2012*  
[https://docs.wto.org/dol2fe/Pages/FE\\_Search/FE\\_S\\_S006.aspx?Query=%28@Symbol=%20wt/tp/g/\\*%29%20and%20%28%28%20@Title=%20china%20%29%20or%20%28@CountryConcerned=%20china%29%29&Language=ENGLISH&Context=FomerScriptedSearch&languageUIChanged=true#](https://docs.wto.org/dol2fe/Pages/FE_Search/FE_S_S006.aspx?Query=%28@Symbol=%20wt/tp/g/*%29%20and%20%28%28%20@Title=%20china%20%29%20or%20%28@CountryConcerned=%20china%29%29&Language=ENGLISH&Context=FomerScriptedSearch&languageUIChanged=true#)

Chinese bilateral aid is mainly focused on Africa. The Chinese government encourages and supports enterprises and financial institutions to increase investment in Africa, striving to improve the quality and level of China-Africa cooperation.

*Source: China-Africa Economic and Trade Cooperation (2013, page 3) Information Office of the State Council, The People's Republic of China, August 2013 Beijing*

In March 2013, China's President Xi Jinping visited Africa and announced a series of new measures to support Africa's development, providing further impetus for the advancement of China-Africa economic and trade relations.

*Source: China-Africa Economic and Trade Cooperation (2013, page 1) Information Office of the State Council, The People's Republic of China, August 2013 Beijing*

### **Principal official agency responsible for TCB assistance to developing countries**

#### **Ministry of Commerce**

No.2 Dong Chang'an Avenue, Beijing China(100731)  
 Tel: +86-10-51651200-612/613/623 Fax: +86-10-65677512  
 E-mail: MOFCOM Mailbox

**Ministry of Commerce's (Mofcom) mission statement includes:**

- To be responsible for China's foreign economic cooperation efforts. To formulate and implement policies on foreign economic cooperation, guide and monitor overseas project contracting and labor service cooperation in accordance with laws, promulgate policies governing the overseas employment of Chinese citizens, and take the lead in protecting the rights and interests of Chinese citizens providing labor services or taking up jobs overseas. To work out administrative measures and specific policies guiding China's outward investment and approve Chinese companies to invest in and set up overseas establishments (excluding financial companies).
- To be in charge of China's efforts in providing aid to foreign countries and regions. To formulate and implement China's foreign aid policies and plans, facilitate the reform on foreign aid provision modalities, compile foreign aid programs, select foreign aid projects and organize their implementations. To manage funds in the nature of China's official foreign assistance, the grant aid provided to China through multilateral and bilateral channels (excluding the grants provided by foreign governments and international financial institutions under the framework of fiscal cooperation) and other development cooperation programs.

Source: Ministry of Commerce's official website: <http://english.mofcom.gov.cn/column/mission2010.shtml>

### **Other government and official agencies with responsibilities directly relevant to TCB**

#### **State Financial Institutions**

Among the large number of state-owned financial institutions, China Exim Bank and China Development Bank (CDB) are the two primary agencies implementing China's new pledge to developing countries.

### China Exim Bank

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No.30, FuXingMenNei Street, XiCheng District Beijing 100031  
 P.R. China Tel:(8610)8357 9988 Fax:(8610)6606 0636  
<http://english.eximbank.gov.cn/index.shtml#>

#### China Exim Bank - The Export-Import Bank of China

Founded in 1994, the Export-Import Bank of China is a state bank solely owned by the Chinese government and under the direct leadership of the State Council. Its international credit ratings are the same as China's sovereign ratings. The Bank is headquartered in Beijing. Up to now, the Bank had more than

20 domestic business branches and three overseas representative offices, namely, the Representative Office for Southern and Eastern Africa, Paris Representative Office and St. Petersburg Representative Office. It has established correspondent banking relationship with more than 1,000 banks.

#### Mission

The Bank's main mandate is to facilitate the export and import of Chinese mechanical and electronic products, complete sets of equipment and new- and high-tech products, assist Chinese companies with comparative advantages in their offshore project contracting and outbound investment, and promote international economic cooperation and trade.

#### Business Scope

- Export credit and import credit;
- Loans for offshore contracts and overseas investment;
- Chinese Government Concessional Loan;
- International guarantee;
- Onlending loans from foreign governments and international financial institutions;
- International and domestic settlement and corporate deposits under the loan facilities provided by the Bank;
- Raising funds in domestic and international capital markets and money markets;
- International inter-bank loans, organizing or participating in international and domestic syndication loans;
- Renminbi inter-bank borrowing/lending and bond repurchases;
- Foreign exchange transaction and approved risk-protection foreign exchange (FX) business for client;
- Creditworthiness investigation, consultation, appraisal and witness services which are relevant to the Bank's business;
- Other business approved or entrusted.

Source: EXIM official website:<http://english.eximbank.gov.cn/index.shtml#>

### The People's Bank of China

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No.32 Chengfang street  
 Xi Cheng district,  
 Beijing100800  
 P.R. China  
 Tel:86-010-66194114  
 E-mail:[webbox@pbc.gov.cn](mailto:webbox@pbc.gov.cn)  
<http://www.pbc.gov.cn/publish/english/952/index.html>

**The People's Bank of China**

The People's Bank of China (PBC) was established on December 1, 1948 based on the consolidation of the Huabei Bank, the Beihai Bank and the Xibei Farmer Bank. In September 1983, the State Council decided to have the PBC function as a central bank. The Law of the People's Republic of China on the People's Bank of China adopted on March 18, 1995 by the 3rd Plenum of the 8th National People's Congress has since legally confirmed the PBC's central bank status.

With the improvement of the socialist market economic system, the PBC, as a central bank, will play an even more important role in China's macroeconomic management. The amended Law of the People's Republic of China on the People's Bank of China, adopted by the 6th meeting of the Standing Committee of the 10th National People's Congress on December 27, 2003, provides that the PBC performs the following major functions:

- (1) Drafting and enforcing relevant laws, rules and regulations that are related to fulfilling its functions;
- (2) Formulating and implementing monetary policy in accordance with law;
- (3) Issuing the Renminbi and administering its circulation;
- (4) Regulating financial markets, including the inter-bank lending market, the inter-bank bond market, foreign exchange market and gold market;
- (5) Preventing and mitigating systemic financial risks to safeguard financial stability;
- (6) Maintaining the Renminbi exchange rate at adaptive and equilibrium level; Holding and managing the state foreign exchange and gold reserves;
- (7) Managing the State treasury as fiscal agent;
- (8) Making payment and settlement rules in collaboration with relevant departments and ensuring normal operation of the payment and settlement systems;
- (9) Providing guidance to anti-money laundering work in the financial sector and monitoring money-laundering related suspicious fund movement;
- (10) Developing statistics system for the financial industry and responsible for the consolidation of financial statistics as well as the conduct of economic analysis and forecast
- (11) Administering credit reporting industry in China and promoting the building up of credit information system;
- (12) Participating in international financial activities at the capacity of the central bank;
- (13) Engaging in financial business operations in line with relevant rules;
- (14) Performing other functions prescribed by the State Council.

Source: Official website, People's Bank of China  
<http://www.pbc.gov.cn/publish/english/952/index.html>

**China Development Bank**

No. 18 Fuxingmennei Street  
 Xicheng District  
 Beijing100031  
 P.R.China  
 Tel: 86-10-6830 6789  
 Fax: 86-10-6830 6699  
 Email: [webmaster@cdb.cn](mailto:webmaster@cdb.cn)  
<http://www.cdb.com.cn/english/index.asp>

**China Development Bank**

China Development Bank (CDB) provides medium- to long-term financing facilities that assist in the development of a robust economy and a healthy, prosperous community. It aligns its business focus with national economic strategy and allocates resources to break through bottlenecks in China's economic and social development.

CDB carries out its mission by:

- Supporting the development of national infrastructure, basic industry, key emerging sectors, and national priority projects;
- Promoting coordinated regional development and urbanisation by financing small business, education, healthcare, agriculture/rural investment, low-income housing, and environment initiatives;
- Facilitating China's cross-border investment and global business cooperation.

CDB is committed to market-based practices that stimulate solid performance, innovation and sustainable growth.

Source: Official website: China Development Bank  
<http://www.cdb.com.cn/english/index.asp>

### **TCB Cooperation Initiatives with UN/international agencies and bilateral partners**

China's foreign aid is provided mainly through bilateral channels. At the same time, China also has done its best to support and participate in aid programmes initiated by organizations like the United Nations, and has actively conducted exchanges and explored practical cooperation with multilateral organizations and other countries in the field of development assistance with an open-minded attitude.

Source: Section VI., "International Cooperation in Foreign Aid", *China's Foreign Aid*, Information Office of the State Council, People's Republic of China April 2011, Beijing

China's triangular cooperation is mainly conducted under the framework of the United Nations. Source: *Questionnaire for South-South Cooperation, OECD-WTO, 2009*  
<http://www.oecd.org/trade/aft/43148076.pdf>

Since 2005, China has carried out exchanges in development assistance with many international multilateral organizations and countries. It has sent delegations to participate in conferences and dialogues on international development and cooperation such as the UN High-Level Meeting on Financing for Development, UN High-Level Meeting on the Millennium Development Goals, UN Development Cooperation Forum, High-Level Forum on Aid Effectiveness, Heiligendamm Process Dialogue between G8 and the five most important emerging economies, and WTO Global Review on Aid for Trade, to strengthen its communication and exchanges with other aid providers and promote South-South cooperation.

In addition to developing bilateral aid, China gets involved in trilateral and regional cooperation with some multilateral organizations and countries in capacity building, training and infrastructure construction that give full play to the advantages of all participants. Positive results have been achieved. In 1981, China worked with UNDP (United Nations Development Programme) to implement the Technical Cooperation among Developing Countries (TCDC) program in China, it has trained more than 6,000 technicians for other developing countries in more than 20 years.

Since 1996, China has cooperated with FAO (United Nations Food and Agriculture Organization) for sending Chinese agricultural experts to developing countries. By the end of 2009, China had sent more than 700 agricultural experts and technicians to Africa, the Caribbean and the Asia-Pacific area. In the field of training, China has conducted effective cooperation with multilateral organizations such as the World Bank, the UN Conference on Trade and Development, the UN Industrial Development Organization and Singapore. China closely cooperates with multilateral organizations including the United Nations (UN) and the World Bank (WB) to provide aid to African countries.

In addition, China works cooperatively on climate change and disaster reduction with international organizations, including the United Nations Environment Programme and the secretariat of the International Strategy for Disaster Reduction.



In 2012, China promised to contribute US\$10 million to the International Monetary Fund (IMF) to provide technical assistance to Africa and improve the macroeconomic management of African countries. Chinese financial institutions established an all-round cooperation framework with the WB in May 2007. The two sides are carrying out feasibility studies on some infrastructure construction projects in African countries. Chinese financial institutions also maintain a good cooperative relationship with the International Finance Corporation (IFC), which is a member of the WB Group, to provide co-financing to telecommunications projects in West Africa and push forward the development of the communications industry in this region.

Within the framework of the Greater Mekong Sub-regional cooperation, China, together with Thailand and the Asian Development Bank, raised funds to build the Laos section of the Kunming-Bangkok Highway, which was opened to traffic in March 2008. China, Thailand, Laos and the Asian Development Bank are working together to build a bridge over the Mekong River for the Kunming-Bangkok Highway. At present, the scope of international aid for development is being gradually expanded. South-South cooperation is developing rapidly, becoming an effective and beneficial supplement to South-North cooperation. Under the framework of South-South cooperation, China will work with all parties concerned to conduct complementary and fruitful trilateral and regional cooperation on the basis of respecting the needs of recipient countries and jointly promote the process of global poverty alleviation.

*Source: Section VI., "International Cooperation in Foreign Aid", China's Foreign Aid, Information Office of the State Council, People's Republic of China April 2011, Beijing*

China is an active participant in the Asia-Pacific Economic Cooperation, the Association of Southeast Asian Countries (ASEAN) meetings with China, Japan and the Republic of Korea, the East Asia Summit, Forum on China-Africa Cooperation, Greater Mekong Sub-region Economic Cooperation Committee, Central Asia Regional Economic Cooperation Committee, Greater Tumen Initiative, and other regional and sub-regional economic cooperation mechanisms (paragraph 118).

China works closely with the AU and African sub-regional organizations not only in traditional areas like infrastructure construction, agriculture and personnel training, but also in emerging fields like finance, disaster reduction and intellectual property. The relationship between China and the AU plays an important role in the China-Africa new-type strategic partnership. Since the AU Commission joined the FOCAC in 2011, cooperation between China and the AU has been enhanced. China's largest construction aid project in Africa, the AU Conference Center, was inaugurated in January 2012, at which time the Chinese government decided to provide 600 million yuan in aid to the AU over the next three years.

In recent years, cooperation between China and African regional organizations has been strengthened and become institutionalized. Since 2011, the Chinese government has signed Framework Agreements on Economic and Trade Cooperation with both the East African Community (EAC) and the Economic Community of West African States (ECOWAS), to expand cooperation in promoting trade facilitation, direct investment, cross-border infrastructure construction and development aid.

*Source: Trade Policy Review: report by China, World Trade Organization, WT/TPR/G/264, 8 May 2012*

[https://docs.wto.org/dol2fe/Pages/FE\\_Search/FE\\_S\\_S006.aspx?Query=%28@Symbol=%20wt/tp/g/\\*%29%20and%20%28%28%20@Title=%20china%20%29%20or%20%28@CountryConcerned=%20china%29%29&Language=ENGLISH&Context=FomerScriptedSearch&languageUIChanged=true#](https://docs.wto.org/dol2fe/Pages/FE_Search/FE_S_S006.aspx?Query=%28@Symbol=%20wt/tp/g/*%29%20and%20%28%28%20@Title=%20china%20%29%20or%20%28@CountryConcerned=%20china%29%29&Language=ENGLISH&Context=FomerScriptedSearch&languageUIChanged=true#)

Evidence of China's efforts in the area of financial cooperation includes China's status as a member state of the African Development Bank (AfDB), the West African Development Bank, and the Eastern and Southern African Trade and Development Bank. China has promised to contribute 615 million U.S. dollars to the African Development Fund (ADF), which is the soft-loan window of the AfDB, and has actively participated in the ADF's Multilateral Debt Relief Initiative to support poverty reduction and regional integration in Africa. The China Development Bank (CDB) has signed an Agreement on Development Financing Cooperation with the Development Bank of Southern Africa, and an agreement to loan 60 million Euros to the West African

Development Bank for the development of small and medium-sized enterprises in countries belonging to the West African Economic and Monetary Union (WAEMU/UEMOA). The Export-Import Bank of China and the Agricultural Bank of China have both signed cooperation framework agreements with the AfDB to cooperate on infrastructure project financing and the development of small and medium-sized enterprises.

In addition, China has reached agreements with African intellectual property organizations, for the advancement of China-Africa economic and trade relations.

*Source: China-Africa Economic and Trade Cooperation (2013, page 7-8) Information Office of the State Council, The People's Republic of China, August 2013 Beijing*

China was the first country to form a strategic alliance with the FAO to foster South-South cooperation. In 2008, China decided to contribute 30 million U.S. dollars to the FAO to set up a trust fund. This fund, which is particularly beneficial to Africa, is used to support South-South cooperation between China and African countries under the framework of the FAO Special Program for Food Security. By the end of 2012, under the said framework, China had sent many agricultural experts and technicians to Ethiopia, Mauritania and Mali to provide technical assistance in the areas of irrigation and water conservation, crop production, animal husbandry, aquaculture and agricultural product processing, which has resulted in improving the agricultural production capacities and food security of these countries.

#### **Monitoring and evaluation guidelines used to measure the success of trade-related cooperation activities**

During 50 years' practice and development, China has established a **set of** evaluation systems for its development cooperation activities, including trade-related ones. The evaluation systems include the whole process from inspection before project approval, professional inspection after project approval, mid-term project evaluation during project execution, project completion acceptance and post-project evaluation, etc. China is making continuous adjustment and improvement to this evaluation system according to the requirements of the recipients and the ever-changing conditions, to ensure the best effects. China always takes the recipients' degree of satisfaction towards the project as one of the most important indicators of effectiveness.

China believes that, the key point of ensuring the success of trade-related cooperation activities is to fully respect the aspirations of recipient countries, strengthen their ownership and make the cooperation activities lie in with recipient countries' national development strategies. However, China does not involve its development partners in developing measurable objectives/indicators to assess the quality its programmes.

Source: Questionnaire for South-South Cooperation, OECD-WTO, 2009  
<http://www.oecd.org/trade/aft/43148076.pdf>

## Selected TCB programmes and Initiatives in this guide

### TRADE POLICY DEVELOPMENT

- WTO's China Programme

### LEGAL AND REGULATORY FRAMEWORK

- Workshops and Roundtable on WTO accession
- WTO's China Programme

### SUPPLY CAPACITY

- Cotton Four Initiative
- Gedem Cement Plant (Eritrea)
- Agro-Industry Demonstration Centre in Mozambique
- Third Sugar Plant, Mali
- Biogas technology cooperation with Tunisia, Guinea and the Sudan
- Hydropower generating facilities in Cameroon, Burundi and Guinea
- Solar and wind power generation in Morocco, Ethiopia and South Africa
- Glass, fur, medical capsule and automobile factories in Ethiopia
- Textile and steel pipe manufacturing projects in Uganda

### TRADE FACILITATION

- Container inspection equipment
- Angola International Trade Center

### PHYSICAL TRADE INFRASTRUCTURE

- Railway project, Angola
- Fiber-optic transmission backbone network, Tanzania
- Malabo Gas Plant, Equatorial Guinea
- Hambantota International Airport of Sri Lanka, 2013
- Airport Expressway, Bahamas, 2013
- The Investor Service Building in the Gulf of Suez Northwest Economic Zone (Egypt)
- Third Bridge in Bamako, Mali
- National optic fiber backbone network in transmission network in the Democratic Republic of Congo
- Backbone optic fiber transmission networks built in Tanzania, the Democratic Republic of Congo, Laos, Cambodia and Burma

### SOUTH-SOUTH AND TRIANGULAR COOPERATION

## CZECH REPUBLIC



### General information on the Czech Republic's development cooperation

The Czech Republic supports the multilateral trading system and envisages that, in all stages of negotiations, issues related to economic development will play a key role and the process of undertaking new obligations will be supported by increased technical assistance to developing countries.

The Act on Development Cooperation and Humanitarian Aid (Act No. 151/2010) and the objectives within the Development Cooperation Strategy of the Czech Republic 2010-2017 illustrate the extent to which the Czech Republic recognizes development cooperation as a policy area in its own right.

Source: The Czech Republic Donor Profile, EU, [www.ec.europa.eu/europeaid/](http://www.ec.europa.eu/europeaid/)

In the past 10 years, the Czech Republic has introduced a number of major changes in the concept and organization of its development cooperation, aimed at increasing the efficiency of aid provided to partner countries and adapting it to the changing international environment. A turning point was the Czech Republic's accession to the European Union (EU).

- Official development assistance (ODA) individual commitments/gap to agreed targets (total ODA, Africa, least-developed countries (LDCs))
- The Czech ODA level has been almost constant since 2003 and amounted to €184 million in 2011, representing 0.13 per cent of its gross national income (GNI) .
- To reach its individual ODA target of 0.33 per cent of GNI by 2015, the Czech Republic would need to increase its aid by €349 million.
- In terms of measures taken or planned to contribute to the EU27 target to channel at least 50 per cent of an EU collective ODA increase to Africa, the Czech Republic increased the volume of aid provided to Ethiopia (a priority country in the Czech development aid programme) in 2011, and was considering further increase for 2012 and 2013.

The Czech Republic has declared that it is as yet unable to reach the target of 0.15-0.20 per cent of ODA/GNI to LDCs by 2010 (and onwards). The overall share of aid provided by the Czech Republic was 0.13 per cent of ODA/GNI in 2010; one-third of bilateral aid went to LDCs. With the Czech Republic starting to contribute to the European Development Fund in 2011, the volume of Czech ODA going to LDCs will increase.

For more information: [www.ec.europa.eu/europeaid/](http://www.ec.europa.eu/europeaid/)

### Improved effectiveness of support to developing countries

- Mutual accountability arrangements account for 25-50 per cent of Czech priority countries.
- Focus on results: the Czech Republic participates in country-level results frameworks and platforms in 10-25 per cent of its priority countries.
- Specific actions in 2011 to improve transparency of aid flows include the following:
  - Forwarding spending data to the Development Assistance Committee (DAC) of the Organisation for Economic Co-operation and Development (OECD);
  - Designing a new ODA internal reporting tool in full compliance with Creditor Reporting System (CRS)++ format and International Aid Transparency Initiative (IATI) standards;
  - Internal measures to improve aid transparency taken up to 2011 in the form of the finalization of the transformation of the Czech Development Cooperation System, with clear division of competencies, roles, given strategy and detailed methodology of work;
  - All information on bilateral aid published on a regular basis;
  - Transparency of the Czech development cooperation lauded in last year's Aid Watch Transparency Report (<http://aidwatch.concordeurope.org>), in which the Czech Republic ranked sixth in transparent informing among 25 EU donors.

- Expected results of private sector participation are a multiplication of ODA funds through private capital and improvement of the business environment.

The Czech Republic's voluntary contribution to the Doha Development Agenda (DDA) Global Trust Fund is an important component of its AfT strategy. Please see below for the projection based on the inclusion of the above-mentioned contribution (in Swiss francs).

Contributions of the Czech Republic to the DDA Global Trust Fund (CHF)

2007	2008	2011
87 265	87 288	23 746

### Aid for Trade (AfT) Strategy

The Czech Republic coordinates its aid-for-trade analyses and programming with other donors at the country level, given that national capacities are limited.

The evaluation methodologies applied to the Czech Republic's aid-for-trade projects and programmes are the same as for any other development cooperation activity (as described in the Project Cycle Manual for Czech ODA).

Source: WTO OECD Questionnaire Czech Republic, WTO, AID FOR TRADE AT A GLANCE 2007: COUNTRY & AGENCY CHAPTERS, OECD/WTO 2009, ISBN WTO- 978-92-87-03525-7 ISBN OECD- 978-92-64-06903-9

### Principal official agency responsible for TCB assistance to developing countries

#### Czech Development Agency (CzDA)

Nerudova 3 118 50,	Tel: +420 251 108 130
Prague 1	Fax: +420 251 108 225
Czech Republic	E-mail: info@czda.cz

**The Czech Development Agency (CzDA)** is the main implementing body for Czech development cooperation, focused primarily on the design and execution of bilateral development projects. CzDA was established by a decision of the Czech Ministry of Foreign Affairs in January 2008 and re-established by the Law on Development Cooperation and Humanitarian Assistance on 1 July 2010. It has taken up the activities of the Czech Development Centre.

CzDA cooperates with the Ministry of Foreign Affairs on the establishment of an institutional framework for Czech development cooperation and participates actively in the creation of development cooperation programmes between the Czech Republic and priority countries as well as on other stages of the project cycle management. Since 2010, the agency reports to the Ministry of Foreign Affairs, which is in charge of the coordination of Czech ODA.

The main tasks of CzDA are to identify, formulate, implement and monitor projects in priority partner countries, to award grants to non-governmental organizations (NGOs) and to conduct professional training for Czech ODA staff.

CzDA cooperates actively with NGOs as well as the private sector, namely, the Czech Forum for Development Cooperation (FoRS), an association of NGOs, and the Entrepreneurs' Platform for Development Cooperation (PPZRS), an association of businesses. CzDA also cooperates closely with other European donors, especially through its active membership in the Practitioners' Network for European Development Cooperation.

Businesses as well as other non-state entities can take part in CzDA tenders to become contractors in Czech bilateral ODA projects, which may bring necessary experience and references for successful participation in the tenders of larger donors, e.g. the European Commission (EC).

For more information: <http://www.czda.cz/czda/who-we-are.htm?lang=en>

### Other government and official agencies with responsibilities directly relevant to TCB

#### Ministry of Foreign Affairs

Ministerstvo zahraničních věcí  
Loretánské náměstí 5  
118 00 Praha 1,  
The Czech Republic

Tel.: +420 224 181 111  
E-mail: [podatelna@mzv.cz](mailto:podatelna@mzv.cz)  
Web: [www.mzv.cz](http://www.mzv.cz)

The Ministry of Foreign Affairs is the Czech Republic's central public administration authority in the field of foreign policy. As such, it is responsible for creating the concept of and coordinating development cooperation and coordinating external economic relations. The Ministry of Foreign Affairs formulates the principles and strategies of Czech development policy and gives opinions on development aspects of other government policies.

Since 2008, development projects are planned and implemented through CzDA. The inter-ministerial Council for Development Cooperation fulfils a crucial role vis-à-vis policy coherence.

#### Other official or government trade-related organizations

The Practitioners' Network for European Development Cooperation is an open platform for exchange of experience and good practice among European public development agencies and institutions. The Network is open to bilateral and Community implementing agencies and all institutions which directly implement official development cooperation. The Practitioners' Network creates opportunities for collaboration and synergies at implementation level. It also provides feedback on European development policies from practitioners' perspective.

The Network is open to all European Agencies and Administrations involved in the implementation of ODA.

Its current members are the implementing organisations of the European Commission and of European countries representing over 70% of the ODA of the European Union.

For more information: Practitioners' Network for European Development Cooperation.

Web: <http://www.dev-practitioners.eu/>

For more information on other official trade-related organizations, please visit:

<http://www.unmz.cz/office/international-projects-and-agreements>

#### Non-governmental organizations involved in TCB

##### Czech Forum for Development Cooperation (FoRS)

Jana Miléřová (Director)  
Tel.: +420 222 522 480

E-mail: [jana.milerova@fors.cz](mailto:jana.milerova@fors.cz)  
Website: [www.fors.cz](http://www.fors.cz)

**Czech Forum for Development Cooperation (FoRS)** is a platform for Czech non-profit NGOs and other non-profit institutions involved in development cooperation, development education and humanitarian assistance. Established in 2002, it represents its more than 50 members and observers vis-à-vis institutional stakeholders in development cooperation, as well as providing services to its members and observers in terms of capacity building, information service and expert consultancy, and further engages in awareness raising. In 2003, FoRS became a founding member of the European NGO Confederation for Relief and Development (CONCORD).

FoRS is active in the area of TCB as follows:

- **Global Advocacy:** FoRS regularly carries out advocacy on Czech development policy, Czech ODA financing plans and disbursements and particular issues in EU development policy. Key issues related to TCB are the Millennium Development Goals and so-called policy coherence for development, including trade policy.
- **Supply Capacity:** Several members of FoRS support projects in the field of microfinance and livelihoods (income generation projects etc.) focused on improving the life conditions of poor local peasants and other people in developing countries.

#### **Entrepreneurs' Platform for Development Cooperation (PPZRS)**

Věra Venclíková (Managing Director)  
Tel: +420 225 279 403

E-mail: [platform@spcr.cz](mailto:platform@spcr.cz)  
Website: [www.ppzrs.cz](http://www.ppzrs.cz)

**Entrepreneurs' Platform for Development Cooperation (PPZRS)** was set up in 2008, when the Czech Republic's current ODA system started, as an association of enterprises involved in business in developing countries. Apart from transparency in Czech ODA procurement, PPZRS promotes a business partnership strategy for prospective investors in developing countries, especially in development investment projects supported by development finance institutions.

PPZRS is active in the area of TCB as follows:

- TRADE POLICY DEVELOPMENT;
- COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES;
- TRADE PROMOTION CAPACITY BUILDING;
- MARKET AND TRADE INFORMATION;
- TRADE FACILITATION;
- PHYSICAL TRADE INFRASTRUCTURE;
- TRADE-RELATED FINANCIAL SERVICES;
- OTHER TRADE-RELATED ACTIVITIES.

#### **TCB cooperation initiatives with UN/international agencies and bilateral partners**

A new strategy to cover initiatives with UN/international agencies will be adopted.

Currently, the Czech government does not have cooperation programmes with partner countries, other donors or stakeholders in joint monitoring and evaluation of AfT projects and programmes, but such cooperation may be taken into consideration in the future.

### **Selected TCB programmes and initiatives in this guide**

#### **TRADE FACILITATION**

- Initiatives to support tax reforms

#### Sources of information

- The Czech Republic Donor Profile, EU, [www.ec.europa.eu/europeaid/](http://www.ec.europa.eu/europeaid/)
- WTO OECD Questionnaire the Czech Republic, WTO, AID FOR TRADE AT A GLANCE 2007: COUNTRY & AGENCY CHAPTERS, OECD/WTO 2009, ISBN WTO- 978-92-87-03525-7 ISBN OECD- 978-92-64-06903-9





## DENMARK

### General Information on Danish development cooperation

Trade, foreign policy and development co-operation fall under the remit of the Ministry of Foreign Affairs (MFA), with the Minister for Development Co-operation being responsible for all matters relating to Danish development cooperation. Danish aid management is decentralised to Danish embassies in Danish partner countries and missions to multilateral organizations. These decentralized units have had wide responsibility for designing and delivering the aid programmes since bilateral co-operation was decentralised in 2003 and multilateral co-operation in 2005. The Danish government focuses its development assistance programme on a number of partner countries and on poverty reduction through promoting freedom and economic growth. It has five strategic priority areas: (i) promotion of freedom, democracy, and human rights; (ii) support for market-driven economic growth and employment; (iii) promotion of gender equality; (iv) increased engagement in fragile states; and (v) the environment and climate change.

### Aid for Trade (Aft) Strategy

Denmark's Aft Strategy was laid out in the 2005 Danish strategy paper "Trade Growth and Development", which focuses on sub-Saharan Africa and on initiatives in the agricultural sector. Creating a better business environment, promoting gender equality, and ensuring sustainability are the key areas of the Danish Aft Strategy. Denmark is currently developing a new strategy for growth and employment, which will incorporate the key principles of its Aft Strategy.

Denmark's Aft commitments and disbursements to international organizations (multilateral assistance) for the three years 2009 to 2011 were approximately US\$23 million. Multilateral assistance is managed by the Danish UN Mission in Geneva. The bulk of the Danish multilateral Aft is channelled through the Enhanced Integrated Framework and the International Trade Centre. In addition, Denmark also provides financial contributions to the WTO's Global Trust Fund and the Advisory Centre for WTO Law (ACWL). At the bilateral level, Africa is the largest recipient of Danish development assistance and its Aft is directly incorporated in its overall assistance strategy to sub-Saharan Africa. In terms of its global Aft commitment, Denmark has fulfilled its share (approximately 2%) of the EU pledge made during the WTO Ministerial in Hong Kong to provide €2 billion per year in trade-related assistance (TRA) by 2010. Denmark is expected to continue to meet its obligations in the years to come. Multilateral assistance will continue at the present level, whilst bilateral Aft assistance, especially to Africa, is expected to grow as a consequence of the expansion of its bilateral assistance to Africa.

At regional level, Danish Aft focuses on training for trade negotiations and on WTO rules. The promotion of South-South trade through the Economic Partnership Agreements, which include trade-related technical assistance from the EU to ACP countries, is also an important area. Denmark actively participates in trilateral cooperation within its Aft activities, especially within the Enhanced Integrated Framework (EIF), for trade-related assistance to the LDCs. All activities supported by Danish development assistance are monitored and evaluated in accordance with the Danish guidelines for development aid. Denmark has been involved in joint evaluations of the organizations which implement Aft programmes, such as ITC.

[http://www.um.dk/Publikationer/Danida/English/DanishDevelopmentCooperation/HVUstrategi/hvu-strategi\\_GB.pdf](http://www.um.dk/Publikationer/Danida/English/DanishDevelopmentCooperation/HVUstrategi/hvu-strategi_GB.pdf)

## Principal official agency responsible for TCB assistance to developing countries

### The Ministry of Foreign Affairs/Danida

Asiatisk Plads 2  
DK-1448 Copenhagen K  
Tel: +45 3 392 0000  
Fax: +45 3 254 0533

E-mail: [um@um.dk](mailto:um@um.dk)  
Web: <http://www.um.dk/en>

### The Ministry of Foreign Affairs

Trade, foreign policy and development co-operation fall under the remit of the Ministry of Foreign Affairs (MFA), with the Minister for Development Co-operation being responsible for all matters relating to Danish development cooperation.

**Danish International Development Agency (DANIDA)** is the official development cooperation agency of the Government of Denmark under the Danish Ministry of Foreign Affairs. The Danish Development Policy focuses upon eradication of poverty and ensuring sustainable development. It works in select countries referred to as programme countries and provides support to NGOs as well as governmental agencies. DANIDA has been providing aid mostly to Africa in the recent years.

## Other government and official agencies with responsibilities directly relevant to TCB

### Danish Trade Council

Customer Unit  
Danish Ministry of Foreign Affairs  
Asiatisk Plads 2  
DK-1448 Copenhagen K

Export consultancy  
Tel: +45 3 392 0884  
E-mail: [kur@um.dk](mailto:kur@um.dk)

**Danish Trade Council:** The Trade Council of Denmark is the link between Danish exporters and over 100 Danish embassies, consulates general and trade commissions abroad. It is part of the Danish Ministry of Foreign Affairs. Its customer unit arranges individual, non-binding meetings with enterprises about opportunities in the export markets. A number of experienced export consultants in its customer unit provide enterprises with specific market information and support their export promotion. The Trade Council offers professional help on export planning and market information.

For more information: <http://www.um.dk/en/menu/TradeAndInvestment/Services/CustomerUnit/>

**DANIDA's Centre for Competence Development (DCCD):** DCCD was established in 2002 to ensure targeted, up-to-date and individualised competence development. Its target groups are MFA staff working on international development co-operation and DANIDA advisers. DCCD's core responsibilities include: (i) pre-departure programmes for staff posted to the Danish missions in the form of individually-tailored programmes; (ii) on-going competence development in the field of development co-operation in the form of seminars, courses, and e-learning programmes; and (iii) establishment of IT-based professional networks within key priority sectors. The range of training covers thematic courses (e.g., public finance management, human rights, mainstreaming cross-cutting themes) and administration of Danish aid (e.g., aid management guidelines, aid effectiveness, monitoring indicators).

For more information: <http://www.umkc.dk/en/servicemenu/News/NewCompetenceCentre.htm>

**Danish Accreditation and Metrology Fund (DANAK):** DANAK is a service company handling the administration of accreditation and metrology in Denmark and is based on a contract with The Danish Safety Technology Authority, which is part of the Danish Ministry of Economics and Business Affairs. The primary activities are accreditation and metrology. DANAK cooperates with a number of international organizations to ensure that Danish regulations and demands in the areas of accreditation and metrology are at an international level and recognized globally.

For more information: <http://webtool.danak.dk/Plone/english/>

**Danish Development Research Network (DDRN):** As of January 2007, the Research Network for Governance, Economic Policy and Public Administration (GEPPA), the Network for Agricultural Research for Development (NETARD), and the Research Network for Environment and Development (ReNED) merged into the Danish Development Research Network (DDRN). The purpose of the merger was to enhance cross-sectoral North-South collaboration and coordination of research for development. DDRN supports DANIDA in the area of research and policy formulation. DDRN's development objective is to contribute to the inclusion of research and research-based knowledge in development assistance and in partner countries' development activities. It facilitates thematic platforms in such areas as trade, the private sector and economic development.

For more information: [http://ddrn.dk/index.php?side\\_id=60](http://ddrn.dk/index.php?side_id=60)

**Danish Import Promotion Programme (DIPP):** The DIPP is integrated in the Danish Chamber of Commerce and is funded by DANIDA. It aims to assist exporters from developing countries access the Danish market, providing them with a contact network with Danish importers and providing them, their business support organizations and embassies accredited to Denmark with **information** about the Danish market (i.e., the sectoral survey and export guide "Exporting to Scandinavia").

For more information: E-mail: [mvh@danskerhverv.dk](mailto:mvh@danskerhverv.dk) and <http://www.dipp.eu/en/trade.promo.aspx>

**Danish Standards (DANSK):** DANSK is Denmark's national standardisation body and one of the leading certification enterprises in Denmark. It works within a national framework set by the Ministry for Economic and Business Affairs, which sets out the body's activities as a national standardisation organization. Danish Standards develops and publishes standards, and provides training and offers consultancy services to the public and private sectors. In addition, it has been designated as the national enquiry point for the WTO, in which capacity it assists foreign companies with their exports to Denmark and is responsible for notification to the WTO on national technical regulations which may constitute technical barriers to trade.

For more information: E-mail: [ds@ds.dk](mailto:ds@ds.dk) and [wto@ds.dk](mailto:wto@ds.dk) and <http://www.ds.dk/en-GB/Sider/default.aspx>

**Industrialisation Fund for Developing Countries (IFU):** IFU is a financial institution established by the Danish Government in 1967 as a self-governing fund which co-finances projects in developing countries with a per capita income below US\$5,115 (in 2005). IFU's sister fund, IØ, the Investment Fund for Central and Eastern Europe, was established in 1989. IØ can co-finance projects in Central and Eastern European countries which lie outside the European Union. The two funds share the same supervisory and executive boards. Their total equity capital is €379 million. IFU/IØ has unique knowledge of assessing and facilitating partner relations. Through the years, the funds have gained considerable insight and knowledge about the potential strengths and pitfalls of partnership. IFU is an independent, self-governing fund associated with the Ministry for Development Cooperation, which appoints the Fund's board of directors and its managing director. In all other matters, IFU is a self-governing institution with a special obligation and commitment to proper management, high

environmental standards and social responsibility in investment projects in developing countries. The funds have six offices abroad and an extensive network of advisors in the countries where they work.

For more information: E-mail: [ifu@ifu.dk](mailto:ifu@ifu.dk) and <http://www.ifu.dk>

#### Other official or government trade-related organizations

**Danish Patent and Trademark Office (DPTO):** DPTO has been involved for over 10 years with international projects which support the development of an efficient intellectual property infrastructure worldwide. The geographical scope of its activities has mainly been Central and Eastern Europe, but during the last few years it has expanded its operations into Asia and the Middle East. It cooperates mainly with governmental institutions but also assists private consultancy companies working with IPR-projects. Its main fields of expertise include capacity building, inter-institutional cooperation and enforcement of IPR.

For more information: E-mail: [pvs@dkpto.dk](mailto:pvs@dkpto.dk) and <http://www.dkpto.org>

**Danish Globalisation Council:** The Danish Globalisation Council was established by the Danish Government. Its terms of reference are to give advice on strategies for developing Denmark into a leading growth, knowledge and entrepreneurial society. Some of the subjects discussed are: (i) education; (ii) research; (iii) how to spread knowledge; (iv) innovation; and (v) internationalisation. The Council comprises high-level representatives of trade unions, industrial organizations, companies, the education and research community, and the Danish Government. The Government representatives include the Prime Minister, the Minister for Economic and Business Affairs, the Minister of Finance, the Minister for Education, and the Minister for Science, Technology and Innovation.

For more information: E-mail: [stm@stm.dk](mailto:stm@stm.dk) and <http://www.globalisering.dk/>

**Export Promotion Denmark** provides the private sector with specialized support services in logistics and events management, specifically: (i) project conception and planning; (ii) matching partners according to targets; (iii) planning, coordination and production in Denmark and abroad; (iv) budget control of sub-suppliers and partners; (v) management of delivery and budgets; and (vi) follow-up services evaluation, reporting and auditing. Export Promotion Denmark promotes an active dialogue with international businesses and organizations.

For more information: E-mail: [info@ees.dk](mailto:info@ees.dk) and <http://www.ees.dk/1490029>

**International Centre for Research in Organic Food Systems (ICROFS):** ICROFS is an expansion of the former Danish Agricultural Research Centre for Organic Farming (DARCOF), to which the Danish Government has provided an international mandate and an international board. The secretariat of ICROFS initiates, coordinates and participates in national and international research activities in organic farming and food systems. It is also active in disseminating organic research results and knowledge on the importance of organic food systems. It promotes understanding of the characteristics of organic food systems and contributes to a knowledge-based development of organic food systems, nationally and internationally.

For more information: [http://www.icrofs.org/Pages/About\\_ICROFS/index.html](http://www.icrofs.org/Pages/About_ICROFS/index.html)

### Non-governmental organizations involved in TCB

**Confederation of Danish Industry (DI):** DI is a lobbying organization for Danish business on national and international issues. Its membership consists of private enterprises within the manufacturing and services sectors and covers virtually all sub-sectors. DI is financed and owned by its members and governed by a council and executive committee elected by the annual general assembly. Its activities are categorised as: (i) policy advocacy – at local, national and international level; (ii) membership services – information, advisory and consulting services; and (iii) network relations – between members and with society at large.

For more information: [di.dk/English/AboutDI/Pages/confederation.aspx](http://di.dk/English/AboutDI/Pages/confederation.aspx)

**Danish Institute for International Studies (DIIS):** DIIS is an independent research institution engaged in research in international affairs. It draws up reports and analyses and follows developments in international affairs in order to assess the status of Denmark's security and foreign policy, including aspects of relevance to development policy. Its research unit "Global Economy, Regulation and Development" (GEARED) explores development issues in the broader setting of current trends and transformations in the global economy. DIIS contributes to the education of researchers, supports the development of research capacity in developing countries and establishes contacts between Danish and international research environments.

For more information: <http://www.diis.dk/sw20949.asp>

**Danish Research Institute of Food Economics (FOI):** This is an independent research institute at the Royal Veterinary and Agricultural University (KVL) in Denmark. FOI provides undergraduate, graduate and Ph.D. programmes in agricultural economics, international and development economics, and environmental and resource economics. Its mission is to contribute to a better understanding of the economic aspects of the production, consumption and marketing of agricultural and food products. It has long-held experience in providing applied-research-based analyses to policy makers in Danish and foreign governments as well as in international organizations. It participates in a large number of international research projects. Its most recent tasks have been to closely survey, analyse and discuss the economic effects of developed countries agricultural policies on their countries, considering both existing policies and policy reform scenarios that reflect the ongoing WTO trade negotiations.

For more information: <http://www.foi.life.ku.dk/English.aspx>

**Danish Technological Institute – International Centre:** The Danish Technological Institute is a self-owned and non-profit institution. It develops, applies and disseminates research and technological knowledge for the Danish and International business sector. Its International Centre has been designed to co-ordinate international activities at DTI in such areas as: (i) environment/cleaner production technology; (ii) standardisation, certification and quality infrastructures; (iii) human resource development; and (iv) SME business development. DTI implements a wide range of developmental projects through out the world, most of which are funded by the EU, DANIDA, the World Bank, the United Nations and other international donors.

For more information: E-mail: [info@teknologisk.dk](mailto:info@teknologisk.dk) and <http://www.dti.dk/23797>.

### TCB cooperation initiatives with UN/international agencies and bilateral partners

Denmark's Aft commitments and disbursements to international organizations (multilateral assistance) for the three years 2009 to 2011 were approximately US\$23 million. Multilateral assistance is managed by the Danish UN Mission in Geneva.

Denmark also provides financial contributions to the WTO's Global Trust Fund and the Advisory Centre for WTO Law (ACWL).

The bulk of the Danish multilateral Aft is channelled through the Enhanced Integrated Framework and the International Trade Centre. In addition, Denmark also provides financial contributions to the WTO's Global Trust Fund and the Advisory Centre for WTO Law (ACWL).

### **Selected TCB programmes and initiatives in this guide**

#### **GLOBAL ADVOCACY**

- Business Advocacy Challenge (BUSAC) Fund, Ghana
- Business Advocacy Fund (BAF) Kenya
- Innovative Partnerships for Development (IPD) Programme

#### **TRADE POLICY DEVELOPMENT**

- Regional East African Integration Programme (REAP)

#### **SUPPLY CAPACITY**

- Business Centre Programme Support (BSPS III) – Tanzania<sup>47</sup>
- IFU joint venture with Motorcare Uganda Ltd
- Mixed Credit Programme (Global)
- Support to Private Sector Development (SPSD II) Ghana
- Uganda Growth Programme (U-Growth)

#### **COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES**

- Exports of tea, artichokes and other vegetables in Vietnam: quality and certification assistance

#### **TRADE PROMOTION CAPACITY BUILDING**

- Danish Import Promotion Programme (DIPP) in Mozambique

#### **MARKET AND TRADE INFORMATION**

- B2B programmes

#### **TRADE FACILITATION**

- Support Programme for Enterprise Empowerment and Development (SPEED) Ghana

#### **PHYSICAL TRADE INFRASTRUCTURE**

- Reconstruction of the Takoradi – Agona junction road and improved axle load control (Ghana)

#### **TRADE RELATED FINANCIAL SERVICES**

- African Guarantee Fund (AGF) for small and medium enterprises

#### **SOUTH-SOUTH AND TRIANGULAR COOPERATION**



## ESTONIA

### General information on Estonian development cooperation

Estonian objectives and priorities for development cooperation policy are outlined in the Principles of Estonian Development Cooperation approved by the Riigikogu (Parliament) in January 2003. More detailed policy is set out in the Strategy for Estonian Development Cooperation and Humanitarian Aid for 2011-2015 and its Implementation Plan for the years 2011-2012, which were approved by the government in January 2011.

For more information: [www.ec.europa.eu/europeaid/](http://www.ec.europa.eu/europeaid/)

Estonian development cooperation does not include specific Aid for Trade (AfT) programmes. Since 2008, Estonia has made annual financial contributions to the WTO Enhanced Integrated Framework and to the Doha Development Agenda (DDA) Global Trust Fund.

### Official development assistance (ODA) individual commitments /gap to agreed targets (total ODA, Africa, LDCs)

- After several years at a constant level, Estonia's ODA increased to €18 million in 2011, representing 0.12 per cent of its gross national income (GNI) .
- To reach its individual ODA target of 0.33 per cent of GNI by 2015, Estonia would need to increase its aid by €42 million – which is not feasible in the current economic situation, given the potential high vulnerability of Estonia's small and open economy. The Estonian government is aiming towards a more realistic 0.17 per cent for ODA by 2015.
- "Realistic, verifiable actions for meeting individual ODA commitments until 2015" taken in 2012 include the following:
  - A slight increase in the development budget;
  - Government's decision to double the Ministry of Foreign Affairs' development cooperation and humanitarian aid budget line on bilateral and multilateral trade for 2013;
  - Striving to reach the 0.17 per cent target by fixing a minimum-level contribution in the abovementioned strategy, which will be subject to yearly updates and possible upward corrections depending on the economic situation.

No measures were taken or are planned to contribute to the EU27 target to channel at least 50 per cent of an EU collective ODA increase to Africa. Estonia does not currently foresee any significant bilateral development cooperation activities in Sub-Saharan Africa, as Estonia has neither financial nor human resource capacity to add value and implement effective government projects. Estonia is open to responding to the targeted interests of African states to the e-Government projects and annually supports young voluntary work in the region of sub-Saharan Africa.

However, a large majority of Estonian ODA is multilateral – over half of it is channelled via the EU budget and the European Development Fund (EDF), and a large share to UN funds/programmes and the International Development Association (IDA). For example, 50 per cent of IDA activities are targeted towards Africa. Estonia strongly supports the increased focus of these organizations on LDCs, especially in Sub-Saharan Africa, which indirectly increases the share of funding for Africa in Estonian ODA as well. In addition, given long-term humanitarian needs in Africa, a large portion of Estonia's humanitarian aid has been directed to Africa's 'forgotten humanitarian crises' (Sahel, Horn of Africa, Sudan, Côte d'Ivoire etc.) via voluntary contributions to international humanitarian organizations such as UNHCR, UNICEF, ICRC, WFP etc.

Estonia has declared that it is not able to reach the target of 0.15-0.20 per cent of ODA/GNI to LDCs by 2010 and onwards. Estonia respects the Brussels Programme of Action for LDCs, in the strictest sense of Para 83. Estonia belongs to Category (d) – i.e. donor countries that “exercise individual best efforts to increase their ODA to LDCs with the effect that collectively their assistance to LDCs will significantly increase”. The majority of Estonian ODA is channelled through multilateral organizations (EC, EU budget, EDF, IDA, UN programmes), which focus their activities on LDCs.

Estonian bilateral development cooperation is focused primarily on countries to which it can offer added value given its own experiences, and which are ready to move towards a democratic society built on human rights. Consequently, Estonia’s priority partner countries for bilateral development cooperation are Georgia, Moldova, Ukraine and Afghanistan. Besides these countries, Estonia is cooperating with project partners – developing countries interested in Estonia’s experience in some particular area.

When Estonia acceded to the EU in 2004, it took on the agreements concluded by the EU with third countries. For example, the Partnership and Cooperation Agreements (affecting relations with Russia and the Commonwealth of Independent States countries: Armenia, Azerbaijan, Georgia, Kazakhstan, Moldova and Ukraine) regulated trade relations.

In 2012, Estonia opened an embassy in India, to enhance political and economic (trade and investments) relationships; it is planning to open another in Brazil (2013-2014).

#### **Improved effectiveness of support to developing countries**

- Mutual accountability arrangements account for 10-25 per cent of Estonia’s priority countries.
- Focus on results: Estonia participates in country-level results frameworks and platforms in less than 25 per cent of its priority countries owing to minimum manpower in its embassies and/or a lack of donor coordination activities in the partner country.

Specific actions in 2012 to improve the transparency of aid flows:

- Preparations for an open standard of aid transparency in process.
- Yearly reporting to the OECD Development Assistance Committee (DAC) as a non-DAC member;
- Functioning Estonian development cooperation online database (since 2009), accessible to the public through the Ministry of Foreign Affairs’ website.
- Exploring opportunities with IATI compatibility.

Estonia has also an Approved Development Cooperation Country Strategy Paper for Georgia (October 2012).

The mechanisms for data collection and reporting are:

- Online database (filled in by governmental institutions);
- e-Correspondence.

The monitoring and evaluation mechanisms are:

- Estonian diplomats in the beneficiary country;
- Random audits by the Ministry of Foreign Affairs;
- Monitoring and evaluation outings from Tallinn.



**Aid for Trade (AFT) strategy**

Estonia does not have an operational AFT strategy. However, the Strategy for Estonian Development Cooperation and Humanitarian Aid 2011-2015, which is an area strategy regulating the activities of the Estonian public sector, states that supporting economic development in developing countries and the liberalization of the international trade system are two of the main goals of Estonian development cooperation. Accordingly, Estonia actively supports the liberalization of the rules of global trade and the curbing of export subsidies and domestic subsidies as well as reducing customs restrictions in the WTO. Furthermore, Estonia supports the line of taking different measures aimed at providing least-developed countries (LDCs) with more favourable conditions in the processes of WTO accession or in ongoing negotiations in the WTO. Estonia has also been supportive towards the modernization of the European Union (EU) Generalized System of Preferences (GSP) in order to shape the system to offer the most preferential conditions for LDCs.

The Ministry of Foreign Affairs coordinates Estonia's development cooperation projects, and other government institutions implement specific projects within the scope of their competence.

**Principal official agency responsible for TCB assistance to developing countries****Ministry of Foreign Affairs**

External Economic and Development Cooperation Department Ministry of Foreign Affairs Islandi väljak 1 15049 Tallinn Tel.: +372 6 377 000 Fax: +372 6 377 099 + 372 6 377 098	E-mail: ria.salsa@mfa.ee mari.aru@mfa.ee kaili.terras@mfa.ee  Website: <a href="http://www.vm.ee/">http://www.vm.ee/</a>
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**Ministry of Foreign Affairs:** is the main agency responsible for Estonia's development cooperation. The general goal of Estonian development cooperation is to contribute to the eradication of world poverty and to attaining the Millennium Development Goals. Trade capacity building is not a priority activity of Estonian development cooperation.

**Other government and official agencies with responsibilities directly relevant to TCB****Enterprise Estonia**

Lasnamäe 2 11412 Tallinn Tel.: +372 6 279 700 Fax: +372 6 279 701	E-mail: <a href="mailto:eas@eas.ee">eas@eas.ee</a> Website: <a href="http://www.eas.ee">www.eas.ee</a>
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**Enterprise Estonia:** Established in 2000, Enterprise Estonia promotes business and regional policy in Estonia and is one of the largest institutions within the national support system for entrepreneurship, providing financial assistance, counselling, cooperation opportunities and training for entrepreneurs, research institutions, the public and non-profit sectors.

The principal purpose of operations is to increase the level of well-being in society by working towards the following five strategic objectives:

- Increase in the number of sustainable and quickly growing companies;
- Increase in the export capability and internationalization of Estonian companies;
- Increase in the product development and technological capabilities of Estonian companies;
- Increase in revenue from tourism;
- Integrated and balanced regional development.

Following Estonia's accession to the EU, Enterprise Estonia became one of the agencies implementing EU structural funds in Estonia. During the 2007-2013 EU financing period, €784 million (EEK 12 billion) of the more than €3.4 billion (EEK 53 billion) of structural aid to Estonia has been implemented by Enterprise Estonia.

2013 has been the last year in the 2007-2013 EU financing period. As a result, the proportion of support in its operations has decreased compared with previous periods, and greater attention is being devoted to training events, promoting entrepreneurship awareness and other activities to develop human resources. Enterprise Estonia's strategic priorities are already primarily linked to the development of a strategy for the next seven years (2014-2020).

#### Non-governmental organizations involved in TCB

##### Estonian Center of Eastern Partnership (ECEAP)

Tonismagi st 2  
10122 Tallinn  
Tel: +372 631 7951  
Fax: +372 631 7951

Email: [eceap@eceap.eu](mailto:eceap@eceap.eu)  
Website: <http://www.eceap.eu/center>

**Estonian Center of Eastern Partnership (ECEAP):** To upgrade Estonia's already solid commitment towards the Eastern Partnership (EaP, the Estonian Ministry of Foreign Affairs in c-operation with the Estonian School of Diplomacy created ECEAP, launched on 1 January 2011.

ECEAP is financed mainly through development cooperation funds from the Ministry of Foreign Affairs. Sida and the Finnish Ministry for Foreign Affairs are additional supporters of the Center's activities. The European Commission (EC) has also supported projects.

The activities of the Center are directed above all towards the six EU EaP countries: Armenia, Azerbaijan, Belarus, Georgia, Moldova and Ukraine.

ECEAP arranges training courses for senior and mid-level officials in order to strengthen the administrative capacities of the EaP countries and their ability to cooperate with the EU. ECEAP also offers young diplomats, civil servants and civil society representatives scholarships to participate in post-graduate training provided by the Estonian School of Diplomacy, and conducts EaP-related research, seminars, roundtables and conferences.

The EaP is an EU initiative held under the European Neighbourhood Policy since 2009. EU cooperation with the partner countries is divided into four platforms:

1. Democracy, Good Governance and Stability;
2. Economic Integration and Convergence with EU Policies;
3. Energy Security; and
4. Contacts between People.

On a bilateral level, the EaP aims to attain close cooperation through association agreements, free trade, visa liberalization and many other forms of enhanced integration. Estonia prioritizes the EaP countries in terms of foreign policy, economic relations and development cooperation.

#### **Estonian Chamber of Commerce and Industry (ECCI)**

Toom-Kooli 17  
10130 Tallinn  
Tel.: +372 604 0060

Fax: +372 604 0061  
E-mail: [koda@koda.ee](mailto:koda@koda.ee)  
Website: <http://www.koda.ee/en>

**Estonian Chamber of Commerce and Industry (ECCI):** The ECCI is a private, voluntary membership chamber. Today, it is the largest business representation organization in the country. As of January 2012, it had almost 3,200 members. More importantly, according to a study carried out by Krediidinfo (Credit Info Estonia), the net turnover of the ECCI members constitutes more than 41 per cent of the net turnover of all Estonian companies; the owner's equity of ECCI members constitutes about 36 per cent of the capital of all Estonian companies; and net profits equal 42 per cent of that of all Estonian companies. The ECCI's members account for over 85 per cent of Estonia's total exports. These enterprises are predominantly in the textile, metal, timber, construction and food industries. The majority of the ECCI's membership represents small and medium-size businesses (95 per cent).

The mission of the ECCI is to develop entrepreneurship in Estonia, and it is also an active partner to the Parliament, government and ministries in designing economic policy. Whenever tax policies, corporate law, laws on property and obligations, foreign trade and EU-related issues or professional qualification are discussed, the ECCI speaks actively on the behalf of the Estonian business community.

The ECCI provides many business-related services: consultation (legal, foreign trade, EU-related), business matchmaking (trade missions, trade fair visits, presentations), information services (business contacts, cooperation proposals etc.), training, foreign trade documents etc. The ECCI also hosts the Arbitration Court, which is the only permanent arbitration court in Estonia.

#### **Selected TCB programmes and initiatives in this guide**

##### **GLOBAL ADVOCACY**

- Supporting better global governance

##### **LEGAL AND REGULATORY FRAMEWORK**

- Training on SPS and food safety issues

##### **MARKET AND TRADE INFORMATION**

- Training on agricultural statistics
- Seminar on adjustment of EU trade legislation

## EUROPEAN COMMISSION



### General Information on the European Union's Development Cooperation

The European Commission has the exclusive right to initiate trade policy proposals and is the EU's sole representative in trade negotiations. It has a "collegial" structure and is supported by different "Directorates General" (DGs) with responsibility for different areas of the Union's policy. The EU's mandate for external trade policy lies with DG Trade and that of Aid for Trade (Aft) primarily with DG Development and Cooperation - EuropAid (DEVCO). Other relevant DGs include: (i) Taxation and Customs (TAXUD); (ii) Health and Consumer Protection (SANCO) and (iii) Agriculture and Rural Development (AGRI).

The services of the European Commission work closely with the European External Action Service (EEAS).

More information on the European Commission: [http://ec.europa.eu/index\\_en.htm](http://ec.europa.eu/index_en.htm)

More information on DG DEVCO: [http://ec.europa.eu/development/index\\_en.cfm](http://ec.europa.eu/development/index_en.cfm)

More information on DG TRADE: <http://ec.europa.eu/trade/>

More information on DG TAXUD: [http://ec.europa.eu/taxation\\_customs/index\\_en.htm](http://ec.europa.eu/taxation_customs/index_en.htm)

More information on DG SANCO: [http://ec.europa.eu/dgs/health\\_consumer/index\\_en.htm](http://ec.europa.eu/dgs/health_consumer/index_en.htm)

More information on DG AGRI: [http://ec.europa.eu/agriculture/index\\_en.htm](http://ec.europa.eu/agriculture/index_en.htm)

More information on EEAS: [http://www.eeas.europa.eu/index\\_en.htm](http://www.eeas.europa.eu/index_en.htm)

### Aid for Trade (Aft) Strategy

Supporting developing countries' integration into the world trading system is a development priority for the European Union, as expressed in the 2005 European Consensus on Development.

In October 2007, the EU Council adopted the EU Aid for Trade Strategy, a joint EU policy initiative "to support all developing countries, particularly Least Developed Countries (LDCs), to better integrate into the rules-based world trading system and to more effectively use trade in promoting the overarching objective of eradication of poverty in the context of sustainable development". The Strategy is composed of actions organised under the following pillars:

- Increasing the collective volumes of EU Aft within the ambitious development commitments to raise overall EU aid gradually;
- Enhancing the pro-poor focus and quality of EU Aft;
- Increasing EU-wide and Member States' donor capacity in line with globally agreed aid effectiveness principles;
- Building upon, fostering and supporting ACP regional integration processes with an ACP-specific angle of the Joint EU Aft Strategy;
- Supporting effective Aft monitoring and reporting.

Most recently in October 2011, in the "Agenda for Change" Communication the European Commission commits to scale up its support to enhance the business environment, promote regional integration and help harness the opportunities that world markets offer, as a driver for inclusive growth and sustainable development.

Moreover, in January 2012, the European Commission adopted a Communication on Trade, Growth and Development. The Communication stresses that the EU should focus its efforts on the poorest and most vulnerable countries and make sure those efforts are tailored to their needs and constraints, while ensuring coherence and complementarity between trade, development and other policies. It also calls for a better targeted Aid for Trade.

With respect to trade-related development funding, the EU is one of the leading providers of Aft. Concerning Trade-Related Assistance (Trade Policy and Regulation, Trade Development and Other Trade Related

needs), in 2007 the EU and its Member States committed to an annual increase of €2 billion a year from 2010. This target was reached already in 2008 and 2009. In 2010, TRA from the EU and its Member States totaled €2.6 billion (€1.7 billion from Member States and €0.9 billion from the EU).

The total Aft (including TRA, Trade Related Infrastructure and Building Productive Capacity) commitment of the EU have constantly increased over the period 2004-2010 to reach an all-time high of €10.7 billion in 2010 (Member States committed €8.2 billion and the EU €2.5 billion). Africa accounts for the largest share of Aft from EU and Member States (€3.9 billion representing 38%). The majority of Aft flows to Africa was directed towards South of Sahara (80% of EU programmes and 60% of programmes financed by Member States). Flows towards Africa are followed by flows to Asia, Europe, America, and Oceania. Aft to the African, Caribbean and Pacific Group of States (ACP) has experienced a 41% increase since 2007, reaching €3.1 billion (29% of the total collective EU Aft) in 2010. Concerning Aft categories, the most substantial increases have been reported in Trade Related Infrastructure and Building Productive Capacity which represent more than 90% of total Aft.

As Aft is part of the EC Official Development Assistance (ODA), it is financed through the usual instruments under the regular EU budget and the European Development Fund (EDF).

The EU channels its Aft support through bilateral, regional and multilateral cooperation mechanisms, in general on the basis of programming documents (such as the Country Strategy papers (CSP) and the Regional Strategy papers (RSP)). The EU operates based on priorities expressed by partner countries during the programming process. These priorities are incorporated into the respective CSP and RSP, where trade, private sector, regional integration, agriculture can be articulated as main areas of cooperation. Alternatively, trade-related issues can be embedded in other focal sectors. Depending on the context, implementation modalities vary from the standard project approach in both centralised and decentralised management, to sector or general budget support and co-financing (joint management such as trust funds or delegated cooperation). Most of the implementation is decentralized to recipient countries and, on the EU side, is managed by EU Delegations in partner countries.

The European Commission systematically conducts an Aid for Trade Monitoring exercise. Besides quantitative aspects of Aft, the document shows the results of a qualitative analysis of Aft. The qualitative information is based on the views of EU Delegations and Member States' embassies in partner countries across the developing world.

Sources:

The European Consensus on Development:  
<http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:C:2006:046:0001:0019:EN:PDF>

Agenda for Change:  
[http://ec.europa.eu/europeaid/what/development-policies/documents/agenda\\_for\\_change\\_en.pdf](http://ec.europa.eu/europeaid/what/development-policies/documents/agenda_for_change_en.pdf)

Communication on Trade, growth and development:  
[http://trade.ec.europa.eu/doclib/docs/2012/january/tradoc\\_148992.EN.pdf](http://trade.ec.europa.eu/doclib/docs/2012/january/tradoc_148992.EN.pdf)

EU Strategy on Aid for Trade:  
[http://trade.ec.europa.eu/doclib/docs/2008/november/tradoc\\_141470.pdf](http://trade.ec.europa.eu/doclib/docs/2008/november/tradoc_141470.pdf)

Aid for Trade Report 2012:  
[http://ec.europa.eu/europeaid/what/development-policies/financing\\_for\\_development/documents/swp-199-annex4-aid-for-trade-report.pdf](http://ec.europa.eu/europeaid/what/development-policies/financing_for_development/documents/swp-199-annex4-aid-for-trade-report.pdf)

## Principal official agency responsible for TCB assistance to developing countries

### Directorate-General for Development and Cooperation - EuropeAid

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European Commission  
 B - 1049 Brussels  
 Belgium  
 Web: EUROPEAID-info@ec.europa.eu

**Directorate-General for Development and Cooperation - EuropeAid (DG DEVCO)** is responsible for designing EU development policies and delivering aid through programmes and projects across the world. It incorporates the former Development and EuropeAid DGs. EuropeAid plays a crucial role in designing state-of-the-art development policy for all developing countries, enhancing policy coherence for development while further improving implementation and delivery mechanisms, defining future development policy within the EU, as well as contributing to the setting of standards internationally and to global challenges ahead. EuropeAid's work is carried out with the ultimate aims of reducing poverty in the world, ensuring sustainable development, and promoting democracy, peace and security. As well as designing policies to achieve these objectives, EuropeAid is responsible for implementing the EU's external aid instruments. EU external aid is implemented by DEVCO staff in more than 80 EU Delegations around the world. Delegations design projects and activities, prepare annual programmes, tender for contractors and implement and supervise implementation.

EuropeAid coordinates the actions of the EU institutions, the EU Member States and other EU actors around the Union's core values, objectives and common priorities. EuropeAid delivers aid through a set of financial instruments with a focus on ensuring the quality of EU aid and its effectiveness. An active and proactive player in the development field, EuropeAid promotes good governance, human and economic development and tackles universal issues, such as fighting hunger and preserving natural resources.

For more information:

[http://ec.europa.eu/europeaid/index\\_en.htm](http://ec.europa.eu/europeaid/index_en.htm)

<http://myintracomm.ec.europa.eu/dg/devco/delegations/Pages/roles-responsibilities-of-delegations.aspx>

## Other government and official agencies with responsibilities directly relevant to TCB

### Other Directorates General involved in trade-related matters and TCB:

#### Directorate-General for Trade (DG TRADE)

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European Commission  
 B-1049 Brussels  
 Belgium  
<http://ec.europa.eu/trade/>

**Directorate-General for Trade (DG TRADE):** The European Commission's Directorate-General for Trade (DG TRADE) is in charge of implementing the EU's common commercial policy. Its aim is to contribute to shaping a trade environment that is good for people and for business. This includes maintaining the global trade system and ensuring it adapts to a fast-changing world, creating growth and jobs for Europeans by increasing their opportunities to trade with the world, ensuring that trade is fair by making sure all trading partners play by the rules, helping developing countries trade their way out of poverty, and contributing to sustainable development. DG TRADE's responsibilities cover trade in goods and services, commercial aspects of intellectual property, investment, and other trade-related rules. DG TRADE works closely with the WTO and other multilateral institutions. It is responsible for negotiating multilateral and bilateral trade agreements and as such it is the main EU player in trade and investment negotiations with partner countries, including the Economic Partnership Agreements (EPA) with African, Caribbean and Pacific countries and Free-Trade

Agreements (FTAs) with other parts of the world. DG TRADE is also responsible for preferential trade schemes, notably the General System of preferences (GSP). In order to ensure coherent EU policies, DG TRADE works closely with many other services of the European Commission, including: DG Development and Cooperation on the Trade, Growth and Development Policy and the implementation of the Aid for Trade Strategy; DG Environment, DG Employment, Social Affairs and Equal Opportunities and DG Climate Action on sustainable development issues; etc. DG TRADE has close working relationship with the European External Action Service (EEAS), other European Institutions, notably the European Parliament and the Economic and Social Committee, as well as with EU Member States.

For more information: <http://ec.europa.eu/trade/>

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#### **Directorate-General for Agriculture and Rural Development (DG AGRI)**

European Commission  
B-1049 Brussels  
Belgium  
[http://ec.europa.eu/agriculture/index\\_en.htm](http://ec.europa.eu/agriculture/index_en.htm)

**Directorate-General for Agriculture and Rural Development (DG AGRI):** is responsible for the implementation of agriculture and rural development policy, the latter being managed in conjunction with the other DGs which deal with structural policies. It deals with all aspects of the Common Agricultural Policy (CAP) including farm support, market measures, rural development policy, quality policy, financial and legal matters, analysis and evaluation, as well as international relations relating to agriculture. The mission of the DG AGRI is to promote the sustainable development of Europe's agriculture and to ensure the well-being of its rural areas. The mission will be achieved through: (i) promoting a robust and competitive agricultural sector which respects high environmental and production standards, ensuring a fair standard of living for the agricultural community; (ii) contributing to sustainable development of rural areas, in particular through helping the agricultural sector to adapt to new challenges, protecting the environment and the countryside, and improving the quality of life in rural areas, whilst ensuring growth and jobs in the countryside; (iii) promoting the European agricultural sector in world trade.

For more information: [http://ec.europa.eu/agriculture/index\\_en.htm](http://ec.europa.eu/agriculture/index_en.htm)

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#### **Directorate-General for Health and Consumers (DG SANCO)**

European Commission  
B-1049 Brussels  
Belgium  
[http://ec.europa.eu/dgs/health\\_consumer/index\\_en.htm](http://ec.europa.eu/dgs/health_consumer/index_en.htm)

**Directorate-General for Health and Consumers (DG SANCO):** is in charge of updating and ensuring proper application of EU laws on food safety, consumers' rights and protection of people's health. DG SANCO also manages international relations on food safety, animal health, welfare, nutrition and plant health with third countries, international organizations, the European Food Safety Authority (EFSA), and ensures science-based risk management.

Due to the impact of EU regulations on trading partners and regulators worldwide, DG SANCO policies loom large in the WTO and EU bilateral trade relations with many countries. The need to safeguard the EU against animal diseases remains a priority. Being EU the world's largest food importer, food safety in third countries must be part of this challenge. The main areas of intervention are the following: (i) coordination of EU border inspections of food, plants and animals, to ensure common operating standards; (ii) a stronger push for animal welfare concerns to become a mainstream part of EU food chain policy; (iii) cooperation with Member States and economic operators to implement the rules on hygiene and food and feed safety at a reasonable cost; (iv) cooperation among EU veterinary agencies, to combat animal diseases; (v) cooperation with and between EU laboratories to level up

the quality of the supporting scientific work on all food chain health threats; (vi) a worldwide network of surveillance agencies, based on current cooperation within the EU, to ensure early warning of any real or potential food safety threats; (vii) training of Member States and third country regulators to ensure that local enforcement of EU rules is of a sustained high level of consistency. Part of DG SANCO is the Food and Veterinary Office (FVO), responsible for ensuring the proper implementation and enforcement of the Community legislation on food safety, animal health, plant health and animal. In terms of capacity building to Member States and third countries, in 2006 DG SANCO launched a training programme called “Better Training for Safer Food” (BTSF) to help ensure that everyone is competing on a level playing field and to make intra-EU trade easier.

For more information:

[http://ec.europa.eu/food/intro\\_en.htm](http://ec.europa.eu/food/intro_en.htm)

<http://ec.europa.eu/eahc/food/newsletters.html>

[http://ec.europa.eu/food/fvo/index\\_en.cfm](http://ec.europa.eu/food/fvo/index_en.cfm)

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### **Directorate-General Taxation and Customs Union (DG TAXUD)**

European Commission

B-1049 Brussels

Belgium

[http://ec.europa.eu/taxation\\_customs/index\\_en.htm](http://ec.europa.eu/taxation_customs/index_en.htm)

**Directorate-General Taxation and Customs Union (DG TAXUD):** is in charge of developing and managing the Customs Union, a foundation of the EU, and developing and implementing tax policy across the EU for the benefit of citizens, businesses and the Member States. Particular attention is given to the Internal Market, by making sure it functions smoothly and efficiently.

The Directorate General works to provide solutions in the tax and customs fields to Member States and economic operators, thus enabling them to respond to current economic, social and environmental challenges, both at European and international level. More specifically the Directorate General’s activity aims at: (i) simplifying and modernising the tax and customs administrative rules and procedures with which European economic operators have to comply; (ii) assisting Member States to apply correctly EU tax and customs acquis as well as monitoring the proper transposition and application of tax and customs legislation; (iii) managing and securing the common external border, combating the flow of illegal trade and reinforcing the security of the international supply chain; (iv) developing a coherent, modern and simple VAT system; (v) working towards a coherent direct tax strategy designed to limit distortions which arise from the interaction of the different tax systems of the Member States, with particular emphasis on company taxation and capital income; (vi) working at an international level to improve transparency and information exchange and to ensure coherence between taxation, customs and wider objectives of the Community particularly in the areas of commercial policy, development aid and “Wider Europe”; (vii) reinforcing candidate countries’ capacity to apply the customs and tax community acquis; (viii) adapting energy taxation to the needs of a low carbon economy; (ix) assisting Member States to combat fraud and tax evasion;

For more information: [http://ec.europa.eu/taxation\\_customs/index\\_en.htm](http://ec.europa.eu/taxation_customs/index_en.htm)

### **Other agencies and institutions of the European Union**

The agencies below are separate institutions from the EU but are associated with the work it undertakes.

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#### **European Investment Bank (EIB)**

98-100, Boulevard Konrad Adenauer

L-2950 Luxembourg

<http://www.eib.org/index.htm>



**European Investment Bank (EIB):** The EIB is an EU institution that finances capital investment projects in EU countries and in countries that have cooperation agreements with the EU. In developing countries, it concentrates its efforts on fostering private-sector-led initiatives that promote economic growth and have a positive impact on the wider community and region. It also supports public sector projects, typically in infrastructure, that are critical for private sector development and the creation of a competitive business environment.

For more information: <http://www.eib.org/about/index.htm>

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#### **Centre for Development and Enterprise (CDE)**

2 Avenue Edmond Van Nieuwenhuysse  
B-1160 Brussels  
Belgium  
<http://www.cde.int/>

**Centre for Development and Enterprise (CDE):** The CDE is an ACP-EU joint Institution created within the framework of the Cotonou Agreement and predominantly financed through the European Development Fund (EDF). CDE's mandate given in the Cotonou Agreement positions the Centre as an Institution dedicated to support private sector development in ACP countries.

CDE provides non-financial services to ACP companies and to joint initiatives of ACP and EU economic operators in various economic sectors, with the main aim to increase competitiveness of ACP enterprises.

CDE's specific objectives are: (i) facilitating ACP-EU business partnerships; (ii) developing enterprise support services in ACP (capacity building with private sector organisations and service providers); (iii) assisting investment promotion activities and organisations; (iv) assisting technology transfer and management skills.

For more information: <http://www.cde.int/>

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#### **Technical Centre for Agricultural and Rural Cooperation (CTA)**

Postbus 380  
6700 AJ Wageningen  
The Netherlands  
<http://www.cta.int/>

**Technical Centre for Agricultural and Rural Cooperation (CTA):** CTA is an ACP-EU institution working in the field of information for development. It operates under the ACP-EU Cotonou Agreement. Its mission is to advance food and nutritional security, increase prosperity and encourage sound natural resource management by providing access to information and knowledge, facilitating policy dialogue and strengthening the capacity of agricultural and rural development institutions and communities in ACP countries. It focuses on three key areas: (i) agricultural policies in ACP countries; (ii) promotion of profitable smallholder value chains for marketable products and (iii) building ACP capacity in information and communication and knowledge management (ICKM). The CTA's main partners are ACP national and regional bodies as well as a wide network of ACP-EU public and private sector bodies and international organizations around the world. CTA is funded by the EU.

For more information: <http://www.cta.int>

#### **TCB cooperation initiatives with UN/international agencies and bilateral partners**

The EU collaborates with different UN and International Agencies in the trade capacity building activities. We can mention here International Trade Centre (ITC), WTO, EIF, OECD and ILO. Selected examples are given below:

### International Trade Centre (ITC)

ITC's mission is to enable small business export success in developing and transition-economy countries, by providing, with partners, sustainable and inclusive development solutions to the private sector, trade support institutions and policymakers. The European Commission's Directorate General for Trade (DG TRADE) has been cooperating with ITC for a number of years. It currently contributes to three projects carried out by ITC. The Market Access Map (MacMap) provides on-line information to developing countries on market access conditions in third countries. MacMap complements DG TRADE's Export Helpdesk, which provides developing countries with information on market access conditions to the EU. The Standards Map organizes and disseminates information on private standards and related research to strengthen the capacity of producers, exporters and buyers to participate in more sustainable production and trade. Finally, the Small Traders Capacity Building Programme, launched in October 2012 on the initiative of the European Commission (€1 million over three years), will aim to help small traders in selected LDCs access the EU market.

### Enhanced Integrated Framework (EIF)

The EIF is a multi-donor programme which supports LDCs to be more active players in the global trading system. It supports the formulation of diagnostic trade integration studies (DTIS), capacity building for policy formulation, and facilitates project preparation, appraisal and implementation – so-called Tier 1 projects up to \$900,000 over three years. Tier 2 projects (\$1.5-2 million, possibly up to \$3million) focus on trade-related and supply-side activities and aim at assisting the implementation of Tier 1 projects. The EIF works on the basis of a multi-donor trust fund. The EU and its Member States (Belgium, Denmark, Estonia, Finland, France, Germany, Hungary, Ireland, Luxembourg, Spain, Sweden and the UK) are the largest contributors. The Commission has committed €10 million, including €4 from DG TRADE and €6 million from DG DEVCO.

### WTO Doha Development Agenda Global Trust Fund (DDAGTF)

The DDAGTF was created in 2001 to provide a financial basis for the provision of trade-related technical assistance and training to developing and LDCs and low-income economies in transition. Its main purpose is to assist these countries to better understand and implement WTO obligations and to exercise their rights under the WTO agreements. The Commission (DG TRADE) has been supporting the DDAGTF for several years, making an annual contribution of €1 million between 2009 and 2012.

### Selected TCB programmes and initiatives in this guide

#### TRADE POLICY DEVELOPMENT

- Trade.Com Programme
- Multilateral Trading System Programme (MTS)

#### LEGAL AND REGULATORY FRAMEWORK

- Private Sector Support Project Benin

#### SUPPLY CAPACITY

- Supporting the Caribbean Rum Sector

#### COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES

- Bangladesh Quality Support Programme (BQSP)
- Technical Barriers to Trade (TBT)

#### TRADE PROMOTION CAPACITY BUILDING

- Technical Barriers to Trade (TBT)

**MARKET AND TRADE INFORMATION**

- EU's Export Helpdesk for developing countries (EH)

**TRADE FACILITATION**

- Single Window for the External Trade of Peru

**PHYSICAL TRADE INFRASTRUCTURE**

- EU-Africa Partnership on Infrastructure

**TRADE RELATED FINANCIAL SERVICES**

- ACP Investment Facility
- Latin America Investment Facility (LAIF)
- Central Asia Investment Facility (IFCA) and Asian investment Facility (AIF)
- Neighborhood Investment Facility (NIF)

**SOUTH-SOUTH AND TRIANGULAR COOPERATION (under consideration)**

**OTHER TRADE-RELATED ACTIVITIES**

- Promoting Olive Oil Production and Market Access for Small-Scale Olive Farmers

## FINLAND



### General Information on Finland's development cooperation

Finland's Development Policy Programme runs from 2012 to 2015. Finland's development policy and development cooperation are human-rights-based and aim at eradication of extreme poverty and securing a life of human dignity for all people in accordance with the UN Millennium Development Goals.

Finland's development policy and development cooperation contain four priority areas:

1. A democratic and accountable society that promotes human rights,
2. An inclusive green economy that promotes employment,
3. Sustainable management of natural resources and environmental protection, and
4. Human development.

In addition, there are three cross-cutting objectives: gender equality, reduction of inequality, and climate sustainability.

Main targeted results include:

- Eradication of extreme poverty and securing a life of human dignity for all people
- Millennium Development Goals (MDGs)
- A democratic and accountable society that promotes human rights
- An inclusive green economy that promotes employment
- Sustainable management of natural resources and environmental protection
- Human development
- Gender equality
- Reduction of inequality
- Climate sustainability

Development cooperation is a key instrument of development policy. Development policy and cooperation have strong linkages to trade, industrial, environmental and security policies as well.

Finland's development policy instruments/facilities are general budget support, sector budget support, other sector support, bilateral aid, multilateral aid, EU cooperation, regional and thematic projects and programs, Finnfund, Finnpartnership, institutional cooperation instrument (ICI), higher education institutions – institutional cooperation instrument (HEI-ICI), civil society support, support to INGOs, local cooperation funds, various forms of development communications and global education, support to development research institutions and Academy of Finland, North–South–South higher education institution network program, and humanitarian assistance.

Finland engages itself in bilateral development cooperation with countries where development policy targets can be effectively promoted; its seven long-term partner countries are Ethiopia, Kenya, Mozambique, Nepal, Tanzania, Vietnam and Zambia. In addition, Finland provides support to countries recovering from violent crises, especially Afghanistan, Palestinian Territories and South Sudan. Thematic and regional cooperation complements other channels of assistance, with support increasingly provided through multilateral channels. Regional programs are concentrated on the Mekong region, Central Asia, Southern Africa, East Africa, Andean region, and the West Balkans.

Aid for Trade (broad definition) accounts for approximately a fifth of Finland's development cooperation funding. Finland's Aid for Trade enjoys high priority in both Finland's development contributes in particular to two out of four priorities of Finland's development policy: An inclusive green economy that promotes employment, and Sustainable management of natural resources and environmental protection.

**Aid for Trade (Aft) Strategy**

Finland's Aid for Trade action plan, titled "Creating jobs through private sector and trade development", runs from 2012 to 2015. It is based both on Finland's Development Policy Program and Government's Action Plan on External Economic Relations.

Finland's Aid for Trade works in accordance with the same overall objectives and principles as the rest of development cooperation.

The main objective of Finland's Aid for Trade is: That the private sector creates decent employment and opportunities for entrepreneurship for all.

To increase decent employment and opportunities for entrepreneurship, Finland's Aid for Trade has four goals (outcomes):

- A sound business enabling environment promotes private sector activity;
- Developing countries benefit from international trade and investment;
- Economic activity is based on the sustainable use of natural resources; and
- People's skills and knowledge produce innovative economic activity.

Within these four goals, there are eight focus areas:

- Finland promotes the development of inclusive business that engages poor and easily marginalised people as producers, consumers, innovators and equal partners in business processes. This type of inclusive business improves the employment and incomes of poor and easily marginalised people and helps develop solutions to reduce poverty and respond to other development challenges.
- Finland promotes women's entrepreneurship as a vehicle for making a living, economic empowerment and equality.
- Finland supports strengthening the capacity of the poorest developing countries to benefit from the international trading and investment system. Finland strengthens these countries' ability to recognise key challenges related to trade development and to negotiate, enforce and take advantage of international trade agreements and private standards that complement public policy. Finland promotes sustainable private investment by supporting business and investment climate reforms at a local, national, regional and international level.
- Finland supports the opportunities of microenterprises, small traders, households and women entrepreneurs to benefit from cross-border trade. Regional cross-border trade is often the first step in the internationalisation of small enterprises. Regional cross-border trade also contributes to regional cooperation, integration and stability.
- Finland aims to develop agricultural and forestry value chains so that poor people, women farmers and young people planning a future in agriculture will be able to participate in and benefit from them. This promotes the vertical development of production from the raw materials to the product or service ready for the market. It also promotes the horizontal expansion of the economy into new producer and customer segments and to diversification into new business areas.
- Finland strengthens the development of renewable energy production and distribution, together with the development of environmental protection objectives to make the transition to a greener economy. The aim is to increase both trade and economic opportunities and equitable access to energy for all people.
- Finland promotes the use of information technology to develop innovative economic activity. Examples are mobile banking, microwork and electronic market information that benefits small farmers and traders.
- Finland will start a new kind of development cooperation to improve youth employment in developing countries. This focus theme will combine youth entrepreneurship development, business development services for young entrepreneurs, vocational skills development and creating innovations.

For more details:

Creating jobs through private sector and trade development – Finland’s Aid for Trade action plan 2012–2015:  
<http://formin.finland.fi/public/default.aspx?contentid=263729&nodeid=15452&contentlan=2&culture=en-US>

In addition, Finnish Aft assistance is provided through most development cooperation instruments, of which the following are particularly essential for Aft:

- Sector support for private sector and trade development sector programs
- Project cooperation for bilateral, regional and stand-alone projects in areas of Aft
- Regional programs for trade, regional integration, private sector development, forestry, energy and innovation programs
- Multilateral development aid for trade and development organizations, international financial institutions and UN agencies, funds and programs
- EU cooperation in Aft
- Institutional cooperation instrument for state agencies and offices
- Higher education institutions’ institutional cooperation instrument for universities and other higher education institutions in business sciences and economics
- Funds for local cooperation, which are administered by Finnish embassies, for local (host-country) civil society organizations, think tanks, private sector organizations and companies
- Civil society support and support to INGOs in trade and development, private sector development and other related Aft areas.

#### Principal official agency responsible for TCB assistance to developing countries

##### Ministry for Foreign Affairs of Finland

Postal address:

Ministry for Foreign Affairs of Finland  
 P. O. Box 176  
 FI-00023 Government, Finland

Contact details

Tel: Switchboard: +358 91 6005 or 57815  
 Europe Information: 010 345 6700  
 Fax: +358 962 9840 or 1 605 5799  
 E-mail: [kirjaamo.um@formin.fi](mailto:kirjaamo.um@formin.fi)  
 Web: <http://formin.finland.fi/English>

**Ministry for Foreign Affairs of Finland (MFA)** promotes the security and welfare of Finland and the Finns, and works for a secure and fair world. It concentrates on foreign and security policy, trade policy and development policy as well as on significant foreign policy issues and international relations in general. The Ministry also assists other branches of government in the coordination of international affairs.

Within the MFA, overall responsibility for the formulation of Finland’s international development policy and development cooperation policy falls under the Department for Development Policy, while responsibility for advancing policy coherence between trade policy and development policy is within the Department for Development Policy and the Department for External Economic Relations. Development cooperation issues related to bilateral relations and regional initiatives come under the responsibility of regional departments: the Departments for Europe; for Russia, Eastern Europe and Central Asia; for the Americas and Asia; and for Africa and the Middle East. The Department for Development Policy administers development assistance through multilateral organizations, except for certain specialized agencies focusing on trade and development matters, whose aid is administered by the Department for External Economic Relations.

For more information: [formin.finland.fi/Public/default.aspx?nodeid=15130&contentlan=2&culture=en-US](http://formin.finland.fi/Public/default.aspx?nodeid=15130&contentlan=2&culture=en-US)

**Other government and official agencies with responsibilities directly relevant to TCB****Finnfund Ltd (Finnish Fund for Industrial Cooperation Ltd) and Finnpartnership programme**

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Mailing address:

P. O. Box 391

FI-00121 Helsinki

Street address:

Uudenmaankatu 16 B, 4th floor

FI-00120 Helsinki

**Finnfund (Finnish Fund for Industrial Cooperation Ltd.):** Finnfund is a Finnish development finance institute that offers long-term risk capital to profitable projects in ODA-eligible developing countries and countries in transition outside the EU, incl. Russia. It funds commercially viable private sector projects. Finnfund's projects have an important development objective, specifically to increase the production capacity of developing countries.

**Finnpartnership:** The business partnership program, Finnpartnership, is a channel for cooperation between the Finnish business sector and companies in ODA-eligible developing countries or other actors who want to establish business partnerships. It allows Finnish businesses and other actors to contribute to development cooperation in their own special fields. Finnpartnership finances preparatory activities leading to a business partnership, such as identifying business partners, pre-feasibility study, feasibility study, social and environmental impact assessment, piloting technology and solutions, business plan, training of the employees in the target developing country, utilizing experts in developing a specific business area of a project, and vocational education and training, and support for local education.

In addition, Finnish Aft assistance is provided through most development cooperation instruments, of which the following are particularly essential for Aft:

- Sector support for private sector and trade development sector programs
- Project cooperation for bilateral, regional and stand-alone projects in areas of Aft
- Regional programs for trade, regional integration, private sector development, forestry, energy and innovation programs
- Multilateral development aid for trade and development organizations, international financial institutions and UN agencies, funds and programs
- EU cooperation in Aft
- Institutional cooperation instrument for state agencies and offices
- Higher education institutions' institutional cooperation instrument for universities and other higher education institutions in business sciences and economics
- Funds for local cooperation, which are administered by Finnish embassies, for local (host-country) civil society organizations, think tanks, private sector organizations and companies
- Civil society support and support to INGOs in trade and development, private sector development and other related Aft areas.

**Ministry of Employment and the Economy**

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Postal address:

P. O. Box 32

FI-00023 Government, Finland

Contact details:

Tel: Switchboard: +358 29 506 0000

Fax: +358 9 1606 2160

E-mail: kirjaamo@tem.fi

Web: <http://www.tem.fi/index.phtml?l=en>

**The Ministry of Employment and the Economy** bears the overall responsibility for business environment and industrial policy of Finland, as well as promotion of exports and the internationalisation of enterprises as part of the policy. The Ministry's export promotion policy aims to ensure that Finnish enterprises have at least equal internationalisation conditions and operating possibilities in the market compared to the companies of competitor countries. Public export promotion services are primarily provided for small and medium enterprises. The Ministry strives, with public services and subsidies, to encourage enterprises operating on the home market to internationalize their business, as well as to accelerate the internationalisation process of enterprises that have already started exporting. The MEE also has the overall responsibility for advancing the corporate social responsibility of Finnish firms.

For more information: <http://www.tem.fi/index.phtml?l=en&s=2212>

#### **Other official or government trade-related organizations**

**Centre for Metrology and Accreditation (MIKES):** The Centre for Metrology and Accreditation supports the competitiveness of Finnish trade and industry, and promotes the quality and reliability of national testing and inspection services. It provides internationally recognized accreditation and calibration services.

For more information: <http://www.mikes.fi/frameset.aspx?url=page.aspx%3fcontentID=194>

**Export Promotion and Internationalisation (EPI):** The Ministry for Foreign Affairs and the Finnish diplomatic and consular missions monitor and promote Finland's economic interests abroad through its Export Promotion and Internationalisation (EPI) function. The geographically wide network of diplomatic and consular missions abroad, in cooperation with other EPI actors, provides companies with public services related to export promotion and internationalisation. Other key Finnish operators in export promotion and internationalisation include Finpro; Tekes (Finnish Funding Agency for Technology and Innovation); Finnvera; Finnfund; Invest in Finland; Finnish Tourist Board; Technical Research Centre of Finland; Sitra (Finnish Innovation Fund); Regional Business Service Centres; Confederation of Finnish Industries and Chambers of Commerce.

For more information: [formin.finland.fi/public/default.aspx?nodeid=15166&contentlan=2&culture=en-US](http://formin.finland.fi/public/default.aspx?nodeid=15166&contentlan=2&culture=en-US)

**FINAS:** A national accreditation body, FINAS is an operationally and economically independent department within the organization of the Centre for Metrology and Accreditation (MIKES).

For more information: <http://www.mikes.fi/frameset.aspx?url=finas.aspx%3fcategoryID=2&langID=fi>

**Finnvera**, a specialized financing company owned by the State of Finland, is an official Export Credit Agency (ECA) that provides its clients with loans, guarantees, venture capital investments and export credit guarantees. The State of Finland is responsible for all the guarantees it issues, and its operations are steered by the industrial and ownership policy goals laid down by the State. Among these are: (i) increasing the number of starting enterprises; (ii) enabling financing for changes encountered by SMEs; and (iii) promoting enterprise growth, internationalisation and exports. In its operations, Finnvera is expected to adhere to the principle of economic self-sustainability.

For more information: <http://www.finnvera.fi/eng/Company/Finnvera-in-brief>

**Finpro**, an association founded by Finnish companies in 1919, is a global expert network with the national task of promoting the growth and competitiveness of Finnish companies through internationalization. Its global Trade Center Network promotes Finnish exports and imports to Finland. Its clients are Finnish companies at different stages of internationalization, and its aim is to guarantee that they, and especially small



and medium-sized companies, have access to high quality, comprehensive internationalization services around the world. Finpro also provides foreign companies looking for business contacts in Finland with information through the Finnish Exporters' database.

For more information: <http://www.finpro.fi/en-US/Finpro/>

**Fintra** is specialized in providing training services to Finnish companies that are either starting global business or are already active in this field. It maintains a network of 300 experts who provide training to some 4,000 persons per year.

For more information: <http://www.fintra.fi>

**The National Board of Patents and Registration of Finland (NBPR):** The NBPR advances technological and economic progress, both in Finland and internationally. It participates actively in international activities in its field and closely monitors how they develop. The NBPR has a wide network of international contacts, including the World Intellectual Property Organization (WIPO) and other institutions. Finland has acceded to several intellectual property treaties and organizations relating to the NBPR.

For more information: <http://www.prh.fi/en/tietoaphsta.html>

#### **Non-governmental organizations involved in TCB**

**Finnish Standards Association (SFS):** SFS is an independent, non-profit making association and a member of the International Organization for Standardization (ISO) and the European Committee for Standardization (CEN). SFS co-ordinates standardization in Finland; produces and approves SFS standards; sells SFS and foreign standards; maintains databases of standards; provides general information on standards and standardization; and manages environmental labeling systems. It also manages the WTO information Centre in Finland.

For more information: [http://www.sfs.fi/sfs\\_lyhyesti/tehtavat/](http://www.sfs.fi/sfs_lyhyesti/tehtavat/)

#### **TCB cooperation initiatives with UN/international agencies and bilateral partners**

Finland supports international and regional financial institutions and a number of UN agencies by allocating core funding for them and earmarked funding for some of their AFT funds and programmes. Multilateral cooperation is an important avenue for the implementation of Finland's Aid for Trade. The operations of the multilateral organisations respond to country-level and regional challenges and priorities, that require cross-border, regional and global solutions. Important topics are non-tariff barriers and other regulations, such as technical regulations and standards as well as voluntary certification systems applied by companies, customs procedures, sanitary and phytosanitary measures, rules of origin, trade defence instruments or broader trade-related themes such as investment, public procurement, competition rules or intellectual property rights.

Finland allocates both multilateral and regional, as well as multi- and bi-lateral AFT funding to the strengthening of competitive productive capacity, improvement of investment climate and to programmes which help recognise potential investors and facilitate their operation in developing countries. Finland promotes gender equality, reduction of inequality as part of poverty eradication, climate sustainability, green economy and creation of decent jobs also in multilateral cooperation. Finland increasingly allocates multilateral AFT funding to established organisations, reduces the number of partner organisations and encourages the organisations to cooperate more closely with each other in order to improve aid effectiveness. Finland encourages the multilateral and international organisations to collaborate with Finland's bilateral projects in the long-term partner countries. Furthermore, the least developed countries stand at the core of Finland's development aid. The Ministry for Foreign Affairs of Finland aims to have multiyear cooperation agreements with the established partner organisations.

## Selected TCB programmes and initiatives in this guide

### GLOBAL ADVOCACY

- Support for OECD's analytical work in the global AfT monitoring exercise
- Support for UNCTAD's flagship reports
- Support to the International Centre for Trade and Sustainable Development (ICTSD) and the European Centre for Development Policy Management (ECPDM)

### TRADE POLICY DEVELOPMENT

- Support through EIF for Trade-Related Technical Assistance to LDCs
- Support to UNCTAD's technical assistance, topics include i.a. investment and entrepreneurship, information and communication technologies and development, trade and gender, WTO accession and academic cooperation
- Support to UNIDO for the implementation of activities under the Trade Capacity-Building Programme with specific focus on LDCs and the EIF
- Support to International Trade Centre's technical assistance
- Support to WTO Doha Development Agenda Global Trust Fund (DDAGTF)
- Support to ICTSD's research, networking and dialogues in trade strategies and trade policies
- Support to OECD's work in research, strategies and guidance in trade and development policy work
- Support to ECDPM's research and advocacy work in policy coherence for development
- Support to UNDP's AfT work in trade policy development in Kosovo

### LEGAL AND REGULATORY FRAMEWORK

- Support to Private Sector Development Reform Programme II in Zambia in developing investment legislation
- Support to PEDSA, Sector Program for Rural Development in Mozambique, in developing agricultural legislation and policies
- Support Sustainable Forest Development – Sustainable Financing Phase Project in Laos in developing forestry legislation and administration
- Support to IFC Ukraine Cleaner Production Project in improving the legislative and regulatory framework of cleaner production
- Regional program in Southern Africa to implement the OECD's Policy Framework for Investment
- Support to UNCTAD's programs on e-commerce and law reform in Laos, Cambodia and East Africa
- ICTSD-ACWL project 'Managing and Avoiding Trade Conflicts by Strengthening Legal Capacity in Developing Countries', implemented in co-operation with the Secretariat of the WTO.

### SUPPLY CAPACITY

- Support to agricultural and forestry productive capacity projects in Afghanistan, Cambodia, Egypt, Ethiopia, Kenya, Kyrgyz Republic, Laos, Mongolia, Mozambique, Nepal, Nicaragua, Peru, Tanzania, Vietnam, Zambia, Andean region, Mekong region, and WEI region (Eastern European CIS countries, South Caucasus, Central Asia)
- Support to private sector development programs in Zambia,
- Support to green construction in Zambia
- Support for energy supply development programs in Central America, Andean region, Mekong region, East and Southern Africa, and Indonesia
- Support to innovations, ICT and services sector projects in Mozambique, Tanzania, Southern Africa, and Vietnam
- Support to EBRD's Southern & Eastern Mediterranean (SEMED) Trust Fund in North Africa, Neighbourhood Investment Facility (NIF) in North Africa, Early Transition Countries Initiative in WEI region (Eastern European CIS countries, South Caucasus, Central Asia)

- Support to UNIDO's work in developing productive and trade capacities and agricultural entrepreneurship in LDCs
- Support to ITC's project to develop the pineapple sector of Benin and Togo, paying particular attention to women-owned businesses, and making use of a similar approach to help women traders in various sectors in the EAC.
- Support through EIF for Trade-Related Technical Assistance to LDCs

#### **COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES**

- Support for Standards and Trade Development Facility (STDF)
- Support to WTO's DDAGTF
- Support for UNIDO's trade capacity-building programs

#### **TRADE PROMOTION CAPACITY BUILDING**

- Support to Finnpartnership program
- Support to projects in various countries funded from Local cooperation funds

#### **MARKET AND TRADE INFORMATION**

- Support to UNDP's AFT program's market and trade information development in WEI region (Eastern European CIS countries, South Caucasus, Central Asia)

#### **TRADE FACILITATION**

- Support to WCO's program in customs modernization in East and Southern Africa

#### **PHYSICAL TRADE INFRASTRUCTURE**

- Support to Private Sector Development Reform Programme II in Zambia in developing trade infrastructure
- Support to agriculture and rural development programs in Cambodia, Kenya, Nicaragua and Zambia in developing rural infrastructure
- Support to EBRD's NIF and ETC Trust Funds in developing infrastructure
- Support to EU-Africa Infrastructure Trust Fund in developing infrastructure
- Support to EIF's analytical and coordination work in trade and economic infrastructure
- Support to roads construction, bridges, ports and electrification projects in developing countries funded from concessional credits

#### **TRADE RELATED FINANCIAL SERVICES**

- Support to EBRD's ETC Trust Fund in developing trade-related financial services
- Support to International Trade Centre's (ITC) program on Trade Finance

## FRANCE



### General information on French development cooperation

The geographic priorities and the sector strategic orientations of France's public development assistance policy are defined by the CICID (Comité Interministériel de la Coopération Internationale et du Développement - or French Interministerial Committee for International Cooperation and Development). A French Development Cooperation Strategy, summarized in the Framework Document entitled "Development Cooperation: A French Vision", was designed and adopted in October 2010, after a large consultation with relevant stakeholders.

The implementation of development cooperation and ODA involves two ministerial partners:

- Ministry of Foreign Affairs (MAE),
- Ministry of Economy, Finance and Trade,

The primary development operator is the AFD (Agence Française de Développement - or French Development Agency).

France's determination to strive for fairer globalization, more respectful of individual rights, means that it must move from a development assistance policy, which implies an asymmetrical donor-beneficiary relationship, over to a policy of cooperation with developing countries. This cooperation will permit to take up four complementary challenges, identified by France as priorities, and which critically need to be managed with success. These four challenges are the following:

- fight against poverty and reduce inequality;
- contribute to shared and sustainable growth;
- preserve global public goods;
- promote stability and the rule of law as factors of development.

France considers moreover that financing global responses requires a global approach to financing development that of course includes Official Development Assistance (ODA) but also underlines the challenge of mobilizing much greater resources for development in the form of developing countries' own resources, and private, local and international investment.

France's cooperation policy integrates a universal perspective, and thus contributes to building global policies through its action in international fora (United Nations, World Bank; IMF, G8, G20...) and by its participation in a broad array of vertical funds that provide an overall response to sectoral issues. Yet, French cooperation is also based on an approach that differentiates among country partners. To reflect these country partner differences and its own capacities and priorities, France forged differentiated partnerships, which are in line with the objectives pursued and the resources mobilised. It concentrates its cooperation action on two priority regions:

- Sub-Saharan Africa, where French cooperation support will mobilise all bi- and multilateral instruments, focusing grant funding on seventeen priority poor countries, mainly from the group of Least Developed Countries (LDCs); and
- The Mediterranean Basin countries. Since most of these countries are middle-income countries, French public financial support will come primarily in the form of loans (except for the Palestinian Territories), supplemented by cultural, scientific and technical exchanges. French cooperation in this region operates mainly within the framework of the European Neighbourhood Policy and in close concert with ENP instruments.

Actions in these two priority regions are supplemented by interventions mainly in two categories of countries, fragile and crisis-affected countries (particularly in the Sahel, the Middle East and the Afghanistan) and emerging countries.

These four differentiated types of partnerships (Sub-Saharan Africa, Mediterranean Basin countries, crisis-affected countries, emerging countries) will serve as a reference for allocating France's bilateral resources. They also determine France's positions regarding the use of the European and multilateral instruments to which it contributes. For the 2011-2013 budget triennium, the allocations for each type of partnership are:

- Sub-Saharan Africa: over 60% of which over 50% of grants to the 14 priority poor countries,
- Mediterranean: 20%;
- Crisis countries: 10% (crisis and post-crisis management, excluding preventive action);
- Emerging countries: no more than 10%.

France's cooperation action operates sectorally and thematically via specific, more detailed strategies, particularly in the following sectors:

- Education and training;
- Gender;
- Water and sanitation;
- Health;
- AIDS control;
- Agriculture and food security and nutrition;
- Governance;
- Development of infrastructure in sub-Saharan Africa;
- Protection of the environment and biodiversity;
- Development of the private sector;
- Tax resources in developing countries; and
- Aid for trade.

#### **Aid for Trade (Aft) Strategy**

France adopted its strategic framework for Aid for Trade, validated by its Inter-ministerial Committee for International Co-operation and Development (CICID) on 5 June 2009. This strategy sets out two priority goals within the objective of promoting regional integration:

- Supporting the development of regional trade policies related to the international markets;
- Improving competitiveness in local, regional and international markets.

The financing structure of French Aft has not changed significantly over time. The French Development Agency (AFD) is the key player in delivering Aft, channelling it mainly through loans and bilaterally. Interventions are identified in each partner's programming document, referred to as "Framework Partnership Documents", which are prepared every three to four years. Priority is granted to supporting regional integration. France considers indeed that for developing countries, especially LDCs, one of the biggest challenges is to improve their integration into global trade, which means in most cases developing their local and regional markets. The French Government's strategy on regional Aft strives however to ensure that regional interventions are based on partner countries' respective national programmes, and considers it critical that a strong link and a good degree of complementarity exist between regional and national Aft activities. This approach is coordinated with the French Government's interventions in sectors such as energy, transport and customs.

In 2010, France's Aft reached €1.28bn, making it one of the biggest bilateral donors of Aft – a trend which is expected to continue in the near future. Geographically, French priorities are Sub-Saharan Africa and countries bordering the Mediterranean Sea, and then all the poorest countries and regions that have strong trading connections with France.

A substantial share of French AfT is implemented by AFD through projects aimed at reinforcing regional integration in various sectors (agriculture; tourism, banking sector, port facilities, energy...) and through the French programme specifically dedicated to export development: the Trade Capacity Building Programme (PRCC – Programme de renforcement des capacités commerciales). The PRCC was launched in 2002 and renewed for a further three years in 2009 with funding of €30 million, it is a flagship programme of the French Government's trade-related assistance interventions.

France also contributes to AfT through multilateral channels, most particularly the EU (through EDF contribution), World Bank (via the replenishment of IDA resources) and the African Development Bank (contribution to the African Development Fund).

France is committed to reinforce the coordination and the complementarities of interventions among donors. In this spirit, and in Least Developed Countries, France works in the framework of the Enhanced Integrated Framework (€1 million a year for the periods 2009 – 2011 and 2012-2014). France's AfT projects also contribute to the implementation of action plans from the Diagnostic Trade Integration Studies (DTIS).

France also supports the Doha Development Fund which finances WTO technical assistance and training to facilitate the integration of developing countries into the multilateral trading system (€1 million a year for the periods 2009 – 2011 and 2012-2014).

It also participates to the financing of some of the IMF Regional Technical Assistance Training Centres, and focuses most notably on two African Regional Technical Assistance Centres (AFRITAC): one in West Africa (UEMOA+ Guinea, Mauritania and Ghana); one in Central Africa.

For more information: <http://www.afd.fr/jahia/webdav/site/afd/users/administrateur/public/publications/AFD-Aide-au-commerce.pdf>

### Principal official agency responsible for TCB assistance to developing countries

Agence Française de Développement (AFD)

#### French Agency for Development

5, rue Roland Barthes  
F-75598 PARIS Cedex 12  
Tel: + 33 15 344 3131  
Fax: + 33 14 487 9939  
E-mail: [site@afd.fr](mailto:site@afd.fr)  
Web: <http://www.afd.fr/jahia/Jahia/lang/en/home>

**French Agency for Development (AFD):** AFD supports projects with economic or social impacts in both the public and private sectors: infrastructure and financial systems, urban and rural development, and education and health. It operates today in over 60 developing countries and in all France's Overseas Departments through a wide range of financial instruments that underwrite its activities: grants, subsidies, guarantees, loans, equity shareholdings, co-financing and local bank intermediation and market condition loans. It also contributes, in collaboration with its supervisory authorities, to public policy design and to France's influence in the development world. AFD commits, in all its activities, to promoting the Millennium Development Goals, including economic growth, poverty reduction and sustainable development.

For more information: <http://www.afd.fr/jahia/Jahia/lang/en/home/Qui-Sommes-Nous>

**Other government and official agencies with responsibilities directly relevant to TCB****The Ministry of Foreign and European Affairs (Paris)**

Directorate-General of Global Affairs, Development and Partnerships  
 DGM/ECODEV/AEI  
 27, rue de la Convention  
 CS 91533  
 F-75732 Paris Cedex 15  
 Tel (33) (0)1 43 17 64 60  
<http://www.diplomatie.gouv.fr>  
 Contact Point: Melissa Dalleau ([melissa.dalleau@diplomatie.gouv.fr](mailto:melissa.dalleau@diplomatie.gouv.fr))

**The Ministry of Foreign and European Affairs (MAE):**

The missions of the MAE are to:

- Summarize information on the changing global economy and put it into perspective, prepare decisions on the French government's foreign policy;
- Draft France's foreign policy;
- Coordinate France's international relations
- Protect French interests abroad and assist French nationals outside France.

The creation of the Directorate-General of Global Affairs, Development and Partnerships (DGM) in April 2008 as part of the reform of the Ministry, enables diplomacy to anticipate, identify and respond to the challenges of globalization more effectively. The MAEE is notably in charge of defining and implementing development aid strategy, of which Aid for Trade is one component. Through the DGM, it aims to help foster a better regulated and more supportive global economy and to adapt the priorities of French development co-operation to the new international context. In addition to its leadership role in defining Aid for Trade, the MAE directly participates with financial support (FSP, operational credits) and by providing technical assistance to public administrations in the developing countries and to international organisations. The MAE is the main supervisory authority of the AFD.

For more information: <http://www.diplomatie.gouv.fr/>

**The Ministry of Economy and Finance (Paris)**

Ministry of Foreign Trade  
 Address: 139, rue de Bercy  
 F-75572 Paris Cedex 12  
<http://www.economie.gouv.fr/>  
<http://www.commerce-exterieur.gouv.fr/>  
 Contact Point: Emmanuel Viaud ([Emmanuel.viaud@dgtresor.gouv.fr](mailto:Emmanuel.viaud@dgtresor.gouv.fr))

**The Ministry of Economy and Finance and the Ministry of Foreign Trade** is responsible for multilateral finance issues (debt, monetary cooperation) and are one of the supervisory authorities of the AFD. They are responsible for Development Banks and certain thematic funds, and manage around 10% of French bilateral ODA. Its Directorate-General of the Treasury is the key department responsible for development cooperation, and for multilateral and bilateral economic, financial and international issues. It covers the economic, monetary and development cooperation dimensions with partner states as well as trade and development issues. Its mandate goes well beyond the scope of ODA; it links the financial and fiscal approach with ODA.

For more information: <http://www.tresor.economie.gouv.fr>

### Other official or government trade-related organizations

This list contains some of the main official and government trade related organizations. It is a non-exhaustive list.

#### PROPARCO:

##### Investment and Promotions Company for Economic Cooperation

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151, rue Saint Honoré  
75001 Paris, France  
Tel : + 33 1 53 44 31 08  
Fax : + 33 1 53 44 38 38  
Web: [proparco@proparco.fr](mailto:proparco@proparco.fr)

**PROPARCO:** PROPARCO, the Investment and Promotions Company for Economic Cooperation, was created in 1977 and is a development financial institution, partly held by Agence Française de Développement (AFD) and private shareholders from both the North and the South. PROPARCO's mission is to be a catalyst for private investment in developing countries which targets growth, sustainable development and reaching the Millennium Development Goals (MDGs). It finances operations which are economically viable, socially equitable, environmentally sustainable and financially profitable. Its sectoral strategy is tailored to the level of a country's development and focuses on the productive sector, financial systems, infrastructure and equity investment. PROPARCO invests in a geographical area ranging from major emerging countries to the poorest countries, in particular in Africa, and has high-level requirements in terms of social and environmental responsibility. It has a wide range of financial instruments to meet the specific needs of private investors in developing countries (loans, equity, guarantees and financial engineering). In 2010 PROPARCO invested €944M.

For more information: [http://www.proparco.fr/jahia/Jahia/lang/en/Accueil\\_PROPARCO/PROPARCO](http://www.proparco.fr/jahia/Jahia/lang/en/Accueil_PROPARCO/PROPARCO)

#### AFNOR

##### Organization of the French Standardization System

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11, rue Francis de Pressensé 93571  
La Plaine Saint-Denis Cedex.  
France  
Tel. : +33 1 41 62 80 00

**AFNOR:** AFNOR, the French market leader in quality management and standardization training, is an international service delivery network that revolves around the four core competency areas of standardization, certification, publication, and training. In order to build and deploy its technical support and development services abroad, AFNOR mobilizes the competencies of the leading French agencies specialized in a broad range of areas from standardization, certification and quality management to testing, metrology, marketplace intelligence and consumer protection. With public authority backing and support from French industry leaders, AFNOR draws upon multicultural teams with highly specialized skill-sets to design and implement programmes geared specifically to partner countries' individual national environments and industrial sectors. AFNOR works in developing countries and emerging markets, providing support to government administrations, standardization offices, and any organization involved in quality, standardization and normalization activities. It also works with developing country authorities to facilitate their membership of the WTO. Located in more than 30 countries, the AFNOR Group commercializes its assessment and certification services in over 90 countries. Its representations offer local enterprises the advantage of being aided in a first rate homogeneous performance approach to European or international services. In Asia, the "Asia" hub was created in Taiwan in July 2008 and a partnership agreement was signed with India in 2008.

For more information: <http://www.afnor.org/groupe/a-propos-d-afnor/cooperation-et-projets-internationaux>



**DGTRESOR****Trésor Direction Générale****Project Assistance Division**

139 rue Bercy  
75572 Paris Cedex  
France  
Tel. : +33 1 44 87 19 43

**DGTRESOR\Project Assistance Division:** RPE (Emerging Countries Reserve) and FASEP (Private Sector Research and Assistance Fund) are two instruments managed by the Project Assistance Division of the Directorate General of the Treasury and accounted for as part of France's official development assistance. In this respect, they are in-line with the directions chosen for French assistance, with particular stress being placed on sustainable development. These instruments also comply with the provisions of the OECD Arrangement on officially supported export credits. The purpose of the RPE is to provide support to approximately twenty emerging countries, through soft loans, in order to implement their development projects. France's financial assistance is granted on the basis of a detailed analysis of each project (including a priori assessment by an independent expert). Since 2000, the RPE has supported 70 projects representing a total of EUR 3.2 billion. Providing grants, the FASEP is involved in a larger geographical area (approximately sixty developing or transitional countries are eligible for assistance), helping local project owners to conduct studies in order to prepare their infrastructure projects or investment policies. Since 2000, EUR 260 million in grants have supported 400 services provided by more than 150 French companies in 55 countries. The FASEP has different forms: FASEP-Etudes essentially funds feasibility studies or technical support; FASEP-Innovation verte funds demonstrators of innovative technologies devoted to the environment and sustainable development; FASEP-Formation professionnelle co-funds the preparation of vocational training initiatives in the partner countries; FASEP-RSE assists project owners with drafting their specifications as regards social and environmental responsibility (SER) or with assessing the SER features of the tenders which they receive. Applications for RPE and FASEP funding are processed by the Directorate General of the Treasury and then examined by an inter-ministerial committee. Every six weeks, the committee, chaired by the head of Export Finance and Trade Promotion Division of the Directorate General of the Treasury, meets with all the relevant authorities attending. It decides on applications for funding under the FASEP and provides an opinion to the Minister for the Economy and Finance, who is the decision-maker, on applications for funding under the RPE.

For more information: <http://www.tresor.economie.gouv.fr/fasep>.

**ECOCERT** is a control and certification organization whose activities are governed by the public authorities and legislation. It works to promote organic products through its control and certification activities in over 80 countries and employs 350 people worldwide. It has subsidiaries (Brazil, Canada, Catalonia, Colombia, Germany, Japan, Portugal, Romania, South Africa, Spain) and regional offices (Burkina Faso, China, Costa Rica, Ecuador, India, Madagascar, Morocco, Tunisia, Turkey).

For more information: E-mail: [consommateurs.france@ecocert.com](mailto:consommateurs.france@ecocert.com)

**France's National Institute of Statistics and Economic Studies (Institut National de la Statistique et des Études Économiques (INSEE):** INSEE is a Directorate General of the Ministry of the Economy, Finance, and Employment and is therefore a government agency whose personnel are government employees, although not all belong to the civil service. INSEE operates under government accounting rules and receives its funding from the state's general budget.

For more information: <http://www.insee.fr/en/insee-statistique-publique/default.asp>

**International Technical Assistance Agency (ADETEF):** ADETEF is a public interest group (GIP) set up by the French government, the French Development Agency (AFD), the *Caisse des dépôts et consignations*, the *Institut Télécom* and the *Mines ParisTech* group. ADETEF works with public sector experts in the economic and financial sectors, and offers consultancy, audits and services in the form of seminars, study trips, conferences and high-level meetings. ADETEF and the economy and budget ministries have renowned expertise in the field, with a decade of experience in managing over 100 institutional twinning projects in the European Union and increasingly active participation in international donors' bid-based projects (74 contracts currently under management). ADETEF works on public policies in the field of public finance (budget, taxation, public accounting and customs), economic and financial regulation, economic development (industry, SME-SMIs, business development, innovation and standardisation, quality, tourism, digital economy, and public-private partnerships), energy and sustainable development, statistics, public procurement and communication, and human resources development.

ADETEF and the economy and finance ministry experts work in the developing, emerging and transition countries at the request of partner administrations and international organisations: European Union, World Bank, Asian Development Bank, etc. The agency is highly active in Eastern Europe (Central Europe, the Balkans, Russia and Ukraine) and around the Mediterranean Rim (Algeria, Morocco, Tunisia, Jordan, Lebanon, Palestinian territories and Syria). We also provide administrative assistance services in Asia (China, Vietnam, Laos and Cambodia), Latin America and Sub-Saharan Africa. ADETEF is headquartered in Paris with representative offices in Hanoi (Vietnam), Kiev (Ukraine) and Budapest (Hungary) to work as close to the field. For more information: <http://www.adetef.fr>

**France Expertise Internationale (FEI)** FEI was founded on 1 April 2011 as a public agency under the supervision of the Ministry of Foreign and European Affairs. Through its work on major projects, including some in areas in crisis, FEI has acquired sound know-how in project engineering and management. Its actions are part of development assistance programmes, such as the Millennium Development Goals, and the fight against poverty. They are also aimed at coping with emergencies and promoting the production of public goods in the world. FEI takes a long-term view aimed at creating the right conditions for sustainable development and the creation of public goods by having the beneficiaries take ownership of the shared know-how. Among all the sectors, in which it works, FEI notably provides support for national and regional agricultural policies, capacity-building for institutions for the prevention of food emergencies, and strives to increase efforts with regards to the improvement of farming systems and the establishment of collective facility management systems.

For more information: <http://www.fei.gouv.fr/>

**National Institute for Agricultural Research (INRA):** INRA carries out mission-oriented research for high quality and healthy foods and competitive and sustainable agriculture. It is a mission-oriented research institute that addresses core development issues, from the local to the international. It maintains scientific partnerships with major scientific research institutes worldwide, universities, and agronomy and veterinary schools, and is committed to helping build the European Research Area.

For more information: <http://www.international.inra.fr/>

**National Institute for Product Origins and Quality (INAO):** INAO is a public-sector organization operating under the aegis of the Ministry of Agriculture and Fisheries. It is responsible for the management of signs for the identification of product quality and origin in France.

For more information: [http://www.inao.gouv.fr/public/home.php?pageFromIndex=textesPages/Nos\\_missions378.php~mnu=378](http://www.inao.gouv.fr/public/home.php?pageFromIndex=textesPages/Nos_missions378.php~mnu=378)

**Recherche Agronomique pour le Développement (CIRAD):** CIRAD is a French agricultural research organization that works for development in the South and the French overseas regions. It is a public industrial and commercial enterprise (EPIC) under the joint authority of the Ministry of Higher Education and Research and the Ministry of Foreign and European Affairs, working with developing countries to generate and pass on new knowledge, support agricultural development and fuel the debate on the main global issues in agriculture. For more than half a century, CIRAD has been working for international scientific cooperation, a commitment that is reflected in its bilateral and multilateral agreements with more than 90 countries. While sub-Saharan Africa is the continent with which it has the most and the oldest links, over the past twenty years the number of scientific agreements and joint research programmes with other parts of the world has grown substantially. From its regional offices, CIRAD conducts joint operations with more than 90 countries, and has scientific platforms with a regional vocation in the French overseas regions. In metropolitan France, it provides the national and global scientific communities with extensive research and training facilities.

For more information: <http://www.cirad.fr/en/who-are-we>

#### **Non-governmental organizations involved in TCB**

**Institut de Relations Internationales et Stratégiques (IRIS):** IRIS is a French research centre for international and strategic studies. Its team of experts, its networks and the quality of the analyses it conducts make the IRIS a privileged corporate partner for international development and a credible interlocutor for Institutions. Established in 1991, IRIS's mission is to conduct research and analysis, develop expertise, provide up-to-date information, promote debates and improve policy and decision-making. Its activities encompass four main sectors: (i) providing strategic insights to government officials, international institutions, business executives, journalists, students and the civil society; (ii) organizing events; (iii) organizing lectures and seminars; and (iv) publishing articles, briefings, reports and books on international issues. IRIS has built up a strong team of approximately forty cross-the-board researchers, over half of whom are experts in their fields. The centre sustains exchanges with various international research centres, thereby strengthening its network of experts across the world and broadening its range of activities. IRIS is a fully independent organization, pursuant to the French "Loi 1901" legislation on association. It is financed by public contracts (research studies, consulting briefings) and private contracts (sponsoring, consulting).

For more information: <http://www.iris-france.org/en/iris/presentation.php>

**Institut des régions chaudes (IRC):** IRC (formerly named CNEARC), located in Montpellier since 1981, belongs to Montpellier SupAgro, a public postgraduate institute, and is also a member of Agropolis, the international agronomy research and higher education platform. Its central missions are to train agronomists to be able to promote and accompany development dynamics in Southern countries. The Institute offers courses focused mainly on training professionals in the capacity to accompany development dynamics in Southern countries and, more generally, regions in crisis. Particular attention is paid to family-based farming and poverty alleviation. The IRC is run by a teaching and administrative team with extensive development experience.

For more information: <http://www.supagro.fr/web/irc/>

**International Study Centre for Local Development (CIEDEL):** CIEDEL is attached to the Faculty of Social and Economic Science and Law of the Catholic University of Lyon (France). It and its predecessors in Lyon have been active in the field of development for the last 25 years. It offers modular courses on a variety of subjects. Parallel to the courses, the staff regularly carries out consultancy assignments for international bodies (UN, CE), NGOs and public development agencies on all levels, including municipalities, regions/provinces and national ministries in various domains, through evaluations, policy-advice, and accompaniment and change management by members of the pluridisciplinary team. Some examples of support provided by

CIEDEL are: (i) elaboration of local development plans and evaluation of projects, programmes, or policies in a participatory manner; (ii) training in lobbying and advocacy; (iii) setting-up local investment funds; (iv) organizing decentralisation systems; and (v) organizational capacity building. CIEDEL has organized training courses in France (both at its Centre and elsewhere) and in the South. Since 1995, CIEDEL and seven local training institutes from the South have been working together on a common training programme for development workers in both the South and the North (Madagascar, Mali, Burundi, DR Congo, Cameroon, Burkina Faso and Peru).

For more information: E-mail: [ciedel@univ-catholyon.fr](mailto:ciedel@univ-catholyon.fr) and <http://www.ciedel.org>

**Geocoton:** Geocoton is the new name for Southern Agricultural and Industrial Development (Dagris – formerly the French Textile Development Company CFDT) since the privatization of Dagris in March 2008. This company was created in 1949 to help both overseas development and the access to raw materials needed by France, and was mostly publicly financed before its privatization. After colonial independence, the CFDT became a cooperative enterprise led by the French Government to assist national cotton industries. Geocoton has 20 subsidiaries (in France, Europe, Africa and Central Asia).

#### **TCB cooperation initiatives with UN/international agencies and bilateral partners**

France is involved in various cooperation initiatives with UN/International agencies that can take different forms, and can involve financial as well as non-financial types of collaboration. Cooperation initiatives involve most notably joint programming/co-financing initiatives, in line with aid effectiveness principles. Those initiatives and projects are listed under the appropriate thematic section below.

Besides, technical assistance, notably through the provision of experts/technical assistants that are made available in UN/International agencies, is for instance one important form of collaboration with UN/International Agencies.

Voluntary contributions is another such form of collaboration. In terms of international agencies with whom France is working with, one could cite:

**UNCTAD:** From 2000 to 2012 France has contributed US\$12.7M (on the basis of voluntary contributions) to the UNCTAD Trust Fund. These funds have been used to finance new as well as already existing projects. Over the past 7 years, France financed 27 UNCTAD projects, among which 8 were still operational in 2012. For voluntary contributions, co-financing (with the European Commission and/or EU Member states) is the preferred financing modality for France. Forty percent of the projects implemented concern LDC capacity building projects. The MAE has provided UNCTAD with a technical assistant, at the office of the director for LDCs and special programs.

**The WTO:** Since 2005, France has contributed more than US\$4 million to the DDAGTF, giving US\$2.29 million in 2009, and more than CH600 000/year since 2010 to finance trade-related technical assistance to developing countries so that they are able to participate more effectively in the Doha Round of multilateral trade negotiations.

**UNIDO:** France is the third largest contributor of UNIDO. One of the three priorities of UNIDO's mandate is the commercial capacities reinforcement. The French contribution to this organization was 6 860 000 euros in 2012.

Moreover, France has financed until now an annual grant of 600 000 euros for the UNIDO French Investment and Technology Promotion Office.

**ITC:** The MAE will make available to the ITC one junior professional officer to work in the ITC on Trade Facilitation Issues.

More details on cooperation with UN/international agencies can be found under the following trade-related categories below:

#### **Physical Trade Infrastructure**

- Agence pour la sécurité de la navigation aérienne en Afrique et à Madagascar (ASECNA)
- Second Rural Access and Mobility Project (RAMP) in Nigeria

#### **Trade-related Financial Services**

- The Mediterranean SME Guarantee Facility

France is currently not working extensively in collaboration with emerging players on trade capacity building projects/programmes directed towards Southern partners. France however works in many projects with regional development banks (often through co-financing), notably in Africa. Most notably (although non-exhaustively), France has developed initiatives with the West African Development Bank (BOAD), the African Development Bank (AfDB) and with the Development Bank of Southern Africa (DBSA). Other examples could also be cited (eg. EADB).

#### **Cooperation with DBSA on infrastructure development in Africa**

Cooperation with DBSA takes place in the context of a partnership between the AFD and the DBSA, formalized by a framework cooperation agreement (2012-2015) covering all dimensions of the relationship (financing, co-financing, research and knowledge production, capacity building), signed by both organisations' directors generals in December 2011.

In the context of the NEPAD, a common fund for studies and project preparation was created in 2003. Its secretariat is located at the DBSA. It is funded equally by both DBSA and AFD, for an amount of EUR11.4 M. This fund aims at identifying and helping with the preparation of regional infrastructure projects (mostly in the energy, transport, ITC, water supply sectors, etc.) in sub-Saharan Africa.

To date, nearly €6.5 M have been disbursed on this fund, which allowed implementing projects (€300M financed by the AFD and €100M financed by the DBSA). A significant part of these projects were co-financed by both institutions, for a total amount of 153 M euros. Among the projects financed by the AFD and/or the DBSA, we can mention those concerning electricity interconnection between Ghana and Burkina Faso, and between Namibia and Zambia, or the development of natural gas exploitations in Mozambique, or the Itezhi Tezhi hydroelectric power plant and the transmission lines in Zambia.

Several joint projects are in the process of being identified or instructed (electric interconnection project "Zizabona" between Zimbabwe, Zambia and Namibia and Botswana, renovation and extension of the Dar es Salaam port).

Furthermore, PROPARCO, the AFD's branch dedicated to the private sector, and the DBSA realized joint investments (amounting for more than €135 M) in the private sector in Africa.

#### **Cooperation BOAD-AFD (Trade related financial services)**

France through the AFD co-financed with the West African Development Bank (BOAD) a project aimed at encouraging further resource mobilisation to enhance economic development in the UEMOA region.

To this end, this project aimed at developing UEMOA financial market, through:

1. the promotion of resource mobilisation
2. the diversification of financial instruments
3. the strengthening of regulatory frameworks and market institutions

This project that was financed for 5 000 000 EUR by the AFD, 4 200 000 EUR by the BOAD and 2 100 000 EUR by CIDA (Canadian International Development Agency), aimed at removing the main barriers to financial market development.

### Cooperation AfDB-AFD

In the area of physical trade infrastructure, France has also co-financed with the African Development Bank an infrastructure project in the Southern African region. With the African development Bank, coordination is made through the holding of meetings.

### Selected TCB programmes and initiatives in this guide

#### GLOBAL ADVOCACY

- Promoting Fair Trade.

#### TRADE POLICY DEVELOPMENT

- Technical Assistance
- NGO. IDEAS Centre
- WTO Doha Development Agenda Global Trust Fund (DDAGTF)
- Technical Assistance/UNCTAD

#### LEGAL AND REGULATORY FRAMEWORK

- African Legal Support Facility
- Supporting the Implementation of Agricultural Policies – Senegal

#### SUPPLY CAPACITY

- Endorsement of Potato Exports – Guinea
- Support for the Economic Development of cotton zones – Mali
- Supporting Producer Organisations – Burkina Faso
- Strengthen commercial ability of National Tea Company in Burundi (OTB)
- Strengthen commercial capacities of Mugama Union- Kenya
- Fond Français pour l'Environnement Mondial
- Société du Pôle de Compétitivité de Sousse (SPCS) – Tunisia
- Phytotrader – Africa
- Fair Tourism in Madagascar
- Development of Palestinian privately-owned companies

#### COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES

- African Legal Support Facility
- New Monitoring Laboratory for the shrimp industry- Madagascar
- "Réseau Normalisation et Francophonie"
- Provision of Experts

#### **TRADE PROMOTION CAPACITY BUILDING**

- Trade Capacity Building Programme (PRCC - Programme de Renforcement des Capacités Commerciales) – Global
- Resource Centre for International Trade in Madagascar

#### **MARKET AND TRADE INFORMATION**

- AFRISTAT

#### **PHYSICAL TRADE INFRASTRUCTURE**

- Agence Nationale des Ports (ANP) in Morocco
- Road Development Authority in Sri Lanka
- Agence pour la sécurité de la navigation aérienne en Afrique et à Madagascar (ASECNA)
- Second Rural Access and Mobility Project (RAMP) in Nigeria

#### **TRADE-RELATED FINANCIAL SERVICES**

- Risk-sharing tool Facilitation Access to Bank Credit – ARIZ
- The Mediterranean SME Guarantee Facility

## GERMANY



### General information on German development cooperation

The German government is seeking with its development policy to help make globalization an opportunity for all. The sectors that German development cooperation is focusing on in particular are:

- Education
- Health
- Rural development
- Good governance

Sustainable economic development

The six priority areas for German development cooperation are:

1. Sustainable poverty reduction
2. Reducing structural deficits
3. Encouraging civil society involvement
4. Making private sector activities deliver for development
5. Enhancing the effectiveness of German development cooperation
6. Improving visibility of development policy

The development policy of the Federal Republic of Germany is formulated by the Federal Ministry for Economic Cooperation and Development (BMZ). BMZ draws upon the German Government's development policy guidelines and fundamental concepts, and defines the rules by which they are put into practice. For the implementation of the development projects and programmes, BMZ commissions so-called implementing agencies. KfW Bankengruppe (KfW) and Deutsche Entwicklungs- und Investitionsgesellschaft mbH (DEG) are responsible for financial cooperation while GIZ is responsible for technical cooperation. Two specialized agencies – Federal Institute of Geosciences and Natural Resources (BGR) and the German Metrology Institute "Physikalisch-Technische Bundesanstalt" (PTB) – also implement projects on behalf of BMZ within their respective areas of expertise.

### Aid for Trade (Aft) Strategy

The priority goal of German trade-related development policy is to assist partner countries in successfully integrating themselves into the global economic system and regional economic communities, diversifying their economies and exports and using trade in goods and services and FDI to effectively reduce poverty in the context of sustainable development. This includes:

- Strengthening negotiation capacities and capacities for policy design with the goal of improving the partner's ability to more effectively influence national, regional and international economic framework conditions for trade in the interest of their own development goals;
- Enhancing capacities to effectively implement agreements and policies. This includes the ability of partners to guide trade policy towards coherence, poverty orientation and social and economic sustainability, in order to increase the positive effects of trade liberalization;
- Increasing partner countries' own trade capacities, and specifically the export and supply capacities of the private sector;
- Improving integration into regional and international value chains and strengthening compliance with social and environmental standards:
  - Strengthening the private sector and civil society;
  - Developing economic infrastructure.



Through synergies, AfT can also help achieve goals in other policy areas, for example, improving the socio-economic position of women, protecting the environment and human rights, if projects are oriented, for example, to the employment of women or compliance with environmental and social standards. By integrating trade, patent and environmental legislative concerns, AfT promotes the protection and sustainable use of biodiversity in developing countries. AfT also aims to improve the availability of basic foods through production, storage and marketing, and thus to contribute to food security.

In line with the five AfT categories defined by the WTO, German development cooperation approaches AfT in a holistic and comprehensive manner. Trade aspects are understood as an incremental part of every country's path towards economic development and should therefore be included when a partner country designs its national development strategy or relevant sector strategies. The aim is to help diversifying their economies and exports as well as using trade in goods and services and foreign direct investment to more effectively create employment and reduce poverty.

The WTO definition of AfT distinguishes between the narrow definition of trade-related assistance (TRA), covering the categories of trade policy and regulation (1) and trade development (2) and broad AfT (all five categories, i.e. additionally including building productive capacities, infrastructure and trade-related adjustment). TRA promotes specific and mostly immaterial trade capacities (human capital, technical, institutional and regulatory practices, trade environment and services).

Germany provides assistance in all categories of AfT, at both individual country level and regional/supra-regional level. The German AfT approach with its pro-poor focus and orientation to the Millennium Development Goals (MDGs), its priorities and delivery mechanisms is in line with the EU AfT Strategy. In order to achieve these goals, German trade-related development policy aims at assisting partner countries in successfully integrating themselves into the global economic system and regional economic communities. Germany participates in donor coordination efforts and is increasingly engaged in joint programming, analysis and delivery. Besides its bilateral AfT programmes, Germany funds measures implemented by multilateral organizations such as the WTO (Doha Development Agenda Global Trust Fund), UNCTAD, ITC, EIF and UNIDO.

Within German development policy, trade is a cross-sectoral issue, meaning that it is part of various bilateral development priorities and programmes. AfT support can be embedded as a component in a broader programme, or it can be a primary goal in programmes in areas such as sustainable economic development, food security and agriculture, conservation and sustainable use of natural resources, or democracy and public administration. Priority areas for German AfT are based on the comparative advantage and experience of German Development Cooperation as well as partner needs. In its AfT-Strategy, BMZ sets out future priority areas for German AfT. These include regional economic integration, trade facilitation, quality infrastructure and the integration of trade in partner countries' development strategies in a systemic and poverty-sensitive way. The potential of regional and international export markets are systematically incorporated into the design of measures for developing productive capacities. Over the last decade, Germany ranked third among bilateral donors, behind Japan and the US, in total AfT contributions, making it first among EU Member States.

In line with the joint EU AfT Strategy, Germany's geographical AfT focus is on ACP countries, particularly Sub-Saharan Africa. Asia and the Americas are other important regions of German AfT, especially with regards to building productive capacity. As part of its regional AfT strategy, Germany is in the process of increasing bilateral cooperation with regional integration commissions and secretariats. Here, cooperation focuses on institution building and organizational development, as well as trade aspects of regional integration, such as implementing trade protocols in goods and services.

The principles of the Paris Declaration on Aid Effectiveness are at the core of the German approach to development. German support is aligned with the respective priorities of the partner countries. It recognizes and encourages ownership of partner countries and is demand-driven. Germany is actively supporting an increased results orientation, also regarding AfT.

The success of German AFT programmes is defined by their contribution to the following goals: (a) a strengthened capacity of policy design in national, regional and international fora, (b) an enhanced capacity to effectively implement agreements and policies, (c) increased partner countries' own trade capacity, (d) improved integration into regional and international value chains and strengthened compliance with social and environmental standards, (e) a strengthened private sector and civil society, (f) a more developed economic infrastructure. Through synergies, AFT programmes can also contribute to achieving goals in other policy areas (e.g. protecting the environment and human rights, the sustainable use of biodiversity or by contributing to food security).

To use AFT effectively as an instrument for employment creation, poverty reduction and sustainable development, the success of the interventions is continuously being monitored by using a results-based framework. The orientation on the above-mentioned targeted results of German AFT projects and programmes has been further strengthened over the last years by putting even greater attention on measurable results and the incorporation of corresponding indicators. Systematic project reviews are identifying the key barriers to trade and corresponding concrete AFT needs. In accordance with the managing-for-results approach, funds are then used so that the set objectives are achieved in the most effective manner, taking into account the partner's requests. Results are monitored in the course of the projects using customised results-based monitoring systems. The projects are subjected to interim evaluations so that any necessary corrective action can be taken. Independent final and ex post evaluations provide a concluding or retrospective assessment of the success of German AFT measures.

#### Principal official agency responsible for TCB assistance to developing countries

##### Contact:

##### Federal Ministry for Economic Cooperation and Development (BMZ)

Bonn office	Berlin office
Postfach 12 03 22	Stresemannstrasse 94
D-53045 Bonn	D-10963 Berlin
Dahlmannstrasse 4	Tel: +49 3 018 5350
D-53113 Bonn	Fax: +49 3 018 535 2501
Central switchboard	E-mail: <a href="mailto:info@bmz.bund.de">info@bmz.bund.de</a>
Tel: +49 22 899 5350	Web: <a href="http://www.bmz.de/en/">http://www.bmz.de/en/</a>
Fax: +49 22 899 535 3500	

**Federal Ministry for Economic Cooperation and Development (BMZ):** The Federal Republic of Germany has been engaged in development cooperation since 1952. The growing importance of this field of policy and the complexity of this work led, in 1961, to the establishment of BMZ. BMZ draws up the German Government's development policy guidelines and fundamental concepts, lays down its long-term development cooperation strategies, defines the rules by which they are put into practice, and steers the field operations of German implementing agencies in programming, sectoral policies and the geographical allocation of funds. BMZ is guided in this by the United Nations Millennium Development Goals. The work of BMZ is subject to parliamentary control, and a specialist Committee on Economic Cooperation and Development (AwZ) is responsible for this. BMZ is responsible for Germany's contribution to multilateral organizations: this includes financial contributions to the European Development Fund, shares in the World Bank, the International Monetary Fund (IMF) and the regional development banks, and support for the United Nations programmes and funds.

For more information: E-mail: [info@bmz.bund.de](mailto:info@bmz.bund.de) and <http://www.bmz.de/en/service/contact/index.php>

**Other government and official agencies with responsibilities directly relevant to TCB****Contact:****Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH**

Friedrich-Ebert-Allee 40  
D-53113 Bonn  
Tel: +49 228 4460 0  
Fax: +49 228 4460 1766

Dag-Hammarskjöld-Weg 1-5  
D-65726 Eschborn  
Tel: +49 619 6790  
Fax: +49 619 679 1115  
E-mail: [info@giz.de](mailto:info@giz.de)  
Web: <http://www.giz.de/en/>

**Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ):** GIZ is an international cooperation enterprise for sustainable development with worldwide operations. The services delivered by GIZ draw on a wealth of regional and technical expertise and tried and tested management know-how. As a federal enterprise, GIZ supports the German Government in achieving its objectives in the field of international cooperation for sustainable development. The GIZ Trade Programme provides advisory services to BMZ on international trade negotiations and the dissemination of tools and instruments for the mainstreaming of trade-related assistance in German development cooperation.

For more information: E-mail: [info@giz.de](mailto:info@giz.de) and <http://www.giz.de/en/>

**Contact:****DEG (Deutsche Entwicklungs- und Investitionsgesellschaft) mbH**

Kämmergasse 22  
D-50676 Köln  
Tel: +49 2 214 9860  
Fax: +49 2 214 986 1290

E-mail: [info@deginvest.de](mailto:info@deginvest.de)  
Web: [http://www.deginvest.de/deg/EN\\_Home/index.jsp](http://www.deginvest.de/deg/EN_Home/index.jsp)

**Deutsche Entwicklungs- und Investitionsgesellschaft mbH (DEG):** Since 2001, DEG has been a member of KfW Group and is thus an integral part of its international project activities such as exports finance and financial cooperation with developing countries. Its mission is to promote private enterprise initiatives in developing countries and countries undergoing reform. As a market-oriented investment and development company, DEG provides equity and risk capital to private business structures in partner countries of German development cooperation.

For more information: E-mail: [info@deginvest.de](mailto:info@deginvest.de) and [http://www.deginvest.de/EN\\_Home/index.jsp](http://www.deginvest.de/EN_Home/index.jsp)

**Contact:****KfW Bankengruppe**

Palmengartenstrasse 5-9  
D-60325 Frankfurt am Main  
Tel: +49 697 4310  
Fax: +49 697 431 2944

E-mail: [info@kfw.de](mailto:info@kfw.de)  
Web: [http://www.kfw.de/EN\\_Home/index.jsp](http://www.kfw.de/EN_Home/index.jsp)  
and [http://www.kfw-entwicklungsbank.de/EN\\_Home/index.jsp](http://www.kfw-entwicklungsbank.de/EN_Home/index.jsp)

**Kreditanstalt für Wiederaufbau (KfW) Entwicklungsbank:** On behalf of the Federal Government, KfW Entwicklungsbank administers Germany's official Financial Cooperation in more than 100 developing and transition countries in Africa, Asia, South and Central America, the Middle East and the Caucasus. Its priority

areas of activity include poverty reduction and economic development, good governance, education and health care, and protection of the climate and the environment. In this way the bank helps the Federal Government achieve its developmental goals. KfW IPEX-Bank GmbH is one of the leading funders in international project and export finance. KfW Entwicklungsbank is part of the KfW Group and Germany's leading development bank, cooperating with partners all over the world.

For more information: E-mail: [info@kfw.de](mailto:info@kfw.de) and [http://www.kfw.de/EN\\_Home/index.jsp](http://www.kfw.de/EN_Home/index.jsp) or

[http://www.kfw-entwicklungsbank.de/ebank/EN\\_Home/index.jsp](http://www.kfw-entwicklungsbank.de/ebank/EN_Home/index.jsp)

#### Other official or government trade-related organizations

**Centre for International Migration and Development (CIM):** Founded in 1980, CIM is largely financed by the German Federal Ministry for Economic Cooperation and Development (BMZ), but other ministries, state and para-statal institutions, non-governmental organizations and the private sector also contribute to its programmes. CIM runs the Integrated Experts Programme, which places highly qualified experts from Germany and other EU countries with companies and organizations in developing and transition countries. It also runs the Returning Experts Programme, which provides advice and a placement service to individuals from developing countries, emerging economies and transition states, who have completed training courses in Germany, or are working in Germany but are interested in reintegrating into a career at home.

For more information: Email: [cim@giz.de](mailto:cim@giz.de) and <http://www.cimonline.de/en/index.asp>

**Deutsche Akkreditierungsstelle (DAkKS):** DAkKS is the German accreditation body and is, among other things, responsible for the accreditation of testing and research laboratories, of certification bodies and of inspection bodies in the voluntary area as well as for the accreditation of material-testing and chemical analytical bodies in Germany.

For more information: <http://www.dakks.de/en>

#### Contact:

##### Bundesanstalt für Geowissenschaften und Rohstoffe (BGR)

Geozentrum Hannover  
Stilleweg 2 D-30655 Hannover  
Tel.: +49 511 643 0  
Fax.: +49 511 643 2304  
E-mail: [poststelle@bgr.de](mailto:poststelle@bgr.de)  
Web: <http://www.bgr.bund.de/EN/>

Physikalisch-Technische Bundesanstalt (PTB)  
Bundesallee 100  
D-38116 Braunschweig  
Tel.: +49 531 592 3006  
Fax.: +49 531 592 3008  
E-mail: [info@ptb.de](mailto:info@ptb.de)  
Web: [http://www.ptb.de/index\\_en.html](http://www.ptb.de/index_en.html)

**Federal Institute for Geosciences and Natural Resources (BGR):** BGR is the central geoscientific authority providing advice to the German Federal Government in all geo-relevant questions and is a subordinate of the Federal Ministry of Economics and Technology (BMWi) . BGR advises BMZ in the fields of energy and mineral raw materials, groundwater, soil, usage of the deeper subsoil and risk analyses and carries out technical cooperation projects with developing countries, directly commissioned through BMZ.

For more information: [poststelle@bgr.de](mailto:poststelle@bgr.de) and <http://www.bgr.bund.de/EN/>

**Federal Institute for Materials Research and Testing (BAM):** BAM is a senior scientific and technical Federal Institute with responsibility to the Federal Ministry of Economics and Technology (BMWi) . Among other

things, BAM is active in the field of international technology transfer with a focus on conformity assessment, accreditation and management systems. Aims are the removal of technical barriers to trade by mutual recognition of accreditation of testing, calibration, certification and inspection bodies, assistance in partner countries for integration in regional and international trade systems and the increase of technical safety and reliability. The activities of BAM cover projects of technical co-operation financed by BMZ and its implementing organisations or by the European Commission as well as EU-funded projects on behalf of BMWi.

For more information: [info@bam.de](mailto:info@bam.de) or  
<http://www.bam.de/en/index.htm>

**Federal Office of Economics and Export Control (BAFA):** BAFA is a federal authority subordinated to the Federal Ministry of Economics and Technology (BMWi). As a central import and export licensing authority, it is responsible for the administrative implementation of the Federal Government's import and export control policy.

For more information: [http://www.bafa.de/bafa/en/export\\_control/index.html](http://www.bafa.de/bafa/en/export_control/index.html)

**German Business Portal:** The German Business Portal is the central contact platform that steers all inquiries about Germany through the right channels with the goal of making Germany and its domestic market more transparent to foreign companies interested in Germany as a location for their businesses. The website was initiated by the Federal Ministry of Economics and Technology.

For more information: <http://www.ixpos.de/IXPOS/Navigation/EN/your-business-in-germany.html>

**German Chamber Network (AHK):** The members of the German Chamber Network, the AHKs, are present in all countries of particular interest for German industry and commerce, providing services in support of both German and host country companies in the development of their business.

For more information: <http://ahk.de/en/about-ahk/ahk-tasks/>

**German Development Institute / Deutsches Institut für Entwicklungspolitik (DIE)** is a multi-disciplinary think tank for German and multilateral development policy, mostly working for BMZ. It draws together the knowledge of development research available worldwide, dedicating its work to key issues facing the future of development policy. DIE is a partnership between the Federal Republic of Germany and the State of North Rhine-Westphalia.

For more information: E-mail: [DIE@die-gdi.de](mailto:DIE@die-gdi.de) and <http://www.die-gdi.de>

**German Institute for Standardization (DIN):** DIN develops norms and standards as a service to industry, the state and society as a whole. It is the acknowledged national standards body that represents German interests in European and international standards organizations. At international level, its goal is to develop standards that have validity worldwide. These help remove technical barriers to trade and add to the exporting strength of German industry. DIN is also the WTO national enquiry point for technical barriers to trade.

For more information: [http://www.din.de/cmd?level=tpl-artikel&cmsdintextid=kontakt\\_en&bcrumblevel=1&languageid=en](http://www.din.de/cmd?level=tpl-artikel&cmsdintextid=kontakt_en&bcrumblevel=1&languageid=en)

**German Patent and Trade Mark Office (DPMA):** DPMA is a service provider in the field of industrial property (IP) protection in Germany with the duty of granting, registering, administering and publishing IP rights for technical and industrial innovations. At the interface between innovative ideas and their realization, the DPMA thus contributes significantly to securing the competitiveness of Germany as a location for business and industry. It cooperates with partners, authorities and institutions involved in IP protection. Its activities in the national and international environments play an important role in raising awareness of IP matters among the public and provide information on the growing significance of IP rights in the age of globalization.

For more information: E-mail: [info@dpma.de](mailto:info@dpma.de) and <http://www.dpma.de/english/index.html>

**Germany Trade and Invest:** This government agency advises foreign companies seeking to expand their business activities in the German market, and makes information on foreign trade available to German companies seeking to tap into foreign markets. It provides comprehensive and client-oriented economic and industrial data as well as information about calls for proposals in foreign countries, investment and development projects, and legal and customs regulations.

For more information: <http://www.gtai.de/GTAI/Navigation/EN/trade.html>

**Physikalisch-Technische Bundesanstalt (PTB):** PTB is the German national metrology institute and the highest technical authority under the auspices of the Federal Ministry of Economics and Technology (BMWI). It provides scientific and technical services, including conformity assessment services, though its certification body, and it works as an implementing agency for BMZ, performing TRA measures in the area of improving quality standards and sanitary and phytosanitary standards in developing countries.

For more information: E-mail: [info@ptb.de](mailto:info@ptb.de) and <http://www.ptb.de/cms/en/service-seiten/kontakt.html>  
For information on Certification Body: E-mail: [certification@ptb.de](mailto:certification@ptb.de) and <http://www.ptb.de/en/org/zs/>

#### Non-governmental organizations involved in TCB

**Friedrich Ebert Stiftung (FES):** FES is a non-profit German political foundation committed to the advancement of public policy issues in the spirit of the basic values of social democracy through education, research, and international cooperation. It helps with the preparation of free and fair elections, supports the decentralization of state structures and fosters economic and socio-political dialogue.

For more information: E-mail: [presse@fes.de](mailto:presse@fes.de) and <http://www.fesdc.org>

**Friedrich Naumann Foundation (FNF):** FNF is a non-profit German foundation for liberal politics. It promotes the principles of civic education, international political dialogues, and political counselling. The foundation has numerous offices in Europe, Africa, America and Asia. Its activities in the field of civic education consist of seminars, conferences and publications aimed at promoting liberal values and principles. Its international political dialogue programme provides a discussion forum for a wide range of liberal issues. The foundation's counselling programmes focus on candidates for political office, liberal political parties and other democratic organizations.

For more information: E-mail: [libinst@freiheit.org](mailto:libinst@freiheit.org) and <http://www.en.freiheit.org/Aktuell/790c/index.html>

**Heinrich Böll Foundation:** Heinrich Böll Foundation is a political foundation with close ties to the German Green party, working as a think tank for green visions and projects and is inter alia active in the field of international cooperation. Its largest source of funding in this area is BMZ, for example financing activities focusing on climate protection in developing and emerging countries. Additional project funding is received from the Federal Foreign Office (AA) and the EU.

For more information: E-mail: [info@boell.de](mailto:info@boell.de) and <http://www.boell.de/service/home.html>

**Konrad Adenauer Foundation (KAS):** KAS is a political foundation whose programmes aim at promoting liberty, peace and justice and focus on consolidating democracy, on the unification of Europe and on the strengthening of transatlantic relations, as well as on development cooperation. As a think tank and consulting agency, KAS undertakes research and analysis in the spheres of politics, economy, science, and societal issues, and a number of research and policy discussions on globalisation and international trade.

For more information: E-mail: [zentrale@kas.de](mailto:zentrale@kas.de) and <http://www.kas.de/wf/en/>

**Rosa Luxemburg Foundation (RLF):** RLF is a political foundation in the intellectual current of democratic socialism and is committed to international cooperation and solidarity. The most important areas of international cooperation of RLF are social and democratic participation, empowering politically and socially disadvantaged groups, alternatives for social development, conflict prevention and peaceful conflict resolution as well as the future of the EU. Toward these ends, RLF cooperates with different organisations, left and democratic socialist parties, trade unions, women's organisations and the new social movements. RLF projects are funded by BMZ and the Federal Foreign office (AA).

For more information: E-mail: [info@rosalux.de](mailto:info@rosalux.de) and <http://www.rosalux.de/english/foundation.html>

**Senior Expert Service (SES):** The Foundation of German Industry for International Cooperation (Stiftung der deutschen Wirtschaft für internationale Zusammenarbeit) is a non-profit organization offering interested retirees the opportunity to pass on their skills and knowledge to others, both within Germany and abroad.

For more information: E-mail: [ses@ses-bonn.de](mailto:ses@ses-bonn.de) and <http://www.ses-bonn.de/en/about-us.html>

#### **TCB cooperation initiatives with UN/international agencies and bilateral partners**

German AFT is coordinated by BMZ. Besides the bilateral German AFT programmes, Germany participates in donors' coordination efforts and is increasingly engaged in joint programming, analysis and delivery. Germany funds measures implemented by multilateral organizations such as the WTO (Doha Development Agenda Global Trust Fund), UNCTAD, ITC, EIF and UNIDO.

German development policy is also active at the international level in support of an increased results orientation of AFT. This applies particularly to the processes for managing for development results (MfDR), evaluation and indicator formulation within the framework of OECD and WTO. German development policy puts a great emphasis on ensuring reciprocal accountability between donors and recipients on the basis of the Paris declaration. The goal is to orient results chains towards poverty reduction and to develop indicators and evaluation methods in order to increase mutual accountability. The important goal of mutual accountability between donors and partner country governments in the area of AFT is supported by Germany's involvement in developing and implementing the OECD's AFT monitoring framework and the EU's AFT monitoring reporting practices. Germany also supports the Enhanced Integrated Framework (EIF) which can be considered as the "translation" of the Paris Agenda for AFT.

For project examples of cooperation initiatives of the German government with international agencies, please see below:

- WTO Doha Development Agenda Global Trust Fund (DDAGTF) in the category Trade policy development
- UNCTAD/Germany Trust Fund for WTO accessions in the category Legal and regulatory framework

## Selected TCB programmes and initiatives in this guide

### GLOBAL ADVOCACY

- GIZ Trade Programme
- Economic Partnership Agreement Studies
- Support in the area of trade in services

### TRADE POLICY DEVELOPMENT

- Developing Regional Institutions
- Strengthening the Secretariat of the Southern African Development Community (SADC)
- WTO Doha Development Agenda Global Trust Fund (DDAGTF)

### LEGAL AND REGULATORY FRAMEWORK

- UNCTAD/Germany Trust Fund for WTO accessions

### SUPPLY CAPACITY

- Cotton Made in Africa
- Kenya Private Sector Development in Agriculture
- Rural production and trade
- Thai-German Programme for Enterprise Competitiveness

### COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES

- Support to the EAC integration process

### TRADE PROMOTION CAPACITY BUILDING

- Enhancement of Regional Business Associations – East Africa Business Council (EABC), Arusha, Tanzania

### MARKET AND TRADE INFORMATION

- Promotion of intra-regional trade potentials in the SAARC region (SAARC Trade Promotion Network, SAARC-TPN)

### TRADE FACILITATION

- Supporting economic development through trade in Central Asia

### PHYSICAL TRADE INFRASTRUCTURE

- Transport corridors – Namibia
- Markets – Bangladesh

### TRADE-RELATED FINANCIAL SERVICES

- Access to trade financing, e-commerce and market analyses
- Banking and financial services
- Establishment of financial services for small enterprises
- Financial System Development (FSD) Programme

### SOUTH-SOUTH AND TRIANGULAR COOPERATION





## GREECE

### General information on Greek development cooperation

There has been a substantial shift and upgrade in focus in Greece's strategic priorities in the past five years.

In geographic terms, the Ministry of Foreign Affairs' (MFA) development cooperation has expanded beyond Greece's immediate neighbourhood. Initially concentrated in the Balkans, the Black Sea region, the Mediterranean and the Middle East, the Government of Greece has extended its aid to Least Developed Countries (LDCs) in Africa and now has a presence in sub-Saharan Africa, Southeast Asia, and the Caribbean.

Greek development cooperation sector priorities are: (i) basic, secondary and vocational training infrastructure; (ii) basic health infrastructure; (iii) water supply and sanitation and other basic social infrastructures for villages and small towns; (iv) environment and agriculture; (v) job creation and income generation programmes; (vi) democratisation, youth and women's empowerment; and (vii) capacity and institution-building.

Cross-cutting policy sectors include "enhancement of democracy and the state of law, respect for human rights and fundamental freedoms, gender equality, women and youth participation in the development process, more active participation of women in the decision-making process, and protection of the environment and natural resources". Two trends in the aid programme have been noticeable over the last five years. The first is a stronger focus on humanitarian assistance activities, and the second a progressive shift away from human development and capacity building towards infrastructure, which is seen as an efficient way to support development efforts. The Balkan programme HiPERB, adopted in 2002, illustrates this new emphasis. In its 2007 annual report, the Government of Greece signified that its development cooperation would be increasingly focused on encouraging international trade and fostering stronger internationalization of trade in its relations with its partner countries.

### Aid for Trade (Aft) Strategy

The Government of Greece does not have a fully-fledged Aft strategy. Its 5-year National Development Cooperation Plan includes elements of its Aft intervention.

In 2009 the Government allocated approximately 2.7%-3% of total bilateral ODA to Aft. Of this, 29%

(US\$2.33 million) was allocated to banking and financial services, 9% (US\$0.75 million) to business and other services, 47% to agriculture (US\$3.84 million), 3% (US\$0.21 million) to industry, 9% (US\$0.71 million) to trade policy and regulations and 3% (US\$0.23 million) to tourism and administrative management.

Source: Aid for Trade at a Glance 2009 – Greece

<http://www.oecd.org/dataoecd/42/59/43148964.pdf>

Greece DAC Peer Review 2006

[http://www.oecd.org/.../0,3343,en\\_2649\\_34603\\_40843520\\_1\\_1\\_1\\_1,00.html](http://www.oecd.org/.../0,3343,en_2649_34603_40843520_1_1_1_1,00.html)

Greek official development assistance was US\$ 508 million, amounting to 0.17% of its national income, in 2010. By volume, this represents a 28% fall over the past 2 years, from USD 703 million in 2008 and US\$ 607 million in 2009.

<http://www.oecd.org/dac/peer-reviews/makinggreekdevelopmentassistancemoreeffective.htm>

**Principal official agency responsible for TCB assistance to developing countries****Contact:****Hellenic Republic Ministry of Foreign Affairs**

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1st Vas. Sofias Av.  
 GR-106 71 Athens  
 Tel: +30 210 368 1000  
 Web: <http://www.mfa.gr> and <http://www.mfa.gr>

**Ministry of Foreign Affairs (MFA):** The MFA has been responsible for co-coordinating Greece's development cooperation programme since 1999; since 2002 it has been doing so under the leadership of a deputy minister. The responsibilities of the MFA include promoting international cooperation, security and peace, protecting human and minority rights, ensuring world solidarity in dealing with humanitarian issues through participation in international initiatives, and providing humanitarian and development aid. MFA is also responsible for co-coordinating Greek ministries and other authorities and agencies on issues relating to the country's foreign relations.

For more information: <http://www.mfa.gr>

**Hellenic Republic Ministry of Foreign Affairs Hellenic Aid**

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3 Akadimias str.  
 GR-106 71 Athens  
 Tel: +30 210 368 2252  
 Fax: +30 210 368 2459  
 E-mail: [gendirydas@mfa.gr](mailto:gendirydas@mfa.gr)  
 Web: <http://www.mfa.gr> and <http://www.hellenicaid.gr> (under reconstruction; to be finalized shortly)

**Hellenic International Development Cooperation Department (YDAS or Hellenic Aid):** Hellenic Aid was established in the year 1999 under the Ministry of Foreign Affairs. It is responsible for monitoring, coordinating, supervising and promoting emergency humanitarian aid activities and other forms of aid, as well as for development assistance for the reconstruction and rehabilitation of infrastructures in developing countries. The aid is implemented by NGOs, ministries and other agencies. The geographical priorities are the Balkan countries, the Black Sea region, the Middle East and sub-Saharan Africa. Greece is gradually channelling a higher portion of aid to LDCs in Asia and Africa, and the main policy orientations in its strategic framework for development cooperation provide for new initiatives in favor of LDCs. Hellenic Aid is managed by a general director, who reports to the Secretary-General for International Economic Relations and Development Cooperation of the Ministry of Foreign Affairs and to the Deputy Minister for Foreign Affairs.

For more information: <http://www.hellenicaid.gr> (under reconstruction; to be finalized shortly)

**TCB cooperation initiatives with UN/international agencies and bilateral partners****Contact:****Export Credit Insurance Organization (ECIO)**

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57 Panepistimiou Str.,  
 Athens, Zip Code: 105 64  
 Tel.: +30 (210) 3310017-20  
 Fax: +30 (210) 3244074  
 E-mail: [oaep@oaep.gr](mailto:oaep@oaep.gr)  
<http://www.oaep.gr/en/organization/index.html>

**Export Credit Insurance Organization (ECIO):** The Export Credit Insurance Organization (ECIO) was established in 1988. An autonomous legal entity in private law, it is a non-profit organization governed by a 9-member board of directors and supervised by the Ministry of Economy and Finance. Its state guarantee capital amounts today to €1.47 billion. ECIO insures the export credits granted by Greek exporters to foreign buyers abroad against commercial and political risks of non-payment, and the investments undertaken abroad by Greek entrepreneurs against political risks.

For more information: <http://www.oaep.gr/en/organization/index.html>

**Contact:**

**Hellenic Foreign Trade Board (HEPO)**

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86 Mar. Antypa Str,  
GR-163 46 Helioupolis,  
Greece

Tel: + 30 1 99 82 100,

Fax: + 30 1 99 69 100,

Email: [infocenter@hepo.gr](mailto:infocenter@hepo.gr)

<http://www.hellenic-swedishcc.gr/chamber/index.php/en/chambers/21-hellenic-foreign-trade-board.html>

**Hellenic Foreign Trade Board (HEPO):** HEPO is a non-profit public organization under the auspices of the Ministry of National Economy. For more than 30 years, it has been successfully promoting exports of Greek products and services and reinforcing the export capacity of Greek enterprises. Its Board of Directors consists of representatives from the Ministry of National Economy and national associations involved in exports. HEPO cooperates with similar organizations abroad and participates in international and European unions of foreign trade organizations to form a common policy and exploitation of international and European programmes. It gathers information on foreign markets through 54 "channels" with the Offices of Economic and Financial Affairs of the Greek Embassies all over the world. For the implementation of its activities, it co-operates with Greek branch associations, chambers of commerce and the Regions of Greece.

For more information: E-mail: [thes@hepo.gr](mailto:thes@hepo.gr) and <http://www.hellenic-swedishcc.gr/chamber/index.php/en/chambers/21-hellenic-foreign-trade-board.html>

**Contact:**

**Hellenic Trade Pro (HTPRO)**

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Ministry of Finance  
5-7 Niki str, 10180 Athens  
Greece

[http://www.mnec.gr/en/ministry/static\\_content/htpro](http://www.mnec.gr/en/ministry/static_content/htpro)

**Hellenic Trade Pro (HTPRO):** Hellenic Trade Pro, established in 2005 as the Permanent Committee for the Facilitation of External Trade, aims at: (i) the identification and abolition of barriers to international trade; (ii) the identification and promotion of best practices in international trade; (iii) a thorough study and identification of alternative strategies in international trade-related issues; and (iv) a study of issues related to international trade in goods and services within the framework of the 133 Committee and in the light of WTO negotiations. HTPRO consists of representatives from the private and public sector and the academic community. It may be assisted by sub-committees, which may manage either groups of countries or a specific project, and by a group of experts.

For more information: [http://www.mnec.gr/en/ministry/static\\_content/htpro](http://www.mnec.gr/en/ministry/static_content/htpro)

**Contact:**

**Hellenic Organization of Small and Medium-sized Enterprises and Handicrafts (EOMMEX)**

Xenias str 16, Athens, 11528 Greece  
<http://www.eommex.gr/>

**Hellenic Organization of Small and Medium-sized Enterprises and Handicrafts (EOMMEX):** EOMMEX S.A., founded in 1977, is a non-profit public organization operating under the auspices of the Ministry of Development that has promoted and developed SMEs for over 30 years. It also has significant experience with SMEs in developing countries, promoting their entrepreneurship, strengthening their competitiveness, and assisting their access to international markets. Since 1997 it has had an active presence in over 25 countries in the Balkan area, the New Independent States, the Middle East and Africa, successfully completing more than 110 projects in cooperation with the local responsible authorities. By putting human resources, knowledge, experience, and supporting tools at the service of its partner countries, it promotes economic growth and the development of a sustainable business environment. Its technical assistance is provided through workshops, advice and mentoring at public and private levels.

For more information: <http://www.eommex.gr/Article.aspx?id=11760>

**Contact:**

**Inter-ministerial Committee for the Coordination of international Economic Relations (EOSDOS)**

Hellenic Republic Ministry of Foreign Affairs  
 1st Vas. Sofias Av.  
 GR-106 71 Athens  
 Tel: +30 210 368 1000  
 Web: <http://www.mfa.gr> and <http://www.mfa.gr>  
<http://www.mfa.gr/>  
<http://www.mfa.gr/en-US>

**Inter-ministerial Committee for the Coordination of international Economic Relations (EOSDOS):** EOSDOS was established in 1999 and is chaired by the Minister of Foreign Affairs, with the Ministers of Economy and Finance, Development, Merchant Marine, Transportation and Communications also being part of it, and other ministers participating in meetings covering particular issues. It endorses the five-year strategic framework for development cooperation, which is prepared and, once approved, is implemented by Hellenic Aid. The roles of Hellenic Aid and the Ministry of Foreign Affairs in implementation remain small. The Ministry of Foreign Affairs implements some 33% of the bilateral programme, and only 2% of the multilateral programme, the major part being managed by two different units of the Ministry of Economy and Finance.

For more information: <http://www.mfa.gr/>  
<http://www.mfa.gr/en-US>

**Contact:****National Bank of Greece Training Centre S.A**

Leoforos Andrea Siggrou 103,  
Athens,  
Greece  
Tel: +30 21 0900 7223  
<http://www.ekete.gr/page/default.asp?la=2&id=5>

National Bank of Greece Training Centre S.A.: The Training Centre is an independent business within the National Bank of Greece (NBG) Group. The National Bank's group of companies is one of the largest in Europe and includes businesses operating in various areas of the services sector. The NBG Training Centre is active in two main spheres: first, as an accredited vocational training centre, it offers vocational training services to the unemployed and to company and organization workers in the public and private sectors; and, second, it hosts conferences, business meetings and events in its purpose-built premises in Glyfada, a short distance along the coast from Athens. Launched in 1995, it operates within state-of-the-art premises, the construction and facilities of which involved an investment totalling €8 million, with 55% support from EU Regulation 815/84 funds.

For more information: E-mail: [fragoudaki@ekete.gr](mailto:fragoudaki@ekete.gr)  
and <http://www.ekete.gr/page/default.asp?la=2&id=5>

**Contact:****Special Secretariat for the Development of International Programmes**

Hellenic Republic Ministry of Foreign Affairs  
1st Vas. Sofias Av.  
GR-106 71 Athens  
Tel: +30 210 368 1000  
Web: <http://www.mfa.gr> and <http://www.mfa.gr>  
<http://www.mfa.gr/>  
<http://www.mfa.gr/en-US>

**Special Secretariat for the Development of International Programmes:** The Special Secretariat for the Development of International Programmes was incorporated in the Foreign Ministry's structure in July 2007. It aims to increase the Greek Foreign Ministry's productivity and add value to the country's international relations, as well as make optimum use of EU funds related to the Ministry's activities. In this context, it also seeks to exploit the possibilities offered by other international and national economic resources, using its expertise to benefit Greek businesses and NGOs. The Special Secretariat's objectives are: (i) bolstering the development of mechanisms to upgrade efficiency and effectiveness (e.g., the Ministry's structural, organizational and functional modernization as well as the reinforcement and adaptation of its human resources); (ii) using new technologies and ICT to improve the Ministry's procedures and transactions with citizens and businesses; and (iii) supporting Ministry activities in the area of economic diplomacy (promoting and protecting Greek interests and supporting the internationalization of Greek businesses). Through the creation of a Helpdesk for Development Funding, it has enabled Greek businesses and NGOs to: (i) receive timely information on all development programmes and projects funded by multilateral financial institutions; and (ii) receive support and guidance from its network of embassies – a comparative advantage that the Foreign Ministry has – and subsequently become part of international networks; it has also systematically promoted their participation in these programmes.

For more information: <http://www.mfa.gr/>  
<http://www.mfa.gr/en-US/The+Ministry/Special+Secretariat/Special+Secretariat/>

**Non-governmental organizations involved in TCB**

**KEPKA (Consumers' Protection Centre):** KEPKA is a non-governmental, non-profit, independent consumers' organization. Its establishment, in 1982, was exclusively a private initiative, from a strong concern about the lack of a concrete consumer protection policy in Greece, and the difference between the level of protection in Greece and that of the other Member States of the EU. This concern was shared among all the founding members. Its main activities are raising consumer consciousness in Greece and protecting consumers' rights; informing consumers of products, services, economic interests, health, nutrition, environmental problems, human rights, and ethics; and urging the Greek Government, the European Commission and the European Parliament to develop a consumer policy to improve the quality of consumers' and citizens' lives.

For more information: E-mail: [consumers@kepka.org](mailto:consumers@kepka.org) and <http://www.kepka.org>

**Selected TCB programmes and initiatives in this guide****SUPPLY CAPACITY**

- Potato Seed Production Centre in Georgia

**COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES**

- Consumer Protection Network in the West Balkan Countries

**TRADE RELATED FINANCIAL SERVICES**

- International activity of the National Bank of Greece Training Centre



## HUNGARY

### General information on Hungarian development cooperation

In 2001, the Hungarian government approved its concept paper guiding Hungarian Development Cooperation. Resolution 1/2008 of the International Development Cooperation Governmental Committee, approved by the government in spring 2008, acknowledges the fact that international development cooperation is one of the important activities in Hungary's External Relations Strategy. It determines the principles, goals and means of Hungary's international activity.

At the end of 2011, several Members of Parliament submitted a new Resolution proposal to the Parliament in order to initiate a new International Development Cooperation Strategy. The Resolution has not yet been adopted.

For more information: [www.ec.europa.eu/europeaid/](http://www.ec.europa.eu/europeaid/)

Hungary's international development policy focuses on least-developed countries (LDCs). Far-eastern countries are also included, given their pre-existing bilateral relations with Hungary and experiences accumulated in the course of cooperation over the past few decades.

Main partner, priority and recipient countries of Hungarian international development cooperation include:

- Cooperation based on a medium-term development strategy: Bosnia-Herzegovina, Moldova, Palestinian Authority, Serbia, Vietnam;
- Project-based partner countries: Africa (Sub-Saharan), Cambodia, Kyrgyzstan, Kosovo, Laos, Macedonia, Mongolia, Montenegro, Ukraine, Yemen;
- Cooperation based on international commitments: Afghanistan, Iraq;
- Eligible for tied aid credit: according to Development Assistance Committee (DAC) of the Organisation for Economic Co-operation and Development (OECD) categorization.

For more information: [http://www.euroresources.org/guide/donor\\_profiles/hu\\_hungary.html](http://www.euroresources.org/guide/donor_profiles/hu_hungary.html)

Hungary's development assistance programmes are financed mainly from the central state budget. A total of 12 per cent of Hungarian international development cooperation activities are bilateral official development assistance (ODA) programmes. The remaining part is allocated through multilateral channels. The Ministry of Foreign Affairs administers approximately 6 per cent of Hungary's total contribution to international development, with other line ministries providing the other 6 per cent.

The main objectives of Hungarian international development policy are:

- To preserve and support international peace and security, and to create and sustain regional, political and economic stability;
- To reduce poverty and contribute to sustainable economic and social development;
- To protect human rights and equal opportunities, to strengthen democracy and civil society structures and to support local community autonomies;
- To support efforts aimed at creating economic and social development (basic necessities, health care, primary education);
- To promote good governance; and
- To protect and improve environmental resources.

The geofocus and recipient of other bilateral and multilateral projects may change according to the actual needs of partners, the type of relationship and the Hungarian capacities available.

For more information: <http://www.era-ard.org/country-profiles/hungary/>

**ODA individual commitments/gap to agreed targets (total ODA, Africa, LDCs)**

- Hungary's ODA level has been stagnant for several years, but saw an increase in 2011 to €101 million, representing 0.11 per cent of its gross national income (GNI) .
- To reach its individual ODA target of 0.33 per cent of GNI by 2015, Hungary would need to increase its aid by €242 million.
- "Realistic, verifiable actions for meeting individual ODA commitments until 2015" taken in 2011: an increase in the development budget. Hungary's ODA volume increased by 20 per cent in 2011 (mainly because of increased multilateral contributions). However, given budgetary constraints, a steady increase of the ODA volume in the coming years is not anticipated at the moment.
- Measures taken or planned to contribute to the EU27 target to channel at least 50 per cent of an EU collective ODA increase to Africa: Hungary's ODA increase in 2011 owed largely to multilateral contributions such as to the European Development Fund and the Global Environment Facility Least Developed Countries Fund, both of which finance development programmes mainly in Sub-Saharan Africa.
- Hungary declares that it is not able to reach the target of 0.15-0.20 per cent ODA/GNI to LDCs by 2010 (and onwards).

For more information: [www.ec.europa.eu/europeaid/](http://www.ec.europa.eu/europeaid/)

**Improved effectiveness of support to developing countries**

- Mutual accountability arrangements account for less than 10 per cent of Hungary's priority countries.
- Focus on results: Hungary participates in country-level results frameworks and platforms in less than 10 per cent of its priority countries.
- Specific actions in 2011 to improve transparency of aid flows:
  - Annual reporting, regular consultations with the Non-governmental Development Organization Association (Hungarian Association of NGOs for Development and Humanitarian Aid), annual meetings of the Civil Advisory Board, tenders published on government and non-governmental organization websites;
  - Further development of existing tools.

For more information: [www.ec.europa.eu/europeaid/](http://www.ec.europa.eu/europeaid/)

**Principal official agency responsible for TCB assistance to developing countries****Contact:****Development Cooperation Governmental Committee**

Ministry of Foreign Affairs  
1027 Budapest, Bem rkp. 47  
Tel.: +36 1 458 1000  
Fax: +36 1 212 5918  
Website: <http://mfa.gov.hu/>

**Development Cooperation Governmental Committee**

The main decision-making body related to development cooperation policy and strategy is the Development Cooperation Governmental Committee, which is an inter-ministerial forum chaired by the Minister for Foreign Affairs. The work of the Committee is supported by an inter-ministerial Working Group of Experts. The Ministry of Foreign Affairs is also responsible for coordinating the work of the Inter-ministerial Working Group for the Coordination of Humanitarian Aid. This expert-level Working Group coordinates humanitarian aid issues between relevant line ministries and the National Directorate for Disaster Management and is chaired by the State-secretary of the Ministry of Foreign Affairs.

For more information: [www.ec.europa.eu/europeaid/](http://www.ec.europa.eu/europeaid/)



**Other government and official agencies with responsibilities directly relevant to TCB**

**Contact:**

**Ministry of Foreign Affairs**

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1027 Budapest, Bem rkp. 47  
Tel.: +36 1 458 1000  
Fax: +36 1 212 5918  
Website: <http://www.mfa.gov.hu/>

**Ministry of Foreign Affairs**

The Ministry of Foreign Affairs of the Republic of Hungary is responsible for planning and coordinating Hungarian international development cooperation and humanitarian aid activities via the International Development Cooperation Department. In 2008, a Tendering Unit was set up to deal with the management of all legal and financial issues related to project implementation.

HUN-IDA, a not-for-profit company contracted by the Ministry of Foreign Affairs, is the implementing agency of Hungarian development cooperation activities. It is responsible mainly for organizing and implementing technical assistance programmes with partner countries and for preparing and monitoring calls for tender, providing advice and taking part in capacity building activities.

For more information: [www.ec.europa.eu/europeaid/](http://www.ec.europa.eu/europeaid/)

**Selected TCB programmes and initiatives in this guide**

**TRADE-RELATED FINANCIAL SERVICES**

- Support of development through in the capital increase of international financial institutions (World Bank, EBRD, CEB)

## INDONESIA



### General information on Indonesian development cooperation

#### Indonesia and the international aid architecture

As a middle-income country (MIC), Indonesia faces a distinctive set of challenges relating to aid, and more broadly to development effectiveness. The government of Indonesia's relationship with international aid agencies is changing; the financing mechanisms at its disposal are taking new forms; and its development cooperation with low-income countries (LICs) and other MICs is being further articulated. Given the country's development successes and its position as a large MIC, Indonesia has a strong contribution to make to efforts aimed at improving the international aid architecture for all recipients, including LICs and MICs.

Indonesia is a signatory to the Paris Declaration on Aid Effectiveness, and has committed to the aid effectiveness principles and commitments contained within it. Indonesia has been an active participant in regional preparations for the Third High-Level Forum on Aid Effectiveness, including through engaging with global mechanisms and through dialogue with other countries in the Asia region. The government is committed to taking forward the Accra Agenda for Action as well as the Monterrey Consensus and the 2008 Doha Declaration on Financing for Development.

Using its experience and its active participation in the governance of international aid organizations, global foundations and funds, as well as its strong network of relationships with other countries in the region and globally, the government commits to working to strengthen the international aid architecture in ways that enhance its responsiveness to Indonesia's needs as well as those of other developing countries. Development partners will support the government in this endeavour.

#### Source:

Jakarta Commitment, Aid for Development Effectiveness, Indonesia's Road Map to 2014

Government of Indonesia and its Development Partners

For more information:

[http://pendanaan.bappenas.go.id/index.php?option=com\\_content&view=article&id=22](http://pendanaan.bappenas.go.id/index.php?option=com_content&view=article&id=22)

Indonesia has provided approximately US\$42 million of foreign assistance over the past ten years. In addition to technical cooperation, Indonesia has provided more than US\$7 million in humanitarian assistance in the past two years.

<http://www.undp.org/content/undp/en/home/presscenter/pressreleases/2012/07/10/indonesia-undp-and-partners-boost-knowledge-exchange-between-developing-countries/>

#### Improving the international governance of aid and strengthening South–South cooperation

The government of Indonesia and development partners commit to further strengthening regional processes and institutions facilitating South–South cooperation. Efforts at South–South cooperation will through time expand to include possibilities for financial assistance as well technical support from the government of Indonesia.

The Technical Cooperation Programme for Developing Countries (TCDC), based on South–South cooperation, is aimed at accelerating development and improving economic stability in developing countries. It also includes efforts to strengthen partnership among a number of countries. Carrying out activities in the

framework of South–South cooperation creates an opportunity to share information and knowledge, and promotes a strong relationship and cooperation between Indonesia and other countries. The TCDC implies that developing countries also will assist each other in development and will strive to the level of economically developed countries, since there is a trend in developed countries to reduce aid to developing countries. By establishing partnerships among these countries, representatives of participating countries are given an opportunity to learn the culture and traditions of Indonesia.

The implementation of South-South and Triangular Cooperation (SSTC) Indonesia is coordinated by National Coordination Team (NTC), Co-chaired by the Minister of National Development Planning/Chairperson of Bappenas and the Minister of Foreign Affairs. Vice Minister of National Development Planning/Vice Chairperson of Bappenas act as the Vice Chairperson I, Vice Minister of Foreign Affairs as the Vice Chairperson II, and members consisting of Echelon I Line Ministries, and private sector representatives. The NCT has appointed Director of International Development Cooperation, Bappenas as a Chair of Technical Committee to implement the coordination of SSTC on daily basis.

The NTC consist of 3 Working Group (WG) which covers Institutional Framework in WG1, Program and Funding in WG2, and Monitoring Evaluation and Publication, Knowledge Management in WG3. The NCT on South-South Cooperation has established a website as source of information on Indonesia South-South Cooperation which can be accessed at:

<http://www.ssc-indonesia.org>.

#### **Principal official agency responsible for TCB assistance to developing countries**

##### **Contact:**

##### **Technical Cooperation Directorate (TCD)**

Ministry of Foreign Affairs of the Republic of Indonesia  
Jl. Pejambon No.6.  
Jakarta Pusat, 10110  
Indonesia  
Telephone: (+62 21) 344 15 08  
<http://www.kemlu.go.id>

**Technical Cooperation Directorate (TCD), Ministry of Foreign Affairs of the Republic of Indonesia:** To improve the TCDC, the Ministry of Foreign Affairs of the Republic of Indonesia established a Technical Cooperation Directorate (TCD) in early 2006 for implementation of its technical co-operation programme for developing countries. By establishing partnerships among these countries, representatives of participating countries are given an opportunity to learn the culture and traditions of Indonesia.

#### **Other government and official agencies with responsibilities directly relevant to TCB**

##### **Contact:**

##### **Ministry of Foreign Affairs of the Republic of Indonesia**

Jl. Pejambon No.6.  
Jakarta Pusat, 10110  
Indonesia  
Telephone: (+62 21) 344 15 08  
<http://www.kemlu.go.id>

## TCB cooperation initiatives with UN/international agencies and bilateral partners

A few selected examples are given below:

Indonesia cooperated with the Japanese Agency (JICA) for International Development to provide TCDC technical assistance for developing countries in Africa, Asia, the Pacific Ocean region and Latin America in the form of educational programmes and training for specialists.

A recent example of Indonesia's taking on more of a leadership role in South-South and Triangular Cooperation was its hosting of a high-level forum on knowledge exchange involving more than 300 policy-makers and practitioners from 46 countries. To further signal to its commitment on South-South and Triangular Cooperation, Indonesia also agreed to contribute \$1.5 million to the World Bank's South-South Exchange Facility, a multi-donor trust fund executed by the World Bank Institute.

Source: <http://www.lowyinterpreter.org/post/2012/07/25/Indonesia-emerging-aid-donor.aspx>

The conference, Towards Country-Led Knowledge Hubs, which took place 2012, focused on how to build stronger institutions that play a key role as 'knowledge exchange hubs'—gathering lessons learned and building networks to share them more systematically. This first global high-level meeting to boost knowledge exchange between developing countries was attended by at least 200 policy-makers and representatives from 40 countries.

At the two-day meeting organized by the Government of Indonesia, the World Bank, the Japan International Cooperation Agency (JICA) and the UN Development Programme (UNDP), participants presented several institutional arrangements for knowledge sharing. They ranged from Singapore's Cooperation Enterprise and Brazil's agricultural research and technology transfer hub (Embrapa) to the international development cooperation agencies established by Colombia, Mexico and South Africa.

For more information:

<http://www.undp.org/content/undp/en/home/presscenter/pressreleases/2012/07/10/indonesia-undp-and-partners-boost-knowledge-exchange-between-developing-countries/>

## Selected TCB programmes and activities described in this guide

### TRADE POLICY DEVELOPMENT

### SOUTH-SOUTH AND TRIANGULAR COOPERATION



## IRELAND

### General information on Irish development cooperation

Ireland has had a development cooperation programme since 1974 and it is an integral part of Ireland's foreign policy. The overarching objective of Ireland's development cooperation programme is to reduce poverty and eradicate hunger. The Department of Foreign Affairs and Trade provides foreign and trade promotion advice to the Irish government. Irish Aid, the Development Co-operation Division of the Department, manages the government's development cooperation programme. It also has a coordinating role in relation to overseas official development assistance (ODA) by other government departments, mainly the Department of Agriculture, Fisheries and Food and the Department of Finance. Total aid expenditure in 2011 amounted to €657 million (0.52 per cent of gross national product). Almost 70 per cent was spent on bilateral aid and 90 per cent of Ireland's bilateral aid went to Sub-Saharan Africa.

*"The Aid for Trade (Aft) Initiative has led to trade becoming a development strategy priority. Lasting solutions to the long-term needs in developing countries will need to be underpinned by increased local economic activity which will lead to domestic resource mobilization, foreign direct investment, more regional markets and more two-way trade with the rest of the world."*

### Keynote Address by Joe Costello T.D, Minister of State for Trade and Development, OECD Policy Dialogue on Aid for Trade January 2013

#### Aid for Trade (Aft) strategy

Ireland's overseas development policy is rooted in a desire to play an advocacy role in the fight against global poverty and the eradication of hunger. In this respect, Ireland seeks to ensure that global trade is seen as an effective tool in the fight against poverty in developing countries, appreciating fully the powerful impact international trade can play in the promotion of economic development and the alleviation of poverty. Ireland has a particular focus on the least developed countries (LDCs).

Ireland's support for Aft is firmly in line with the EU Aft Strategy and with the 2006 White Paper on Irish Aid, both of which have the eradication of poverty and hunger as their primary and overarching objective. Ireland's vision is that developing countries should reform trade policy in line with their broader national development plans. Therefore, as part of its overall support for Aft, Ireland provides support (€2.05 million in 2011) to the LDCs and other most vulnerable countries through the major, mainly Geneva-based, international organizations involved in trade-related technical assistance and trade-related capacity building.

The criteria for channelling Aft through multilateral institutions involves, in the first place, an assessment of whether the institution's mandate, capacity, geographical and thematic focus, programming processes and aid delivery mechanisms represent a close match with Ireland's development priorities and approach. Such assessments, and subsequent funding decisions, are based on a number of key considerations, including poverty reduction, the distributional impact of trade as an engine for economic growth, and the level of improved access to assets, markets and economic opportunities that would result. Ireland funds institutions that provide Aft support in partnership with developing countries and whose strategies are in line with the beneficiaries' development strategies, and who coordinate their assistance with other donors. Support through multilateral structures also allows the development of trade programmes across regions, acknowledging the importance of joining up country systems to facilitate trade across borders and ensure access to markets in landlocked countries. Strict accountability and good governance ensure value for money.

Ireland's support for Aft stretches beyond the traditional areas of multilateral trade-related assistance and includes elements of agricultural support and trade development (e.g. FairTrade).

## Principal official agency responsible for TCB assistance to developing countries

### Contact:

#### Irish Aid

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Department of Foreign Affairs  
Riverstone House  
23-27 Henry Street  
Limerick  
Ireland  
Tel.: +3531 4780822  
LoCall: 1890 426 700  
Website: <http://www.irishaid.ie>

#### Irish Aid

Irish Aid, the Development Co-operation Division of the Department of Foreign Affairs and Trade, manages the government's development cooperation programme. It also has a coordinating role in relation to ODA by other government departments (20 per cent of ODA), mainly the Department of Agriculture, Fisheries and Food and the Department of Finance. Irish Aid is headed by the Minister of State for Trade and Development. Irish Aid oversees Irish development cooperation relations with bilateral, multilateral and civil society partners in addition to Irish-based organizations and institutions. An Africa Section has lead responsibility for political relations with Africa and for the implementation of the Department's Africa Strategy, which has seen an increased focus on private sector development. Irish Aid's programme is completely untied, that is to say it is not conditional in any way on the use of Irish goods or services.

Irish Aid provides regular input on the development dimension of trade policy to the Department of Jobs, Enterprise and Innovation. This Department is responsible for formulating, developing and representing Ireland's trade policies as a Member State of the European Union (EU) and as a member of the WTO. Irish Aid supports a range of initiatives and programmes at national and international level aimed at strengthening the capacity of developing countries to expand and benefit from international trade.

For more information: <http://www.irishaid.ie/what-we-do/how-our-aid-works/supportingtrade/>

#### Other official or government trade-related organizations

**Dublin Port Company:** is a self-financing, private limited company wholly owned by the state, whose business is to manage Dublin Port, Ireland's premier port. It is responsible for the management, control, operation and development of the port, and provides a number of key services to its customers within the port, primarily vessel traffic management, pilotage and towage. Dublin Port provides technical assistance (TA) and training to the UNCTAD TrainForTrade Port Training Programme for English-Speaking Developing Countries.

For more information: E-mail: [info@dublinport.ie](mailto:info@dublinport.ie)  
<http://www.dublinport.ie/>

**Economic and Social Research Institute of Ireland (ESRI):** produces research that contributes to understanding economic and social change and informs public policymaking and civil society in Ireland and throughout the EU. Key features of ESRI's research are its strong empirical base, its policy focus and its coverage of many of the major areas of relevance to current policy issues in Ireland and the EU. ESRI also provides consultancy advice in international projects funded by Irish Aid. It is currently working with the Vietnamese government in the field of macro-economic policy and investment policy through a three-year technical support programme with Vietnam's National Centre for Socio-Economic Information and Forecasting.

For more information: E-mail: [admin@esri.ie](mailto:admin@esri.ie)  
<http://www.esri.ie/>

**Enterprise Ireland (EI):** EI is the government organization responsible for the development and growth of Irish enterprises in world markets. EI works in partnership with Irish enterprises to help them start, grow, innovate and win export sales on global markets.

For more information: <http://www.enterprise-ireland.com/AboutUs/>

**Industrial Development Agency (IDA):** IDA is Ireland's inward investment promotion agency, responsible for the attraction and development of foreign investment in Ireland. It focuses on securing investment from new and existing clients in the areas of high-end manufacturing, global services (including financial services) and research, development and innovation.

For more information: E-mail: [idaireland@ida.ie](mailto:idaireland@ida.ie)  
<http://www.idaireland.com>

**Port of Cork:** is a state commercial port company. It is the key seaport in the south of Ireland. The Port provides and facilitates port activities and services including roll-on roll-off, lift-on lift-off, bulks, cruise, pilotage, channel dredging and land and property rental. Port of Cork provides TA and training to the UNCTAD TrainForTrade Port Training Programme for English-Speaking Developing Countries.

For more information: E-mail: [info@portofcork.ie](mailto:info@portofcork.ie)  
<http://www.portofcork.ie>

#### **Non-government organizations involved in TCB**

**Traidlinks:** was founded in 2004 as an outcome of the Private Sector Forum convened by the Minister for Development Cooperation. Traidlinks seeks to build the commercial performance and responsible business practices of the companies it supports. The core of its business lies in supporting small and medium African companies to overcome marketplace challenges, by providing and transferring specialist technical skills and business development expertise, and identifying and providing both international and local routes to market. Traidlinks focuses on two key programme areas: (i) skills exchange; and (ii) promotion and awareness-raising.

For more information: E-mail: [contactus@traidlinks.ie](mailto:contactus@traidlinks.ie)  
<http://www.traidlinks.ie>

**Value Added in Africa:** founded in 2007, is an Irish fair-trade organization that assists African producers of value-added finished products in finding distributors in Ireland and the UK.

For more information: <http://www.valueaddedinafrica.org>

**TCB cooperation initiatives with UN/international agencies and bilateral partners**

Ireland acts as a member of certain UN/international agencies, participates in governing mechanisms of certain international agencies and supports specific projects of certain UN/international agencies.

Financing mechanisms are a mixture of providing core funding to and/or funding specific projects of UN/international agencies.

Ireland has arrangements with the following international agencies:

Advisory Centre for WTO Law (ACWL); the European Centre for Development Policy Management (ECDPM); the ITC; World Bank; the WTO; and UNCTAD, in line with UN/WTO accounting and reporting procedures or as outlined in Memoranda of Understanding with the relevant international agencies.

Main mechanisms for monitoring and evaluation are participation in governing body procedures and meetings and/or holding bilateral meetings with the UN/international agencies and cooperation with fellow donors.

**Selected TCB programmes and initiatives in this guide****GLOBAL ADVOCACY**

- European Centre for Development Policy Management

**TRADE POLICY DEVELOPMENT**

- WTO Mission Internship Programme

**LEGAL AND REGULATORY FRAMEWORK**

- Advisory Centre on World Trade Organisation (WTO) Law
- Facility for Investment Advisory Services (FIAS), World Bank Group

**SUPPLY CAPACITY**

- Irish Fairtrade Network's initiatives

**COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES**

- Standards Trade and Development Facility

**TRADE PROMOTION CAPACITY BUILDING**

- Uganda Export Promotion Board (UEPB) (MarketLinked)

**MARKET AND TRADE INFORMATION**

- International Trade Centre

**TRADE FACILITATION**

- Port training programme for the port communities of English-speaking developing countries (TrainForTrade)

**PHYSICAL TRADE INFRASTRUCTURE**

- Road Rehabilitation – Ethiopia

**TRADE RELATED FINANCIAL SERVICES**

- International Finance Corporation Conflict-Affected States in Africa





## ITALY

### General information on Italian development cooperation

Development cooperation is an essential part of Italian Foreign Policy. The main Italian institution involved in these activities is the Directorate General for Development Cooperation (DGCS) set up in 1987 within the Ministry of Foreign Affairs (MFA). Another important development governmental institution is the Ministry of Economy and Finance (MEF), which takes care of relationships with international financial institutions (IFIs). Other actors in this field are local government entities, universities and non-governmental organizations (NGOs).

<http://www.cooperazioneallosviluppo.esteri.it>

### Aid for Trade (Aft) strategy

Italy has not yet adopted an Aft strategy, but the Italian Development Cooperation Guidelines for the period 2012-14 consider Aft one of the key elements for inclusive and sustainable development of the private sector, which is one of Italian development cooperation's priorities.

### Principal official agency responsible for TCB assistance to developing countries

#### Contact:

#### Directorate General for Development Cooperation (DGCS)

Ministry of Foreign Affairs  
Piazzale della Farnesina, 1  
I-00135 Rome  
Tel.: +39 0636911  
E-mail: [segr-co@cert.esteri.it](mailto:segr-co@cert.esteri.it)  
Website: <http://www.esteri.it/MAE/EN/Ministero/Contatti/>

Directorate General for Development Cooperation (DGCS), of the Italian MFA, is the main Italian organization for development activities. It finances development initiatives to be implemented directly or in collaboration with NGOs, other Italian institutions and international organizations. All initiatives involving significant financial commitments are approved by a Board of Directors. According to the Cooperation Strategy Paper adopted by DGCS for the period 2012-14, the priority sectors are:

- Agriculture and food security;
- Health;
- Education;
- Governance;
- Civil society; and
- The private sector.

In the same three-year period, official development assistance (ODA) made available each year by the Parliament will be allocated for initiatives in the following regions:

- 40 per cent: Sub-Saharan countries;
- 34 per cent: Mediterranean countries;
- 18 per cent: Asia;
- 8 per cent: Latin America

**Other official or government trade-related organizations**

**Centro di Studio per l'Applicazione dell'Informatica in Agricoltura (CeSIA):** the Center's aim is to develop research in computer skills targeted at the agro-food and forestry sectors. Its activities are focused on developing technology tools for the design, creation and updating of GIS-oriented databases, and the development of operational programmes for the protection and management of agro-forestry and eco-environmental analysis using GIS and remote sensing. Since its creation, the Center has been actively involved in several European Union research projects. It also aims at developing initiatives and training opportunities for practitioners and researchers in the environment and land planning sectors, and at promoting international efforts to encourage the creation of a European network of knowledge in these areas.

For more information: <http://www.georgofili.it/download/698.pdf>

**Federation of Italian Exporters and Importers (FIEI):** FIEI promotes the expansion of Italian companies in foreign markets, representing their interests since 1980. It offers and coordinates import-export services through its ten affiliated Export-Import Associations. It also publishes a monthly international market journal and magazines, carrying out studies and research in the area of foreign trade and markets, and it runs an Import Promotion Desk.

For more information: <http://www.fiei.net/english.htm#aoutus>

**Istituto Affari Internazionali (IAI):** the IAI's main objective is to promote an understanding of the problems of international politics through studies, research, meetings and publications, with the aim of increasing the opportunities of all countries to move in the direction of supranational organization, democratic freedom and social justice. The Institute offers members and non-members standard and personalized services. An example of the latter is the Laboratory's Global Outlook. The IAI organizes a number of meetings, round tables and conferences on international trade, in order to encourage thinking on Italy's strategic options in the field of trade relations and policies, and to involve decision-makers at various institutional levels. On specific issues or problems related to the WTO and international trade, reports are commissioned from international experts and/or ad hoc documentation or dossiers are produced.

For more information: E-mail: [iai@iai.it](mailto:iai@iai.it) and [http://www.iai.it/sections\\_en/istituto/chi\\_siamo/chi\\_siamo\\_en.asp](http://www.iai.it/sections_en/istituto/chi_siamo/chi_siamo_en.asp)

**Istituto di Servizi per il Mercato Agricolo Alimentare (Ismea):** Ismea was set up by a decree in 1999. It aims at supporting the development of the Italian agricultural sector. Various activities previously carried out by different public entities were streamlined and integrated under it. According to the decree, the institution's main task is to offer financial, insurance and information services to agricultural companies in order to: (i) increase their competitiveness and reduce their risks; (ii) facilitate their relations with banks, insurance companies and markets; and (iii) improve market transparency and information sharing.

For more information: <http://www.ismea.it/flex/cm/pages/ServeBLOB.php/L/IT/IDPagina/1>

**Italian Export Credit Agency (SACE):** SACE is aimed to help companies in developing foreign business and investments through insurance cover. Formerly an Italian governmental agency, SACE S.p.A. was converted in 2004 into a private corporate entity, fully owned by the Italian Ministry of Economy and Finance.

For more information: <http://www.sace.it/GruppoSACE/content/it/index.html>

**Italian Trade Commission (I.C.E. Istituto Nazionale per il Commercio Estero)**, is the governmental agency entrusted with promoting trade, business opportunities and industrial cooperation between Italian and foreign companies. It supports the internationalization of Italian firms and their consolidation in foreign markets and it provides information and assistance to all those foreign companies that wish to develop business with their Italian counterparts. In particular, it provides: (i) the Italian economic outlook (an overview of the fundamentals of the Italian economy) and information on Italian foreign trade and national trade policies; (ii) up-to-date information on Italian laws and regulations to attract foreign investments and give assistance to foreign investors; and (iii) a specialized website dedicated to the major sectors of Italian production. It houses an official directory of Italian companies, which is accessible both by sector and geographical market of interest, and gathers offers and requests coming from foreign companies interested in developing business with Italian partners. All submitted requests and offers are stored in a database that can be accessed by sector and market, enabling Italian companies to consider the various proposals.

Foreign companies can also find details of trade fairs and exhibitions held in Italy throughout the year.

For more information: <http://www.italtrade.com/>

**National Institute of Statistics (Istat):** Istat collects and produces data on the Italian economy and Society, making them available for study and decision-making purposes. A public research body acting in full autonomy, Istat is governed by a president and a board of directors who plan and evaluate its activities. It is very active in international cooperation projects, aiming at strengthening the statistical capacity of transition and developing countries and supporting candidate countries in lining up with the standards of the European Statistical System. At present, Istat's technical assistance is addressed primarily to the Balkans, the Newly Independent States, EU Candidate Countries and Mediterranean countries, but it also cooperates with countries in Africa (Cape Verde and Mozambique), Latin America and China. The results of these programs are a learning tool for institutional users, businesses and associations engaged in or interested in these areas.

For more information: <http://www.istat.it/english/institute.html>

**SIMEST** is a finance institution which promotes direct investment by Italian companies outside the European Union. It provides technical and financial support for projects, and administers various forms of public support for the internationalization of the Italian economy.

For more information: <http://www.simest.it/home.html>

#### **TCB cooperation initiatives with UN/international agencies and bilateral partners**

Italy's main form of collaboration with UN/international agencies is based on financial agreements with relevant agencies. The financing mechanism is based on grants. Italy has arrangements with UNIDO; UN-HABITAT; FAO; the International Centre for Advanced Mediterranean Agronomic Studies/European Investment Bank (EIB); the World Bank; AfDB and other IFIs.

Data collection and reporting are based on reports from the implementation agency or from the Italian embassy/cooperation offices network.

Monitoring and evaluation reports are obtained from the implementation agency, reports from the Italian embassy/cooperation offices network and monitoring and evaluation missions from headquarters.

Categories of aid, according to the classification, are as follows:

- TRADE POLICY DEVELOPMENT
- LEGAL AND REGULATORY FRAMEWORK
- TRADE PROMOTION CAPACITY BUILDING
- MARKET AND TRADE INFORMATION
- TRADE FACILITATION
- PHYSICAL TRADE INFRASTRUCTURE

### Selected TCB programmes and initiatives in this guide

#### LEGAL AND REGULATORY FRAMEWORK

- Projects in South Africa, Vietnam, Tunisia and Egypt

#### SUPPLY CAPACITY

- Integrated financial and technical assistance for SMEs development (soft loan plus grant) - Albania
- Strengthening and internationalization of the productive sector of General District of San Martin, promoted by the NGO CISP - Argentina
- Private Sector Development Platform (soft loan plus grant) - Ghana
- Quality and competitiveness improvement of Lebanese agricultural production for exportation, implemented by the International Centre for Advanced Mediterranean Agronomic Studies - Lebanon
- Enterprise creation and internationalization of West African enterprises, realized with the University of Reggio Calabria - West Africa (Regional)
- Modernization and technological upgrading of industries (soft loan plus grant) - Syria

#### TRADE PROMOTION CAPACITY BUILDING

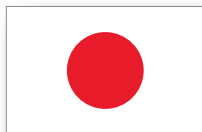
- Programme for the reinforcement of the Training Institute for MERCOSUR – IMEF, realized by CIRPS University “La Sapienza” of Rome - South America
- Capacity building to the ODS (Office Développement Sud) for investment promotion, technological upgrading and trade capacity of South Tunisian SMEs - Tunisia

#### PHYSICAL TRADE INFRASTRUCTURE

- Road rehabilitation programme (Kabul – Bamyan) - Afghanistan
- Project facility for infrastructure feasibility studies - Albania;
- Training to the personnel of the big harbor of Al Faw - Iraq
- Rehabilitation of infrastructures of harbor and roads of Bosasso in the State of Puntland – Somalia. Multilateral financing to UN-Habitat
- Contribution of € 500,000 to EIB for the EU – African Infrastructure Partnership Trust Fund

#### TRADE RELATED FINANCIAL SERVICES

- Credit access and support to the commercialization of agricultural production in Quiché - Guatemala
- Credit access in the sector of microfinance (Soft loan plus grant) - Peru



## JAPAN

### General information on Japanese development cooperation

The Ministry of Foreign Affairs (MOFA), International Cooperation Planning Headquarters is responsible for charting out Japan's ODA policy and strategy, whilst implementation of ODA programmes lie with the key ODA implementing Agency Japan International Cooperation Agency (JICA). In the area of AFT, the Ministry of Economy, Trade and Industry (METI) and Japan External Trade Organization (JETRO) also play an important role in the implementation of trade and private sector related technical cooperation programmes.

### Aid for Trade (AFT) Strategy

The main objectives of Japan's AFT strategy are the following:

1. Economic Infrastructure Development
2. Promotion of Trade and Investment
3. Promoting Small and Medium-sized Enterprises (SMEs) and Strengthening Competitiveness
4. Improvement of Soft Industrial Bases
5. Promoting Local Industry and Economy

Prior to the WTO Hong Kong Ministerial Conference, held in December 2005, Japan announced the "Development Initiative for Trade", which forms the basis of its AFT Strategy. This is a comprehensive package of measures which assist developing countries to benefit from the multilateral trading system. It includes, for example, the implementation of duty-free and quota-free market access for essentially all products originating from all Least Developed Countries (LDCs), and various programmes through ODA. Japan has fully implemented its commitments under the "Development Initiative for Trade". In December 2005, it pledged to provide US\$10 billion of financial assistance to AFT initiatives over a three-year period

(2006-2008). Based on the CRS statistics elaborated by the OECD, its AFT contribution amounted to approximately US\$4.6 billion in 2006, approximately US\$4.3 billion in 2007, and approximately US\$8.7 billion in 2008.

In July 2009, a new AFT Strategy, "Development Initiative for Trade 2009", was announced by the Japanese Government. Under this new initiative, Japan pledged to provide US\$12 billion through bilateral assistance for trade-related projects from 2009 to 2011. Japan has fully implemented its financial commitments. Based on the CRS statistics elaborated by the OECD, its AFT contribution amounted to approximately US\$6.1 billion in 2009, approximately US\$9.4 billion in 2010, and approximately US\$7.9 billion in 2011.

It pledged to also deploy close to 40,000 trade-related technical experts to developing countries during that period.

The 2009 initiative also focuses on improving AFT implementation and on meeting commitments in the area of trade finance made at the G20 London Summit in April 2009.

The areas of focus of Japan's AFT interventions are: (i) regional infrastructure development for the facilitation of cross-border procedures (One Stop Border Post) and the development of power distribution and transmission lines; and (ii) financial support and joint public-private sector missions for trade and investment promotion.

Furthermore, since September 2008, Japan has been reinforcing its efforts in the area of trade finance and related fields in order to tackle the global financial crisis. The corner stone of its AFT strategy is supporting the cross-fertilization of experience between Asia and Africa. Its AFT programmes bring together its best practices in Asia (Cambodia, Indonesia, Vietnam, and the Mekong Regional programmes) and Africa (Ethiopia, Kenya, Namibia Tanzania, Zambia). In this regard, Japan has been fully involved in the AFT Asia-Pacific

RTG (Regional Technical Group) since its inception in March 2009. The purpose of the RTG is to discuss the successful and rich experiences of aid activities in the Asia-Pacific region, to extract some elements of the effective aid and to share them with other regions, particularly Africa. Japan hosted the Third RTG meeting in Tokyo in 2010 and submitted the first report to the Third Global Review of Aft, an opportunity for the WTO members to survey what has been achieved through Aft. In March 2013, Japan hosted the Sixth RTG meeting in Tokyo to complete the second report which has been submitted to the Fourth Global Review in July 2013. In geographical focus, the Japanese Government's Aft funding goes predominantly to Asia, especially India, Indonesia and Vietnam. In 2009, it was the largest Aft donor in the Asia region; but Africa is also an important region for the Japanese Government's development cooperation.

In this regard, in June 2013, Japan co-hosted the Fifth Tokyo International Conference on African Development (TICADV) with the United Nations, the United Nations Development Programme, the World Bank and the African Union Commission. Japan continuously promotes Aft for Africa as well as other region. Demands for Aft from African countries have increased, especially in infrastructure development, such as road networks, and the facilitation of cross-border procedures, such as One Stop Border Posts (OSBP).

Japan provides aid at bilateral, regional and multilateral levels, with regional initiatives its preferred approach to implementing its Aft strategy. At the regional level, it channels its Aft funding for Asia through the ADB and other agencies. It is actively carrying out projects for cross-border infrastructure development and technical cooperation such as the development of "Cross Border Transportation Infrastructure" (CBTI) in the Great Mekong Sub-region, improvement of international trunk roads and related technical assistance in Africa, and construction of One Stop Border Posts in Africa.

Japan is also increasingly channelling its Aft funding through multilateral initiatives and international organizations such as the EIF, WCO and ITC, in order to improve the harmonization and alignment of Japanese ODA. In the area of technical assistance, Japan dispatched 3,297 experts to developing countries and accepted 11,636 trainees from developing countries in 2009, and dispatched 3,286 experts and accepted 8,134 trainees in 2010. Japan dispatched 3,297 experts to developing countries and accepted 11,636 trainees from developing countries in 2009, and dispatched 3,286 experts and accepted 8,134 trainees in 2010. Result of 2011 is under aggregating calculation.

Source: Aid for Trade at a Glance 2011 – Donor Information: Japan  
[http://www.wto.org/english/res\\_e/publications\\_e/aid4trade11\\_e.pdf](http://www.wto.org/english/res_e/publications_e/aid4trade11_e.pdf)  
<http://www.mofa.go.jp/announce/svm/speech110718.html>

### Principal official agencies responsible for TCB assistance to developing countries

#### Contact:

#### Japan International Cooperation Agency (JICA)

1-6th floor, Nibancho Center Building 5-25  
 Niban-cho, Chiyoda-ku, Tokyo 102-8012  
 Tel: +81 35 226 6660/6661/6662/6663  
 Web: <http://www.jica.go.jp/english/index.html>  
 Ministry of Foreign Affairs of Japan (MOFA)  
 Kasumigaseki 2-2-1, Chiyoda-ku  
 Tokyo 100-8919  
 Tel: +81 33 580 3311  
 Web: <http://www.mofa.go.jp/about/index.html>

**Japan International Cooperation Agency (JICA):** JICA is an independent administrative institution that coordinates ODA for the Government of Japan. It is charged with assisting economic and social growth in developing countries and the promotion of international cooperation and is responsible for the transfer of technical assistance and knowledge. The current organization was formed on October 1, 2003, as outlined in the International Cooperation (Independent Governmental) Agency Act of 2002. Its predecessor (also known as “JICA”) was a semi-governmental organization under the jurisdiction of the Ministry of Foreign Affairs, formed in 1974. In 2008 JICA and part of the Japan Bank for International Cooperation (JBIC) merged to form the “New JICA”. The New JICA has become one of the largest bilateral development organizations in the world, with a network of 138 overseas offices, projects in more than 150 countries, and available financial resources of approximately US\$11.4 billion in 2011. The reorganized agency is also responsible for administering part of Japan’s grant aid, which is currently under the jurisdiction of the Ministry of Foreign Affairs, and so all three major ODA components – technical cooperation, grant aid, and concessional loans – are now managed under one roof. The New JICA will also strengthen research and training capacity in the years ahead, acting as a kind of ODA think tank, contributing to global development strategies, strengthening collaboration with international institutions, and being better able to communicate Japan’s position on major development and aid issues.

For more information: <http://www.jica.go.jp/english/>

**JICA Research Institute:** JICA-RI conducts cross-field research and analyzes developing country issues, building on the operational experiences and analytic results of the former JICA and JBIC. It analyses the growth experiences of Japan and its East Asian neighbours and draws lessons applicable to other regions. JICA-RI is open to domestic and international researchers, aid-implementing organizations, government bodies, private-sector corporations and NGOs, and it networks with both domestic and international institutes and individuals through joint studies. It is also equipped to provide input to policy makers and donor organizations in developing countries.

For more information: <http://jica-ri.jica.go.jp/index.html>

**Japan Overseas Cooperation Volunteers (JOCV):** JICA dispatches volunteers to developing countries to work together with local communities. The four major types of volunteers are the Japan Overseas Cooperation Volunteers (ages 20 to 39), the Senior Volunteers (ages 40 to 69), and the Volunteers and Senior Volunteers for Japanese Communities Overseas. JOCVs operate in a number of areas, including agriculture, forestry and fisheries, processing, maintenance, civil engineering, health and hygiene, education and culture, and sport.

For more information: <http://www.jica.go.jp/english/operations/schemes/citizen/volunteers.html>

#### **Other government and official agencies with responsibilities directly relevant to TCB**

##### **Contact**

##### **Ministry of Foreign Affairs of Japan (MOFA)**

Kasumigaseki 2-2-1, Chiyoda-ku

Tokyo 100-8919

Tel: +81 33 580 3311

Web: <http://www.mofa.go.jp/about/index.html>

## Contact

### Japan Bank for International Cooperation (JBIC)

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4-1 Ohtemachi 1-chome, Chiyoda-ku  
Tokyo 100-8144  
Japan  
Subway Tozai Line Takebashi Station Exit 3b  
Tel: + 81 35 218 3100  
Fax: + 81 35 218 3955  
Web: <http://www.jbic.go.jp/en>

**Japan Bank for International Cooperation (JBIC)** is a policy-based financial institution wholly owned by the Japanese government, which has the purpose of contributing to the sound development of Japan and the international economy and society, by taking responsibility for the financial function to promote the overseas development and securement of resources which are important for Japan, to maintain and improve the international competitiveness of Japanese industries and to promote the overseas business having the purpose of preserving the global environment, such as preventing global warming, also providing the financial services that are necessary to prevent disruptions to international financial order or to take appropriate measures with respect to damages caused by such disruption, while having the objective of supplementing the financial transactions implemented by ordinary financial institutions.

For more information: <http://www.jbic.go.jp/en/>

## Contact

### Japan External Trade Organization (JETRO)

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Ark Mori Building  
6F 12-32 Akasaka 1-chome Minato-ku  
Tokyo 107-6006  
Tel: + 81 33 582 5511  
Web: <http://www.jetro.go.jp/en/jetro/worldwide/japan/>  
and <http://www.jetro.go.jp/>

**Japan External Trade Organization (JETRO):** This is a government-related organization, with over 50 offices worldwide, that works to promote mutual trade and investment between Japan and the rest of the world. Facilitating economic growth in developing countries through trade promotion is also part of its core mandate. It helps companies from developing countries in Africa and Asia promote their products on the Japanese market, and has been working on various projects and activities to boost African and Asian exports to Japan through trade fairs and facilitating firms entering the Japan market. It also works on trade negotiation issues, such as the Economic Partnership Agreements (EPAs), and provides research support through the Institute of Developing Economies (IDE).

For more information: <http://www.jetro.go.jp/>



## Contact

### Ministry of Economy, Trade and Industry (METI)

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1-3-1 Kasumigaseki, Chiyoda-ku  
Tokyo 100-8901  
Tel: +81 33 501 1511  
Web: <http://www.meti.go.jp/english/index.html>

**Ministry of Economy, Trade and Industry (METI):** METI is responsible not only in the areas of exports and imports but also for all domestic industries and businesses not specifically covered by other ministries in the areas of investment in plant and equipment, pollution control, energy and power, some aspects of foreign economic assistance, and consumer complaints. It is also involved in the formulation of industrial policy, an arbiter on industrial problems and disputes, and a regulator. A major objective of METI and Japanese industry is to lead Japanese foreign trade policy that complements the ministry's efforts to strengthen domestic manufacturing interests. METI facilitated the early development of nearly all major industries by providing protection from import competition, technological intelligence, help in licensing foreign technology, access to foreign exchange, and assistance in mergers.

For more information: <http://www.meti.go.jp/english/index.html>

### Other official or government trade-related organizations

**Institute for International Studies and Training (IIST):** The IIST provides training and other capacity building activities which aim to improve the quality of personnel engaged in international economic activities as a means of promoting economic exchange among Japan and other countries. It was set up in 1967 with funding from the Japanese Government and business sector. Key programmes currently implemented by IIST are: (i) international exchange programme; (ii) human resource development; (iii) information dissemination through the IIST World Forum; and (iv) research and studies. These programmes include the development of educational materials, area studies, and research and studies on international trade issues.

For more information: E-mail: [info@iist.or.jp](mailto:info@iist.or.jp) and <http://www.iist.or.jp/en/>

**Institute of Developing Economies, Japan External Trade Organization (IDE-JETRO):** IDE is a research institution affiliated with JETRO that aims to make intellectual contributions to the world as a leading centre of social-science research on developing regions. Its research activities provide an intellectual foundation to facilitate cooperation between Japan and the international community in addressing development issues. It conducts research on economic, political and societal issues in developing economies to support Japan's expansion of harmonious trade and investment and the provision of international economic cooperation focused on these economies. Its research focuses particularly on supporting economic development in East Asia and strengthening economic ties between Japan and East Asian countries. The institute also carries out comprehensive research on developing economies throughout the world, including those in South Asia, the Middle East, Africa, Eastern Europe, Latin America and Oceania.

For more information: E-mail: [info@jef.or.jp](mailto:info@jef.or.jp) and [http://www.jef.or.jp/en\\_act/mission.asp](http://www.jef.or.jp/en_act/mission.asp)

**International Center for Environmental Technology Transfer (ICETT):** ICETT was established through the cooperation of industry, academia, and Government to promote the transfer of Japan's environmental conservation systems. It carries out training and technical guidance, research and development, surveys and the provision of information and activities intended to promote information exchange and raise public awareness. It covers, amongst other areas, energy efficiency, clean production and clean technology, and

the promotion of environmental standards. ICETT provides technical assistance in the form of lecturers and instructors who conduct training overseas.

For more information: E-mail: [info@icett.or.jp](mailto:info@icett.or.jp) and <http://www.icett.or.jp/>

**Japan Economic Foundation (JEF):** JEF's mandate is to deepen mutual understanding between Japan and other countries through a broad range of activities aimed at promoting economic and technological exchanges. It provides information about Japan and arranges opportunities to exchange ideas among opinion leaders from many countries in such fields as industry, government administration, academia and politics, with the aim of breaking down barriers to mutual understanding. Its key activities include: (i) arranging overseas visits for Japanese leaders; (ii) inviting foreign leaders to visit Japan; (iii) sponsoring international forums and seminars; (iv) conducting research on trade and industry in other countries (i.e., collecting information to help Japanese organizations with policy development); and (v) publishing information about the Japanese economy and developments in trade, industry and technology.

For more information: E-mail: [info@jef.or.jp](mailto:info@jef.or.jp) and [http://www.jef.or.jp/en\\_act/mission.asp](http://www.jef.or.jp/en_act/mission.asp)

**Japan Institute for Overseas Investment (JOI) :** JOI aims to facilitate sound and smooth FDI from Japan and to contribute to the expansion of international economic cooperation with countries around the world. The institution collects and analyzes a wide range of information from various institutions and organizations in Japan and overseas. Its seminars cover a wide range of themes, and include seminars for foreign government officials visiting Japan on the economy, the investment climate and business opportunities. JOI also conducts research upon request on a broad spectrum of topics, such as the investment climate in emerging markets and in various sectors, such as energy.

For more information: [http://www.joi.or.jp/otoiawase\\_e.html](http://www.joi.or.jp/otoiawase_e.html)

**New Energy and Industrial Technology Development Organization (NEDO):** NEDO actively undertakes the development of new energy and energy-conservation technologies, verification of technical results, and the introduction/dissemination of new technologies. As Japan's largest public research and development management organization, it endeavours to promote advanced technology that will enhance Japan's industrial competitiveness and resolve energy and global environmental issues. Under its International Cooperative Research Program, NEDO aims to address technical development issues and foster research and development capacity in developing countries by leveraging Japan's own technical capabilities and research and development capacity, and by conducting collaborative research and development with the research institutes of developing countries.

For more information: [http://www.nedo.go.jp/english/introducing/mis\\_poli.html](http://www.nedo.go.jp/english/introducing/mis_poli.html)

**Nippon Export and Investment Insurance (NEXI) :** The Japanese trade and investment insurance system was established in 1950 to facilitate Japanese companies' export expansion and overseas development. This insurance system has now been replaced by an independent administrative institution, NEXI. NEXI provides trade and investment insurance covering the risks in overseas trading transactions conducted by Japanese companies, such as export, import, overseas investment, and financing. The role of trade and investment insurance is to mitigate risks that are inherent in overseas trading transactions, such as restrictions on remittance of foreign currency, war and civil war, and non-payment by the export counterpart buyer. By providing this insurance, NEXI facilitates Japanese trade and investment in developing countries.

For more information: [http://www.nexi.go.jp/e/aboutus/index\\_frame.html](http://www.nexi.go.jp/e/aboutus/index_frame.html)

**Research Institute of Economy, Trade and Industry (RIETI)** : RIETI was set up in 2001 as a new platform to bring about creative and innovative policy debates based on world-class research, analysis and policy studies from mid- and long-term strategic perspectives. It serves as an economic and industrial policy platform which provides the Government with a theoretical backbone and a knowledge network. RIETI undertakes: (i) research and studies on economic and industrial conditions as well as relevant policies both within Japan and abroad; (ii) policy proposals and public relations and the dissemination of information through publications such as the Keizai Seisaku Rebyu (Economic Policy Review), website articles, and by hosting a series of conferences; and (iii) data collection and management/ statistics processing and management. RIETI collaborates with the Ministry of Economy, Trade and Industry (METI) and carries out research in areas specific to industrial policy and competitiveness, innovation systems, domestic and international trade and globalization, amongst others.

For more information: E-mail: [info@rieti.go.jp](mailto:info@rieti.go.jp) and <http://www.rieti.go.jp/en/about/>

#### **Non-governmental organizations involved in TCB**

The Overseas Human Resources and Industry Development Association (HIDA) is an organization for human resources development in developing countries to promote technical cooperation through training, experts dispatch and other programmes. Through those programs, we aim at contributing to the mutual economic growth of developing countries and Japan as well as enhancing friendly relations between those countries.

For more information: E-mail: [lrc@hidajapan.or.jp](mailto:lrc@hidajapan.or.jp) and <http://www.hidajapan.or.jp/hida/en/index.html>

#### **TCB cooperation initiatives with UN/international agencies and bilateral partners**

In addition to traditional development assistance organizations such as OECD/DAC member countries, UN agencies and IFIs (for example the World Bank, Asian Development Bank and African Development Bank), JICA has been strengthening relationships with organisations with an increasing presence such as the Islamic Development Bank.

[http://www.jica.go.jp/english/our\\_work/partnership/overview.html](http://www.jica.go.jp/english/our_work/partnership/overview.html)

<http://www.jica.go.jp/english/publications/reports/annual/2012/c8h0vm00002qe6vj-att/42.pdf>

A few selected examples of Japan's collaboration with UN/international agencies are highlighted below (details are provided under the Trade-Related Categories below):

- WTO Doha Development Agenda Global Trust Fund (DDAGTF):
- DDAGTF finances technical assistance programs and training activities for developing and least developed countries. The aim is to better adapt their practices and laws to WTO rules and disciplines, improve the implementation of their obligations and enhance the exercise of their membership right. Japan has donated CHF 9.1 million on aggregate since 2002.
- The Government of Japan, through METI, has been providing IP-related technical assistance in partnership with WIPO since 1987
- Enhancing Private Sector Assistance for Africa (EPSA): EPSA is a multi-donor framework supporting the AfDB's Private Sector Development Strategy. Drawing on successful development experience in Asia and around the globe, EPSA was conceived in partnership with the Government of Japan. A concessional loan has been set up with AfDB under the EPSA Non-sovereign Loan (NSL) component. Under EPSA, Japan has provided more than 1 billion US dollars in 5 years.

## Selected TCB programmes and activities described in this guide

### GLOBAL ADVOCACY

- Initiative for Policy Dialogue (IPD)

### TRADE POLICY DEVELOPMENT

- WTO Doha Development Agenda Global Trust Fund (DDAGTF)

### LEGAL AND REGULATORY FRAMEWORK

- Japan Funds in Trust for Industrial Property (FIT/JP (IP))
- Strengthening of FDI promotion Cambodia
- Training course for developing countries on competition law and policy

### SUPPLY CAPACITY

- One Village One Product (OVOP)
- Smallholder Horticulture Empowerment and Promotion Unit Project (SHEP UP) Kenya

### COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES

- Strengthening Standard and Conformance to comply with international standards

### TRADE PROMOTION CAPACITY BUILDING

- JETRO support for market linkages and export promotion

### PHYSICAL TRADE INFRASTRUCTURE

- Enhancing Private Sector Assistance for Africa (EPSA)

### TRADE RELATED FINANCIAL SERVICES

- Facilitating trade and investment in Africa – JBIC (Facility for African Investment (FAI))
- Trade finance initiative in cooperation with IFC programmes supporting trade with developing countries

### SOUTH-SOUTH AND TRIANGULAR COOPERATION



## KOREA (REPUBLIC OF)

### General Information on South Korea development cooperation

Korean aid is mainly managed by two key ministries. The first is the Ministry of Foreign Affairs and Trade (MOFAT), which is responsible for Korea's aid policy and for roughly half of all of Korea's bilateral ODA. This half is implemented through the Korea International Co-operation Agency (KOICA). The second is the Ministry of Strategy and Finance (MOSF), which determines Korea's concessional loan policy. This is implemented through the Economic Development Cooperation Fund (EDCF), which was established by the Korean Government in 1987. The operation and management of the EDCF are entrusted to Korea Eximbank (KEXIM). A further 30 other ministries, agencies and municipalities are involved in providing small amounts of grant aid, mainly in the form of technical co-operation.

In 2011, Korea's net official development assistance, ODA was US\$1.325 billion, representing 0.12 per cent of its GNI. The Government sets explicit targets, and has committed to reaching a ratio of 0.25 per cent for ODA/GNI by 2015 (an estimated US\$3 billion). Korea joined the OECD's Development Assistance Committee in 2010. Korean development assistance consists predominantly of bilateral aid, which in 2011 made up 75 per cent of its ODA, whilst 25 per cent was channeled multilaterally. Korea has set a target ratio of bilateral to multilateral funding of 70:30 to be achieved from 2012 to mirror as closely as possible the DAC average multilateral aid share, which was 28 per cent in 2011. Given the major increases planned in Korea's ODA over the next three years, it could be easier to grow Korea's ODA through increased contributions to the multilateral channel. In addition, Korea's system for managing aid is more concentrated than most DAC members. In 2011, 88 per cent of Korea's ODA was concentrated in two ministries: MOFAT (and its agency, KOICA) and MOSF (and its agency, KEXIM).

### Aid for Trade (Aft) Strategy

Korea does not have an explicit Aft strategy. However, its development projects and technical cooperation include some important elements of Aft, such as: (i) economic infrastructure; (ii) fostering exports, including policy formulation for export promotion; and (iii) building productive capacity. Korea's total Aft allocation in 2010 stood at US\$1.7 billion, and its commitments were in the area of trade economic infrastructure, mainly in the transport and storage and energy sectors. The table below summarizes Korea's Aft commitments (in US dollars, for selected Aft categories):

Selected ODA components	2009 US\$	2010 US\$
Trade policy and regulation and trade-related adjustment	2,098,995	1,897,803
Economic infrastructure	875,224,600	604,663,100
Building productive capacity	55,898,157	96,300,197
Total sector allocable ODA was	1,401,261,000	1,734,173,000

## Principal official agencies responsible for TCB assistance to developing countries

### Contact:

#### Export-Import Bank of Korea – Korea Eximbank (KEXIM)

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38 Eunhaeng-ro, Yeongdeungpo-gu, Seoul 150-996  
 Republic of Korea  
 Tel: +82 2 3779 6114  
 Fax: +82 2 3779 6777  
 Web: <http://www.koreaexim.go.kr>

**Export-Import Bank of Korea – Korea Eximbank (KEXIM):** is an official export credit agency providing comprehensive export credit and project finance to support Korean enterprises in conducting business internationally. Since its establishment in 1976, the Bank has endeavored to facilitate the development of the national economy and enhance economic cooperation with foreign countries. Its primary services include export loans, trade finance and guarantee programs structured to meet the needs of its clients in a direct effort to both complement and strengthen their competitiveness in global markets. The bank also provides overseas investment credit, natural resources development credit, import credit, and information services related to business opportunities abroad. It is responsible for the operation of two government funds: the Economic Development Cooperation Fund (EDCF), a Korean ODA program, and the Inter-Korean Cooperation Fund (IKCF), an economic cooperation programme with North Korea.

For more information: <http://www.koreaexim.go.kr/en/index.jsp>

### Contact:

#### Korea International Cooperation Agency (KOICA)

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418 Daewangpangyo-ro, Sujeong-gu  
 Seongnam-Si, 461-833 Gyeonggido  
 Republic of Korea  
 Tel: +82 31 740 0221  
 Fax: +82 31 740 0698  
 Web: <http://www.koica.go.kr>

**Korea International Cooperation Agency (KOICA):** was founded on April 1, 1991, as a government agency responsible for grant aid to support poverty eradication and socio-economic development in developing countries, enhancing international development cooperation as well as strengthening partnerships with developing countries. KOICA's missions are as follows: realization of sustainable socioeconomic development for the enhancement of the quality of life and the eradication of poverty in developing countries; and contribution to global issues related to international development cooperation to harmonize development efforts with those of the international community. Over the last two decades, KOICA accounted for 46.93% of Korea's bilateral ODA budget and 78.38% of grant aid, asserting its position as Korea's primary grant ODA agency. KOICA utilizes diverse ODA program schemes such as development projects, dispatch of overseas volunteers and experts, capacity development program that is widely known as invitational training. It also cooperates with international organizations to build partnership in development and assists civil society organizations to expand their grass-roots development activities. Consistent with the UN's MDGs, KOICA allocates support to five sectors as follows: education, health, governance, agriculture, forestry & fishery, industry & energy. KOICA has 46 overseas offices and regional representative in 44 partner countries, which play a critical role in implementing its aid programs at the field level.

For more information: <http://www.koica.go.kr/english/main.html>

**Other government and official agencies with responsibilities directly relevant to TCB****Contact:****Ministry of Strategy and Finance (MOSF)**

Government Complex 477 Galmae-ro  
Sejong City 339-012, Republic of Korea  
Tel: + 82 44 215 2114  
E-mail: [fppr@mosf.go.kr](mailto:fppr@mosf.go.kr)  
Web: <http://english.mosf.go.kr>

**Ministry of Strategy and Finance (MOSF):** was established in 2008 from the merger of two ministries, the Ministry of Finance and Economy (MOFE) and the Ministry of Planning and Budget (MPB). It was set up with the aim of putting fiscal policy functions and inter-ministerial policy coordination under one roof. Its Economic Cooperation Bureau coordinates external economic policies on trade and promotes economic cooperation with other countries and international organizations, while its Development Cooperation Division is especially responsible for formulating and implementing policies on concessional loans and for managing the Economic Development Cooperation Fund (EDCF) through the Korea Export and Import Bank (Korea Eximbank – KEXIM).

For more information: <http://english.mosf.go.kr>

**Ministry of Foreign Affairs and Trade (MOFAT)**

60, Sajik-ro 8-gil, Jongno-gu  
Seoul 110-787  
Republic of Korea  
Tel: +82 2 2100 0809  
Fax: + 82 2 2100 8346  
E-mail: [web@mofat.go.kr](mailto:web@mofat.go.kr)  
Web: <http://www.mofat.go.kr>

**Ministry of Foreign Affairs and Trade (MOFAT):** The Development Cooperation Bureau within MOFAT supervises bilateral grant aid and multilateral aid to the UN and other multilateral organizations. It oversees and coordinates grant aid by formulating overall grant aid policy direction and annual strategies, regional and country-specific program, while supervising KOICA to execute grant aid programs. MOFAT also acts as an Executive Secretary to the Inter-Agency Grants Committee and its sub-committees. The Committee is chaired by the Vice Minister of MOFAT and brings together all the organizations (ministries, committees and agencies) managing grant aid to ensure effectiveness and coordination by preventing fragmentation and overlapping of policies and programs. As for the international emergency relief and humanitarian assistance, MOFAT acts as a channel of cooperation with other donors and international organizations such as the OECD and the UN.

For more information: <http://www.mofat.go.kr/english/political/tasks/index.jsp>

**Other official or government trade-related organizations**

**Korea Africa Economic Cooperation Conference (KOAPEC):** KOAPEC does not limit itself to being a mere conference. Rather, it is a comprehensive mechanism for the pursuit of a lasting and mutually beneficial partnership between Africa and Korea. As an integrated system equipped with various financial facilities, KOAPEC aims to further the economic development of Africa and Korea by identifying, developing, and financing projects which maximize the two regions' cooperative synergies. KOAPEC first began as a one-off ministerial-level policy dialogue between Africa and Korea on Africa-Korea economic cooperation in Seoul, Korea, from 24 to

30 April 2006, and has since evolved into a concrete channel for economic cooperation. KOAFEC enjoys full support from its co-organizers, the African Development Bank, the Ministry of Strategy and Finance of Korea, and the Export-Import Bank of Korea.

For more information: <http://www.koafec.org/en>

**Korea Trade Investment Promotion Agency (KOTRA):** KOTRA is committed to promoting mutual prosperity between Korea and its trading partners by facilitating international commerce and investment. Its Korea Business Centers worldwide help Korean exporters meet local requirements, and provide personal services to foreign investors considering a location in Korea. KOTRA introduces overseas buyers to the most appropriate business partners in Korea through its wide-ranging inquiry network as well as through business meetings held year round. It provides buyers visiting Korea with assistance in arranging business meetings with Korean companies and collecting information on Korean products and suppliers. KOTRA also dispatches groups of Korean exporters abroad to explore global markets with the help of local Korea Trade Centers.

For more information: <http://english.kotra.or.kr/wps/portal/dken> and [digitalkotra@kotra.or.kr](mailto:digitalkotra@kotra.or.kr)

**Invest KOREA (IK):** IK, Korea's national investment promotion agency, was established within the Korea Trade-Investment Promotion Agency (KOTRA) with the sole purpose of supporting the entry of foreign business into Korea and its successful establishment there. With assistance extending to comprehensive post establishment services, IK enables foreign corporations to maximize the benefits of the Korean investment environment to ensure their rapid settlement in the country. The agency is committed to providing an unmatched, comprehensive one-stop service that allows foreign investors to join many of the world's most successful corporations which have selected Korea as an investment destination and been rewarded by high returns on their investment. IK has its headquarters in Seoul and has 39 Korea Business Centers located in important centres of commerce around the world.

For more information: E-mail: [ikonline@kotra.or.kr](mailto:ikonline@kotra.or.kr) and <http://www.global.kita.net/investkorea.org/>

**Invest Korea Plaza (IKP):** IKP is the first business incubator complex in Korea for foreign investors. As part of efforts to improve the environment for foreign investment in Korea, the former Ministry of Commerce, Industry and Energy, now the Ministry of Knowledge Economy, devised the master plan for the IKP project.

IKP offers furnished offices, cutting edge conference facilities and on-site comprehensive services, ranging from investment consultation, provided by representatives of Invest KOREA and numerous government agencies and ministries, to orientation programs on Korean business culture and information.

For more information: <http://www.ikp.or.kr/about/about.jsp> and [ikp@kotra.or.kr](mailto:ikp@kotra.or.kr)

**Korea Fair Trade Commission (KFTC):** is a ministerial-level central administrative organization under the authority of the Prime Minister, and also functions as a quasi-judiciary body. The Commission formulates and administers competition policies, and deliberates on, decides, and handles antitrust cases. It performs its roles and duties independently without any intervention from an outside organization. It consists of a committee, the decision-making body, and a secretariat, a working body. The KFTC is committed to four main mandates: promoting competition, strengthening consumers' rights, creating a competitive environment for SMEs, and restraining the concentration of economic power.

For more information: <http://eng.ftc.go.kr/about/overview.jsp>

**Korea International Traders Association (KITA):** KITA is Korea's foremost trade promotion organization. It aims to support domestic companies in expanding their business on a global scale and to foster partnerships between domestic and overseas enterprises. It is the largest business association in Korea, with 65,000 member firms. Its mission is to promote global trade and shared prosperity, and to support Korea's



business community through research, training, and the networking of Korean enterprises with the global trade community. KITA works to shape trade policies, both domestically and internationally, in order to improve conditions for companies that pursue international trade with Korea. It provides trade-related policy recommendations to Korean and foreign governments and international organizations like the WTO, and places special emphasis on developing and maintaining cooperative relationships with overseas trade promotion organizations and major international organizations to facilitate reciprocal trade and investment. Such activities include exchanging trade information and organizing bilateral economic events, such as the Korea/Pacific US States Joint Conference and the Korea-New Zealand Business Roundtable, as well as trade promotion events and joint research.

For more information: E-mail: [kitainfo@kita.net](mailto:kitainfo@kita.net) and <http://global.kita.net/>

**Korean Intellectual Property Office (KIPO):** KIPO is a governmental authority in charge of intellectual property matters in Korea. Its mission is to help Korea become an advanced country by: (i) providing a legal and institutional administration for the creation and utilization of highly creative, value-added intellectual property; and (ii) promoting technological innovation and industrial development. The main functions of KIPO are: (i) examining and registering intellectual property rights (for patents, utility models, trademarks and industrial designs); (ii) conducting trials on intellectual property disputes; (iii) managing and disseminating information on intellectual property rights; (iv) promoting and raising public awareness of invention activities; (v) promoting international cooperation on intellectual property rights; and (vi) training experts on intellectual property rights.

For more information: <http://www.kipo.go.kr/kpo/eng>

**Korea Research Institute of Standards and Science (KRISS):** As the national metrology institute (NMI) of Korea, KRISS is assigned to conduct missions to promote Korea's industrial competitiveness by advancing measurement standards, science, and technologies in ways that enhance the nation's economic performance and secure a better quality of life for all. KRISS provides internationally recognized national measurement standards to its customers in various industries as a means of helping improve the quality and competitiveness of Korean industrial products and exports in global markets.

For more information: <http://english.kriss.re.kr/> and [sky0512@kriss.re.kr](mailto:sky0512@kriss.re.kr)

#### **Non-governmental organizations involved in TCB**

**Korea Economic Research Institution (KERI):** KERI is a think tank whose aim is to contribute to the growth and development not only of Korea but also of the global economy as a whole by establishing and disseminating the principle of a free market economy and corporate growth. KERI provides practical guidance towards the establishment of world management strategies for companies through an analytical and systematic gathering of data on domestic and foreign economies and industrial trends.

For more information: [http://www.keri.org/jsp/eng/about\\_keri/history.jsp](http://www.keri.org/jsp/eng/about_keri/history.jsp) and [webmaster@keri.org](mailto:webmaster@keri.org)

**Korea NGO Council for Overseas Cooperation (KCOC):** KCOC is an association of 66 development NGOs that implement development and aid projects with the aim of eradicating poverty around the world. In order to facilitate the overseas aid projects of development NGOs, the organization actively promotes a variety of activities, including information sharing among its member organizations, capacity building programmes for NGOs and their workers, research projects on development NGOs, and advocacy.

For more information: [http://www.ngokcoc.or.kr/english/sub/sub1\\_2.php](http://www.ngokcoc.or.kr/english/sub/sub1_2.php)

**National Agricultural Cooperative Federation (NACF):** The NACF is the representative of agricultural cooperatives and NGOs in Korea and liaises with overseas cooperatives and international organizations. International relations provide a window to share information, knowledge, and perspectives on the farm sector and cooperative society. The NACF is a member of such prominent organizations as the ICA, AFMA, APRACA, IFAP and EAOC, and has participated in the meetings and cooperative actions of numerous international bodies at both global and regional levels, including the OECD, WTO, APEC, UN FAO, IFAD and FFTC. The scope of NACF's international cooperation involves not just contacts with overseas cooperatives and organizations but research on the model practices and management of these organizations, and related government agricultural trade strategies.

For more information: <http://www.nonghyup.com/Eng/International/Overview.aspx>

#### **TCB cooperation initiatives with UN/international agencies and bilateral partners**

Channeling aid through multilaterals is one way to efficiently manage a rapid increase of aid. Korea increased its core contributions to the multilateral system in 2010 and 2011 and it plans to strengthen its support in the future. These increases are in line with its policy of allocating 30 per cent of its total ODA to the multilateral channel. In 2011, Korea's multilateral ODA amounted to USD 337.4 million (in current price), an increase of 16 per cent over 2010 in real times. In terms of volume, Korea was the 20th largest DAC contributor of multilateral ODA in 2010.

As part of its Aft contributions, Korea also contributes to the International Trade Centre (ITC) and the WTO trust funds and to a range of bilateral and multilateral programmes. Korea has generic guidelines for its aid including projects/programmes related to Aft and regularly monitors the impact of its aid projects/programmes.

Source: <http://www.oecd.org>

#### **Selected TCB programmes and activities described in this guide**

##### **TRADE POLICY DEVELOPMENT**

- Support for the Integrated Framework (IF) for Trade-Related Technical Assistance for LDCs
- WTO Doha Development Agenda Global Trust Fund (DDAGTF)

##### **SUPPLY CAPACITY**

- Development of Karian Multipurpose Dam Project – Indonesia
- Jalaur River Multi-purpose Dam Project – Philippines
- Increasing Rice Seed Production Project – Laos
- Irrigation Facility and Agriculture Mechanization Project – Tanzania
- Irrigation Facility Development Programme – Mali
- Markala Sugar Cane Farm Development Project – Mali
- Monkol Borey Dam Development Project – Cambodia
- Potato Production Technology Assistance Project – Algeria
- Poultry Processing Project – Angola
- Sala Ta Orn Dam Development Project – Cambodia
- Technology Development Center Extension Project – Kenya
- Textile Technology Training Aid Project – Guatemala
- Wajo Agricultural Products Development Center Project – Indonesia

#### COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES

- Erbil Quality Testing Center Modernization Project – Iraq
- Project for Developing Safety Control System for Mongolian Animal Products—Mongolia

#### TRADE FACILITATION

- Digitalization of Customs Service System Project – Dominican Republic
- Establishment of Intelligent Transportation System in Santo Domingo Project – Dominican Republic
- Intelligent Transportation System Project for Ho Chi Minh-Trung Luong Expressway – Vietnam
- Laguindingan Airport Air-Navigation System and Support Facilities Supply Project – Philippines
- Promoting the narrowing of the information gap through ICT assistance – Morocco
- Project for Developing Safety Control System for Mongolian Animal Products—Mongolia

#### PHYSICAL TRADE INFRASTRUCTURE

- Bacolod-Silay Airport Access Road Project – Philippines
- Baler-Casiguran Road Improvement Project – Philippines
- Banegas Bridge Construction Project – Bolivia
- Beni River Bridge Construction Project – Bolivia
- Construction of Hanoi-Haiphong Expressway Project – Vietnam
- Construction of Vinh Thinh Bridge Project – Vietnam
- GMS Cambodia Northwest Provincial Road Improvement Project – Cambodia
- GMS Southern Coastal Corridor Project – Vietnam
- Hatton-Nuwara Eliya Road Improvement Project – Sri Lanka
- Improvement of National Road No. 31 and 33, Provincial Road No. 117 and Kampot Bypass Project – Cambodia
- Improvement of National Road No.21 – Cambodia
- Improvement of Padeniya-Anuradhapura Road Project – Sri Lanka
- KOAFEC Infrastructure and Sustainable Natural Resources Development Projects
- Laguindingan Airport Development Project – Philippines
- Lo Te-Rach Soi Highway Construction Project – Vietnam
- Madre de Dios River Bridge Construction Project – Bolivia
- Malagarasi Bridge & Associated Roads Project – Tanzania
- Malakand Tunnel Construction Project – Pakistan
- Modi Khola Hydropower Station – Nepal
- Nacala Road Corridor Upgrading Project – Mozambique
- North-South Rail Linkage Project – Philippines
- Northern GMS Transport Network Improvement Project – Laos
- Northwest Provincial Road Improvement Project – Cambodia
- Padang By-pass Expansion Project – Indonesia
- Pailon-San Jose Highway Construction Project – Bolivia
- Puerto Princesa Airport Development Project – Philippines
- Samar Pacific Coastal Road Project – Philippines
- Vam Cong Bridge Construction Project – Vietnam

#### TRADE RELATED FINANCIAL SERVICES

- Project to assist the establishment of a stock exchange—Vietnam

## LUXEMBOURG



### General information on Luxembourg development cooperation

Luxembourg's development cooperation programme is firmly committed to the goal of poverty eradication, particularly in Least Developed Countries. It falls under the remit of the Ministry of Foreign Affairs and is financed through the Luxembourg Development Cooperation Fund. The legal and regulatory framework for the Grand Duchy's development cooperation was established by the Development Cooperation Act of 1996, and its vision and policy framework are articulated in its "Strategy and Principles" statement. It is closely aligned to the Millennium Development Goals (MDGs). To ensure policy coherence across the government, an Inter-Ministerial Committee for Development Cooperation serves as the key coordination platform. The bulk of Luxembourg's bilateral aid goes to social infrastructure and services: health, education (including vocational training and professional integration), integrated local development, and water and sanitation, while 10% falls under multi-sector support. Luxembourg's structures for managing development cooperation are clearly delineated, with the Ministry of Foreign Affairs leading development cooperation policy formulation and programming, while the Ministry of Finance manages relations with the international financial institutions. The executing agency, Lux-Development, receives project mandates from the MFA and is accountable for the projects' effective implementation. The Ministry of Foreign Affairs and Lux-Development are co-located with clear responsibilities at the country level: the Ministry of Foreign Affairs engages in policy dialogue, while Lux-Development is responsible for project management.

### Aid for Trade (Aft) Strategy

The Government of Luxembourg does not have a stand-alone Aft strategy but approaches Aft as a component of its multilateral development cooperation.

In matters related to international trade policy and negotiations, the Government of Luxembourg carries out debates and formulates its position and policies in such areas as European Union (EU)–African, Caribbean and Pacific (ACP) Economic Partnership Agreements (EPAs) and WTO matters. However, it sees the European Union as the driving force in the preparation of Member States' policies in areas in which the EU has exclusive competence (e.g. trade). It regards the EU as essential for strengthening policy coherence for development, in the light of EU responsibilities, not only in the important fields of trade and agriculture, but also in other areas, such as climate change and the environment.

Luxembourg has negotiated a third generation of multiannual indicative cooperation programmes (PICs) with the 9 priority countries mentioned below (under Lux-Development), under which it concentrates its interventions more closely in a limited number of sectors. Luxembourg has, in effect, moved ahead with the European Union's Code of Conduct on Complementarity and Division of Labour in Development Policy, which declares "EU donors will aim at focusing their active involvement in a partner country on a maximum of three sectors". It is focusing its intervention on Africa, with six of its 9 priority partner countries located in sub-Saharan Africa.

Microfinance is increasingly being given significant policy attention by Luxembourg, and figures as one of its priority sectors. In 2006, the Government prepared an inclusive financial sectors microfinance policy, which guides its intervention in the area of microfinance. Through the Ministry of Finance and the Ministry of Foreign Affairs, Luxembourg has become more actively engaged in international policy dialogue on microfinance, providing support to an increasing number of actors involved in this issue at the national level and increasing its financial support through its development cooperation budget. The rationale and motivation for its engagement in microfinance is linked to its own domestic situation. Luxembourg is a worldclass international financial centre and thus enjoys a comparative advantage in this sector. It has the potential to add value, using small amounts of ODA as leverage for innovative projects.

**Principal official agency responsible for TCB assistance to developing countries****Contact:****Luxembourg Agency for Development Cooperation**

Lux-Development S.A.  
 B.P. 2273  
 L-1022 Luxembourg  
 Tel: +352 295 8581  
 Fax: +352 29 585 8200  
 E-mail: askld@lux-development.lu  
 Web: <http://www.lux-development.lu/index.lasso?lang=uk>

**Lux-Development:** is the executing agency entrusted by the Directorate of Development Cooperation of the Ministry of Foreign Affairs with responsibility for the design and implementation of Luxembourg's bilateral projects. It is a limited liability company with a capital of €250,000. Shares are held by the State (98 per cent) and the Société nationale des crédits et d'investissement (2 per cent). It also manages projects for the Ministry of Finance and other bilateral donors and the European Commission. Projects are focused on a few sectors and geographically concentrated on 9 priority partner countries, namely Burkina Faso, Cape Verde, El Salvador, Laos, Mali, Nicaragua, Niger, Senegal and Vietnam. Lux-Development is gradually disengaging itself from countries moving up the Human Development Index (HDI) Scale (e.g. El Salvador and Vietnam). Lux-Development headquarters are located in Luxembourg City and it has six regional offices which support projects in the privileged partner countries of the Luxembourg Development Cooperation.

For more information: <http://www.lux-development.lu/agence.lasso?lang=uk>

**Other government and official agencies with responsibilities directly relevant to TCB****Contact:****Ministry of Foreign Affairs, External Trade and Co-operation  
Direction de la Coopération au Développement**

6, rue de l'Ancien Athenée  
 L-1144 Luxembourg  
 Tel: +352 2 478 2351  
 Fax: +352 46 3842  
 Web: <http://cooperation.mae.lu>

**Ministry of Foreign Affairs (Ministère des Affaires Étrangères - MAE) – Directorate of Development Cooperation (DDC):** The Directorate of Development Cooperation (DDC), within the Ministry of Foreign Affairs (MAE), has the primary responsibility of managing Luxembourg's ODA. The MAE has a network of regional offices in 13 of its partner countries; the DDC reports to the Minister for Cooperation and Humanitarian Affairs and its director chairs the Inter-Ministerial Committee for Development Cooperation. This Committee, established by the Development Cooperation Act of 6 January 1996, advises on the broad orientations of development cooperation policy and on policy coherence for development.

For more information: <http://cooperation.mae.lu/fr>

For more information: E-mail: [contact@lrtm.lu](mailto:contact@lrtm.lu) and <http://www.lrtm.lu>

**Contact:****Ministry of Finance (MoF)**

3, rue de la Congrégation  
L-1352 Luxembourg  
Tel: +352 2 4781  
Fax: +352 475241 / +352 466212 / +352 220673  
Web: <http://www.mf.public.lu/>

**Ministry of Finance (MoF):** manages around 10-15% of Luxembourg's ODA and manages relations with the international financial institutions. In collaboration with the Central Bank of Luxembourg, it is represented on the executive boards of the Bretton Woods organizations, the World Bank and the International Monetary Fund (IMF), and is thereby able to exert a certain influence, to the extent of its voting power, on the policies of those two institutions. It funds a number of microfinance institutes, such as LuxFlag and LUXMINT.

**Luxembourg Microfinance Development Fund (LMDF):** is a regulated investment fund incorporated in Luxembourg. It aims to contribute to the alleviation of poverty in developing countries through the provision of permanent and adapted financial services to marginalized communities and individuals. It seeks to help young and promising microfinance institutions (MFIs) that have a positive social impact towards achieving financial autonomy and growth. In pursuance of this, the Fund may invest in the equity, debt and guarantees of MFIs and in other microfinance-related products. It has two principal objectives, social and financial:

(i) help socially-oriented MFIs to become long term viable enterprises that reach more poor people and offer better services; and (ii) generate sufficient income to sustain its own operations and give its shareholders a financial return that at least compensates for inflation. Investors in LMDF have an interest in microfinance as a development tool and support the Fund's dual objectives of social impact and financial return.

For more information: E-mail: [info@lmdf.lu](mailto:info@lmdf.lu) and <http://www.lmdf.lu>

**Luxembourg Round Table on Microfinance (LTRM):** was initiated in 2003 by the Department for Development Cooperation in collaboration with a number of other actors from various backgrounds with the objective of acting as a catalyst for regular interactions between the main players in the field of microfinance and inclusive finance in Luxembourg. It is an informal platform bringing together representatives from the private sector, the public sector and civil society in a multi-actor forum to promote the development and spread of microfinance and inclusive finance. It is chaired by the Department of Development Cooperation within the Ministry of Foreign Affairs with the assistance of Lux-Development. LTRM serves as a networking and communication tool aimed at increasing public awareness of the sector, advocating its members' positions on key issues, increasing the possibility of shared projects, and allowing other financial-sector members into microfinance.

For more information: E-mail: [contact@lrtm.lu](mailto:contact@lrtm.lu) and <http://www.lrtm.lu>

**Other official or government trade-related organizations**

**Agence de Transfert de Technologie financière (ATTF):** ATTF Luxembourg was created in 1999 by the State of the Grand-Duchy of Luxembourg (Ministry of Finance) as the main shareholder. The other shareholders are the Central Bank of Luxembourg (BCL), the Chamber of Commerce of the Grand-Duchy of Luxembourg, the Financial Sector Supervisory Commission (CSSF), the Institute for Training in Banking, Luxembourg (IFBL), the Luxembourg Bankers' Association and the University of Luxembourg. ATTF has two objectives: to provide technical assistance and to promote Luxembourg as a financial centre to partner countries and regions. The services it provides are training, consulting and technical assistance in financial matters emanating from countries that have a proven need for the acquisition of financial knowledge.

For more information: <http://www.attf.lu/contact.php>

**Appui au Développement Autonome (ADA):** ADA, expert in microfinance, has for over 15 years been initiating innovative concepts that have been successfully tried out and developed through microfinance institutions in the South. Its action with partners aims at increasing access to inclusive and responsible financial services for millions of people worldwide for whom traditional bank services are inaccessible (bank accounts, loans, saving schemes or money transfers). It is a preferred partner for knowledge and competences sharing as well as information and specialized documentary source research and microfinance awareness campaigns. ADA is a non-profit organization under the High Patronage of H.R.H. the Grand Duchess of Luxembourg, and is coordinator of the secretariat of the Microinsurance Network, the African Microfinance Transparency Forum and the Rating Initiative Program, and a partner of Etika, Luxflag, and the European Microfinance Platform (e-MFP).

For more information: <http://www.microfinance.lu> and E-mail: [adainfo@microfinance.lu](mailto:adainfo@microfinance.lu)

**Luxembourg for Finance:** is the agency for the development of the financial sector. It is a public-private partnership between the Luxembourg Government and the Luxembourg Financial Industry Federation (PROFIL). The objective of this partnership, which was set up as an Economic Interest Grouping (EIG),

is to contribute to the development of the Luxembourg Financial Centre through a coherent and structured communications policy. The agency's principal mission is to create a strong brand image for the Financial Centre, communicating the advantages of its products and services to a wide public and highlighting the numerous opportunities available to investors and clients, whether institutional or private, from around the world.

For more information: <http://www.lff.lu/>

#### **Non-governmental organizations involved in TCB**

**Luxembourg Fund Labelling Agency (LuxFLAG):** is an independent, non-profit microfinance labelling organization created in Luxembourg in July 2006, with seed funding from the Ministry of Foreign Affairs and the Ministry of Finance. . It aims to promote microfinance by awarding a recognisable label to eligible microfinance investment vehicles (MIV) , based on internationally recognized standards in the microfinance sector worldwide. The label enhances the image and credibility of the MIVs and thus facilitates fund raising for them. Since its creation, LuxFLAG has awarded the microfinance label to a number of investment funds.

For more information: E-mail: [info@luxflag.org](mailto:info@luxflag.org) and <http://www.luxflag.org>

#### **Selected TCB programmes and initiatives in this guide**

##### **TRADE POLICY DEVELOPMENT**

- WTO Doha Development Agenda Global Trust Fund (DDAGTF)

##### **SUPPLY CAPACITY**

- E-health for Sub-saharan Africa (2011-2013)
- African Internet Exchange System (AXIS; 2011-2014)
- Developing Business with the Rural Poor – Vietnam
- Integrated Rural Development Project – Mali
- Technical assistance to the WAEMU in the ITC sector
- Support of the Network of Associations of Microfinance Institutions in Central America (REDCAMIF) through the funding of a project entitled "Regional Project of micro-insurance."
- Institutional strengthening of institutions affiliated with the Nicaraguan Association of Microfinance Institutions, Nicaragua (2011-2014)

- Support to the Salvadoran Association of Microfinance Institutions (ASOMI) to strengthen microfinance services in rural areas of El Salvador (2009-2013)
- Development of microfinance in Cape Verde: action plan 2011-2015

#### **TRADE RELATED FINANCIAL SERVICES**

- Awareness campaign on Microfinance
- Discover the Luxembourg Financial Centre Programme
- Ministry of Foreign Affairs (MFA) Advocacy

#### **SOUTH-SOUTH AND TRIANGULAR COOPERATION (under consideration)**





## MEXICO

### General information on Mexican development cooperation

The Mexican Ministry of Foreign Affairs has implemented development cooperation projects in an institutionalized way for many decades – mainly in Central America and the Caribbean.

Mexico's role in the development cooperation agenda has gained new impetus recently, mainly in the context of global debates on the new international aid architecture and the concurrently increasing focus on "new actors" in international development cooperation. In Mexico, these developments have been accompanied by a clear alignment with international commitments such as the Millennium Development Goals, the Paris Declaration on Aid Effectiveness and the Accra Agenda for Action. More important, the Mexican government is strengthening its legal administrative framework to better manage its international development cooperation activities (both as a donor and as a recipient).

In April 2011, the Mexican Law for International Development Cooperation (LCID) was promulgated, effectively creating a complex and integral development cooperation system that provides the legal and institutional framework necessary to manage, implement, coordinate and monitor Mexico's development cooperation activities, taking into account its dual nature as both provider and recipient of cooperation.

LCID created a structured Mexican cooperation system, consisting of five pillars:

- The LCID itself, as the legal framework for the implementation of cooperation activities;
- The Mexican Agency for International Development Cooperation (AMEXCID), formed by five Directorates-General, which has technical and administrative autonomy and is in charge of coordinating, managing and implementing Mexico's development cooperation policy;
- The Programme for International Development Cooperation (PROCID), currently being drafted, as the main planning instrument – this will contain Mexico's thematic and geographical priorities on the subject;
- The National Trust Fund for International Development Cooperation (FONCID), which will integrate all financial resources to be used in cooperation activities promoted by the Mexican Government; and
- The National Registry for International Development Cooperation (SIMEXCID).

AMEXCID is still in a stage of configuration and consolidation, strengthening its legal administrative framework to manage international development cooperation activities (both as a donor and as a recipient) more efficiently.

Mexico states as its geographical priorities the countries in Latin America, and particularly those in Central America and the Caribbean. In 2012, Mexico implemented 153 projects in Latin America, of which 105 were directed towards Central America and the Caribbean. In this region, the favored sectors are agriculture, education, government and civil society, environment and health.

In this context, Mexico promotes innovative schemes of cooperation to enhance its effects with the overarching goal of contributing to sustainable development. An example was the Alliance Mexico for Haiti, a public-private partnership established by the Mexican government, through AMEXCID, with the participation of seven private foundations. This partnership channeled US\$6 million dollars for reconstruction efforts after the 2010 earthquake in Haiti. It successfully funded several cooperation projects in education, infrastructure and health.

### Aid for Trade (AFT) Strategy

Traditionally Mexico's AFT activities have been focused on providing technical cooperation to third countries on the basis of its experience in multilateral, regional and bilateral trade negotiations. In fact, with 12 free trade agreements (FTAs) that encompass 44 countries, Mexico ranks high on the scale of bilateral and regional FTAs in the world, which means a wealth of experience on this matter to share with other developing countries. However, in 2012 no such technical cooperation activities took place with partner countries.

Mexico has also channeled concessionary funds to infrastructure projects in Central America, under the umbrella of the Mesoamerican Project, which contribute to tackle trade bottlenecks. This latter part of Mexico's AFT activities is bound to have more relevance in the near future.

#### **TCB cooperation initiatives with UN/international agencies and bilateral partners**

In a more horizontal scheme, a Joint Cooperation Fund with Chile was set out to promote actions on competitiveness, public administration, culture and environment. The success of this Joint Fund encouraged the creation of another one with Uruguay.

In 2012, a total of 24 triangular projects, with Japan, Spain, Germany and multilateral organizations as partners, were implemented: 12 in Central America, 6 in the Caribbean and 6 in South America. The topics were environment, agriculture and civil protection.

#### **Contact:**

##### **Mexican Agency for International Development Cooperation (AMEXCID)**

Secretaría de Economía  
Alfonso Reyes 30, Hipódromo Condesa, Cuauhtémoc  
06140 Mexico City, Federal District, Mexico  
*Website:* [www.economia.gob.mx](http://www.economia.gob.mx)  
[www.amexcid.gob.mx](http://www.amexcid.gob.mx)

##### **The Directorate General for Technical and Scientific Cooperation (DGCTC)**

Ministry of Foreign Affairs  
Juárez 20, Centro, Cuauhtémoc, 06010 Mexico City, Federal District, Mexico  
Phone: +52 55 3686 5100  
[www.sre.gob.mx/](http://www.sre.gob.mx/)

**Mexican Agency for International Development Cooperation (AMEXCID):** AMEXCID, established by five Directorates-General in 2011, has technical and administrative autonomy and is in charge of coordinating, managing and implementing Mexico's development cooperation policy. The Agency is still in its formative stage.

The Directorate-General for the Mesoamerican Project, which is part of AMEXCID, deals with much of the trade-related infrastructure projects in third countries.

#### **Ministry of Economy**

The Ministry of Economy, in charge of trade policy, supplies Mexico's trade-related technical cooperation. It coordinates its trade-related technical policies and programmes with the Directorate-General for Technical and Scientific Cooperation (DGCTC) at the Foreign Ministry. This coordination on trade-related technical cooperation with DGCTC is currently being enhanced by the LCID and the creation of AMEXCID.

#### **Selected TCB programmes and initiatives in this guide**

##### **TRADE POLICY DEVELOPMENT**

- Supporting multilateral, regional and bilateral trade negotiations

##### **PHYSICAL TRADE INFRASTRUCTURE**

- The Mesoamerican Integration and Development Project (MIDP)

##### **SOUTH-SOUTH AND TRIANGULAR COOPERATION**



## NETHERLANDS

### General information on Dutch development cooperation

Development cooperation is one of the Ministry of Foreign Affairs' principal tasks. The Directorate-General for International Cooperation (DGIS) is responsible for development cooperation policy, its coordination, implementation, and funding. In 2012 the Netherlands contributed 0.7% of its GNP to poverty reduction, making it one of the few countries that meet the internationally agreed norm for development aid. However, this contribution faces considerable budget constraints, which are likely to translate into a 25% reduction of (public) development expenditure over the next years, causing the budget to go down from approximately €4 billion per year to approximately €3 billion per year. These funds will be complemented by innovative financing instruments, pushing ODA expenditure up again, to somewhere between €3 and 4 billion per year eventually. The Focus letter on Development Cooperation of 2010 laid down the priorities: water management, food security, security and rule of law and sexual and reproductive health rights. As core cross-cutting themes gender, climate and environment and good governance were pointed out. In 2012 the Netherlands chose a new government, which adhered to the same priorities in its coalition accord *Laying Bridges*. The Netherlands' government acknowledges that ODA's share in investments in developing countries is decreasing. This is taken not so much as a trend to be combated, but as a tendency that should be put in service of development. The Netherlands Government therefore seeks to catalyze private investments in developing countries and aims for creating innovative partnerships.

### Aid for Trade (AFT) Strategy

The Dutch Government's approach to Aft is based on the assumption that trade expansion and liberalisation lead to economic growth, which should ultimately reduce poverty. The Government's strategy for Aft was evaluated in 2005, and the conclusions from this evaluation fed into the 2007 Netherlands development cooperation policy documents, "Our Common Concern", and an Aft strategy document which was developed in 2008. The Netherlands' Aft strategy is based on the following principles:

- Aft must contribute to achieving Millennium Development Goals (MDGs) 1, 7 and 8, not only by encouraging sustainable economic growth but also by promoting the redistribution of income in favour of the poor.
- Aft should contribute to sustainable growth in developing countries. This can be achieved by safeguarding and intensifying the process of globalisation responsibly and in a controlled manner while allowing sufficient policy space to governments of beneficiary countries.
- Dutch Aft needs to work more effectively with European donors and reach agreement on an ambitious new concrete EU Aft agenda.
- The Aft strategy should increasingly be implemented as a joint EU Aft strategy.
- Developing countries should incorporate growth and trade in their national poverty reduction strategies, side by side with social sector interventions. The aim is to ensure Aft remains demand-driven in character and that its formulation and implementation at country level involves both civil society and the private sector. Mainstreaming growth and trade into national poverty reduction strategies will contribute to the stronger legitimacy of recipients' national Aft agenda by mobilising support through political processes, for instance via the recipient country's parliament.

The Dutch Aft financial package is based on the broad definition of Aft that was agreed in the WTO Ministerial Conference at Hong Kong in 2005. As requested by developing country members, the Aft agenda was extended from the traditional trade-related assistance (TRA) to include economic infrastructure and the building of productive capacity to alleviate supply side constraints. Part of this broad agenda is the EU's pledge to raise its annual TRA funding to €2 billion a year by 2010 (€1 billion each from the EC and from the Member States). In terms of funding, the Netherlands is among the countries leading the way in Europe, giving at least €550 million a year in the form of Aft. In its delivery mode, the Netherlands favors a demand-driven

approach via embassies and international organizations in the recipient countries, which safeguards country ownership and respects country policy space. As far as possible, the Netherlands always works jointly with other donors and financial institutions, within the framework of countries' national growth and poverty reduction strategies. In geographical focus, Least Developed Countries (LDCs), other low income countries and post-conflict countries are seen as being priority partners, while due regard should also be given to regional aspects.

In its thematic focus, the current AfT strategy brings a number of new themes into the Dutch AfT initiatives, namely:

- Corporate social responsibility (CSR), which is important for both the workforce and the environment in developing countries as well as for maintaining support for the globalisation process: AfT activities within the field of CSR should help to combat protectionism in developed countries by promoting positive incentives for developing countries in their efforts to perform better in such areas as labour standards, child labour, protection of the climate and environment, and human rights (including MDGs 3 and 5).
- Public-private partnerships are becoming increasingly important in Netherlands' Aid-for-Trade programmes.
- The Netherlands has adopted the broader definition of AfT, which includes, besides trade-related assistance (narrow definition), economic infrastructure and strategies for tackling supply-side constraints (broader definition).

#### Principal official agency responsible for TCB assistance to developing countries

##### Contact:

##### The Netherlands Ministry of Foreign Affairs DG for International Cooperation (DGIS)

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The Hague

Postal address: PO Box 20061

NL-2500 EB The Hague

Tel: +31 70 3486486

Fax: +31 70 3484848

E-mail: [dgis@minbuza.nl](mailto:dgis@minbuza.nl)

Web: <http://www.minbuza.nl/en>

**Directorate-General for International Cooperation (DGIS):** DGIS is responsible for development cooperation policy, its coordination, implementation, and funding. An important DGIS focus is on the coherence between Dutch and EU policies on developing countries. In order to develop and carry out development policy, the Netherlands works with the governments of other countries and with international organizations, such as the UN, the World Bank, and the EU. Civil society is another important source of partners; these include non-governmental organizations, such as Novib, and interest groups such as the employers' confederation, VNO/NCW, and the small and medium enterprise lobby group, MKB-Nederland. DGIS themes include agriculture, gender, Aids, education, fragile states, sustainable economic development, and the environment.

For more information: E-mail: [dgis@minbuza.nl](mailto:dgis@minbuza.nl) and [http://www.minbuza.nl/en/The\\_Ministry/Organizational\\_Structure/Directorates\\_General](http://www.minbuza.nl/en/The_Ministry/Organizational_Structure/Directorates_General)

**Other government and official agencies with responsibilities directly relevant to TCB****Contact:****Centre for the Promotion of Imports for Developing Countries (CBI)**

Visitors' address:

Prinses Beatrixlaan 2

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The Hague

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Fax: +31 (0)88 602 4301

E-mail: [cbi@cbi.eu](mailto:cbi@cbi.eu) Website: [www.cbi.eu](http://www.cbi.eu)

**Centre for the Promotion of Imports from Developing Countries (CBI):** CBI is an agency of the Ministry of Foreign Affairs and part of the development cooperation effort of the Netherlands. Operating since 1971, CBI's main objective is to contribute to the economic independence and equitable development of a selected number of countries in Africa, Asia, Central and South America, the Mediterranean and the Pacific by providing export marketing and management support to their SME exporters and business support organizations with the purpose of increasing their exports of goods and services to Europe. CBI stimulates and supports economic activities that are sustainable, socially responsible and environmentally sound. This implies compliance with international social standards, more specifically ILO Conventions and European consumer health, safety and environmental requirements. Requirements are both legislative and market-driven. In order to accomplish its mission, CBI concentrates on five core competencies: (i) market knowledge – CBI has an intimate knowledge of the structures, characteristics, developments and requirements of markets in the European Union; (ii) product and production improvement – CBI is able to provide technical assistance in improving products and production processes that contribute to competitiveness on the EU markets; (iii) quality control – CBI coaches exporters and business support organizations in meeting the quality requirements of the European market; (iv) export marketing and management – CBI is able to provide technical assistance and training on improving export marketing and management knowledge and skills within companies and business support organizations; and (v) market entry – CBI is able to provide guidance and market entry services to companies in gaining access to, and maintaining and expanding market share in, the EU markets.

For more information: E-mail: [cbi@cbi.eu](mailto:cbi@cbi.eu) and <http://www.cbi.eu>**Contact:****FMO**

Visitors' address: Anna van Saksenlaan 71

NL-2593 HW The Hague

Tel: +31 (0)70 31 4 9696

E-mail: [fom@fmo.nl](mailto:fom@fmo.nl)Website: <http://www.fmo.nl/smartsite.dws?id=397>

**FMO:** FMO (the Netherlands Development Finance Company) was founded in 1970 by the Dutch Government as a public-private development bank. It stimulates the Dutch private sector to invest in emerging markets by furnishing capital and experience. Since its inception, FMO's aim has been to empower entrepreneurship in emerging economies in order to further development. Its mission is to provide capital, share knowledge and create partnerships. It collaborates with banks and other institutions with specific expertise. Its area of operation is international, contributing to the development of the private sector in Africa, Asia, Eastern Europe and Latin America. It manages a number of specific funds and facilities for the Dutch Government, currently including: (i) Access to Energy Fund (AEF); (ii) Micro & Small Enterprise Fund (MASSIF); (iii) Capacity Development Programme (CD); (iv) Infrastructure Development Fund (IDF); and (v) Facility Emerging Markets (FOM).

For more information: E-mail: [Info@fmo.nl](mailto:Info@fmo.nl) and <http://www.fmo.nl/smartsite.dws?id=397>

#### NL Agency Visitors' address:

Prinses Beatrixlaan 2 NL-2595 AL

The Hague

Tel.: (088) 602 50 00

Fax: (088) 602 90 23

Website: <http://www.agentschapnl.nl/en/node/108277> and <http://www.hollandtrade.com/>

**NL Agency (an umbrella organisation that hosts the former EVD):** NL Agency supports international cooperation and development efforts, both private and public. NL EVD International supports various programmes in the field of sustainable economic growth in developing countries and emerging markets. These programmes focus on innovative pilot projects, joint-investments and transfer of technology, knowledge and skills in social and economic sectors. This is achieved through business cooperation and through cooperation between business and training- and knowledge institutes. Local and international private companies are encouraged to invest and to play a role in economic growth and poverty reduction. Public cooperation takes shape in various NL EVD International programmes. Their objectives are manifold: i) assisting the public sector in various countries; ii) encouraging public cooperation between the Netherlands public sector and public institutions abroad; and iii) stimulating public-private cooperation both in the Netherlands and abroad. The projects developed under these programmes can be purely public sector-oriented or aimed at strengthening public-private partnerships. The scope of the projects developed under these programmes is therefore very diverse. Focusing, for example, on the following: i) the EU enlargement process; ii) cooperation in the area of educational reform in Central and Eastern European countries; and iii) human resource development cooperation with China. Programmes focused on international public co-operation include the following: Indonesia facility and Vietnam Facility. The Agency also provides Dutch companies with information and services critical for the pursuit of new opportunities in all markets. Through its international network, website and database, the Agency – acting closely with the Dutch Diplomatic Missions and Netherlands Business Support Offices – is able to provide useful business leads and contacts.

Website: <http://www.agentschapnl.nl/en/node/108277> and <http://www.hollandtrade.com/>

#### Other official or government trade-related organizations

**Social and Economic Council of the Netherlands (SER):** Established in law by the 1950 Industrial Organization Act (Wet op de bedrijfsorganisatie), the SER is the main advisory body to the Dutch Government and parliament on national and international social and economic policy. It is financed by industry and is wholly independent from the Government. It represents the interests of trade unions and industry, advising the Government (upon request or at its own initiative) on all major social and economic issues. As an advisory and consultative body of employers' representatives, union representatives and independent experts, the SER aims to help create social consensus on national and international socio-economic issues. For more information: <http://www.ser.nl/en/home.aspx>

The Tax and Customs Administration provides technical assistance to institutions in developing countries in the fields of tax and customs through various programmes.

**Netherlands Ministry of Foreign Affairs (Minbuza):** Minbuza is the channel through which the Dutch Government communicates with foreign governments and international organizations, and is also responsible for the Netherlands' bilateral aid. The Ministry has four key sets of departments: (i) regional departments, which develop and carry out coherent, effective policy on the world's regions and countries; they include the North Africa and Middle East Department (DAM), the sub-Saharan Africa Department (DAF), and the Western and Central Europe Department (DWM); (ii) policy theme departments, which combine knowledge and expertise in one foreign policy area or more; they include the Security Policy Department (DVB), the Fragile States

Unit (FSE), the Department for Sustainable Economic Development (DDE), the Human Rights Department (DMH), and the Environment and Energy Department (DME); (iii) multilateral departments, which deliver the Dutch contribution to multilateral forums; these departments, the European Integration Department (DIE) and the United Nations and International Financial Institutions Department (DVF), also send Dutch delegates to international organizations; and (iv) support departments, which serve the entire Ministry in areas like finance, personnel, information systems, organization and communications; they include the Legal Affairs Department (DJZ), the Information and Communication Department (DVL), and the Office of the Secretary-General (BSG).

For more information: E-mail: [buza@postbus51.nl](mailto:buza@postbus51.nl) and <http://www.minbuza.nl>

**Tax and Customs Administration (Central Licensing Office for Imports and Exports):** The Dutch Customs, which falls under the Ministry of Finance, is responsible for levying import duties and is charged with carrying out a general check on goods that enter or leave the customs territory, with particular attention to a number of prohibitions, restrictions and control procedures, as well as the safety of the movement of goods. The Section for EC/Section EC/WTO-Notifications is a national enquiry point for TBT.

For more information: E-mail: [Cdiu.notifications@belastingdienst.nl](mailto:Cdiu.notifications@belastingdienst.nl) and <http://www.douane.nl/english/>

#### **Non-governmental organizations involved in TCB**

**Agri-Profocus Partnership (Agri-Profocus):** Agri-ProFocus is a partnership of Dutch donor agencies, credit institutions, companies and training and knowledge institutions with the goal of promoting farmer entrepreneurship in developing countries through cooperation, exchange and learning. Its mission is to provide coherent and demand-driven support to enhance the capacity of producer organizations in developing farmer entrepreneurship within the context of poverty reduction. Its 26 members collaborate closely with the Directorate General for Development Cooperation (DGIS) of the Ministry of Foreign Affairs and with the Ministry of Agriculture, Nature and Food Quality (LNV). Its geographical focus is on seven African countries; its thematic focus is on value chain development, access to financial services, sustainable food production, and gender as a cross-cutting theme; and its interventions range from research, documenting practice and development of tools and methods to promoting exchange and learning within the Agri-ProFocus network.

For more information: E-mail: [info@agri-profocus.nl](mailto:info@agri-profocus.nl) and [http://www.agri-profocus.nl/list\\_page.phtml](http://www.agri-profocus.nl/list_page.phtml)

**Centre for Research on Multinational Corporations (SOMO):** Established in 1973 as a non-profit Dutch research and advisory bureau, SOMO investigates the consequences of multinational enterprises' (MNEs) policies and the internationalization of business worldwide. Through its activities and research on corporations and their international context, and with a focus on sustainable economic and social development and the structural eradication of poverty, exploitation, and inequality, SOMO contributes directly or indirectly to sustainable development and to the fight against the negative consequences of globalisation for countries from the global North as well as those from the global South. Its goals are: (i) achieving change through knowledge building; (ii) strengthening civil society in the global North and South; and (iii) increasing the impact of civil society organizations.

For more information: <http://somo.nl/about-somo>

**Dutch Employers' Cooperation Programme (DECP):** DECP is a public-private partnership established by Dutch employers and the Ministry of Foreign Affairs in 2005 with the aim of strengthening the capacity of business organizations in developing countries by transferring knowledge and experience, by cooperating with national and international organizations, and through financial contributions to programme activities. Through DECP, Dutch employer organizations offer professional expertise to employer organizations in 36 of the Netherlands'



partner countries. DECP intervenes in three areas: (i) fostering sustainable socio-economic development; (ii) formulating and influencing policy (national and international); and (iii) defending the interests of its members. It works closely with national and international organizations, including PUM Netherlands Senior Experts, De Baak Management Centre, the Confederation of the Netherlands Industries and Employers (VNO-NCW), ILO (International Labour Organization), ITC/ILO (International Training Centre of ILO) and IOE (International Organization of Employers). DECP is financed by the Ministry of Foreign Affairs and VNO-NCW.

**Dutch Institute for Communication and Development (IICD):** IICD was set up in 1996 and has more than a decade of experience in helping developing countries to move forward with sustainable development through the efficient use of ICT applications. It works in nine partner countries to improve ICT applications in education, health care, environment, better governance and income-generation and is involved in around 130 activities. Its support for projects and programmes takes various forms, including providing seed capital for test projects, seeking technical solutions for web access together with private sector partners, and training project partners and users in the efficient use of communication technologies, such as the Internet, television, local radio and telephony. IICD's most important partners are local organizations in developing countries. It has institutional alliances with the Dutch Directorate-General for International Cooperation (co-financing (MFS) grant of €20 million for 2006 – 2010), the UK Department for International Development (DFID) and the Swiss Agency for Development and Cooperation (SDC). In the Netherlands, IICD works with Hivos, Cordaid, PSO, ALtran, Atos Origin Learning Solutions, CapGemini and others.

For more information: <http://www.iicd.org/about>

**European Centre for Development Policy and Management (ECDPM):** ECDPM is an independent foundation which focuses on building an effective partnership between the European Union and the ACP countries, particularly related to development cooperation. It has facilitated ACP-EU cooperation since 1986, particularly in facilitating policy dialogue, creating understanding of processes and institutions and building capacity. It reinforces the capacities of public, private and non-profit organizations in ACP countries to better manage their own development policies and international cooperation, while working with governments and organizations in Europe to make their development policies and instruments more effective. ECDPM works in three thematic policy areas: development policy and international relations; (ii) economic and trade cooperation; and (iii) governance. It plays a strong advocacy role in the context of the EPA negotiations and has been actively providing support to ACP governments in the form of technical assistance and studies.

For more information: [http://www.ecdpm.org/Web\\_ECDPM/Web/Content/Navigation.nsf/Index2?ReadForm](http://www.ecdpm.org/Web_ECDPM/Web/Content/Navigation.nsf/Index2?ReadForm)

**International Institute of Social Studies of Erasmus University Rotterdam (ISS):** ISS is an international graduate school of policy-oriented critical social science, which brings together students and teachers from the global South and the North in a European environment. Established in 1952 as the International Institute of Social Studies by Dutch universities and the Netherlands Ministry of Education, it does research and teaching and provides public service in the field of development studies and international cooperation. Its overall mission is to be an institutionally-independent, research-led, teaching-based graduate school in the social sciences, contributing to public debate and influencing public opinion and policy-making on issues of development, equity and human rights worldwide. Its aim is to maintain high standards of quality, training students from developing and transition countries, in particular, with its international, top-level staff. ISS is actively involved in a wide range of international capacity building and research projects and advisory services. These include long-term programmes of cooperation with teaching and research institutions and government bodies in developing countries and, more recently, in transition economies. ISS activities in this field include teaching inputs, curriculum development, contract research, policy advice on a wide range of issues, and the appraisal, formulation, evaluation and monitoring of development programmes and projects.

For more information: <http://www.iss.nl/>



**Nederlands Normalisatie-instituut (NEN):** NEN is a private, non-profit organization, founded in 1916 by the Netherlands Society for Industry and Trade, in cooperation with the Royal Institute of Engineers. NEN is the Dutch network in the world of standards and regulations. Its mission is threefold: (i) assuring active involvement of the trade and industry sectors in the Netherlands in the development of international and European standards and, where still appropriate, of national standards; (ii) promoting the use of standards and standardization within the Netherlands; and (iii) operating as the central point in the Netherlands for information on standards and standards development. The NEN bureau is an integrated organization serving both the Netherlands Standardization Institute and the Netherlands Electrotechnical Committee. NEN is also one of the WTO national enquiry points for TBT.

For more information: <http://www.nen.nl>

**Netherlands Senior Experts (PUM):** PUM plays an important role in the field of international development assistance, sending senior experts to more than 76 countries in Africa, Asia, the Middle East, Latin America and Central and Eastern Europe. It is an independent organization, with close ties with VNO-NCW, and is funded by the Dutch Government, the EU and VNO-NCW. Upon request, PUM's experts offer their skills and experience to businesses and organizations in places where these are most needed. Its interventions are geared towards fighting poverty and encouraging sustainable development in social free-market economies around the world. To accomplish this task, PUM strives to improve the business climate, stimulates the creation of new employment and assists with the changeover to cleaner means of production. PUM works in close partnership with unions, employers' organizations and chambers of commerce.

For more information: E-mail: [info@pum.nl](mailto:info@pum.nl) and  
[http://www.pum.nl/iPublish/iPublishcontent.nsf/\(WebDocs\)/6C15B473B0F5EABCC125756200589EDA](http://www.pum.nl/iPublish/iPublishcontent.nsf/(WebDocs)/6C15B473B0F5EABCC125756200589EDA)

**Nuffic** is the Netherlands organization for international cooperation in higher education. An independent, non-profit organization based in The Hague, it supports internationalization in higher education and research and professional education in the Netherlands and abroad, helps improve access to higher education worldwide, and plays an important role in fostering international cooperation in higher education between the Netherlands and other countries. Nuffic works closely with the Dutch Ministry of Education, Culture and Science and the Dutch Ministry of Foreign Affairs.

For more information: <http://www.nuffic.nl>

**SNV Netherlands Development Organization:** SNV is a development agency based in the Netherlands and dedicated to providing technical assistance and capacity building in West Africa, East and Southern Africa, Latin America, Asia and the Balkans. It supports providers of micro credit and venture capital which help SMEs improve their market position, and puts an emphasis on "driven capacity development." By giving advice, SNV strengthens the capacity of individual organizations to become self-sustaining within a limited timeframe. A substantial part of its work is financed by the Netherlands Ministry of Foreign Affairs, whose annual contribution – €96.5 million in 2008 – allows it to implement its core work programme.

For more information: <http://www.snvworld.org>

#### **TCB cooperation initiatives with UN/international agencies and bilateral partners**

The Netherlands Government cooperates with other bilateral donors and with the World Bank in trade related areas. An example is the Trade Facilitation Facility.

## Selected TCB programmes and initiatives in this guide

### GLOBAL ADVOCACY

- Corporate social responsibility for greater transparency
- Linkage between Trade, Development and Poverty Reduction (TDP)

### TRADE POLICY DEVELOPMENT

- Multi-Donor Facility for Trade and Investment Climate (MDF-TIC) (Indonesia)
- Support to EPA and WTO negotiations
- WTO Doha Development Agenda Global Trust Fund (DDAGTF)

### LEGAL AND REGULATORY FRAMEWORK

- Netherlands — WTO Trainee Programme
- ACWL - Advisory Centre on WTO Law

### SUPPLY CAPACITY

- Mali-Mango case – CBI intervention
- Private Sector Investment programme (PSI)
- Sustainable Trade Initiative (IDH)

### COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES

- Consultative Task Force (CTF) on Environmental Requirements and Market Access for Developing Countries
- Market access through meeting quality standards for food and agricultural products
- Support for Standards and Trade Development Facility (STDF)

### TRADE PROMOTION CAPACITY BUILDING

- Matchmaking Facility (MMF)
- CBI assistance to Business Support Organisations in developing countries
- Standards and Trade Development Facility (sanitary and phytosanitary area)

### MARKET AND TRADE INFORMATION

- DECP intervention in developing countries
- Developing your Business database
- Export Coaching Programme (ECP)
- Marketing, research and export promotion training

### TRADE FACILITATION

- TradeMark East Africa (TMEA)
- Trade Facilitation Facility (TFF)

### PHYSICAL TRADE INFRASTRUCTURE

- Facility for Infrastructure Development (ORIO)
- Infrastructure Development Fund – FMO-IDF
- TradeMark East Africa (TMEA)

### TRADE RELATED FINANCIAL SERVICES

- Micro & Small Enterprise Fund (MASSIF)



## NEW ZEALAND

### General information on New Zealand's development cooperation

The strategic objective and mandate of New Zealand's official development assistance (ODA) is sustainable development in developing countries in order to reduce poverty and contribute to a more secure, equitable and prosperous world. Within this, its core thematic focus is on sustainable economic development and its core regional focus is on the Pacific.

While bilateral Pacific relationships are a core focus, the New Zealand Aid Programme is also contributing to development efforts through carefully targeted programmes in Asia, Africa and Latin America. In Asia we are particularly focused in our international development engagements given our relative size. New Zealand will continue to focus on complementing ASEAN's (Association of South East Asian Nations) community building goals through the agreed flagship areas of scholarships, agriculture, disaster risk management, and fostering young business leaders. We are also supporting tourism, renewable energy and English language training. Support for agriculture is a significant focus of New Zealand's aid programmes in Latin America and Africa.

The New Zealand Government's aid programme and policy advice on international development issues are managed by the International Development Group within the Ministry of Foreign Affairs and Trade, and its approach to trade and development issues is jointly formulated within the Ministry by the International Development Group, the Trade and Economic Group, and relevant Regional Groups. This coordinated approach applies both in the context of WTO negotiations (e.g. the current Doha Development Round and WTO accessions) and in other trade-related negotiations that New Zealand is engaged in that involve key development partners.

### Aid for Trade (Aft) Strategy

New Zealand's Aid for Trade (Aft) works at three levels: bilateral, regional and multilateral. The two focus regions for its programmes are the Pacific and South East Asia. In the Pacific, the NZAID programme is seeking outcomes where markets work better for the poor, there is a policy environment that supports economic growth, and rural livelihoods and food security are stronger. In Southeast Asia, the focus has been on sustainable rural livelihoods.

The New Zealand Aid Programme is made up of 24 individual programmes. These programmes apply the overall New Zealand Aid Programme mission to specific countries, regions, sectors and themes. Regional programmes allow the New Zealand Aid Programme to have a coordinated approach to region-wide issues. Country programmes are New Zealand's bilateral aid to a country. They focus on a country's specific needs and context. More information about the budget, focus areas and strategy for each programme is available at the following link: <http://www.aid.govt.nz/about-aid-programme/how-we-work/programme-framework>.

To support drivers of economic development, the New Zealand Aid Programme strengthens links between development activities and the private sector at home and abroad. It provides business and technical training and mentoring to small and medium enterprises to strengthen business skills. New Zealand's support aims to make markets function well and help producers move up the market chain. Efforts focus on four growth areas:

- Agriculture - creating economic benefits and food security.
- Fishing industry - generating optimal benefits from fisheries within sustainable limits.
- Tourism industry - maximising sustainable returns from promising opportunities.
- Trade - harnessing potential benefits through improved trade facilitation and market-chain development.

To further support the drivers of economic development, the New Zealand Aid Programme works to address challenges and barriers to economic development and to foster a climate conducive to growth through trading arrangements, infrastructure, and a supportive business-enabling environment.

There has been an increase in demand for Aft from the Pacific region in recent years, in part reflecting a greater emphasis on regional economic integration and the increased number of trade negotiations that Pacific Island Countries are involved in. This increase in demand is reflected by the significant increase in

New Zealand contribution towards AfT. In the year to June 2012, New Zealand's Aid for Trade totaled NZ\$130.6m. This is an increase of 134% since 2010, when New Zealand's Aid for Trade totaled \$55.9m.

In line with its commitment to donor coordination and harmonization of aid, New Zealand is working to improve donor coordination on AfT, particularly in the Pacific, and delivering AfT through multi-donor mechanisms where appropriate. Examples include the Pacific Regional Infrastructure Facility, with AusAID, the World Bank, and the ADB; and work to ensure coordinated multi-donor support to the Oceania Customs Organization.

### Principal official agency responsible for TCB assistance to developing countries

#### Contact:

#### New Zealand Ministry of Foreign Affairs & Trade

Head Office address

195 Lambton Quay, Wellington

New Zealand

Tel: +64 4 439 8000

Fax: +64 4 472 9596

Web: <http://www.mfat.govt.nz/>

E-mail: [enquiries@mfat.govt.nz](mailto:enquiries@mfat.govt.nz)

Mailing address:

Private Bag 18 901, Wellington

New Zealand

#### International Development Group

New Zealand Ministry of Foreign Affairs & Trade

Head Office address

195 Lambton Quay, Wellington

New Zealand

Tel: +64 4 439 8200

Fax: +64 4 439 8515

Private Bag 18 901, Wellington

New Zealand

Web: <http://www.nzaid.govt.nz>

E-mail: [enquiries@mfat.govt.nz](mailto:enquiries@mfat.govt.nz)

**The Ministry of Foreign Affairs and Trade (MFAT)** is responsible for protecting and promoting New Zealand's interests overseas. We administer two Votes on behalf of the Minister of Foreign Affairs: Vote Foreign Affairs and Trade, and Vote Official Development Assistance. MFAT also reports to the Minister of Trade and to other portfolio Ministers on specific issues.

The Ministry is the Government's lead source of advice on foreign and trade policy, on international climate change negotiations, diplomatic and consular issues, and on international development assistance. MFAT also provide legal advice on international issues and are the formal channel for the Government's communications to and from other countries and international organisations.

Internationally MFAT works to ensure that New Zealand's voice is heard, that our security and economic interests are advanced and protected, that MFAT contributes to sustainable development in developing countries, and that the rights and safety of New Zealanders abroad are protected.

To achieve these goals MFAT works with foreign governments and other international and non-government organisations in areas of mutual interest. MFAT also leads initiatives on behalf of 'NZ Inc' agencies. For more information: E-mail: [enquiries@mfat.govt.nz](mailto:enquiries@mfat.govt.nz) and <http://www.mfat.govt.nz/>

MFAT's International Development Group manages the NZAID programme. This programme has its own budget line and management arrangements tailored to its core business.

For more information: E-mail: [enquiries@mfat.govt.nz](mailto:enquiries@mfat.govt.nz) and <http://www.aid.govt.nz/home>

#### **Other government and official agencies with responsibilities directly relevant to TCB**

##### **Contact:**

##### **Council for International Development (CID)**

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Level 13, 49 Boulcott St

Wellington

New Zealand

Ph: +64 4 496 9615

<http://www.cid.org.nz/advocacy/trade.html>

<http://www.cid.org.nz/about-cid/index.html>

**Council for International Development (CID):** The Council for International Development (CID) works to achieve effective high quality international development programmes focusing on the alleviation and eradication of poverty. It seeks to enhance the capacity and participation of member agencies, the NZ Government and other sectors of the NZ community. Amongst other activities, it provides a forum for the discussion of international aid and development issues; liaises with the NZ Government, including the Ministry of Foreign Affairs and Trade (MFAT); and works to increase public awareness of international development needs and issues.

For more information: <http://www.cid.org.nz/about-cid/index.html> and <http://www.cid.org.nz/advocacy/trade.html>

#### **Other official or government trade-related organizations**

##### **Contact:**

##### **Ministry for Primary Industries**

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Pastoral House

25 The Terrace

Wellington

New Zealand

Tel: +64 4 894 0100

Fax: +64 4 894 0720

<http://www.mpi.govt.nz/about-mpi>

**Ministry for Primary industries (MPI):** is focused on growing and protecting New Zealand. MPI works right across the sector from primary producers through to retailers and consumers. Key functions include: Providing policy advice and programmes that support the sustainable development of New Zealand's primary industries Being the Government's principal adviser on fisheries and aquaculture management; Providing "whole of system" leadership of New Zealand's biosecurity system; Managing forestry assets for the Crown; Providing or purchasing services to maintain the effective management of New Zealand's fisheries; Ensure food safety standards for consumers of New Zealand food. As the government "hub" for the primary sector, we will continue to develop good relationships not only with farmers, primary production and food businesses, but also with tangata whenua, environmental non-governmental organisations, trading partners, across local and central government and the wider community.

For more information: <http://www.mpi.govt.nz/about-mpi>

**Contact:****New Zealand Trade and Enterprise (NZTE)**

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Level 15, The Majestic Centre, 100 Willis Street, Wellington 6011

Phone: +64 4 816 8100

Fax: +64 4 816 8101

<http://www.nzte.govt.nz/develop-knowledge-expertise/Pages/Develop-Knowledge-and-Expertise.aspx>

**New Zealand Trade and Enterprise (NZTE):** This is the New Zealand Government's national economic development agency. Through its network of offices worldwide, NZTE aims to improve the international competitiveness and sustained profitability of New Zealand business by providing access to people, knowledge, and opportunities. It uses its knowledge of and contacts in overseas markets to connect New Zealand businesses with trade and investment opportunities internationally. For more information: <http://www.nzte.govt.nz/develop-knowledge-expertise/Pages/Develop-Knowledge-and-Expertise.aspx>

**Contact:****Intellectual Property Office of New Zealand**

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205 Victoria Street

Wellington

New Zealand

Phone: +64 3 962 2607

<http://www.iponz.govt.nz/cms/iponz>

**Intellectual Property Office of New Zealand:** This is the government agency responsible for the granting and registration of intellectual property rights. Through the provision of its services, the Office aims to ensure that people realise the full economic potential of their intellectual property. In addition to administering the relevant legislation and registers, the Office performs a number of operational functions, including: (i) implementing international agreements; (ii) providing assistance and information to clients; (iii) contributing to policy development on IP rights; and (iv) acting as a receiving office for the World Intellectual

Property Organization (WIPO). For more information: <http://www.iponz.govt.nz/cms/iponz>

**Contact:****JAS- ANZ**

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Australian office

Postal Address: PO Box 5634, Hughes, ACT 2605

Physical Address: FECCA House, 4 Phipps Close, Deakin, ACT 2600

Telephone: +61 (0)2 6232 2000

Fax: +61 (0)2 6262 7980

Email: [contact@jas-anz.org](mailto:contact@jas-anz.org)

E-mail: [contact@jas-anz.org](mailto:contact@jas-anz.org)

<http://www.jas-anz.org/index.php>

New Zealand office

Postal Address: PO Box 10476, The Terrace, Wellington 6143

Physical Address: Level 2, 108 The Terrace, Wellington

Telephone: +64 (0)4 473 4426

Fax: +64 (0)4 473 4428

Email: [contact@jas-anz.org](mailto:contact@jas-anz.org)

JAS-ANZ was established in 1991 by the Australian and New Zealand governments to strengthen the trading relationship between the two countries and with other countries. The Agreement between Australia and New Zealand establishing the Governing Board, Technical Advisory Council and Accreditation Review Board of the Joint Accreditation System of Australia and New Zealand (the JAS-ANZ Treaty) requires JAS-ANZ to operate a joint accreditation system and to deliver on four goals relating to Integrity and Confidence, Trade Support, Linkages, and International Acceptance. JAS-ANZ is a not for profit, self-funding international organisation. It is non-discriminatory, in that it will accept applications from conformity assessment bodies operating anywhere in the world. Accreditation programmes are accessible to all conformity assessment bodies, irrespective of size, location or affiliations, whose operations include activities for which accreditation programmes are currently available.

For more information: E-mail: [contact@jas-anz.org](mailto:contact@jas-anz.org) and <http://www.jas-anz.org/index.php>

**Contact:**

**Measurement Standards Laboratory of New Zealand (MSL)**

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Measurement Standards Laboratory  
Inwards Goods Store,  
Callaghan Innovation  
69 Gracefield Road, Lower Hutt  
New Zealand <http://msl.irl.cri.nz/training-and-resources/training-courses>

**Measurement Standards Laboratory of New Zealand (MSL):** This is New Zealand's national metrology institute, which ensures that New Zealand's units of measurement are consistent with the International System of Units, the SI. MSL provides clients with the most accurate calibration service in the country for a wide range of instruments and artifacts, as well as advice and training. It plays a key role in ensuring international recognition of New Zealand's National Measurement System, which is essential for New Zealand's ongoing international trade.

For more information: <http://msl.irl.cri.nz/training-and-resources/training-courses>

**Non-governmental organizations involved in TCB**

**Contact:**

**Trade Aid New Zealand**

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174 Gayhurst Rd  
Otautahi/Christchurch  
Aotearoa/New Zealand  
Phone: +64 3 385 3535  
Freephone 0508 TRADE AID (0508 872 332)  
Fax +64 3 385 3536  
Email [customerservice@tradeaid.org.nz](mailto:customerservice@tradeaid.org.nz)  
<http://www.tradeaid.org.nz/index.php/page/home/title/Home>

**Contact:****Asia New Zealand Foundation (Asia:NZ)**

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Level 16, Fujitsu Tower, 141 The Terrace  
 Wellington 6011  
 New Zealand  
 Phone: + 64 4 471 2320  
 Fax: + 64 4 471 2330  
 Email: [asianz@asianz.org.nz](mailto:asianz@asianz.org.nz)  
<http://www.asianz.org.nz/about-us>

**Asia New Zealand Foundation (Asia:NZ):** This is a non-partisan and non-profit organization dedicated to building New Zealanders' knowledge and understanding of Asia. Established in 1994, Asia:NZ represents a unique partnership between the public and private sectors. As the leading non-governmental organization on Asia-New Zealand relations, it works in five main areas: business, culture, education, media and research. In addition, Asia:NZ runs the Young Leaders Network and takes a lead role in Track 2 bilateral and multilateral dialogues in the Asia-Pacific. For more information: <http://www.asianz.org.nz/about-us>

**Contact:****Importer Institute**

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First Floor 41-47 Dixon St  
 Wellington  
 New Zealand <http://www.importersinstitute.blogspot.co.nz/>

**Importer Institute:** This is an informal national association of New Zealand importing companies which aims to keep members informed on topical issues of interest and to represent importers' interests before policy makers and the public.

For more information: <http://www.importersinstitute.blogspot.co.nz/>

**New Zealand Institute (NZI) :** NZI is a privately funded think tank that is committed to generating debate, ideas, and solutions that contribute to building a better and more prosperous New Zealand for all New Zealanders. NZI undertakes independent research on important issues, engaging with groups throughout the community on these issues, and working with the private and public sectors to identify and implement practical solutions. The New Zealand Institute is a private, non-profit organization, funded by its business members, largely through an annual membership fee. Its research work covers economic, social, environmental and globalisation subjects.

For more information: <http://www.nzinstitute.org/index.php/publications/>

**Contact:****NZ Institute of Economic Research Inc (NZIER)**

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8 Halswell St Thorndon 6011,  
 New Zealand Tel: +64 4-472 1880  
<http://www.nzinstitute.org/index.php/publications/>  
[www.nzier.org.nz/](http://www.nzier.org.nz/)



**NZ Institute of Economic Research Inc (NZIER):** NZIER was established in 1958 as a non-profit incorporated society based in Wellington to provide applied economic research in New Zealand. With a team of economists that is one of the largest in New Zealand outside the Government, it undertakes a wide range of consulting activities for clients in the public and private sectors, carries out and publishes research in the national interest, and aims to encourage debate on economic issues affecting New Zealand. It is independent of the Government and any other organization.

For more information: [http://www.nzier.org.nz/Site/our\\_services/case-studies.aspx](http://www.nzier.org.nz/Site/our_services/case-studies.aspx)

**Contact:**

**Pacific Cooperation Foundation (PCF)**

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52 Symonds Street  
Ground Floor  
Hamburg Sud House  
Auckland  
New Zealand  
Phone: +64 09 969 1494  
Fax: +64 09 969 1495  
Email: [info@pcf.org.nz](mailto:info@pcf.org.nz)  
<http://www.pcf.org.nz>

**Pacific Cooperation Foundation (PCF):** PCF is an independent public/private-sector trust, formed in 2002, whose mission is to support Pacific cooperation objectives in niche areas with economic linkage in line with New Zealand's policy objectives. PCF has three strategic Goals: i) To promote stability and economic sustainability in New Zealand and the greater Pacific region; ii) To foster understanding of the Pacific on the part of all New Zealanders and promote New Zealand's identity as a Pacific nation; iii) To engage and support communities and institutions in New Zealand and the greater Pacific region.

For more information: <http://www.pcf.org.nz>

**Trade Aid New Zealand:** This is a New Zealand-based fair trade organization that acts as importer, wholesaler and retailer of fair trade products, sharing its profits with its trading partners and providing them with support to increase their production and product quality. It also provides pre-finance through an interest-free pre-financing scheme. Trade Aid works with more than 75 trading partners in over 30 countries, engaging primarily with family groups, co-operatives and associations, often through non-profit development organizations. By forming these groups, producers are often able to increase their own political power and thereby create social and economic change.

For more information: <http://www.tradeaid.org.nz/index.php/page/home/title/Home>

**Contact:**

**Volunteering New Zealand (VNZ)**

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Volunteering NZ Office  
PO Box 24 526 Manners St  
Wellington 6142 , New Zealand  
Telephone: 04 3843636  
Fax: 04 3843637  
[www.volunteeringnz.org.nz/](http://www.volunteeringnz.org.nz/)

**Volunteering New Zealand (VNZ)** is an association of regional volunteer centres and national organizations with a strong commitment to volunteering, and is the International Association for Volunteer Effort (IAVE) New Zealand Representative. It has also established good working relationships with Volunteering Australia, which has made accessible a variety of educational resources as well as participation in their programmes. It has also been working with specialist volunteer training organizations from Australia, USA and Canada.

For more information: <http://www.volunteeringnz.org.nz/about/who.php>

#### Contact:

#### Volunteer Service Abroad (VSA).

Freepost 100017, PO Box 12246, Thorndon  
Wellington 6144  
New Zealand  
Phone: 0800 872 8646 / 64 4 472 5759  
Fax: 64 4 472 505  
<http://www.vsa.org.nz>

**Volunteer Service Abroad (VSA):** is New Zealand's largest and most experienced volunteering agency working in international development. VSA Kiwi volunteers share skills with people in the wider Pacific to help them build a better future for themselves and their children. VSA works with in-country partners overseas to make sure that all our assignments are locally identified, locally relevant, and locally delivered. VSA's goal is to transfer skills and knowledge so that the changes achieved during an assignment are sustainable once a volunteer returns to New Zealand. For more information: <http://www.vsa.org.nz>

#### TCB cooperation initiatives with UN/international agencies and bilateral partners

Partnerships are vital to the New Zealand Aid Programme. Working with other governments and agencies means that development assistance efforts are coordinated within countries and across regions. Partnerships also ensure we work in line with a developing country's own strategies and development priorities. New Zealand provides a core (non-earmarked) contribution each year to a range of international agencies to support delivery of their work

The New Zealand Aid Programme has a range of funding and contracting mechanisms to provide effective, sustainable aid in developing countries. These allow us to draw on expertise and technical skills from New Zealand and elsewhere, and build capacity and skills in developing countries. All funding is in line with long-term strategies and priorities and is delivered through specific programmes and funds. New Zealand's contributions also include funding to various agencies/mechanisms which are involved in the trade area.

New Zealand is active in TCB collaboration initiatives with World Bank – International Development Association, Asian Development Bank – Asian Development Fund, and UNDP.

Measuring results is essential to achieving effective aid and development. The capacity to collect, analyse and reflect on performance information is at the heart of aid and development effectiveness. The New Zealand Aid Programme has a clear focus on measuring results. Monitoring and evaluation of development activities and programmes help improve performance and achieve results. The New Zealand Aid Programme needs to know what works, what doesn't, where and why.

As part of the focus on measuring results, policies are in place which details standards for monitoring and evaluating activities and programmes. A key policy requirement is for each activity and programme to develop a results framework (M&E) during design, providing the framework to collate, report, monitor and evaluate. To that end, the New Zealand Aid Programme has a multi-year rolling work programme of strategic evaluation

and research work. The programme is aligned to the New Zealand Aid Programme's three year strategic plan, its strategic results framework, and includes evaluation and research that is utilized for strategic and policy development, operational management decision-making and which also has a high value for learning.

The New Zealand Aid Programme's strategic evaluation work programme includes sector, thematic, policy, programme, country and process evaluations. The strategic research focuses on high level topics of a strategic nature that my transect programmes, countries or themes. It is anticipated that the strategic evaluation and research programme is reviewed annually by the New Zealand Aid Programme's Evaluation and Research Board to ensure it is responsive to the strategic and operational needs of the New Zealand Aid Programme.

### **Selected TCB programmes and initiatives in this guide**

#### **TRADE POLICY DEVELOPMENT**

- Support for Office of the Chief Trade Advisor (OCTA)
- Support for the Pacific Islands Forum Secretariat (PIFS)
- Mekong Institute in Thailand

#### **LEGAL AND REGULATORY FRAMEWORK**

- The IMF's Pacific Financial Technical Assistance Centre (PFTAC)

#### **SUPPLY CAPACITY**

- IFC-PENSA II Indonesia
- Pacific Business Mentoring Programme (PBMP)
- Samoa private sector development
- Pacific Regional Livelihoods Programme

#### **COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES**

- Support for Geothermal Energy Industry
- Fairtrade Labelling

#### **TRADE PROMOTION CAPACITY BUILDING**

- Pacific Islands Trade & Invest

#### **MARKET AND TRADE INFORMATION**

- Statistics New Zealand Helpdesk

#### **TRADE FACILITATION**

- FAO/WTO Round Table Series
- Pacific Trade Facilitation

#### **PHYSICAL TRADE INFRASTRUCTURE**

- Pacific Region Infrastructure Facility (PRIF)
- Tuvalu Ship to Shore project

#### **TRADE RELATED FINANCIAL SERVICES**

- Women's World Banking
- Pacific Private Enterprise Partnership (Pacific PEP)
- Pacific Financial Capability Project (MoneyPacific)

#### **SOUTH-SOUTH AND TRIANGULAR COOPERATION**

## NORWAY



### General Information on Norway's development cooperation

The objective of Norway's development policy is to fight poverty and bring about social justice. The Government has achieved its target of allocating 1 percent of gross national income (GNI) to international development. The Government will continue to focus its efforts on priority areas where Norway can make the greatest contribution: the environment and sustainable development, peace building, human rights and humanitarian assistance, oil and clean energy, women and gender equality, good governance and the fight against corruption, and the health-related Millennium Development Goals.

### Aid for Trade (Aft) Strategy

The Norwegian Action Plan on Aid for Trade aims at ensuring that the developing countries, and especially the LDCs, achieve sustainable economic growth, higher employment, poverty reduction and an improved quality of life for the entire population (Aid for Trade – Norway's Action Plan, 2007). An updated Action Plan has been presented in 2013.

Norway's trade-related technical assistance is mainly channeled through multilateral organisations. Norway is one of the most important donors in provision of funds to all major organisations and programmes in this field.

Aid for trade (Aft) is an important priority area for the Government of Norway. The Government is committed to ensuring that its development policy enables poor countries in the South to participate in and benefit from the development of international trade. Norway's Aid for Trade Action Plan aims at ensuring that developing countries, and especially the LDCs, achieve sustainable economic growth, higher employment, poverty reduction and an improved quality of life. The plan has a pro-poor focus, and gives priority to Africa and the LDCs. It focuses on three areas:

- Good governance and the fight against corruption: Trade policy; trade facilitation; standards and trade; fair and responsible trade;
- Regional trade: Strengthening the capacity of regional institutions; promoting intra-regional trade;
- Women and trade: Introducing special programmes related to women and trade; integrating a gender perspective into Aft.

The Action Plan lays out the broad priority areas for Norway's engagement with its partners. Specific priority areas are discussed with partner countries and institutions on a regular basis within the framework of the Plan. In addition to its main Aft focus areas, Norway provides other assistance that can be categorized as Aft, for example: (i) the improvement of infrastructure (roads, energy, and water sectors); (ii) measures aimed at private sector development (e.g., programmes for matchmaking between Norwegian and partner country private sectors) and the development of supply-side capacity; and (iii) the improvement of product quality and the development of control mechanisms (including compliance with SPS/TBT). Norway seeks to provide Aft in areas where its particular experience and competence could contribute effectively to achieving substantial results.

Norway's overall Aft contribution, based on the 2009 DAC report, was approximately US\$ 450 million in 2009. In 2011, Norway's overall Aft contribution was approximately US\$ 990 million. The overall figures for 2009 and 2011 include all three categories of Aid for Trade assistance i.e. trade-related technical assistance & capacity building, trade-related infrastructure and productive capacity. Norway is making a considerable contribution to all three Aft categories as laid down in the Aid for Trade Global Review: (i) trade policy and regulation and trade development; (ii) trade-related Infrastructure; and (iii) building productive capacity.

The figures for 2011 in the table below only include DAC-sector 331 and policy marker Trade development significant and main objective (Category 1).

## Norwegian aid for trade\* by recipient country in 2011

Country	US\$ 1000
South Africa	25 998
Nepal	5 677
Tanzania	5 559
Bangladesh	4 736
Mozambique	4 282
Cambodia	4 273
India	4 258
Kosovo	4 206
South Sudan	4 160
Uganda	3 100
Ethiopia	2 956
Zambia	2 462
Angola	2 406
Zimbabwe	2 328
Mali	1 733
Albania	1 672
Afghanistan	1 621
Bosnia-Herzegovina	1 610
Sri Lanka	1 551
Tajikistan	1 263
Nicaragua	1 229
Ghana	1 184
Myanmar (Burma)	895
Kenya	787
Vietnam	774
Palestinian Admin. Areas	682
Montenegro	624
Thailand	568
Egypt	499
Malawi	424
Madagascar	322
China	305
Guatemala	267
Azerbaijan	232
Colombia	183
Bolivia	178
Sierra Leone	143
Ecuador	128
Nigeria	128
Swaziland	118
Philippines	99

Indonesia	65
Laos	62
Mongolia	56
Moldova	54
Iraq	50
Lesotho	50
Malaysia	28
Bhutan	21
Ukraine	5
Peru	4
Global Unspecified	24 388
South of Sahara Regional	6 041
Africa Regional	3 649
Middle East Regional	3 015
America Regional	1 992
South Asia Regional	1 071
Asia Regional	856
Far East Asia Regional	519
Europe Regional	83
<b>Total</b>	<b>137 631</b>

*\*Includes DAC-sector 331 and policy marker Trade development significant and main objective.*

In line with the recommendations of the 2005 WTO Task Force on Aid for Trade, Norway gives priority to Aft through multilateral organisations. Norway's reliance on multilateral organisations as its preferred channel for Aft is also a reflection of the Government's commitment to the Paris Declaration (complementarity and division of labour).

Below is a breakdown of Norway's financial contributions to selected multilateral organisations:

- The Enhanced Integrated Framework (EIF): Supporting LDCs in undertaking Diagnostic Trade Integration Studies (DTIS) and implementing the appropriate DTIS action plans. Norway's contribution in 2011 was approximately US\$ 5.2 million. UNIDO: Total contribution via Norad was US\$ 6 million in 2011. Support for programmes relating to standardization and product control.
- UNCTAD: US\$ 0.8 million in 2011 for supporting technical assistance and capacity building in the areas of investment, competition, trade negotiations and trade facilitation.
- WTO Doha Development Agenda Global Trust Fund (DDAGTF): The DDAGTF provides capacity building in trade policy and WTO rules as well as training programmes for LDCs on WTO regulations. Norway's funding in 2011 was approximately US\$ 1.7 million.
- ITC: Contributed approximately US\$ 2.6 million in 2011. Funding focusing on women and trade and south-south cooperation.
- Advisory Centre for WTO Law (ACWL): Supporting the Centre, which provides free advice on WTO law to LDCs and other developing countries, for support for dispute settlement and legal advice and training in dispute settlement. Norway's contribution in 2011 was approximately US\$ 0.44 million
- STDF: Norway's contribution in 2011 was approximately US\$ 0.26 million
- World Customs Organization (WCO): US\$ 2.8 million for 2012-2015 for supporting the WCO capacity building programmes for customs administrations in 6 member countries, mainly sub-Saharan Africa.

**Principal official agency responsible for TCB assistance to developing countries****Contact:****Norwegian Agency for Development Cooperation (Norad)**

Postboks 8034 Dep.  
 NO-0030 Oslo  
 Postal address:  
 Pb 8034 Dep.  
 NO-0030 Oslo  
 Tel: +47 23980000  
 E-mail: [postmottak@norad.no](mailto:postmottak@norad.no)  
 Web: <http://www.norad.no>

**Norwegian Agency for Development Cooperation (Norad)** is a specialized directorate under the Ministry of Foreign Affairs. The majority of Norwegian development assistance is administered by the Ministry of Foreign Affairs and Norwegian embassies. In the case of aid funds that are not administered by Norad, the agency provides advice on what is required to achieve results, communicates results and contributes to debate on the effects of development assistance. Quality assurance is defined as one of Norad's five main tasks, but is also an aspect common to all its main tasks. Norad assures the quality of Norwegian development assistance by means of technical advisory services, quality assurance and monitoring of development assistance administration, grant administration, communication, evaluation. Norad also administers financial support mechanisms dedicated to AFT projects. One of its objectives is to stimulate private sector development and trade in poor countries.

For more information:

E-mail: [postmottak@norad.no](mailto:postmottak@norad.no) and <http://www.norad.no/en/About+Norad/125317.cms?show=all>

**Other government and official agencies with responsibilities directly relevant to TCB****Contact:****Ministry of Foreign Affairs**

Address  
 Postboks 8114 Dep.  
 NO-0032 Oslo  
 Tel: +47 23950000  
 Fax: +47 23950099  
 E-mail: [post@mfa.no](mailto:post@mfa.no)  
 Web: <http://www.mfa.no>

**Ministry of Foreign Affairs (MFA):** The Ministry of Foreign Affairs (MFA) is responsible for Norway's development cooperation. Its implementation of bilateral aid programmes and projects, including decision making, is decentralized to the Norwegian embassies. The MFA administers long-term government-to-government development cooperation, is responsible for the formulation of development policy, and adopts strategies for cooperation with individual countries. Norad (The Norwegian Agency for Development Cooperation) and Norfund (Norwegian Investment Fund for Developing Countries) also provide funding for specific AFT projects. The Ministry of Foreign Affairs (MFA) has an important coordination and advisory role in relation to the other ministries. As a specialist ministry, it is both a preparatory and an executive body on foreign policy questions, economic foreign policy issues and development-related matters. Whilst the MFA is responsible for policy formulation and diplomatic engagement in the area of international and development

cooperation, the implementation of the Government of Norway's development cooperation programmes is overseen by a number of institutions and agencies.

<http://www.mfa.no>

For more information: [http://www.regjeringen.no/en/dep/ud/about\\_mfa.html?id=838](http://www.regjeringen.no/en/dep/ud/about_mfa.html?id=838)

#### Contact:

#### Norwegian Investment Fund for Developing Countries (Norfund)

Postboks 1280 Vika

NO-0111 Oslo

Tel: +47 2201 9393

Fax: +47 2201 9394

E-mail: [post@norfund.no](mailto:post@norfund.no)

Web: <http://www.norfund.no/>

**Norfund** is a Norwegian development finance institution (DFI), owned by the Norwegian Ministry of Foreign Affairs, which invests in profitable private enterprises in Eastern and Southern Africa, South-East Asia and Central America to facilitate economic growth and poverty reduction. Priority is given to investments in renewable energy, financial institutions and agribusiness. It promotes the development of sustainable business and industry, and provides risk capital for private companies. With total assets of approximately US\$ 1,3 billion, Norfund provides equity, quasi-equity and loan financing investments.

For more information: E-mail: [post@norfund.no](mailto:post@norfund.no) and <http://www.norfund.no/>

#### Other official or government trade-related organizations

**Innovation Norway** is the Norwegian Government's most important instrument for innovation and development of Norwegian enterprises and industry. It supports companies in developing their competitive advantage and to enhance innovation. Norwegian enterprises have access to a broad business support system as well as financial means. Innovation Norway provides competence, advisory services, promotional services and network services. The marketing of Norway as a tourist destination is also considered one of the organizations important tasks. **Innovation Norway is the Norwegian government's official trade representative abroad.** It aims to assist Norwegian businesses grow and find new markets. Local presence is therefore of crucial concern. Innovation Norway is represented in more than 30 countries worldwide and in all Norwegian counties. Innovation Norway is closely affiliated with the Norwegian embassies and consulates.

For more information: E-mail. [post@innovasjon Norge.no](mailto:post@innovasjon Norge.no) [www.innovasjon Norge.no](http://www.innovasjon Norge.no)

**The Department of international Trade Cooperation (DITC)** was established by an agreement between Norad and Virke (The Enterprise Federation of Norway). Their collaboration, based on Virke's know-how and Norad's increased focus on trade development, started in 2003. During the first years, Virke NHO (Confederation of Norwegian Enterprises) and Norad collaborated both in Least Developed Countries and in some medium-income countries. This collaboration yielded good results principally in the main partner countries of Vietnam and Uganda. Today DITC and Virke, with financial support from Norad, provide business training in developing countries, with programmes aimed at training top management to: develop their businesses, with CSR and good governance as cornerstones; add value to their products; and become preferred partners in the European market, thus increasing the value and volume of their exports and making the exporting businesses stronger, both financially and operationally.

For more information: [www.virke.no](http://www.virke.no)



**Nortrade** is Norway's official trade portal. It provides up-to-date information for over 8000 Norwegian companies that deal in export, import or other forms of international operations, and provides services to foreign companies looking to establish partnerships and joint ventures with Norwegian companies. It hosts a database of products and services covering 35 business sectors. Nortrade works closely with Innovation Norway, the Ministry of Trade and Industry, the Oslo Chamber of Commerce, NHO, the Norwegian Research Council and Eniro Norge, and a number of industry organizations.

For more information: E-mail: [nortrade@nortrade.com](mailto:nortrade@nortrade.com) and <http://www.nortrade.com/index.php?cmd=about>

**Norwegian Accreditation (NA):** NA is the only Norwegian body for accreditation of laboratories, certification bodies, inspection bodies, notified bodies and environmental verifiers. It is also the Norwegian monitoring unit for Good Laboratory Practice (GLP) inspections in all areas according to OECD's principles, and is the Norwegian signatory to the European Accreditation (EA) multilateral agreements on accreditation (MLA). It is involved in several international development projects, together with UNIDO, the Norwegian Ministry of Foreign Affairs and Norad; has current development projects in Pakistan, Bangladesh and Mauritius. For subject projects NA provides assistance to local accreditation bodies in establishing accreditation schemes.

For more information: E-mail: [akkreditert@akkreditert.no](mailto:akkreditert@akkreditert.no) and <http://www.akkreditert.no>

**Norwegian Industrial Property Office (NIPO):** NIPO's primary role is to support Norwegian industry and promote economic growth. Raising awareness and increasing understanding of industrial property rights is an essential element in enabling companies to secure their investments and develop a competitive edge in the global market. NIPO is responsible for processing applications for patent protection, and for trademark and design registration. It offers courses, seminars and lectures on the importance of industrial property rights and carries out a variety of searches and investigations to provide its customers with more detailed information according to their needs. It provides customers with information on technological developments within a specific technical field, and prior assessments of ideas for patenting, trademarks and designs. Its customers include Norwegian and foreign companies, research institutions, inventors and innovators.

For more information: E-mail: [mail@patentstyret.no](mailto:mail@patentstyret.no) and <http://www.patentstyret.no/en/english/>

**Norwegian Institute of International Affairs (NUPI):** NUPI, established by the Norwegian Parliament in 1959, is Norway's leading centre for research and information on international political and economic issues, and on areas of central relevance to Norwegian foreign policy. It is organized as a state body under the Ministry of Education and Research, but operates as an independent, non-political entity in all its professional activities. NUPI undertakes long-term basic research as well as short-term applied research and advisory services, and collaborates with Norad in studies and project evaluations. Its work involves interdisciplinary collaboration, both within the institute and with other institutes and bodies in Norway and abroad.

For more information: E-mail: [info@nupi.no](mailto:info@nupi.no) and <http://english.nupi.no/>

**Norwegian Petroleum Directorate (NPD):** NPD contributes to creating the greatest possible values for society from the country's oil and gas activities through prudent resource management based on safety, emergency preparedness and safeguarding the external environment. It performs four functions: (i) advising the Ministry of Petroleum and Energy; (ii) generating and analysing data from the Norwegian continental shelf; (iii) managing resources; and (iv) setting frameworks, stipulating regulations and making decisions in areas where it has been delegated authority. It also contributes administrative competence, mapping of resources and petroleum data administration for the development aid programme "Oil for Development", and providing expertise in petroleum activities and resource management to other nations.

For more information: [postboks@npd.no](mailto:postboks@npd.no) and <http://www.npd.no/en/About-us/>

**Standards Norway (SN):** Standards Norway (SN) is a private and independent member organization, and one of three standardization bodies in Norway, with responsibility for standardization activities in all areas except the electro-technical and the telecommunications fields. It is the national member of the International Organization for Standardization (ISO) and the European Committee for Standardization (CEN), holding a seat on the boards of each of these organizations. Its income is based on the sales of standards and related products, grants from the Norwegian Ministry of Trade and Industry, membership subscriptions, and financial support for specific projects. SN is the WTO national enquiry point in Norway for technical barriers to trade.

For more information: E-mail: [info@standard.no](mailto:info@standard.no) and <http://www.standard.no/en/About-us/>

**Statistics Norway (SN) (Division of Development Cooperation (DDC):** Statistics Norway is a professional autonomous institution administratively placed under the Ministry of Finance. It receives 75 per cent of its funding from the Government of Norway and the remainder from user-financed commissions. The DDC is responsible for Statistics Norway's development cooperation and assists sister organizations in developing and transition countries, contributing to the development of their statistical systems as well as capacity building through statistical institutional cooperation. Since 1994, it has been responsible for the coordination of this activity in Statistics Norway. The development of statistical capacity involves both strengthening individual skills and developing the national statistical office as an institution, including its management capacity.

For more information: E-mail: [ssb@ssb.no](mailto:ssb@ssb.no) and <http://www.ssb.no/en/int>

#### Non-governmental organizations involved in TCB

**Confederation of Norwegian Enterprise (NHO):** The NHO is the main representative body for Norwegian employers, with the mission of working in the best interests of its member companies in a way that benefits society. It serves as a think tank for its members, and helps to bring forward issues and trends for discussion and research which are critical to Norwegian enterprises. One of the core issues on which it focuses its interventions is the challenge of globalisation and the implications of Norway's reliance on its petroleum-based economy. NHO has a long history of engagement in the Norwegian development policy debate. The Secretariat for Private Sector Development (PSD) was established in 2002, with a specific mandate to focus on the role of business in alleviating poverty, and with the goal of supporting the development of a strong and sustainable private sector in developing countries. NHO also encourages Norwegian business to seek opportunities to invest and trade with business partners in developing countries. In its work, the secretariat draws upon a resource pool of experienced representatives from industry and its member companies.

For more information: E-mail: [Tori.Tveit@nho.no](mailto:Tori.Tveit@nho.no) and <http://www.nho.no/privatesectordevelopment/>

**The Enterprise Federation of Norway (Virke):** Virke is Norway's leading organization for businesses and employers in the private services sector. It collaborates with Norad in the implementation of development assistance programmes in the area of trade promotion and trade capacity building activities for the private sector, intervening particularly in the area of fair trade and in assisting overseas companies access the Norwegian market. Since 2006, when it signed a five-year agreement securing a pledge of US\$3.17 million from Norad to work on AFT-related programmes, it has scaled up its focus on trade with developing countries, with a geographical focus on Indonesia, Kenya, Tanzania, Uganda and Vietnam. Its mandate under this partnership with Norad is to increase imports from Least Developed Countries (LDCs) and emerging economies to Scandinavian markets. Its activities are centred on assisting commercial development in LDCs through business training and marketing. To date, under its flagship project Formission, Virke has demonstrated how developing countries can provide products and services which are of interest to the Scandinavian market. This five year agreement is now closed, but a new two year agreement with the same objectives and elements focusing on Kenya, Tanzania and Uganda is planned. The target group is women entrepreneurs and the programme is called Women Entrepreneurship Development Programme (WED).

For more information: [www.virke.no](http://www.virke.no)

**TCB cooperation initiatives with UN/international agencies and bilateral partners**

In line with the recommendations of the 2005 WTO Task Force on Aid for Trade, Norway gives priority to AfT through multilateral organisations. Norway's reliance on multilateral organisations as its preferred channel for AfT is also a reflection of the Government's commitment to the Paris Declaration (complementarity and division of labour).

Below is a breakdown of Norway's financial contributions to selected multilateral organisations:

- The Enhanced Integrated Framework (EIF): Supporting LDCs in undertaking Diagnostic Trade Integration Studies (DTIS) and implementing the appropriate DTIS action plans. Norway's contribution in 2011 was approximately US\$ 5.2 million. UNIDO: Total contribution via Norad was US\$ 6 million in 2011. Support for programmes relating to standardization and product control.
- UNCTAD: US\$ 0.8 million in 2011 for supporting technical assistance and capacity building in the areas of investment, competition, trade negotiations and trade facilitation.
- WTO Doha Development Agenda Global Trust Fund (DDAGTF): The DDAGTF provides capacity building in trade policy and WTO rules as well as training programmes for LDCs on WTO regulations. Norway's funding in 2011 was approximately US\$ 1.7 million.
- ITC: Contributed approximately US\$ 2.6 million in 2011. Funding focusing on women and trade and south-south cooperation.
- Advisory Centre for WTO Law (ACWL): Supporting the Centre, which provides free advice on WTO law to LDCs and other developing countries, for support for dispute settlement and legal advice and training in dispute settlement. Norway's contribution in 2011 was approximately US\$ 0.44 million
- STDF: Norway's contribution in 2011 was approximately US\$ 0.26 million
- World Customs Organization (WCO): US\$ 2.8 million for 2012-2015 for supporting the WCO capacity building programmes for customs administrations in 6 member countries, mainly sub-Saharan Africa.

**Selected TCB programmes and initiatives in this guide****GLOBAL ADVOCACY**

- Women in Trade

**TRADE POLICY DEVELOPMENT**

- Formative Process Research on Regional Integration in Southern Africa (FOPRISA)
- WTO Doha Development Agenda Global Trust Fund (DDAGTF)

**LEGAL AND REGULATORY FRAMEWORK**

- Advisory Centre on WTO Law (ACWL)
- UNCTAD Trust Fund for Accession

**SUPPLY CAPACITY**

- Trade Capacity Building in Agro-industry Products EAC (UNIDO – US\$ 5.14 million )
- Support for Common Fund for Commodities (CFC)
- Norwegian Oil for Development (OfD) Initiative
- The Clean Energy for Development Initiative
- Regional programme for Africa - ITC-funded
- Women Entrepreneurship Development Programme (WED) – Phase III East Africa-
- Women's Entrepreneurship Development and Gender Equality – Southern Africa
- Better Work and Standards Programme Bangladesh –BEST - (UNIDO –co-financing with EU – Norwegian contribution US\$ 1.9 million)

**COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES**

- Guide to Private Standards (UNIDO - US\$ 0.5 million)
- Trade Compliance Report I and II (UNIDO – US\$ 0.41 million)
- Accreditation Infrastructure Bangladesh (UNIDO – US\$ 1.5 million)
- Trade Capacity Building in Agro-Industry Products EAC UNIDO- US\$ 5.14 million)
- Accreditation Infrastructure Bangladesh
- AFRIMETS (Intra-Africa Metrology System) – (UNIDO – US\$ 0.8 million)
- Establishment of Vietnam’s Fisheries Law and Regulations, Phase II (bilateral)
- Strengthening International Certification – Sri Lanka (UNIDO- US\$ 1.5 million)
- ISO 9001 – Asia- Impact Study (UNIDO – US\$ 0.7 million)
- DG SANCO (UNIDO – US\$ 0.3 million)
- Southern African Development Community Accreditation Service (SADCAS)
- SAARC II Programme (UNIDO – US\$ 3.1 million)
- Mekong III (UNIDO – US\$ 2.0 million)
- Strengthening National Quality Infrastructure for Trade – Myanmar - (UNIDO – US\$ 0.2 million)
- Quality Policy and Infrastructure Development – Sierra Leone – (UNIDO- US\$ 0.3 million)
- Trade capacity building in Zambia (UNIDO – US\$ 4.14 million)
- Trade Capacity Building Malawi (UNIDO – US\$ 2.8 million – approved in principle)
- Market Access and Trade Capacity Building Swaziland (UNIDO – US\$ 1.2 million)
- Market Access and Trade Capacity Building Namibia (UNIDO – US\$ 2.1 million)
- Better Work and Standards Programme Bangladesh

**MARKET AND TRADE INFORMATION**

- Private Sector development support through the Confederation of Norwegian Enterprise (NHO)
- Statistics for development in Malawi

**TRADE FACILITATION**

- Establishment of SEATAC
- Customs Capacity Building for World Customs Organization Members (WCO’s Columbus Programme) 2012-2015

**OTHER TRADE-RELATED CATEGORIES**

- Global Organic Market Access (GOMA)
- Strategic Fair Trade Funding Programme (FLO) – Phase II



## POLAND

### General information on Polish development cooperation

The objective of Poland's development cooperation, as defined in the Programme, is to create conditions for sustainable development of partner countries. This aim is pursued in particular by promoting and consolidating democracy and respect for human rights, helping create modern and efficient state institutions, promoting sustainable social and economic development, undertaking actions which contribute to reducing poverty and improving health conditions and raising the level of education and professional qualifications of the population of partner countries.

Solidarity is both the driving force behind and the objective of Poland's involvement in development cooperation. The Programme additionally lays down the following overriding objectives:

- (i) Subsidiarity, taking into account social, cultural, economic and political characteristics of local communities, and seeking the greatest possible inclusion of local partners and beneficiaries in deciding about their own development;
- (ii) Coordinating actions with other donors;
- (iii) Improving aid effectiveness, in particular by adhering to the principles of alignment, harmonization, managing for development results, transparency and mutual accountability;
- (iv) Respecting and protecting human rights, by safeguarding equal opportunities, counteracting any forms of discrimination, in particular based on ethnicity, religion, disability or sex, and fostering empowerment of women;
- (v) Concern for natural environment and sustainable management of natural resources;
- (vi) Ensuring coherence between programmes and government strategies and the objectives and priorities of development cooperation.

*Source: Poland Donor Profile, EU, [www.ec.europa.eu/europeaid/](http://www.ec.europa.eu/europeaid/)*

Poland's development cooperation framework is specified in the Development Cooperation Act that came into force on 1 January 2012.

*Source: Poland Donor Profile, EU, [www.ec.europa.eu/europeaid/](http://www.ec.europa.eu/europeaid/)*

According to the Development Cooperation Act:

- Polish development cooperation is conducted on the basis of a multiannual programme approved by the Council of Ministers;
- The multiannual programme defines the objectives as well as geographical and thematic priorities of Polish development cooperation for a period of a minimum of four years; and
- Every year, the Minister of Foreign Affairs prepares an annual development cooperation plan defining the activities to be carried out in a given year, the modalities and the funds available.

*Source: Poland Donor Profile, EU, [www.ec.europa.eu/europeaid/](http://www.ec.europa.eu/europeaid/)*

### Aid for Trade (AFT) strategy

Poland's first Multiannual Development Cooperation Programme<sup>2</sup> was adopted by the Council of Ministers on 20 March 2012. It is also Poland's response to international challenges and obligations arising from documents regulating development cooperation, including: the Treaty on the Functioning of the European Union (Articles 208 to 211), the Millennium Declaration, the Paris Declaration on Aid Effectiveness, the European Consensus on Development, the Accra Agenda for Action, as well as the Eastern Partnership and the European Development Fund. It also takes into account the conclusions arising from aid programmes implemented by Poland in recent years.

The geographical priorities are divided into two groups: Eastern Partnership and selected countries of Africa, Asia and Middle East (including countries of East Africa, North Africa, Afghanistan, Kirgizstan, Tajikistan as well as West Bank and Gaza Strip). 60% of the bilateral aid managed by the Ministry of Foreign Affairs and its external partners is allocated annually to the Eastern Partnership countries, 70% of which is directed towards activities supporting democratization and transition processes.

The bulk of Polish aid is directed to Africa. As far as Polish bilateral assistance is concerned, Poland continues to provide ODA to the African countries through Polish embassies (responsible for implementing projects financed from the so-called Small Grant Fund in these countries). Moreover, in 2011, Poland continued to carry out projects in Angola and other countries in Sub-Saharan Africa. In 2012, Poland provided ODA to East African countries (Burundi, Ethiopia, Kenya, Ruanda, Somalia, Southern Sudan, Tanzania, Uganda) to support their sustainable development, and to North African countries (Tunisia, Libya) to assist in the ongoing transformation processes.

Poland's ODA has been stagnating since 2008, and reached EUR 300 million in 2011, representing 0.08% of its GNI.

Source: *Poland Donor Profile, EU*, <http://www.ec.europa.eu/europeaid/>

#### Principal official agency responsible for TCB assistance to developing countries

##### Contact:

##### Ministry of Foreign Affairs of the Republic of Poland (MFA)

Al. J. Ch. Szucha 23, 00-580 Warsaw, Poland  
Tel.: +48 22 523 90 00  
Web: <http://www.msz.gov.pl/en/ministry/contact/>

**The Ministry of Foreign Affairs (MFA):** is the main focal point for development cooperation strategy and policy leadership within the national system is the Development Cooperation Department of the Ministry of Foreign Affairs. The Department manages about 10% of Poland's ODA. The MFA is therefore both the policy maker for development cooperation and as well as the coordinator of a host of actors and agencies that are obliged, under the new Act, to consult with it their plans regarding development aid financed with their own financial resources.

Source : *Poland Donor Profile, EU*, [www.ec.europa.eu/europeaid/](http://www.ec.europa.eu/europeaid/)

#### Other government and official agencies with responsibilities directly relevant to TCB

##### Contact:

##### Other departments of the Ministry of Foreign Affairs (MFA)

Web: <http://www.msz.gov.pl/en/ministry/contact/>

##### The Ministry of Finance (EU and multilateral channels)

Ul. 'Swietokrzyska 12,  
Warsaw,  
Poland  
Web: [www.mf.gov.pl](http://www.mf.gov.pl)

**Other official or government trade-related organizations**

A few selected agencies:

**Polish Foundation for International Development Cooperation:** In countries with specific political conditions Poland may conduct development cooperation activities aimed at supporting democracy via the Polish Foundation for International Development Cooperation (Solidarity Fund).

**The Ministry of Science and Higher Education (scholarships)**

**The Ministry of Defence (Afghanistan)**

**Ministry of the Interior and Administration (aid to refugees)**

## PORTUGAL



### General information on Portugal development cooperation

The Ministry of Foreign Affairs (MFA) is responsible for setting Portugal's development cooperation policies.

Development cooperation is an important area of Portugal's external policy. It focuses on values and principles such as peace and solidarity, democracy and the rule of law, respect for human rights and fundamental freedoms, the Portuguese language, environmental conservation, among others. Portugal's Development Cooperation Strategy entitled "A Strategic Vision for Portuguese Cooperation", approved by the Council of Ministers in 2005, is currently under review. The Strategic Vision sets out guiding principles and priorities for Portuguese development cooperation, by drawing on Portugal's experiences, foreign policy priorities and international obligations. It emphasizes the commitment to the Millennium Development Goals (MDGs), human security sustainable economic development, contributing to international development discussions. Portuguese development cooperation has a strong geographic focus on the Portuguese-speaking African countries ("the PALOP") and East Timor in South East Asia.

As a result of ongoing Public Administration reforms aimed at increasing its efficiency and effectiveness, a new institute, Camoes - The Cooperation and Language Institute (CICL) was created in 2012, as a result of the merger of the former Portuguese Institute for Development Assistance (IPAD) and Camoes Institute (ICA) for Language and Culture. CICL is part of the Foreign Ministry and is responsible for the supervision, direction and coordination of development cooperation policy and activities. It is also responsible for implementing the development cooperation policy and promoting the Portuguese language and culture abroad. The Portuguese Cooperation System involves multiple actors, including line ministries, municipal authorities, universities and other public institutions.

As established in the Strategic framework mentioned above, Portuguese development Cooperation aims to contribute to:

- The attainment of the Millennium Development Goals
- The Reinforcement of Human Security
- The promotion of Sustainable Economic Development
- The international Debate on Development

### Aid for Trade (AfT) Strategy

Portugal's AfT activities are part of its overall development cooperation strategy and are in line with the EU 2007 Aid for Trade Strategy. In line with its overall development cooperation priorities, Portugal's AfT activities focus mostly on economic infrastructure, productive capacity, as well as institutional and business-related capacity building. In terms of geographical focus, Portuguese development cooperation, including AfT activities, targets mostly Africa Portuguese Speaking Countries (i.e. Angola, Cape Verde, Guinea-Bissau, Mozambique, São Tomé and Príncipe ("the PALOPs") and East Timor.

In line with its overall poverty reduction objectives, Portugal's development cooperation interventions in the area of private sector development are focused on supporting SMEs and improving the business environment.

Although Portugal's development cooperation interventions are mostly bilateral, it also supports AfT via multilateral organizations, such as UNCTAD (€ 26,326 in 2009), UNIDO (€ 1 million 2010/2011), WTO (€ 2.1 million 2009/2012) and the international finance institutions (e.g. €30 million to the World bank/IDA in 2010/2011). In addition, Portugal, as EU Member State, contributes to EIB and European Commission initiatives, such as the EU-Africa Trust Fund for Infrastructure, which support developing countries, in particular ACP countries.



Based on its Aid for Trade CRS (Creditor Reporting System – OECD) report, some of the key areas of intervention in AfT are:

- Rural agricultural development
- Trade/Economic infrastructure
- Mineral resources and mining
- Industry

The information provided below on Portugal's support to AfT under these categories is not exhaustive.

#### **Official agency involved in TCB**

#### **Principal official agency responsible for TCB assistance to developing countries**

##### **Contact:**

##### **Camões – Cooperation and Language Institute (CICL)**

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Ministry for Foreign Affairs  
Av. Da Liberdade, nº 270 / Rua Rodrigues Sampaio, nº 113  
1250-149 Lisbon-Portugal  
Tel: +351 21 310 9100  
Fax: +351 21 310 9183 (DPC / DAM)  
E-mail: icgeral@instituto-camoes.pt  
Web: www.instituto-camoes.pt/

**Camões – Cooperation and Language Institute (CICL)** is responsible for: i) proposing and implementing the Portuguese development cooperation policy and coordinating all development cooperation activities undertaken by other official entities, which also participate in the implementation of development cooperation projects/programs; ii) proposing and implementing the policy on education and dissemination of Portuguese language and culture abroad.

#### **Other government and official agencies with responsibilities directly relevant to TCB**

##### **Contact:**

##### **Ministry for Foreign Affairs**

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Palácio das Necessidades  
Largo do Rivas, P-1399-030 Lisboa Codex  
Tel: +351 21394 6000  
E-mail: gsenec@mne.gov.pt  
Web: www.mne.gov.pt

The Ministry of Foreign Affairs implements foreign policy, development cooperation policy and the policy for connecting Portugal to the Portuguese communities around the world. It is also responsible for coordinating the other ministries' external actions.

**Contact:****Office for Strategic Planning, Evaluation and International Relations (GPEARI)**

Ministry of Finance  
 Av. Infante D. Henrique, nº 1C – 1º  
 1100-278 Lisboa  
 Tel: + 351 21 882 3390/91/96  
 E-mail: gpeari@gpeari.min-financas.pt  
 Web: www.gpeari.min-financas.pt

**Office for Strategic Planning, Evaluation and International Relations (GPEARI)** 's mission is to ensure support for policy formulation and strategic and operational planning, in conjunction with the financial programming, ensure, directly or under its coordination, international relations, monitor and evaluate the implementation of policies, planning tools and results of the organizational systems and management in conjunction with other services of the Ministry of Finance.

**Contact:****Directorate General for Economic Activity (DGAE)**

Ministry of Economy and Employment  
 Av. Visconde de Valebon, 72  
 1069-041 Lisboa  
 Tel: + 351 21 796 5158  
 E-mail dgae@dgae.pt  
 Web: www.dgae.min-economia.pt

**Directorate General for Economic Activity (DGAE)**'s mission is the promotion and development of an institutional environment more conducive to competitiveness, business innovation and regional development through support for the conception, implementation, dissemination and evaluation of policies for industrial, trade, tourism and services, ensuring coordination of international relations in the sphere of activity of the Ministry of Economy and Employment (MEE). DGAE contributes to the formulation and implementation of policies that frame the external economic relations, in conjunction with the agencies and departments of the Ministry of Foreign Affairs and other agencies and public authorities in the matter;

**Other official or government trade-related organization****Contact****SOFID**

Av. Casal Ribeiro, n. 14 - 4 1000-092 Lisboa Portugal  
 Tel.: +351 21 313 77 60  
 Fax: +351 21 313 77 79  
 Email:sofid@sofid.pt

**Portuguese Development Finance Institution (SOFID):** SOFID was created in December 2007 as a limited liability company. With a total capital of € 10 million, SOFID main shareholders are the Portuguese state (60%) and the four largest Portuguese commercial banks (10% each). Its mission is: (i) to contribute to sustainable development of the business sector in developing countries; and (ii) to support Portuguese companies and their partners investing in developing countries, acting in coordination with the Government's economy, cooperation and ODA strategies. Providing long term financing for investment projects (loans,

guarantees and equity), SOFID has approved projects in several Portuguese-speaking countries, in Latin America, in South Africa and in Northern Africa. It co-operates extensively with the European Commission, the European Investment Bank, acting as a financier in several European trust funds (ITF, NIF, LAIF). It is a member of the European Development Finance Institutions (EDFI) and has privileged relationships with other bilateral DFI (e.g. BNDES, OPIC) and multilateral DFI (e.g. IFC, AfDB, IDB, EBRD). SOFID also operates on behalf of the state as fund manager of an investment fund of € 94 million for Mozambique. For more information: <http://www.sofid.pt> or [sofid@sofid.pt](mailto:sofid@sofid.pt)

**Contact :**

**AICEP Portugal Global - Trade & Investment Agency**

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**Lisboa Porto**

Av. 5 de Outubro, 101  
1050-051 Lisbon, Portugal  
Tel.: + 351 217 909 500  
**E-mail:** [aicep@portugalglobal.pt](mailto:aicep@portugalglobal.pt)

**AICEP Portugal Global - Trade & Investment Agency** is a government entity - part of the Ministry for Foreign Affairs - focused in promoting foreign investment in Portugal and in supporting the internationalization process or export activities of Portuguese companies. Playing a central role in the implementation of public policies geared to promote internationalization and the image of Portugal abroad, AICEP has a network of 40 overseas offices. With the diversification of export markets as a key goal, the Agency actively promotes and provides support to the involvement of national SME's in emerging markets, enabling them to bring new products or services or to invest in the generation of local added value, therefore complementing the cooperation policy.

For more information: E-mail: [aicep@portugalglobal.pt](mailto:aicep@portugalglobal.pt) or [www.portugalglobal.pt](http://www.portugalglobal.pt)

**Non-governmental organizations involved in TCB**

**Contact:**

**Instituto Marquês de Valle Flor**

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Rua de São Nicolau,  
105 1100-548 Lisboa  
Portugal  
Tel: + 351 213 256 300  
Fax: + 351 213 471 904  
E-mail: [info@imvf.org](mailto:info@imvf.org)  
Web: [www.imvf.org](http://www.imvf.org)

**The IMVF - Marquis of Valle Flor Institute** is a Non Governmental Organization for Development (NGO) that believes in the concerted effort of millions of people around the world seek to promote development along the neediest populations. Most of the intervention is focused on Portuguese-speaking countries and assume the mission of promoting socio-economic development and cultural. The IMVF operates throughout the CPLP, the main work areas Cooperation and Development Education, is innovative in Decentralised Cooperation with municipalities and occasionally receives requests to intervene in humanitarian aid in countries where it operates continuously.

**Contact:****Fundação Aga Khan Portugal Rua de São Domingos à Lapa, 58,**


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1200-836 Lisbon,  
Portugal  
Tel.: +351 21 394 91 10  
Fax: +351 21 394 91 19  
E-mail: [akf.portugal@akdn.org](mailto:akf.portugal@akdn.org)  
<http://www.akdn.org>  
[www.akdn.org/Portugal](http://www.akdn.org/Portugal)

**The Aga Khan Network for Development (Aga Khan Development Network - AKDN)**


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Rua de São Domingos à Lapa, 58,  
1200-836 Lisbon,  
Portugal Tel.: +351 21 394 91 10  
Fax: +351 21 394 91 18  
E-mail: [akdn.portugal@akdn.org](mailto:akdn.portugal@akdn.org)  
<http://www.akdn.org>

**The Aga Khan Network for Development (Aga Khan Development Network - AKDN)** is a group of private, international, non-denominational, operating to improve living conditions and access to opportunities for populations in some of the poorest regions the developing world. The AKDN organizations have individual mandates that range from the fields of health and education to architecture, rural development and the promotion of entrepreneurship in the private sector. Together, they collaborate in working towards a common goal - building institutions and programs that can respond with continuity, the challenges arising from social, cultural and economic.

**Contact:****CIDAC – Non-Governmental Organization for Development Cooperation**


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Núcleo de Cooperação para o Desenvolvimento (Centre for Development Cooperation)  
Morada: Rua Pinheiro Chagas, 77 - 1º Dto 1069-069 LISBOA  
PORTUGAL  
Telefone: 00351 21 828 80 76  
[www.cidac.pt](http://www.cidac.pt)

The central pillar of **CIDAC** is Cooperation for Development and Education for Development. CIDAC identified four priority themes engages primarily significant: Trade and Development, Migration and Development, Development Cooperation and Education for Development. The strengthening of civil society organizations remains a cross-cutting objective.

A recent example is a project co-funded by the European Commission, which aims at conducting a background investigation, in Guinea-Bissau and in Europe, which may contribute to establishing sustainable business relationship under the principles of Fairtrade, with a view to combating poverty and promoting best practices for social and environmental levels.

**TCB cooperation initiatives with UN/International agencies and bilateral partners**

As mentioned above, Portugal has been supporting AfT via multilateral organizations, such as UNCTAD, UNIDO, WTO (€ 2.1 million 2009/2012) and the international financial institutions, aside from the EU. Part of the support provided to these institutions is used for TCB.

For example, Portugal has been supporting UNIDO's activity in African Portuguese Speaking Countries. A contribution of Portugal to UNIDO, in the amount of € 1 million, is helping to set up One Stop Shops in the districts of Lumbo and Mossuril in Mozambique and to promote entrepreneurship technical training. This intervention in the Mozambique Island and Moussuril District aims to boost economic activity and foster private sector development and business-related opportunities.

**Selected TCB programmes and initiatives in this guide****TRADE POLICY DEVELOPMENT**

- Support to Consumer Protection Agencies/Institutes

**LEGAL AND REGULATORY FRAMEWORK**

- Support to partner countries' legal frameworks

**SUPPLY CAPACITY**

- Development Cluster in East Timor
- Rural Extension Project (2004/2013)
- Rural Development Project in East Timor
- Rural Development Program in Cabo Delgado, Mozambique
- Strengthening the institutional and technical capacity of Angola's Agronomic Research Institute (IIA)
- Strengthening the production and commercial capacity of Coopcunha in the Municipal District of Ecuinha in Angola
- Sustainable Management of Natural Forest Resources in Angola
- Integrated Private Sector Community Development Project in Guinea Bissau
- Support to the intensification of food production in Guinea Bissau's Bafata region (PAIPA)
- Agricultural development project in Guinea Bissau
- Promoting food security and environmental conservation in the eastern region of Guinea Bissau
- Increasing the knowledge base and research capacity on extractive natural resources - Angola
- Cooperation activities in the area of geology and mining in Mozambique

**COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES**

- Institutional capacity building project - all African Portuguese Speaking Countries
- Strengthening the intervention capacity of Agencies and Institutes responsible for Civil Aviation in Cape Verde, Guinea-Bissau and Mozambique
- Institutional and technical capacity building activities undertaken by the Administração dos Portos do Douro e Leixões (APDL) of Portugal in African Portuguese Speaking Countries
- Institutional and technical capacity building activities undertaken by the Portuguese Communications' Company, ANACOM, in all African Portuguese Speaking Countries
- Human Resources Development Plan in all African Portuguese Speaking Countries

**TRADE PROMOTION CAPACITY BUILDING**

- Promoting capacity development among civil society organizations - East Timor

**TRADE FACILITATION**

- Programmes on public financial management technical cooperation
- Institutional and technical capacity building activity undertaken by the Administração do Porto de Lisboa

**PHYSICAL TRADE INFRASTRUCTURE**

- Seminar on Management and Financing for the Road Sector of Mozambique
- Concessional loans - Cape Verde and Morocco
- Improvement of trade infrastructure through renewable energy

**TRADE RELATED FINANCIAL SERVICES**

- Strengthening the institutional and technical capacity of monetary institutions

**OTHER TRADE RELATED SERVICES**

- Promoting entrepreneurship technical training
- Supporting entrepreneurship courses in secondary school curricula in Angola
- Financing a Master's Programme in Mozambique on hydraulics and water resources



## RUSSIAN FEDERATION

### General information on the Russian Federation's development cooperation

The Russian Federation is committed to the global partnership for development as set out in the Millennium Declaration, the Monterrey Consensus, the Johannesburg Plan of Implementation and the 2005 World Summit Outcome and recognizes the centrality of mobilizing financial resources and their effective use to a global partnership for development in support of the achievement of internationally agreed development goals, including the Millennium Development Goals (MDGs). Russia strongly supports multilateralism and the United Nations.

The principles of Russia's international development assistance policy are mainly in line with the principles settled in the documents of the Development Assistance Committee (DAC) of the Organisation for Economic Co-operation and Development (OECD) and the national strategies of the DAC's members.

Russia is an active member of many global and regional organizations and fora (the UN system, the WTO, the IMF, the World Bank, Asia-Pacific Economic Cooperation (APEC), the Commonwealth of Independent States (CIS) and others). Russia's international development assistance system is being established and enhanced as the country acts on its commitments within the G8, the G20 and other international multilateral institutions and takes into account Russia's accession to the OECD.

The main targeted results are as follows:

- Elimination of extreme poverty and hunger;
- Food security and education;
- Health care mainly in infectious diseases
- Liquidation of the consequences of humanitarian, natural, environmental and industrial disasters and other emergencies;
- Development of trade and economic cooperation;
- Democratic processes; and
- Development of market-oriented economies.

Russia's system of international development assistance is being established. The strategic vision of the substance and priorities of Russia's international development assistance policy is presented in the Concept of Russia's Participation in International Development Assistance approved by the Russian President on 14 June 2007 ([http://www1.minfin.ru/en/financial\\_affairs/Dev\\_Assis/concept\\_rus/](http://www1.minfin.ru/en/financial_affairs/Dev_Assis/concept_rus/)). A legal framework for Russia's cooperation on international development assistance is laid out by the Constitution of the Russian Federation, the Russian Foreign Policy Concept, the Russian Security Concept, and the Budget Code of the Russian Federation. The Concept of Russia's Participation in International Development Assistance ("Concept" further in the text) is also based on the UN Charter and other international instruments such as the Millennium Declaration, the Monterrey Consensus, the Johannesburg Plan of Implementation of the World Summit on Sustainable Development, the 2005 World Summit Outcome, the Paris Declaration, etc.

The Concept states that Russia will further increase provisions for international development assistance, "aiming to steadily move towards the achievement of the UN recommended target: allocation of at least 0.7 per cent GDP for purposes of international development assistance".

Russia's development assistance policy pursues the following goals:

- To influence global processes with a view to establishing a stable, fair and democratic world order based on the universally acknowledged international law and partnership relations between countries;
- To eliminate poverty and ensure sustainable economic development in developing and post-conflict countries;
- To liquidate the consequences of humanitarian, natural, environmental and industrial disasters and other emergencies;

- To foster democratic processes, development of market-oriented economies and observance of human rights in recipient countries;
- To develop political, economic, educational, social, cultural and academia relations with other countries and international associations;
- To create a belt of good neighbourliness along Russian national borders;
- To prevent the occurrence and facilitate the elimination of the focal points of tension and conflict, as well as sources of drug trafficking, international terrorism and crime, primarily in the regions neighbouring the Russian Federation;
- To develop trade and economic cooperation between Russia and its partner countries;
- To encourage the integration of recipient countries' national markets and the Russian capital, commodity, services and labour markets; and
- To strengthen the credibility of Russia and promote an unbiased attitude to the Russian Federation in the international community.

### Sectoral priorities of the Russian Federation in development cooperation

In its engagement in international development cooperation, Russia focuses on such priority areas as fighting poverty; strengthening national health and social protection systems; education support provision; strengthening national systems to fight international terrorism; widening trans-boundary trade; improving trade conditions and environmental protection; solving trans-boundary ecological problems; stimulating economic activity in recipient countries; enhancing industrial development and innovations; and democratic society institutions development support provision, including human rights protection and war/conflict peaceful resolution support.

### Regional priorities of Russia's participation in international development assistance

Russia's regional priorities are one of the main factors of its international development assistance system. One of the regional priorities is multidimensional cooperation with the CIS countries, with the focus on members of the Agreement on the Integrated Economic Space and the Eurasian Economic Community; and strengthening integration processes within the CIS.

Participation in Asia-Pacific integration structures and development of partnership relations with the leading Asian countries in all spheres, including joint assistance to the poorest nations, is also part of Russia's regional priorities. Russia actively cooperates with Asia-Pacific countries, including through trade development. Russian authorities stress the necessity of removing all trade barriers to ensure developing countries' access to international markets.

**Regional distribution of the Russian Official Development Assistance (ODA):** 28% is for Eastern Europe and Central Asia (ECA); 28% for Sub Saharan Africa; 20% for Latin America and the Caribbean; 12% for South Asia; 9% for East Asia and Pacific and 3% for Middle East and North Africa (MENA).

Federal Budget factual expenditures for development assistance

Russian total ODA (million US\$)	
2005	97.0
2006	101.8
2007	210.8
2008	220.0
2009	785.0
2010	472.3
2011	513.9

The high spike of Russian ODA in 2009 was caused by the need to mitigate the adverse impact of crisis, especially in the CIS region.



## Modalities of the Russian official development assistance

### Bilateral ODA

Based on OECD/DAC principles around half of the total Russian ODA in 2011 (53.3% or US\$274.60 million) was bilateral. Russian bilateral ODA includes projects in health, with priority given to fighting infectious diseases, food security and humanitarian emergency aid. Up to 60% of Russian bilateral ODA is delivered through international organizations and multilateral development banks, particularly WHO (maternal, newborn and child health projects), WFP (food aid), ICDO (infrastructure and humanitarian aid), IBRD (rapid social response, agricultural development aid cooperation, financial literacy, education and other programmes), pursuing the aim of aid effectiveness.

The Russian Federation has demonstrated constant efforts in the CIS region to provide technical assistance and support regional and national attempts to improve disease surveillance, preparedness and response with regard to pandemic influenza, polio, HIV/AIDS, neglected tropical diseases and other infectious diseases; food security; and agricultural development, among others. Following this approach, Russia has in collaboration with IBRD launched three regional programmes to enhance quality and capacity in public finance management, statistics and project preparation.

The Center for International Cooperation in Education and the Eurasian Center for Food Security, both established by the Russian Federation, provide research and technical assistance to countries in the Eurasian region and worldwide on development issues, and assist with the implementation of international initiatives in education and agricultural and food security matters.

Bilateral ODA reported as unallocated mostly (around 97%) includes projects and programmes assisting countries of ECA region including CIS and Sub-Saharan Africa in health, education and food security.

### Multilateral ODA

Russian multilateral ODA includes core contributions to UN agencies (UNDP, UNICEF, WHO, FAO, UNFPA, UNCCD, UNAIDS, UN-HABITAT, UN PBF, UNESCO, UNIDO, UNEP, UNFCCC, UNHCR and others), the Black Sea Trade and Development Bank, contribution to the World Bank within the framework of the Advance Market Commitment Initiative, the International Development Association (IDA), the Global Polio Eradication Initiative (WHO), Global Fund replenishment and others.

### Debt relief

According to commitments made at Gleneagles Russia has cancelled US\$11.3 billion worth of debts owed by African countries, including US\$2.2 billion of debt relief through the Heavily Indebted Poor Countries Initiative. Beyond this, Russia has taken the decision to cancel US\$552 million in debt under the programme "Debt for development SWAPs" to the following countries: Madagascar, Mozambique, Ethiopia, Tanzania, Benin and Guyana. In 2011 Russia canceled debt for Zambia, Burundi and Tanzania in total amount of US\$36.2 million

### Aid for Trade (Aft) Strategy

Russia supports and develops trade cooperation with countries bilaterally or as complementary issue in different development multilateral projects and programmes.

On the bilateral basis Russia facilitate trade development through the frame of Bilateral Intergovernmental Economic & Trade Commissions, Agreements for incentive and mutual security of investments and Agreements for the avoidance of double taxation with respect to taxes on income and prevention of fiscal evasion. This has proved to be efficient in providing opportunities for parties to negotiate, coordinate and reach agreement on trade-related issues, as well as expanding cooperation.

Using multilateral mechanisms, Russia supports trade-related issues through different development projects and programmes including IDA Replenishment, IMF-AFRITAC, UNDP, UNIDO and the South–South Experience Exchange Facility.

### Principal official agency responsible for TCB assistance to developing countries

#### Contact:

#### The Ministry of Finance of the Russian Federation

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9 Ulitsa Ilyinka, Moscow 109097  
 Russian Federation  
 Tel./Fax: (495) 987-91-01  
 Official Website: <http://www.minfin.ru/en/>

**The Ministry of Finance of the Russian Federation**, in coordination other departments and agencies (see below), assumes the organizational and coordinating roles in the area of TCB assistance to developing countries.

#### Other government and official agencies with responsibilities directly relevant to TCB

**The Ministry of Foreign Affairs, Ministry of Industry and Trade, Ministry of Economic Development** are also actively involved in the development and implementation of Russia's trade capacity building policies.

#### Contact:

#### The Federal Agency for the Commonwealth of Independent States, Compatriots Living Abroad, and International Humanitarian Cooperation (Rossotrudnichestvo)

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18/9 Vozdvizhenka Ulitsa, Moscow 125009  
 Russian Federation  
 Tel./Fax: (495) 690-12-45  
 Official Website: <http://rs.gov.ru>

#### Contact:

#### The Ministry of Foreign Affairs of the Russian Federation

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32/34 Smolenskaya-Sennaya pl., 119200, Moscow G-200  
 Russian Federation  
 Tel. +(499) 244-41-19  
 Fax: (499) 244-41-12  
 E-mails: [dip@mid.ru](mailto:dip@mid.ru); [pressdept@mid.ru](mailto:pressdept@mid.ru); [site@mid.ru](mailto:site@mid.ru)  
 Website: <http://www.mid.ru>

#### Contact:

#### The Ministry of Industry and Trade

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Kitaigorodsky Proyezd, Moscow 109074  
 Russian Federation  
 Tel./Fax: (495) 539-21-87  
 Official Website: <http://www.minpromtorg.gov.ru/eng>

**Contact:**

**Ministry of Economic Development**

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1, 3 Ulitsa 1 Tverskaya-Yamskaya, Moscow 125993

Tel./Fax: (495) 694-03-53

Official Website: <http://www.economy.gov.ru/wps/wcm/connect/economylib4/en/home>

**TCB cooperation initiatives with UN/International agencies and bilateral partners**

Russia has gradually increased its support to IDA Replenishments since 2002. Trade is being supported by IDA through programmes to develop national, regional and international trade and infrastructure linkages, especially in regions and sub-regions where domestic markets are small and intra-regional trade is underdeveloped, and to help poor countries develop capacity for trade policy formulation and negotiation.

In 2006-2009, Russia supported the IMF-AFRITAC programme aimed at strengthening the capacity of Sub-Saharan countries to design and implement their poverty-reducing strategies, including facilitating trade through better customs administration.

Russia supports the South-South Experience Exchange Facility, which covers a wide range of topics including industry and trade.

Through regular contributions, Russia supports UNIDO to provide trade-related development services, customer-focused advice and integrated technical assistance in the areas of competitiveness, trade policy, industrial modernization and upgrading, compliance with trade standards, testing methods and metrology.

Since 2008, Russia has been supporting the UNDP project Assisting the Government of the Republic of Belarus in Accession to the World Trade Organization through Strengthening National Institutional Capacity and Expertise, which has seen two phases (2008-2010 and 2010-2012) and is currently in a third phase. The project consists of three main components: organization and conducting of analytical studies related to the accession of Belarus to the WTO; improvement of institutional capacity through transferring the knowledge and skills necessary during and after Belarus' accession to the WTO; and circulation of information to the business community and the public about the objectives, benefits and risks of Belarus' accession to the WTO.

According to Russian Federation Government Order N1959 issued on 24 December 2008, during the period 2009-2010 the Russian Federation made a free-will contribution to the UNESCAP Fund, accounting for \$1.2 billion annually. This decision was made in accordance with the Concept of Russia's Participation in International Development Assistance. Technical cooperation with developing countries and UNESCAP countries, including CIS states, is a substantial component of Russia's activity in the Asia-Pacific region as a donor.

During Russia's Presidency of APEC, a decision was taken to endorse the APEC List of Environmental Goods that directly and positively contribute to green growth and sustainable development objectives, on which applied tariff rates will be reduced to 5 per cent or less by the end of 2015, taking into account economies' economic circumstances and without prejudice to their positions in the WTO, as committed in 2011.

The Russian Federation is currently considering the possibility of financing the joint World Bank, UNCTAD and AfDB Transparency in Trade Initiative, which will cover trade development issues and help eliminate the transparency gap resulting from a lack of access to data on country-specific trade policies, including in Sub-Saharan Africa.

**Selected TCB programmes and initiatives in this guide**

**TRADE POLICY DEVELOPMENT**

- Assisting the Government of the Republic of Belarus in Accession to the World Trade Organization through Strengthening National Institutional Capacity and Expertise – support of UNDP project
- Trade supported by IDA

**COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES**

- Support of UNIDO projects on trade-related development services

**TRADE FACILITATION**

- Support of IMF- AFRITAC programme aimed at strengthening the capacity of the sub-Saharan countries

**SOUTH-SOUTH AND TRIANGULAR COOPERATION**



## SLOVAK REPUBLIC

### General information on the Slovak Republic's development cooperation

Slovakia's development assistance is regulated by the Official Development Aid Law of 5 December 2007 (Act 617/2007 Coll.), which entered into force on 1 February 2008 to make Slovakia a development aid donor with a defined legislative and institutional framework. The Ministry of Foreign and European Affairs coordinates Slovak aid, while the Slovak Agency for International Development Cooperation, established in 2007, is in charge of the implementation of bilateral assistance. The legislative framework is completed by the Budget Law, which confirms allocations for official development assistance (ODA) (Slovakia operates a rolling three-year budget – current year plus indicative budgets for the next two years) together with the Government's Manifesto 2012-2016, which sets the Slovak Republic's development cooperation in the context of European Union (EU) membership and commits to making ODA more transparent and effective.

The overall planning of the assistance is determined by the Mid-term Strategy of Development Aid for 2009-2013, which focuses Slovak aid on three programme countries - Afghanistan, Serbia and Kenya, in addition to 16 project countries, mainly in the Western Balkan and Eastern Europe. Since 2009, when the Strategy was approved, Slovakia has reduced the number of its partner countries. In 2012, Slovak ODA was delivered to 13 partner countries (Afghanistan, Kenya, South Sudan, Bosnia and Herzegovina, Macedonia, Montenegro, Serbia, Moldova, Ukraine, Belarus, Georgia, Tunisia and Egypt) according to the National ODA Programme 2012, adopted in January 2012. The National ODA Programme 2012 has also narrowed the scope of sectors addressed in order to increase the effectiveness of Slovak aid.

Slovakia's top ODA priorities for the 2009-2013 period include strengthening of stability and good governance, including in terms of Slovakia's economic interests, as well as encouraging development, thus reducing poverty and hunger in developing countries through more effective and better-targeted development and humanitarian aid. The core of the Slovak development programme comprises transfer of unique knowledge and experience gained during several years of transformation of the whole society as well as in the context of its European and Euro-Atlantic integration processes.

Under its membership in the Organisation for Economic Co-operation and Development (OECD), Slovakia participates in the work of the OECD's Development Assistance Committee (DAC), with observer status thus far. In 2011, Slovak undertook the DAC Special Peer Review, which assessed the policy and system of development cooperation.

Development assistance provided by the Slovak Republic complies with international documents, treaties and declarations to which it has acceded, namely the UN Millennium Declaration and the Millennium Development Goals, the Paris Declaration, the Accra Agenda for Action and the Busan Outcome Document. Further, it acts in line with commitments made at the UN International Conference on Financing for Development held in Monterrey, and confirmed at the Doha Conference.

As an EU Member State, Slovakia acts in compliance with the European Consensus on Development and the conclusions of the European Council and the Council of the EU addressing various aspects of the EU's development policy. The so-called "Aid for Trade" initiative also constitutes an important part of the EU's development policy. Slovakia supports the EU's goal to improve the quality and effectiveness of development assistance. It participates in European development policy by means of EU external assistance instruments, coordination of its efforts and cooperating with other EU Member States and the Commission. The principles of the European Consensus on Development of 2005, in whose preparation Slovakia was actively engaged, are reflected in the implementation of Slovak development assistance more intensively.

Source: Slovak Republic Donor Profile, EU, [www.ec.europa.eu/europeaid/](http://www.ec.europa.eu/europeaid/), Ministry of Foreign and European Affairs of the Slovak Republic, [www.mzv.sk](http://www.mzv.sk)

**Aid for Trade (AfT) Strategy**

The government of the Slovak Republic does not have a stand-alone AfT strategy, but is firmly committed to the EU AfT strategy (see above); however, AfT activities are part of its overall development cooperation strategy. Slovak sectoral priorities include inter alia support to building a market environment, socio-economic development of rural areas (agricultural development included) and private sector development in priority countries with a focus on supporting small and medium-sized enterprises (SMEs).

**Principal official agency responsible for TCB assistance to developing countries****Contact:****Ministry of Foreign and European Affairs (MFEA): Hlboka cesta 2**

83336 Bratislava  
 Tel: +421 2 5978 1111  
 E-mail: [info@mzv.sk](mailto:info@mzv.sk)  
 Web: <http://www.mzv.sk>  
 For more information: <http://www.mzv.sk/en>

**Ministry of Foreign and European Affairs (MFEA):** acts as a national coordinator of Slovak ODA according to the Official Development Aid Law (Act 617/2007 Coll.), ensures the preparation of an official assistance policy of the Slovak Republic and coordination of its implementation. MFEA is also in charge of coordination and harmonization of Slovak ODA with the ODA of EU Member States and the European Commission (EC); harmonization of different national policies with the development assistance policy; approval of humanitarian aid of the Slovak Republic and coordination of its implementation; management and oversight of operations; etc.

**Contact:****Slovak Agency for International Development Cooperation (SAIDC)**

Drotárska cesta 46  
 811 02 Bratislava  
 Tel: +421 2 6820 5011  
 E-mail: [info@slovakaid.sk](mailto:info@slovakaid.sk)  
 Web: [www.slovakaid.sk](http://www.slovakaid.sk)

**Slovak Agency for International Development Cooperation (SAIDC):** operates under MFEA and is responsible implementation of ODA in accordance with strategic and conceptual documents developed by MFEA, binding documents of the EU, UN and OECD and other international commitments.

**Contact:****Ministry of Economy (ME)**

Mierová 19  
 827 15 Bratislava 212  
 Tel: +421 2 4584 1111  
 E-mail: [info@mhsr.sk](mailto:info@mhsr.sk)  
 Web: [www.economy.gov.sk](http://www.economy.gov.sk)

**Ministry of Economy (ME):** is a central body of state administration of the Slovak Republic for inter alia support of SMEs, policy related to the creation of a business environment, domestic trade and foreign trade.

For more information: <http://www.economy.gov.sk>

#### **Other official or government trade-related organizations**

##### **Contact:**

##### **Export-Import Bank of the Slovak Republic (Eximbanka)**

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Grosslingova 1  
813 50 Bratislava  
Tel: +421 2 5939 8111  
E-mail: [informacie@eximbanka.sk](mailto:informacie@eximbanka.sk)  
Web: [www.eximbanka.sk](http://www.eximbanka.sk)

**Export-Import Bank of the Slovak Republic (Eximbanka):** The main objective of this institution is to support the maximum volume of export of sophisticated production, especially to the EU and OECD countries, as well as to developing countries, while ensuring a return on investment through the minimization of risks arising from insurance, credit, guarantee and finance activities.

For more information: <http://www.eximbanka.sk/en>

##### **Contact:**

##### **Slovak Investment and Trade Development Agency (SARIO)**

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Martinčekova 17  
821 01 Bratislava  
Tel: +421 2 5826 0100  
E-mail: [sario@sario.sk](mailto:sario@sario.sk)  
Web: [www.sario.sk](http://www.sario.sk)

##### **Slovak Investment and Trade Development Agency (SARIO)**

SARIO is a government-funded allowance organization that works under the supervision of ME. SARIO's strategic objectives are: (i) applying an effective framework for the support of foreign investors and increasing the portion of investors with high value-added production; (ii) supporting such export activities of Slovak enterprises that would significantly increase the turnover of Slovak foreign trade; and (iii) qualified and effective administration of EU Structural Funds, which provide support for activities within the framework of foreign direct investment and foreign trade.

For more information: <http://www.sario.sk/en>

## Non-governmental organizations involved in TCB

### Contact:

#### National Union of Employers

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Einsteinova 23  
851 01 Bratislava  
Slovakia  
Web: <http://www.ruzsr.sk>

**National Union of Employers:** aims to protect the interests of employers, the rights of businesses and the freedom of citizens. It also plays an active role in developing and introducing legal regulations on the main common interests of employers.

### Contact:

#### Slovak Chamber of Commerce and Industry (SCCI)

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Gorkeho 9  
816 03 Bratislava  
Slovakia  
Web: <http://web.scci.sk/>

**Slovak Chamber of Commerce and Industry (SCCI):** is a public body supporting the development and expansion of Slovak enterprises, in particular SMEs, within a local, national, European and global dimension, particularly by means of influencing the formation of the business environment. The main role of the Chamber in Slovakia is to promote favourable conditions and environment development for Slovak businesses. This is achieved by cooperating with state authorities, industry unions and associations.

SCCI has a wide range of experiences in EU-funded projects, such as:

- Promoting entrepreneurship, technology transfer and innovation;
- Cluster and Network Cooperation for Business Success in Central Europe;
- Certified European Incubation Manager Training for SMEs: solving problems of SMES related to management of innovations.

### Selected TCB programmes and initiatives in this guide

#### TRADE PROMOTION CAPACITY BUILDING

- Building a sound entrepreneurial environment through the development of investment opportunities  
- Ukraine
- Strengthening regional capacities in economic transformation in Serbia





## SLOVENIA

### General information on the Slovenia's development cooperation

Slovenia's official development assistance (ODA) increased gradually from 2004 and reached €51 million in 2011, which accounts for 0.15% of gross national income (GNI). Since then, Slovenian ODA has stagnated at 0.13% of GNI. Following the Government Action Plan of 2010, Slovenia is placing great emphasis on three thematic areas: strengthening good governance, the rule of law and social sectors, with a particular emphasis on transition assistance and institution-building, respect for the rights of women and children, education and scholarships; environmental protection with a focus on sustainable water management; and women's empowerment as a cross-cutting theme. The majority of Slovenian ODA is disbursed via multilateral channels, predominantly through the European Union (EU); bilateral aid is concentrated mostly in the Balkan region.

Measures taken or planned to contribute to the EU27 target to channel at least 50 per cent of EU collective ODA increase to Africa:

- Slovenia made its first disbursement to the European Development Fund (EDF) in 2011, effectively doubling its share for Africa, which currently stands at approximately €10 million, or 20% of Slovenian ODA annually. In addition, an important bilateral programme of assistance to Cape Verde was launched in 2012. Resources allocated to Africa are expected to increase with higher contributions to the EDF.
- On the target of 0.15%–0.20% ODA/GNI to least developed countries (LDCs) by 2010 (and onwards), approximately 20% of Slovenia's ODA is channelled to LDCs. Contributions to the EDF, approximately 60% of which is disbursed in LDCs, are expected to increase at least until 2016, offsetting the impact of a potential increase in predominately Western Balkans-focused bilateral ODA. In addition, Slovenia's policy is to channel most of its ODA to LDCs via multilateral channels as well as to support the poverty alleviation focus (i.e. LDCs) of instruments such as the EDF, including the process of differentiation for the EU financial framework 2014–2020.

International development cooperation is regulated by the International Development Cooperation Act of the Republic of Slovenia (Official Gazette of the Republic of Slovenia No. 70/06), adopted in June 2006. The Act defines the objectives (poverty reduction, peace and human security, HIV/AIDS, malaria and other diseases, primary education, sustainable development, social services and good governance) and methods of long-term planning, financing and implementation of Slovenia's international development cooperation.

In 2008, the National Assembly adopted the Resolution on International Development Cooperation until 2015, which defines the geographical (Western Balkans) and thematic (limited by the 2010 Government Action Plan) priorities of Slovenia's development cooperation as well as the mechanisms for its implementation.

### Aid for Trade (Aft) Strategy

Slovenia does not have a specific national AfT strategy. The country in concept supports the EU AfT Strategy, and, when deciding on issues at the national level, mostly considers demand from the field.

### Principal official agency responsible for TCB assistance to developing countries

#### Contact:

#### Ministry of Foreign Affairs

Prešernova cesta 25 SI - 1001 Ljubljana P.O. Box 481 Slovenia

Tel.: + 386 1 478 2000 Fax: + 386 1 478 2340; + 386 1 478 2341 Email: info.mzz(at)gov.s

Website: <http://www.mzz.gov.si/en>

**Ministry of Foreign Affairs:** is the national coordinator for international development cooperation. In terms of expertise, this field is covered by the Department for International Development Cooperation and Humanitarian Assistance within the Directorate for Economic Diplomacy and Development Cooperation.

At the government level, an Inter-Ministerial Working Body for International Development Cooperation has been set up with the following mandate:

- Planning, coordinating and monitoring the implementation of international development cooperation;
- Discussing estimated funds to be allocated to international development cooperation;
- Collaborating in the performance assessment of the Resolution's implementation.

**Contact:**

**Ministry of Economic Development and Technology**

Kotnikova 5, 1000 Ljubljana  
Slovenia  
Tel.: +386 1 400 33 11  
Fax: +386 1 400 10 31  
E-mail: info.mg[[@](mailto:info.mg@gov.si)]gov.si  
Website: [www.mgert.gov.si/en/](http://www.mgert.gov.si/en/)

**Non-governmental organizations involved in TCB**

The majority of Slovenian NGOs that work in the field of international development cooperation are part of SLOGA (Slovenian Global Action), an umbrella platform, which was set up in 2005.

**TCB cooperation initiatives with UN/International agencies and bilateral partners**

Slovenian has had a long-standing relationship with the United Nations Industrial Development Organization (UNIDO) in the joint implementation of projects that aim to contribute to trade capacity-building and technological and industrial development in developing countries. An agreement on cooperation between the government of the Republic of Slovenia and UNIDO was signed in 2005 to facilitate this cooperation.

The mechanisms for monitoring and evaluation are UNIDO yearly reports and the main categories of aid are development projects, green industry and ecology projects, reducing poverty projects, industrial projects etc.

**Selected TCB programmes and initiatives in this guide**

**GLOBAL ADVOCACY**

- Supporting Better Global Governance

**TRADE-RELATED FINANCIAL SERVICES**

- Leveraging Private Flows for Development



## SPAIN

### General information on Spanish development cooperation

On December 2012 the IV Master Plan for Spanish Cooperation 2013-16 was approved by the Spanish government. The Master Plan is Spain's main programming document and sets out Spanish international cooperation guidelines for the next four years.

According to the IV Master Plan, Spanish cooperation's ultimate goals are to contribute to human development; to reduce poverty; and to ensure full implementation of these rights. To attain these goals, the guidelines for Spanish cooperation for the next four years involve the following issues:

- Consolidating democratic processes and the rule of law;
- Reducing inequalities and vulnerability to extreme poverty and crisis;
- Promoting economic opportunities for the poor;
- Promoting social cohesion systems, with special focus on basic social services;
- Promoting women's rights and gender equality;
- Improving the provision of global and regional public goods;
- Responding to humanitarian crises; and
- Building a global citizenship committed to development.

The Master Plan aims at driving the process of an increasing specialization of Spanish cooperation over the next four years, trying to build a different balance, and accelerates the decision-making process:

- In the first place, efforts will be focused and concentrated on the geographic areas where Spanish cooperation work clearly demonstrates added value, while promoting results-oriented development cooperation. There will be efforts towards multilateral concentration and alliances with other donors and key stakeholders in Spanish cooperation will be encouraged. The goal is to work together and to take advantage of synergies.
- Cooperation will focus on institutional capacity building and knowledge transfer, particularly among middle-income countries.
- Resource mobilization for development will be intensified, based on the Monterrey Consensus and its forthcoming Review Conference.
- Finally, to be able to address new challenges more effectively, it is of vital importance to begin restructuring Spanish cooperation as a whole.

### Aid for Trade (AfT) Strategy

The Government is aligned with the EU Aid for Trade Strategy and has, since the WTO Ministerial Conference in December 2005, focused its attention on the need for increased assistance to trade-related capacity building. It is also ensuring a greater integration of AfT activities in its bilateral aid, with the private sector as its key player, and is working on integrating two principles into its AfT activities: (i) pro-poor growth and respect for the principles of the Paris Declaration; and (ii) activities to be demand-driven and private sector-oriented. The main recipients of Spanish aid are the least developed countries (LDCs), but Spain also provides AfT to middle-income countries.

The Master Plan for Spanish Cooperation (2013-16) includes AfT as a priority within its third pillar, "Promoting economic opportunities for the poor". Spanish cooperation is committed to promoting the integration of partner countries into the international economy through trade policies, capacity building, South-South economic integration and responsible foreign direct investment. Trade capacity in developing countries will be improved through AfT.

Last year's reporting exercise (PACI 2011 follow-up report) demonstrated increased engagement by Spanish international cooperation in the trade agenda. According to the Organisation for Economic Co-operation and Development (OECD) Development Assistance Committee (DAC) marker methodology, AfT flows reached a total of €260.7 million in 2011, representing 14% of Spanish gross bilateral official development assistance (ODA). AfT continues to be implemented mainly through activities aimed at improving competitiveness in export markets. Building Productive Capacity represents the most important component of AfT, with high participation of the banking and industry sectors. Other categories, such as Trade Policy and Trade-Related Infrastructure, remain at lower levels: increasing support to these areas remains a challenge for Spanish cooperation. Africa accounts for the largest share of AfT from Spain (51.2% in 2011), followed by Latin America and the Caribbean (29.7%). Asia and the Middle East are still regions where Spanish AfT commitments are much lower.

Beyond the numerical approach using OECD/DAC markers, it is also important to point out the work carried out from the Policy Coherence for Development Unit, which is achieving greater influence of the development agenda on non-ODA economic and commercial policy, reinforcing their contribution to the promotion of sustainable human development.

### Principal official agency responsible for TCB assistance to developing countries

#### Contact:

#### The General Secretariat of International Cooperation for Development

Ministry of Foreign Affairs and Cooperation

C/ Serrano Galvache, 26 Torre Norte 1ª planta

28071 Madrid, Spain

Website: <http://www.maec.es/en/MenuPpal/Ministerio/Direccionestelefonos/Paginas/Direcciones%20y%20Telfonos.aspx>

#### Contact:

#### General Directorate of Trade and Investments

#### Ministry of Economy and Competitiveness

Paseo de la Castellana, 162

28046 Madrid, Spain

Tel: +34 91 3493656

Website: [http://www.mineco.gob.es/portal/site/mineco?lang\\_choosen=en](http://www.mineco.gob.es/portal/site/mineco?lang_choosen=en)

**The General Secretariat of International Cooperation for Development:** assists the Secretary of State for International Cooperation and Latin America in the development, management, implementation, monitoring and evaluation of international cooperation policy for development.

Responsibilities of the Secretariat include, among others, the development of the Master Plan and Annual Plans of Spanish International Cooperation, the elaboration and monitoring in accordance with international principles of aid effectiveness of horizontal and sectoral development policies and bilateral and multilateral strategies, Spanish ODA follow up tasks and data communication to OECD/CAD, as well as the evaluation of international cooperation activities and projects financed by the Spanish Government.

**Other government and official agencies with responsibilities directly relevant to TCB****Contact:****Spanish Agency for International Development Cooperation (AECID)**

Avda. Reyes Católicos, 4  
 E-28040 Madrid, Spain  
 Tel: +34 91 583 8100; +34 91 583 8101/02  
 Fax: +34 91 583 8310/11/13; +34 91 583 8564  
 Website: <http://www.aecid.es/web/es/aecid/>

**The Spanish Agency for International Development Cooperation (AECID):** AECID is a semi-autonomous aid agency attached to the Ministry of Foreign Affairs and International Cooperation through the State Secretariat for International Cooperation (SECI). AECID was established by Law 23/1998, of July 7, with the objective of promoting, managing and implementing the Government of Spain's international development cooperation. The fight against poverty is the ultimate objective of the Spanish policy of international cooperation for development. This is part of Spain's foreign policy and is based on a conception of the interdependence and solidarity of international society. The Millennium Declaration and the Millennium Development Goals (MDGs) set an agenda and a common methodology in the fight against poverty and are therefore the main references for Spanish international cooperation policy.

AECID manages the Fondo para la Concesión de Microcréditos (FCM) (Microfinance Fund for Basic Social Development Projects Abroad): FCM is a specialized microfinance fund, created in 1998 by the Spanish Government. It is the Spanish cooperation instrument aimed at promoting microfinance in developing countries as a tool for fighting poverty. FCM's financial resources are allocated annually in Spain's General State Budget Law. It also receives repayment of the loans and credits granted, plus interest and commissions and, in some cases, the yields generated by asset operation.

For more information: <http://www.aecid.es/web/es/aecid/>

**Contact:****COFIDES**

C/ Príncipe de Vergara, 132  
 28002 Madrid, Spain  
 Tel: +34 91 562 6008  
 +34 91 745 4480  
 Fax: +34 91 561 0015  
 E-mail: [cofides@cofides.es](mailto:cofides@cofides.es)  
 Website: <http://www.cofides.es/>

**COFIDES**

COFIDES is majority owned (61%) by the Spanish Government through different public institutions, namely the Spanish Institute for Foreign Trade (ICEX), the Institute for Official Credit (ICO) and the National Innovation Enterprise (ENISA). The remaining 39% is held by the three largest Spanish commercial banking groups (BBVA, SCH and Banco Sabadell). COFIDES operates by investing its own resources or mobilising third party funding from different instruments that it manages. It manages two Spanish Government trust funds established to support Spanish investments abroad (FIEEX and FONPYME) and co-financing facilities established with multilateral financial institutions such as the European Investment Bank (EIB), the Inter-American Development Bank (IDB)/ Multilateral Investment Fund (MIF) and the IDB/ Inter-American Investment Corporation (IIC). COFIDES has supported projects in 48 different countries and has today a global investment

capacity of €800 million with an upper limit per individual project of €25 million. It counsels potential investors to optimise the project financial scheme and gives advice on project-related environmental matters. Through its Representative Offices abroad in Beijing (China), Casablanca (Morocco) and Mexico D.F (Mexico), it also provides counsel in the pre-investment stages on issues of different kinds. COFIDES also makes available to investors the experience it has acquired in fifteen years of operations and offers institutional support to investments.

For more information: <http://www.cofides.es>

**Contact:**

**International and Ibero-American Foundation for Administration and Public Policies (FIIAPP)**

c/ Beatriz de Bobadilla, 18  
28040 Madrid, Spain  
Tel: +34 91 591 46 00  
Email: [fiiapp@fiiapp.org](mailto:fiiapp@fiiapp.org)  
Website: <http://www.fiiapp.org/>

**International and Ibero-American Foundation for Administration and Public Policies (FIIAPP):** FIIAPP is an instrument of a foundational nature for external action in international development for democratic governance and institutional strengthening. It operates in the heart of and at the service of the public sector, mobilizing, internationally, the know-how of public officials and the best practices of the Spanish public administrations as a whole. FIIAPP was created in 1997 to manage cooperation projects for governance, financed with Spanish bilateral funds, mainly from the Spanish Agency for International Development Cooperation (AECID), and multilateral funds, mostly from the European Commission, and to promote the participation of the Spanish administration in these. It also has various training programmes for political and social leaders, offers public technical assistance for state reforms and the updating of public administrations in Europe and the Mediterranean, Africa, Latin America and Asia, and sponsors research for strengthening institutions and promoting democratic governance.

For more information: <http://www.fiiapp.org>

**Contact:**

**Spanish Institute for Foreign Trade (ICEX - Instituto Español de Comercio Exterior)**

Pº de la Castellana 14  
28046 Madrid, Spain  
Tel: +34 902 349 000  
Website: <http://www.icex.es>

**Spanish Institute for Foreign Trade (ICEX - Instituto Español de Comercio Exterior):** ICEX, part of the Spanish Ministry of Industry, Tourism and Trade (Ministerio de Industria, Turismo y Comercio), serves Spanish companies by promoting their exports and facilitating their international expansion. For this purpose, it has its own financial, material and human resources. To effectively meet its objectives, ICEX is assisted by the network of Spanish Economic and Commercial Offices (Red de Oficinas Económicas y Comerciales de las Embajadas de España en el Exterior) abroad and, within Spain, by the Regional and Territorial Trade Directorates. Its main activities are to: (i) design and carry out commercial promotion and investment programmes in foreign markets; (ii) prepare and provide information on international markets and the Spanish products offered; and (iii) promote the teaching of technical skills to business people and the training of professionals in foreign trade. (See: "Master in International Corporate Management" (Centre for Economic and Commercial Studies, CECC)).

For more information: <http://www.icex.es/>

**Contact:**

**Spain Business Overseas Office, Sociedad Estatal España, Expansión Exterior, S.A.**

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C/ Orense 58  
28020 Madrid, Spain  
Tel.: +34 91 210 07 00  
Email: [general@spainoverseas.es](mailto:general@spainoverseas.es)  
Website: <http://www.expansionexterior.es/index.php?lan=en>

**Spanish Business Overseas Office**, Sociedad Estatal España, Expansión Exterior, S.A.: Spain Business Overseas offers a wide range of services for transactions involving foreign trade and investments in companies, thereby contributing in further and more qualified Spanish presence in international markets.

Spain Business Overseas detects and creates business opportunities both on an export and investment level, by means of its human resources and local offices worldwide.

Spain Business Overseas designs and implements all types of innovative and customised financial solutions for export and investment projects.

For more information: <http://www.expansionexterior.es/index.php?lan=en>

**Other official or government trade-related organizations**

**Contact :**

**Spanish Confederation of Employers' Organizations, Confederación Española de Organizaciones Empresariales, CEOE**

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C/ Diego de León, 50  
28006 Madrid, Spain  
Tel: +34 915663400 - +34 902884403  
Email: [ceoe@ceoe.es](mailto:ceoe@ceoe.es)  
Website: <http://www.ceoe.es/>

**CEOE:** is a Spanish institution founded in June 1977 that represents the Spanish business community. It includes state-owned and private companies in all sectors. It is a member of BusinessEurope

<http://www.ceoe.es/>

**Contact :**

**Instituto de Crédito Oficial (ICO)**

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Paseo del Prado, 4  
28014 Madrid, Spain  
Tel.: +34 91 592 16 00  
Website: <http://www.ico.es/>

**Instituto de Crédito Oficial (ICO):** ICO is a state-owned corporate entity attached to the Ministry of Economy and Finance through the Secretariat of State for the Economy. It has the status of the State Financial Agency of Spain. ICO's financing activity seeks to boost sectors such as the film industry and transport and to encourage technological innovation and renewable energy projects while helping Spanish enterprises set up abroad.

The Institute also plays a part in economic policy projects and helps to alleviate critical situations and natural disasters. At the same time, it provides backing for exports and, through the Microcredit Facility, grants loans to people who do not have access to normal financing channels. As a specialized credit institution, ICO provides medium and long-term financing for productive investments by enterprises established in Spain. In this area, it works in two ways: (i) mediation or second-floor loans: applications for loans are filed with banks and saving banks; and (ii) direct operations: enterprises apply to ICO directly for financing.

For more information: <http://www.ico.es/web/contenidos/4/1005/index.html?n=3>

#### Contact :

##### Spanish Association for Standardization and Certification, AENOR

C/ Génova, 6  
28004 Madrid, Spain  
Tel.: +34 914 326 000  
Email: [info@aenor.es](mailto:info@aenor.es)  
Website: <http://www.aenor.es>

**AENOR:** is the Spanish Association for Standardisation and Certification. It is a private, independent, non-profit Spanish organization, recognised nationally, in Europe, and internationally. Its aim is to contribute to the improvement of the quality and competitiveness of companies in their products and services, and to environmental protection and consequently to the well-being of society through the development, to which it is dedicated, of standardisation and certification (S + C) activities in all industrial and service sectors.

It was designated to carry out these activities by Order of the Ministry of Industry and Energy on 26 February 1986 in accordance with Royal Decree 1614/1985 and recognised as a standardisation body and to act as a certification body by Royal Decree 2200/1995, promulgated by Industrial Law 21/1992. Its presence at international forums, both European and American, guarantees Spanish participation in the development of standardisation and the international recognition of AENOR certification.

For more information: <http://www.aenor.es>

#### Non-governmental organizations involved in TCB

##### Contact:

##### Centre of Research and Cooperation for Development (CIDEAL)

C/ Blasco de Garay, 94.  
28003 Madrid,  
Spain Tel.: +34 91 553 84 88 / 91 554 64 02  
Fax: +34 91 598 51 80  
Email: [cideal@cideal.org](mailto:cideal@cideal.org)  
Website: <http://www.cideal.org/quienesSomos01?idioma=en>

**Centre of Research and Cooperation for Development (CIDEAL):** CIDEAL is a foundation that has been working for over twenty years in research, training and technical assistance in development cooperation and has vast experience in the execution of development programmes and projects in Southern countries. Created in Madrid in 1983, it currently counts on local offices and experts in Latin America, the Caribbean, Africa and the Middle East. As a research centre, it teaches postgraduate programmes and many monographic courses, seminars and workshops. From an economic and political standpoint, CIDEAL is an independent organization



that encourages professional excellence and draws on experts from different ideologies. It was developed by professional researchers and professors from different European and Latin American countries and has, since its establishment, cooperated with the European Commission and successive Spanish governments, as well as with many public and private institutions of different kinds and orientations.

For more information: E-mail: [cideal@cideal.org](mailto:cideal@cideal.org) and <http://www.cideal.org/eng/index.php>

**Contact:**

**ETEA Foundation for Development and Cooperation**

Fundación ETEA para el Desarrollo y la Cooperación C/ Escritor Castilla Aguayo, 4 - 14004 Córdoba, Spain  
Tel.: +34 957 222 164  
Email: [info@fundacionetea.org](mailto:info@fundacionetea.org)  
Website: <http://www.fundacionetea.org/index.php?m=78>

**ETEA Foundation for Development and Cooperation:** The ETEA Foundation is a university centre working in research, training and action related to the field of development and cooperation. Created in 2002, it inherited the experience in development and cooperation activities of ETEA, the University Institution of the Society of Jesus in Córdoba, Spain. The ETEA Foundation's principles for development and cooperation are:

- analysing and acting on the critical factors pertaining to development at local and global levels;
- contributing to the strengthening of the system in order to aid development and improve the quality of cooperation;
- contributing to the creation of human capital and the strengthening of academia in the South; and
- giving priority to development and cooperation with Northern universities in the field of teaching and research.

For more information: E-mail: [info@fundacionetea.org](mailto:info@fundacionetea.org) and <http://www.fundacionetea.org/index.php?m=78>

**TCB cooperation initiatives with UN/International agencies and bilateral partners**

**UNIDO's Industrial Knowledge Bank (BCI) in Latin America and Caribbean countries**

The Spanish Agency for International Cooperation for Development (AECID) provided support to UNIDO's Industrial Knowledge Bank (BCI). The project aims to promote industrial development in Latin America and Caribbean (LAC) countries, contributing to production and industry integration process and facilitating the exchange of knowledge and best practices for LAC countries.

<http://www.plataformadeconocimientoindustrial-lac.org/es/banco-conocimiento.html>

**Selected TCB programmes and initiatives in this guide**

**GLOBAL ADVOCACY**

- The Interamerican micro-enterprise forum (Foromic)
- Promotion of southern cone cooperative movements as social inclusion tools and decent work instrument and as agents of development

**TRADE POLICY DEVELOPMENT**

- WTO Doha Development Agenda Global Trust Fund (DDAGTF)
- Projects within the framework of MERCOSUR permanent regional observatory of productive integration

**SUPPLY CAPACITY**

- Development of aquaculture activities in the Fonseca Gulf, Honduras
- Strengthening installed capacities of seed and basic grains of UPANIC, small and middle western producers, Nicaragua
- NEEM FOUNDATION, Multipurpose trees plantation for the improvement of food Security, Vegetable protection and health, Ethiopia
- CETMAR, Development of rural aquaculture as a strategy for the contribution on the fight against poverty and food security in the Namuno District, Mozambique
- Enlargement of water infrastructures for the improvement of food production, Ethiopia
- Contribution to the potential agriculture development and appreciation of usable land in the Saint Louis region, Senegal
- Resistance to plagues in beans and peas for Mediterranean unirrigated lands, Tunisia
- Implementation of capacities in the analysis of value and innovation chains in the food area in Tunisia and Spain
- Qualification and research on geographic information technology for the improvement of sustainability of the agricultural activities and the preservation of natural resources in subtropical areas of Argentina
- Bio-recovery of agriculture soils in Tunisia polluted with pesticides using leguminous plants and micro-organisms of its rhizosphere
- Improving the teaching and research capacity regarding the comprehensive management of plagues in the citrus cultivations, Argelia
- Development strategies of the Tunisian oleic sector: organization, valuation and information and communication technologies (TICS)., Tunisia
- Research project for the improvement of goat cattle in northern Morocco
- “Small scale” milk production as a way of fostering economic development in the Altiplano Central, Mexico
- The cooperative enterprise as a social economy actor towards social and economic development in the Mediterranean

**MARKET AND TRADE INFORMATION**

- Assistance to the business association of vegetable export producers of Ethiopia

**TRADE FACILITATION**

- Internship for Latinamerican harbour professionals – Latin America

**PHYSICAL TRADE INFRASTRUCTURE**

- Upgrading and rehabilitation of airports and civil aviation infrastructure in Namibia
- Design, supply, installation and operation of a system for maritime traffic, enabling Cape Verde to ensure greater security in the coastal zone, Cape Verde
- Telecommunication system for a railway hub, Bangladesh
- Enlargement of the fishing port of Nouadhibou, Mauritania
- Enlargement of the high speed railway line Ankara-Istanbul, Turkey
- Supply of components for the construction of 26 bridges in Ghana
- Urban traffic integral security and control systems of Shanxi, China

**TRADE-RELATED FINANCIAL SERVICES**

- Spain-IIC Haiti SME Development Fund

**SOUTH-SOUTH AND TRIANGULAR COOPERATION**



## SWEDEN

### General information on Sweden's development cooperation

Sweden's Policy for Global Development is based on the Parliamentary Bill from 2003 (2002/03:122). The policy gives all Ministries within the Government Offices a responsibility to coherently contribute to the objective of equitable and sustainable global development. Political actions shall be permeated by a rights perspective on development and by the poor's perspectives of the poor on development.

Swedish development cooperation has its own specific goal. In the Budget Bill for 2012 the Government proposes a development cooperation budget of SEK 30.2 billion for 2012, which corresponds to one per cent of estimated GNI.

The objective of Swedish development cooperation is to help to create conditions that will enable poor people to improve their lives. Development cooperation focuses on combating poverty. The objectives for reform cooperation in Eastern Europe are strengthened democracy, equitable and sustainable development, and closer ties to the EU and its basic values.

Swedish development policy is based on two pillars: (i) Policy Coherence for Development; and (ii) Swedish development aid. Policy Coherence for Development is the responsibility of all Government Offices (coordinated by the Minister for International Development Cooperation), whereas the responsibility for Swedish development aid lies with the Ministry for Foreign Affairs (MFA).

The focus of Swedish Policy Coherence for Development (PCD) is on six global challenges, of which one is "Economic Exclusion". The Government communication on PCD implementation 2013 (Skr. 2011/12:167) places particular attention on economic exclusion, defined as poor countries' and people's lack of opportunities to participate in the global economy. The Government communication deals with issues of financial markets, trade in agricultural products, and Swedish trade and investments. Follow-up activities on the theme "Economic Exclusion" have been conducted in 2013, inter alia, through outreach activities with actors from different parts of Swedish society, along with international experts.

The implementation of Swedish development aid is undertaken by a number of government agencies and institutions, with the Swedish International Development Cooperation Agency (Sida), an authority under the jurisdiction of the Ministry for Foreign Affairs (MFA), acting as the coordinating agency.

Integrating trade into Sweden's overall development aid is important to the Swedish Government. The Government is currently working on a thematic strategy for global activities within economic sustainable development that is related to Aid for Trade. Sida's Aid for Trade "Plan for trade-related development cooperation" focuses specifically on the integration of AFT into other intervention sectors. Many new Swedish country cooperation strategies have been developed in 2013. The majority of these have the potential to meet partner countries' demand for trade-related assistance within the fields of market development and agriculture.

### Aid for Trade (AFT) Strategy

Economic growth, including trade and market development assistance, continues to be a priority for Swedish development cooperation. The main steering documents for trade-related aid are the EU Strategy on Aid for Trade, and the Swedish Government's guidelines on AFT. The overall target for Swedish AFT is to strengthen the Least Developed Countries' integration into world trade and their ability to take advantage of the possibilities of the multilateral trading system. Swedish AFT is also intended to support and promote responsible business practice in accordance with international guidelines and frameworks.

During the past few years, Sweden has reformed its agenda for development cooperation, and now emphasizes results, transparency and accountability.

The Swedish Government's guidelines on AFT are based on the EU's document on Policy Coherence for Development, the WTO recommendations on AFT, and the EU AFT Strategy, and aim to contribute to the objective of creating conditions that will enable poor people to improve their lives.

The guidelines comprise the following categories of aid for trade:

- Trade policy, and trade rules and regulations
- Trade development
- Strengthening the supply side, including trade-related infrastructure.

The priority areas of the Swedish Government's guidelines on Aft are:

- Sanitary and phytosanitary measures (SPS) and technical barriers to trade (TBT);
- Research, training and policy processes, in particular support for Economic Partnership Agreements (EPAs);
- Trade and climate change, in particular carbon trading;
- Trade facilitation and transport, i.e. reducing transaction costs.
- Investments: capacity to negotiate and implement investment rules.

Sweden's trade-related assistance has increased significantly since the beginning of the Doha Round. In 2011, Swedish AFT, trade-related assistance in the narrow sense, amounted to 1.1 billion SEK. As an EU member state, it contributed to the joint commitment to increase the EU's trade-related assistance to €2 billion per year by 2010. This quantitative target was reached in 2008. At the country level, Sida is an important contributor to the Enhanced Integrated Framework (EIF). Regional integration is an important part of the Swedish Aid for Trade Strategy, both as a means to enhance regional South-South trade and as an important stepping-stone to increased multilateral trade. Among Sweden's principal cooperation partners at the regional level are regional organisations. Sweden's AFT focuses on sub-Saharan Africa and economic development is central to the Strategy for Regional Development Co-operation in Sub-Saharan Africa 2010-2015. The strategy also has regional economic integration (including trade integration) as one of its main priorities. Sweden is increasingly moving towards joint integrated trade programmes, channelling funds through co-funded programmes with other bilateral donors; with multilateral organisations, such as the WB, UN agencies, WCO, WTO, AfDB, research networks and universities; and with Swedish trade support agencies and institutions.

Source: <http://www.sida.se/English>  
<http://www.sweden.gov.se/sb/d/573/English/>

### Principal official agency responsible for TCB assistance to developing countries

#### Contact:

#### Swedish International Development Agency (Sida)

Valhallavägen 199  
 SE-105 25 Stockholm  
 Stockholm  
 Sweden  
 E-mail: [sida@sida.se](mailto:sida@sida.se)  
[www.sida.se/English/Contact-us/](http://www.sida.se/English/Contact-us/)

**Swedish International Development Agency (Sida):** Sida is a government agency working on behalf of the Swedish parliament and government, with the mission to reduce poverty in the world. Through its work and in cooperation with others, Sida contributes to implementing Sweden's Policy for Global Development (PGU). Another part of its mission is conducting reform cooperation with Eastern Europe, which is financed through a specific appropriation. The third part of its responsibilities is to distribute humanitarian aid to people in need of assistance. Sida carries out enhanced development cooperation with a total of 33 countries in Africa, Asia, Europe

and Latin America. The selection of cooperation countries is based on political decisions made by the Swedish government. Sida's mission is to allocate aid and other funding. Its operations are subject to the government's guidelines, describing the goals for each year's operations and the size of the development aid budget.

Sida is making direct efforts to promote economic growth primarily in the following areas:

- Private Sector
- Trade
- Financial systems
- Labour market and employment
- Farming
- Forestry
- Fishing
- Management of natural resources.

For more information: E-mail: [sida@sida.se](mailto:sida@sida.se) and <http://www.sida.se/English>

#### **Other government and official agencies with responsibilities directly relevant to TCB**

##### **Contact:**

##### **Ministry of Foreign Affairs Sweden (MFA)**

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Gustav Adolfs torg 1  
Stockholm  
Sweden  
Postal address  
SE-103 39 Stockholm  
Tel: +46 8 405 1000  
Fax: +46 8 723 1176

**Ministry of Foreign Affairs (MFA):** The MFA is responsible for the formulation of Sweden's development policy. It manages four agencies relevant to this policy: Sida; the National Board of Trade; the Nordic Africa Institute; and the Folke Bernadotte Academy. MFA has responsibility for the overall co-ordination and reporting of Sweden's international development cooperation within the Government and to parliament. Co-ordination involves not only the ministries but also dozens of semi-autonomous implementing agencies, using existing standard inter-ministerial consultation mechanisms and relationships to co-ordinate policy coherence.

For more information: <http://www.sweden.gov.se/sb/d/2059>

##### **Contact:**

##### **Sida Partnership Forum**

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Södra Vägen 3d  
SE-871 40 Härnösand  
Sweden

**Sida Partnership Forum** is part of the Unit for Capacity Development and Cooperation, which in turn belongs to the Department of Global Cooperation at Sida. Sida Partnership Forum works with representatives from the business community, state authorities, public sector, academia, and civil society. The work focuses on capacity building activities, with courses and throughout Sweden and participate in conferences on

development work in Sweden and abroad. Sida Partnership Forum is not a traditional learning provider and aims to be an innovative meeting place where new insights and ideas can grow out of dialogue.

For more information: E-mail: [sida@sida.se](mailto:sida@sida.se) ; and [www.sida.se/English/Contact-us/](http://www.sida.se/English/Contact-us/)

**Contact:**

**National Board of Trade**

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Kommerskollegium  
Box 6803  
SE - 113 86 Stockholm  
Tel: +46 8 690 48 00  
Fax: +46 8 30 67 59  
Web: <http://www.kommers.se/In-English/>

**National Board of Trade:** The National Board of Trade is the Swedish governmental agency responsible for issues relating to foreign trade and trade policy, with the mission to promote open and free trade with transparent rules. In addition, as an expert authority in trade policy issues, the National Board of Trade provides assistance to developing countries, through trade-related development cooperation. The National Board of Trade also hosts Open Trade Gate Sweden, a one-stop information centre assisting exporters from developing countries with information on rules and requirements in Sweden and the EU.

For more information: <http://www.kommers.se/In-English/>

**Contact:**

**Swedfund International AB**

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P.O. Box 3286  
SE-103 65 Stockholm  
Tel: +46 8 725 9400  
Fax: +46 8 20 3093  
Web: <http://www.swedfund.se/en/>

**Swedfund:** Swedfund is Sweden's risk capital company specializing in investments in developing countries. Business and industry can benefit from its expertise in its endeavours to create profitable business in new markets. It offers risk capital and competence for investment in Africa, Asia, Latin America and Eastern Europe (non-EU members); its vision is to contribute to the development of profitable companies and thereby stimulate sustainable economic development in the countries in which it invests.

For more information: <http://www.swedfund.se/en/>

**Other official or government trade-related organizations**

**Invest in Sweden Agency (ISA):** ISA is a Government agency that assists and informs foreign investors about business and investment opportunities in Sweden. Companies planning to establish or expand business operations in Sweden are provided with information and assistance by ISA and its regional and international network. The services it offers include comprehensive information on business and investment opportunities in Sweden, key business sectors and the Swedish economy. It also assists companies in finding and arranging visiting programmes to the most suitable locations in Sweden.

For more information: E-mail: [isa@isa.se](mailto:isa@isa.se) and [http://www.isa.se/templates/Startpage\\_\\_\\_\\_\\_2008.aspx](http://www.isa.se/templates/Startpage_____2008.aspx)

**Nordic Africa Institute (NAI)** : NAI is a centre for research, documentation and information on modern Africa in the Nordic region. It is jointly financed by the Nordic countries (Denmark, Finland, Iceland, Norway and Sweden), but is formally a Swedish authority, and its activities are ruled by the Swedish parliament and Government. It is dedicated to providing timely, critical and alternative research and analysis on Africa, as well as to strengthening cooperation between African and Nordic researchers. As a hub and a meeting place in the Nordic region for a growing field of research and analysis, it strives to put knowledge of African issues within reach of scholars, policy makers, politicians, media, students and the general public, regularly providing background information and analyses based on research results and special studies that inform policy decisions on current African issues in the Nordic countries. Activities in the past year have focused on the New Partnership for Africa's Development (NEPAD), the African Union, African Regional Cooperation, and democratic development in newly liberated states.

For more information: E-mail: [nai@nai.uu.se](mailto:nai@nai.uu.se) and [http://www.nai.uu.se/policy\\_activities/](http://www.nai.uu.se/policy_activities/)

**SP Technical Research Institute of Sweden (SP)**: SP is designated as a national metrology centre by the Swedish Government. It is an institute for technical evaluation, testing and metrology, and research and development. It develops and supplies technologies that promote the development and competitiveness of industry and that uphold security, resource-saving and a good environment in society.

For more information: E-mail: [info@sp.se](mailto:info@sp.se) and <http://www.sp.se/en/Sidor/contact.aspx>

**Swedish Cooperative Centre (SCC)**: SCC is a global development organisation founded by the Swedish Cooperative movement in 1958, with three regional offices and operations in more than 20 countries worldwide. Through long-term development work and "help to self-help", SCC equips poor people with the tools needed to fight poverty themselves and, through its advocacy work, it strives to convince more people to take a stand for a world free from poverty and injustice. Projects are financed through fundraising and by Sida.

For more information: <http://www.sccportal.org/contact.aspx>

**Swedish Board for Accreditation and Conformity Assessment (SWEDAC)**: SWEDAC is the national accreditation body in Sweden. It is a Swedish public authority, responsible to the Ministry for Foreign Affairs, with the main duty of determining the competence of organisations to perform their duties or work. It covers laboratories, certification bodies and inspection bodies concerned with analysis, testing, calibration, certification and inspection in various sectors.

For more information: E-mail: [registrator@swedac.se](mailto:registrator@swedac.se) and [info@swedac.se](mailto:info@swedac.se) and [http://www.swedac.se/sdd/System.nsf/\(GUIview\)/index\\_english.html](http://www.swedac.se/sdd/System.nsf/(GUIview)/index_english.html)

**Swedish Export Credits Guarantee Board (EKN)**: EKN, a state authority with a directive from the Government to help improve the competitiveness of Swedish companies, functions in the same way as an insurance company, providing guarantees which serve as an insurance policy covering export transactions and investments abroad. It is mandated to provide guarantees that are competitive in relation to what other export credit agencies offer, without being so generous that they subsidise Swedish exports.

For more information: E-mail: [info@ekn.se](mailto:info@ekn.se) and <http://www.ekn.se/templates/Main.aspx?id=22>

**Swedish Patent and Registration Office (PRV)** : The PRV provides protection and exclusive rights for technological ideas, trademarks and industrial designs; effective and appropriate systems for their registration; and appropriate and qualitative information and services on intellectual property issues for enterprises and business.

For more information: E-mail: [kundtjanst@prv.se](mailto:kundtjanst@prv.se) and <http://www.prv.se/In-English/About-us/Contact/>

**Swedish Standards Institute (SIS):** Standardization is carried out by three standardization bodies: SIS, for business areas covered by the International Organization for Standardization (ISO) and the European Committee for Standardization (CEN); ITS (Informationstekniska Standardiseringen) for all telecom standardisation; and SEK (Svenska Elektriska Kommissionen) for all standards for electrical, electronic and related technologies. As a non-profit organization, SIS promotes Swedish participation in international standardization.

For more information: E-mail: [info@sis.se](mailto:info@sis.se) and <http://www.sis.se/>

**Swedish Trade Council (STC):** STC provides all the services required to establish a company and its products, services or ideas in new markets. With offices in more than 50 countries and working closely with trade associations, embassies, consulates and chambers of commerce around the world, STC serves the Swedish Government and Swedish business. It also works to facilitate business contacts between Swedish and foreign companies through bilateral events such as seminars, fairs, press-trips and match-making projects.

For more information: E-mail: [info@swedishtrade.se](mailto:info@swedishtrade.se) and <http://www.swedishtrade.se/sv/om-exportradet/english/>

**Swedish Trade Procedure Council (SWEPRO):** SWEPRO is Sweden's forum for discussion and information on international work for all issues related to the simplification of trade procedures. It includes representatives from business and the public sector, and coordinates and participates in work within UN, OECD, WTO and EU frameworks.

For more information: E-mail: [swepro-kansliet@kommers.se](mailto:swepro-kansliet@kommers.se) and [http://www.kommers.se/templates/SweproStandard\\_\\_\\_\\_2621.aspx](http://www.kommers.se/templates/SweproStandard____2621.aspx)

#### Non-governmental organizations involved in TCB

##### Contact:

##### Näringslivets Internationella Råd (NIR)

International Council of Swedish Industry Box 5501 S-114 85 Stockholm  
Tel.: +468 73 80 00  
Fax: +468 665 90 29  
E-mail: [info@nir.se](mailto:info@nir.se)

**International Council of Swedish Industry (NIR):** NIR is an independent affiliation of the Confederation of Swedish Enterprises with the mission of working closely with major companies in Sweden and abroad, with potential business partners and private sector organisations and with governments and government agencies, all in order to carry out business promotion as well as development programmes. Its overall aim is to contribute to new business opportunities in markets with difficult and complex political and commercial conditions.

For more information: E-mail: [info@nir.se](mailto:info@nir.se) and <http://www.nir.se/en/>

#### TCB cooperation initiatives with UN/International agencies and bilateral partners

The list below is not exhaustive. All organisations mentioned below implement TCB. However, for some of the organisations TCB is just one of many forms of working. Sweden's collaboration is in the form of funds and grants.

Sweden has arrangements with UNIDO, UNECA, UNECE, ITC, World Bank, Standard and Trade Development Facility (STDF), Enhanced Integrated Framework (EIF),

The mechanisms for data collection and reporting are narrative and financial reporting, with a focus on Result Based Management.

The mechanisms for monitoring and evaluation are internal and external evaluations.



**Selected TCB programmes and initiatives in this guide****GLOBAL ADVOCACY**

- AFT Initiative

**TRADE POLICY DEVELOPMENT**

- International Training Programmes
- Private Sector Development (PSD)-HUB in Ethiopia
- Trade Policy Training Centre in Africa (Trapca)
- Trade Law Centre for Southern Africa (Tralac)
- WTO Doha Development Agenda Global Trust Fund (DDAGTF)
- United Nations Economic Commission for Africa (UNECA)

**LEGAL AND REGULATORY FRAMEWORK**

- Support to Liberia's accession to the WTO
- Institutional support – National Enquiry Point Ukraine Technical Barriers to Trade
- Capacity Building Moldova
- Mentorship programme, Technical Barriers to Trade (TBT)
- Training Programme on Rules of Origin

**SUPPLY CAPACITY**

- Broader Economic Cooperation (BEC) South Africa
- Capacity building on cleaner production in Hyderabad region

**COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES**

- Strengthening the National Quality Infrastructure for enhanced trade capacities and improved consumer protection in Iraq
- Support to the worldwide umbrella organisation for the organic movement IFOAM

**MARKET AND TRADE INFORMATION**

- Open Trade Gate Sweden

**TRADE FACILITATION**

- Support to World Customs Organization (WCO) – Phase 2 of the WCO Columbus Programme
- Training Programmes (TP) on Trade Facilitation
- Trade Facilitation Implementation Guide

**PHYSICAL TRADE INFRASTRUCTURE**

- Information and Communication Technology for Rural Development (ICT4RD)
- Facilitating Sustainable Environment – Friendly Regional Power Trading (RPT) in the Greater Mekong Sub Region

**TRADE RELATED FINANCIAL SERVICES**

- Making Finance Work for Africa (MF4A) Initiative
- Efficient Securities Markets Institutional Development (ESMID) Africa
- The FIRST Initiative

**SOUTH-SOUTH AND TRIANGULAR COOPERATION****OTHER TRADE-RELATED ACTIVITIES**

- Training Programmes on Rules of Origin

## SWITZERLAND



### General information on Swiss development cooperation

Two institutions share the responsibility for defining and implementing the Swiss aid programme: the Swiss Agency for Development and Cooperation (SDC) within the Federal Department of Foreign Affairs (FDFA) and the State Secretariat for Economic Affairs (SECO) within the Federal Department of Economic Affairs, Education and Research (EAER). Together they manage around 80% of the development cooperation programme (with SDC managing 66.4%). The Swiss development strategy has three pillars: (i) reducing poverty; (ii) reducing security risks; and (iii) shaping a form of globalisation that promotes development.

### Aid for Trade (Aft) Strategy

The Swiss State Secretariat for Economic Affairs has adopted a policy paper on Aid for Trade in August 2010. This paper circumscribes Switzerland's priorities in AFT ([www.seco.cooperation.admin.ch/themen/handel/index.html?](http://www.seco.cooperation.admin.ch/themen/handel/index.html?))

SECO's trade related cooperation aims at strengthening trade-related capacities at the policy-, institutional- and enterprise-level taking into account the three dimensions of sustainability. Through its interventions, SECO seeks to boost trade as a trigger for growth and sustainable development. Interventions focus on areas in which Switzerland has specific know-how and a comparative advantage. Trade-policy and regulations, building productive capacities and trade related infrastructure all three core elements of the AFT agenda, constitute the main areas of SECO's AFT activities.

The aim of SECO's programmes in the area of trade policy development is to enhance developing countries' effective participation in multilateral and regional trade negotiations and the analysis and implementation of multilateral and regional trade agreements in order to strengthen their mainstreaming of trade policy and their human resources development in trade. SECO's support focuses on the more advanced developing countries in Africa, Asia and Latin America that still face huge poverty and development problems as well as on selected countries in South-Eastern Europe and Central Asia. At the same time, SECO supports multilateral and regional initiatives in aid for the Least Developed Countries, notably the UN Interagency Cluster on Trade and Productive Capacities and the Enhanced Integrated Framework (EIF).

Switzerland's foreign economic policy is based on the following three interrelated core elements:

1. Foreign market access and an international set of regulations
2. Swiss domestic market policy
3. The contribution to economic development in partner countries

The implementation of the third element falls under the strategy for economic development cooperation adopted by the State Secretariat for Economic Affairs SECO. Switzerland's Economic Development Co-operation seeks to promote the integration of partner countries into the world economy by promoting stable economic conditions, strengthening competitiveness, supporting trade diversification, mobilising domestic and foreign investment, and improving basic infrastructure. Particular emphasis is placed on energy, environmental and climate issues. The State Secretariat for Economic Affairs (SECO) as the federal government's competence centre for all core economic policy issues, such as trade and labour, is the agency responsible for Economic Development Cooperation. With trade policy formulation and trade-related development cooperation pooled within one agency, SECO is ideally positioned as a centre of competence for AFT. Continuous dialogue between trade policy practitioners and development cooperation practitioners is of crucial importance for the successful implementation of trade-related development cooperation programmes.

The main targeted result is the integration of partner countries into the global economy through:

- The promotion of trade that first socially responsible, environmentally friendly, inclusive and thereby sustainable;
- The strengthening of the export and competitive position of companies in the partner countries;
- The facilitation of imports into European markets; and
- The support to trade-related energy infrastructure.

For further information, see the policy paper on Aid for Trade ([www.seco-cooperation.admin.ch/themen/handel/index.html?](http://www.seco-cooperation.admin.ch/themen/handel/index.html?)).

#### **Principal official agency responsible for TCB assistance to developing countries**

##### **Contact:**

##### **State Secretariat for Economic Affairs (SECO)**

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Mailing address:

State Secretariat for Economic Affairs SECO

Trade Promotion Unit (WEHU)

Holzikofenweg 36

CH-3003 Berne

Tel: + 41 31 324 0799

Fax: +41 31 322 8630

Web: <http://www.seco.admin.ch/>

[index.html?lang=en](http://www.seco-cooperation.admin.ch/index.html?lang=en) and [www.seco-cooperation.admin.ch](http://www.seco-cooperation.admin.ch)

##### **Economic Cooperation and Development Division at the State Secretariat for Economic Affairs (SECO):**

SECO is responsible for the planning and implementation of economic and trade policy measures with developing countries, the states of Eastern Europe and Central Asia and the new Member States of the European Union, and for the coordination of Switzerland's relations with UN trade-related bodies. It shares responsibility for relations with the World Bank Group and regional development banks with SDC. In 2011, SECO invested CHF\$268 million in cooperation with developing and transition countries (not including debt relief measures and enlargement contributions). SECO is the Federal Government's centre of expertise for all core issues relating to economic policy, such as trade and labour issues. Its Economic Cooperation and Development Division is responsible for the planning and implementation of economic and trade policy measures. Its overall development objective is to assist partner countries' integration into the global economy and to promote their sustainable economic growth, thus contributing to poverty reduction. Particular emphasis is placed on energy and environmental and climate issues. Its development cooperation priorities include promoting stable economic conditions, strengthening competitiveness, supporting trade diversification, mobilizing domestic and foreign investment, and improving basic urban infrastructure. Within the Economic Cooperation and Development Division, it is the Trade Promotion Sector that is responsible for the strategy and management of trade-related technical cooperation, leaving implementation to strategic partners (specialised multilateral institutions, the private sector, NGOs, specialized government agencies, etc.).

For more information: <http://www.seco-cooperation.admin.ch>

## Other government and official agencies with responsibilities directly relevant to TCB

### Contact:

#### SDC – Head office

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Freiburgstrasse 130  
 CH-3003 Berne  
 Tel: +41 31 322 3475  
 Fax: +41 31 324 1694  
 E-mail: [Info@deza.admin.ch](mailto:Info@deza.admin.ch)  
 Web: [http://www.sdc.admin.ch/en/Home/About\\_SDC/Addresses](http://www.sdc.admin.ch/en/Home/About_SDC/Addresses)

**The Swiss Agency for Development and Cooperation (SDC):** SDC is Switzerland's international cooperation agency within the Federal Department of Foreign Affairs (FDFA). In operating with other federal offices concerned, SDC is responsible for the overall coordination of development activities and cooperation with Eastern Europe, as well as for the humanitarian aid delivered by the Swiss Confederation. SDC carries out its activities with an annual budget of US\$1.7 billion (2011) and a staff of some 600 people in Switzerland and abroad, as well as 1000 local employees. The Agency engages in direct operations, supports programmes of multilateral organizations, and helps to finance programmes run by Swiss and international relief organizations in four operational areas: (i) Regional Cooperation steers SDC's bilateral cooperation with countries in the Middle East, Africa, Asia, and Latin America; (ii) Global Cooperation is primarily active in the multilateral domain, cooperating with the organizations of the UN system and with the World Bank; (iii) Humanitarian Aid aims at saving lives and alleviating suffering – direct relief is provided in the wake of natural disasters and in the context of armed conflicts; and (iv) Swiss Cooperation with Eastern Europe and the Commonwealth of Independent States (CIS) supports democratic and market economy reforms in partner countries of Southeast Europe and the former Soviet Union.

For more information: E-mail: [info@deza.admin.ch](mailto:info@deza.admin.ch) and  
[http://www.sdc.admin.ch/en/Home/About\\_SDC/Brief\\_portrait](http://www.sdc.admin.ch/en/Home/About_SDC/Brief_portrait)

### Other official or government trade-related organizations

#### Contact:

#### Federal Institute of Metrology

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METAS Lindenweg 50  
 3003 Bern-Wabern,  
 Switzerland  
 T +41 31 32 33 111,  
 F +41 31 32 33 210  
<http://www.metas.ch/metasweb>

**Federal Office of Metrology Switzerland (METAS):** METAS, the Swiss national metrology institute, produces and disseminates internationally harmonized and recognised units of measurement with the necessary accuracy. It supervises the deployment of measuring instruments in the fields of commerce, traffic, public safety, health and environment, and the execution of legal provisions carried out by the cantons and by the authorised verification offices in Switzerland. The key tasks performed by METAS are legally established and are as follows: (i) it ensures that measurements required for trade and transportation, healthcare, public safety and the environment can be carried out with sufficient accuracy and according to internationally recognized criteria (preparing legislation, oversight of metrology); (ii) it develops the national measurement base (physical implementation, international comparison and mutual recognition of measurement units), operates the

laboratories required for this purpose and conducts the necessary research and development; (iii) it provides the Swiss economy, administration and scientific community with internationally recognized reference measurements according to the current state-of-the-art and with the required degree of accuracy (propagation of measurement units); (iv) it appoints professional and competent centres to evaluate the conformance of measurement equipment as part of bilateral agreements with the European Community; and (vi) it operates its own conformance evaluation centre to verify and certify measurement equipment and the management systems of measurement equipment manufacturers.

For more information: <http://www.metas.ch/metasweb>

**Contact:**

**National Centre of Competence in Research North-South (NCCR North-South)**

Centre for Development and Environment (CDE) Institute of Geography  
Hallerstrasse 10  
3012 Bern  
Switzerland  
Tel: +41 31 631 5272  
Fax: +41 31 631 85 44  
<http://www.nccr-north-south@cde.unibe.ch>

**National Centre of Competence in Research North-South (NCCR North-South):** The NCCR North-South is one of twenty National Centres of Competence in Research implemented by the Swiss National Science Foundation, and was launched as a twelve-year programme in 2001. It supports research on issues relating to sustainable development, particularly in developing and transition countries, but also in Switzerland. The most salient features of the programme are: (i) North-South partnerships for scientific research; (ii) the integration of disciplinary, interdisciplinary and transdisciplinary research; and (iii) the interactive exchange of development research and practice. The NCCR North-South is hosted by the University of Bern and funded jointly by the Swiss National Science Foundation and the Swiss Agency for Development and Cooperation (SDC), the latter funding half of its budget yearly. Under the theme "Livelihoods & Globalisation", the Centre focuses its research on the changing economic, social and political structures that determine the livelihood options available to the poor, whilst the "Transversal" research theme covers areas such as the coffee value chain, production systems in Africa and Asia, etc.

For more information: E-mail: [nccr-north-south@cde.unibe.ch](mailto:nccr-north-south@cde.unibe.ch) and <http://www.north-south.unibe.ch/>

**Contact:**

**FiBL Switzerland**

Ackerstrasse 21  
CH-5070 Frick  
Telephone +41 62 865 72 72  
Fax +41 62 865 72 73  
Email: [info.suisse@fibl.org](mailto:info.suisse@fibl.org)  
<http://www.fibl.org>

**Research Institute of Organic Agriculture (FiBL):** FiBL Switzerland was founded in 1973 with the overall mission of contributing to the development and improvement of organic and sustainable agricultural practice worldwide. It is the world's leading information and documentation centre for organic agriculture and employs over 120 experts. FiBL provides close links between different fields of research and the rapid transfer of knowledge from research to advisory work and agricultural practice. Outside Switzerland, the

Institute is involved in numerous international projects – not only in research, consultancy and training but also in development cooperation. FiBL intervenes in two areas: (i) research and development to improve the understanding of organic farming systems and of farming's environmental, economic and social impacts; and (ii) high quality extension services to make the latest organic farming methods easily accessible to farming communities, national and private extension services and other education centres throughout the world.

For more information: E-mail: [info.suisse@no-spam.fibl.org](mailto:info.suisse@no-spam.fibl.org) and <http://www.fibl.org>

**Contact:**

**Swiss Federal Institute of Intellectual Property (IIP)**

Stauffacherstrasse 65/59g, CH-3003 Berne  
 Telephone +41 31 377 77 77  
 Fax +41 31 377 77 78  
 e-mail [info@ipi.ch](mailto:info@ipi.ch)  
<http://www.ige.ch/en/legal-info/international-cooperation.html>

**Swiss Federal Institute of Intellectual Property (IIP):** IIP is the federal agency for intellectual property in Switzerland. Its mandate charges it with the tasks of drafting legislation in the field of intellectual property, acting as advisor to the Federal Council and other federal administrators, and representing Switzerland at the international level. It also offers services in trademark research and patent information based on private law, and provides SMEs with awareness raising activities. Besides its core mandate in Switzerland, the IIP is also mandated to provide for international cooperation in the area of intellectual property, either independently or in collaboration with other national and international organizations. The overall objectives of its international cooperation projects are to: (i) assist partner countries undertake reforms in the field of intellectual property (e.g. investment climate promotion, opening up new sectors and markets with higher levels of innovation); (ii) contribute to the improvement of the worldwide protection of intellectual property (e.g. through the harmonization of international standards in this area); (iii) support Swiss activities in international forums, namely at the WIPO and the WTO; (iv) strengthen economic and political relations between Switzerland and its partner countries; and (v) promote the Institute's expertise and its international network through the establishment of good relations with partner institutions in other countries.

For more information: E-mail: [ingo.meitinger@ipi.ch](mailto:ingo.meitinger@ipi.ch) and  
<http://www.ige.ch/en/legal-info/international-cooperation.html>

**Contact:**

**Swiss Investment Fund for Emerging Markets (SIFEM)**

Bubenberplatz 11,  
 3011 Berne,  
 Switzerland +41 31 310 09 30  
<http://www.sifem.ch>  
 Email: [pmuster@sifem.ch](mailto:pmuster@sifem.ch)

**Swiss Investment Fund for Emerging Markets (SIFEM):** SIFEM is a specialized investment advisor providing long-term finance to private equity funds and financial institutions in emerging markets. It was established in June 2005 as a privately-held management company mandated to oversee SECO's investment portfolio and to provide advice on new investment opportunities. Its primary focus is on institutions investing in the small and medium enterprise (SME) sector. On a selective basis, it also invests in microfinance. SIFEM is mandated to manage the investment portfolio of the Swiss State Secretariat for Economic Affairs (SECO) and other private and public entities and is mandated by SECO to develop a comprehensive portfolio of equity participations

in private equity funds targeting SMEs within a list of selected emerging markets and developing countries. Under the SECO mandate it focuses exclusively on developing and transition economies. SIFEM co-advises with responsibility on Base of the Pyramid Investments S.C.A. SICAR.

For more information: <http://www.sifem.ch> and [pmuster@sifem.ch](mailto:pmuster@sifem.ch)

**Contact:**

**Swiss National Science Foundation (SNSF)**

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Schweizerischer Nationalfonds SNF  
Wildhainweg 3  
Postfach 8232 CH-3001 Berne,  
Switzerland  
E-mail: [international@snf.ch](mailto:international@snf.ch) and  
<http://www.snf.ch>

**Swiss National Science Foundation (SNSF):** SNSF is Switzerland's leading provider of scientific research funding. It supports basic research in all disciplines, from philosophy and biology to the nano-sciences and medicine, and also invests in applied research in various scientific fields. It provides various funding programmes to encourage international collaboration, which strengthens the profile and competitiveness of Switzerland as a location for research. One of its aims is to intensify bilateral cooperation with selected countries, in particular in Asia. SNSF is also committed to strengthening scientific research in disadvantaged countries in Eastern Europe and in developing countries. To do so, it has launched collaboration programmes in these regions in cooperation with the Swiss Agency for Development and Cooperation (SDC).

For more information: E-mail: [international@snf.ch](mailto:international@snf.ch) and <http://www.snf.ch>

**Contact:**

**Swiss Office for Trade Promotion (SIPPO)**

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Stampfenbachstr. 85  
8006 Zürich  
Switzerland  
Phone / Fax: hide  
Phone: +41 44 3655151  
Fax: +41 44 3655202  
E-mail: [info@sippo.ch](mailto:info@sippo.ch) and <http://www.sippo.ch>  
[exporthelp@osec.ch](mailto:exporthelp@osec.ch)

**Swiss Import Promotion Programme (SIPPO):** SIPPO was launched in 1982 to support SMEs in selected developing countries to gain access to the Swiss and EU markets. It is financed by SECO and run by OSEC. SIPPO is active on four levels: trade and market information; trade promotion; trade development; and training. In market information, it establishes market surveys in various areas of products and core business sectors. The aim of providing this information is to familiarize SMEs in developing countries with European standards, quality requirements and import regulations, such as customs regulations and charges. At the other end of the supply chain, SIPPO provides information and advice to importers from Switzerland and the European Union who are interested in high-quality products from selected developing and transition countries, and it regularly organizes buying missions to these countries with Swiss companies.

For more information: E-mail: [info@sippo.ch](mailto:info@sippo.ch) and <http://www.sippo.ch>

**Swiss Office for Trade Promotion (OSEC):** OSEC's mandate is to assist companies from Switzerland and Liechtenstein to develop and expand their activities abroad. It is the umbrella organization for the promotion of exports, imports and investments, as well as for the promotion of Switzerland as a business location, making it "the home of foreign trade promotion". OSEC offers the following services: (i) export promotion – helping SMEs in Switzerland and Liechtenstein with market opportunities abroad; (ii) import promotion – promoting access to both Swiss and European markets for export-quality goods produced by SMEs in SECO priority countries; (iii) location promotion – implementing measures designed to promote Switzerland as a business location; and (iv) investment promotion – promoting investments in selected developing countries.

For more information: [http://www.osec.ch/internet/osec/en/home/about\\_us/contactform.html](http://www.osec.ch/internet/osec/en/home/about_us/contactform.html)

### Non-governmental organizations involved in TCB

#### Contact:

#### Geneva International Academic Network (GIAN)

Swiss Network for International Studies  
Rue de Varembe 9-11  
PO Box 185  
1211 Genève 20  
Switzerland  
Tel: +41 22 733 26 92  
Fax: +41 22 734 87 66  
Email: [info@snis.ch](mailto:info@snis.ch)  
<http://www.snis.ch/content/contact>

**Geneva International Academic Network (GIAN):** GIAN is an international research network, supported financially by the Swiss Federal Department of Home Affairs and the Ministry of Education of the Canton of

Geneva. Its overall objective is to create partnerships between various organizations and groups, principally academic institutions and international organizations, to further the role of Geneva and Switzerland in the service of peace and justice. One of its primary objectives is to promote research and academic activities that combine the talents available within international organizations and the academic community in Geneva. GIAN carries out research in the areas of trade and globalisation, trade negotiations, trade policy, IPR, WTO negotiations, etc.

For more information: E-mail: [info@ruig-gian.org](mailto:info@ruig-gian.org) and <http://www.ruig-gian.org/index.php>;

#### Contact:

#### Helvetas Swiss Intercooperation

Weinbergstr.22a Postfach 8021 Zürich  
Switzerland  
E-mail: [info@helvetas.org](mailto:info@helvetas.org) and  
<http://www.helvetas.org/>

**Helvetas Swiss Intercooperation:** Helvetas was founded in 1955 as the first private organization for development cooperation in Switzerland. It is a denominationally and politically independent association, supported by approximately 38,000 members, more than 40,000 sponsors and 15 regional volunteer groups. Helvetas' geographical focus is on rural areas of the poorer countries of Africa and Asia (including Central Asia and the Caucasus and Latin America). The focus of its international programme is: (i) to further promote the



exchange of knowledge and experiences between Switzerland and its partner countries and among the partner countries; and (ii) to strengthen local structures and sustainable development and promote human rights. Helvetas implements a number of international projects in areas such as product certification, organic niche products, Fair Trade labels, agricultural production systems and agro-processing.

For more information: E-mail: [info@helvetas.org](mailto:info@helvetas.org) and [www.helvetas.org](http://www.helvetas.org)

**Contact:**

**International Centre for Trade and Sustainable Development (ICTSD)**

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International Environment House 2  
Chemin de Balexert 7-9  
1219 Châtelaine  
Geneva  
Switzerland  
Phone: + 41 22 917 84 92  
Fax: + 41 22 917 80 93  
Email: [ictsd@ictsd.ch](mailto:ictsd@ictsd.ch)  
<http://ictsd.org/about/contact/>

**International Centre for Trade and Sustainable Development (ICTSD):** ICTSD aims to influence the international trade system so that it advances the goal of sustainable development. As an independent, non-profit, and non-governmental organization, ICTSD engages a broad range of actors in ongoing dialogue on trade and sustainable development policy. It established formal partnerships with 123 institutions in 37 different countries in 2009. With a global network of governmental, non-governmental, and inter-governmental partners, it plays a unique, systemic role as a provider of original, non-partisan reporting and facilitation services. It advances trade policy that supports sustainable development by structuring interaction between policy-makers and key influencers who are often excluded from policymaking processes. It also supports stakeholders in trade policy through information, networking, dialogue, well-targeted research, and capacity building. The Centre generates between 70 to 90 research papers and think pieces annually in collaboration with the top organizations and research institutes in the field. Since 1996, it has also been granted accreditation by the WTO to participate in all its Ministerial Conferences and other ad hoc activities. ICTSD is further accredited to the Convention on Biodiversity (CBD), the Convention on International Trade in Endangered Species (CITES), and the UN Framework Convention on Climate Change (UNFCCC). Since July 2005, it has been an accredited member of the Governing Council of United Nations Environment Programme (UNEP).

For more information: [ictsd.org/about/jobs/](http://ictsd.org/about/jobs/); <http://ictsd.org/about/contact/>

**Contact:**

**IDEAS Centre**

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Rue de l'Arquebuse 10 CH - 1204  
Geneva  
SWITZERLAND  
T +41 22 807 17 40  
F +41 22 807 17 41  
E-mail: [info@ideascentre.ch](mailto:info@ideascentre.ch)  
<http://www.ideascentre.ch/contact.html>

**IDEAS Centre:** IDEAS is an independent, non-profit organization dedicated to helping low-income countries integrate into the world trading system. The Centre offers practical, results-oriented advisory services and executes projects aimed at strengthening the capacities of developing/transition country governments to shape both their domestic economic policies and the international policies that affect them. The overall goal of the Centre's projects is that low-income countries become empowered: (i) by using their WTO membership (or accession process) in a way that promotes their country's sustainable human development; (ii) by deepening their understanding of development challenges and linkages with trade and WTO rules; and (iii) by participating more effectively in international trade forums and negotiations. Through its projects supporting developing country participation in the WTO and facilitating the integration of development-related concerns into industrial country positions, the Centre aims to contribute to international discussions on WTO institutional reforms and to encourage global cooperation for "win-win" solutions on the trade and development interface.

For more information: E-mail: [info@ideascentre.ch](mailto:info@ideascentre.ch) and <http://www.ideascentre.ch/contact.html>

**Contact:**

**Swiss Alliance of Development Organizations (Alliance Sud)**

Monbijoustrasse 31  
PO Box 6735  
CH-3001 Berne  
Tel. +41 31 390 93 30  
Fax + 41 31 390 93 31  
E-mail [@alliancesud.ch](mailto:alliancesud.ch)  
<http://www.alliancesud.ch/en/about-us/core-concerns>

**Swiss Alliance of Development Organizations (Alliance Sud):** Alliance Sud is the common platform for development policy for six leading Swiss development organizations: Swissaid, Catholic Lenten Fund, Bread for All, Helvetas, Caritas and Interchurch Aid. It strives to influence Switzerland's policies to the benefit of LDCs and developing countries, its goals being sustainable development and a more just, peaceful and environment-friendly world that offers equal rights and opportunities to all. Alliance Sud engages in active lobbying vis-à-vis politicians, the administration and the economy, as well as intensive outreach work (press conferences, meetings, publications). In the area of development policy, it closely monitors the impact of Swiss policies on countries in the South. This covers bilateral foreign, economic and trade policy toward these countries, as well as Switzerland's policy in international organizations (World Bank, IMF, WTO).

For more information: E-mail: [mail@alliancesud.ch](mailto:mail@alliancesud.ch) and <http://www.alliancesud.ch/en/about-us/core-concerns>

**Contact:**

**Swisscontact**

Swiss Foundation for Technical Cooperation

Doeltschiweg 39  
CH-8055 Zürich  
Tel: +41 44 454 17 17  
Fax: +41 44 454 17 97  
E-mail: [info@swisscontact.ch](mailto:info@swisscontact.ch)

**Swisscontact:** This is the organization of the Swiss private sector for development cooperation. Its aim is to promote private economic and social development in selected countries in the South and East through advisory

services, training and continuing education, with the overall goal of promoting sustainable development (socially, ecologically and economically) in selected Southern and Eastern countries. It runs programmes in: (i) vocational training; (ii) the promotion of SMEs; (iii) access to finance for SMEs; and (iv) environmental protection. Swisscontact is funded by the private sector, the Swiss Government, multilateral organizations and private foundations.

For more information: E-mail: [info@swisscontact.ch](mailto:info@swisscontact.ch) and [http://www.swisscontact.ch/english/pages/UB/UB\\_Wn.php?navanchor=2110041](http://www.swisscontact.ch/english/pages/UB/UB_Wn.php?navanchor=2110041)

#### Contact:

##### World Trade Institute

University of Bern  
Hallerstrasse 6  
3012 Bern, Switzerland  
Phone: +41 (0)31 631 32 70  
Fax: +41 (0) 31 631 3630  
Email: [inquire@wti.org](mailto:inquire@wti.org)  
<http://www.wti.org/home/>

**World Trade Institute (WTI)** : The WTI is a centre of advanced studies and a forum for interdisciplinary research and teaching in international trade law, economics and international relations, fostering interaction between students and professionals and allowing researchers and practitioners to pool their expertise. As a centre of excellence of the University of Bern (Switzerland), the WTI provides teaching, training, consulting and research in the field of international trade regulation; its teaching programmes aim to significantly contribute to global capacity building in this field. Its flagship academic programme is the Master of International Law and Economics (MILE). SECO funds a number of WTI MILE programme scholarships for developing countries. In consultancy services, it has been at the cutting edge of providing tailor-made and project-specific advice and consulting services to a variety of clients, from emerging states to international donor agencies to WTO Members. As for its research network, it hosts the Swiss National Centre of Competence in Research (NCCR) on International Trade Regulation.

For more information: E-mail: [inquire@wti.org](mailto:inquire@wti.org) and <http://www.wti.org/home/>

#### TCB cooperation initiatives with UN/International agencies and bilateral partners

The forms of collaboration with the UN/ international agencies are mainly:

- Strategic Partnerships with the UN Interagency Cluster on Trade and Productive Capacities
- Strategic and thematic partnerships with UNCTAD, ILO, UNIDO, ITC

The financing mechanisms are mostly multi-bilateral programmes and projects.

Switzerland has TCB cooperation arrangements with the following international organizations: UNCTAD, ILO, UNIDO, ITC, World Bank Group, Regional Development Banks, EIF and WTO.

SECO has established several strategic partnerships with selected multilateral institutions and private operators to implement programmes and projects in several key areas of the business-enabling environment. These partners include the International Finance Corporation (IFC), through its regional advisory facilities; FIAS, the investment climate advisory service of the World Bank Group; and the European Bank for Reconstruction and Development (EBRD).

The mechanisms for monitoring and evaluation are:

- Ongoing monitoring throughout the project cycle management;
- Internal reviews;
- External evaluations; and
- Independent evaluations.

For more information regarding our evaluation function, please refer to:  
<http://www.seco-cooperation.admin.ch/themen/01033/index.html?lang=en>

### Selected TCB programmes and initiatives in this guide

#### GLOBAL ADVOCACY

- Coherence debates and informal coordination within the European Agriculture, Trade and Development Network (ATDN)

#### TRADE POLICY DEVELOPMENT

- Sponsoring Advisory Centre on WTO Law (ACWL), Geneva
- Sponsoring scholarships at the World Trade Institute (WTI), Switzerland
- Creation of regional competence centres for trade policy in Peru, South Africa and Vietnam; World Trade Institute (WTI)
- Cotton Initiative: Strengthening capacities for the WTO negotiations on cotton for the C-4 (Benin, Burkina Faso, Mali, Chad), 2003-12
- •IDEAS Centre: Advocacy, technical assistance and capacity building for delegations
- UN Trade Cluster Programme, Lao PDR, 2010 – 2013; UNCTAD, UNIDO, ITC, ILO
- Policy Advice to Peru and Colombia through the IDB Strategic Thematic Fund on Aid for Trade, 2010 – 2012; IDB
- WTO Doha Development Agenda Global Trust Fund (DDAGTF)
- Support for Laos' accession to the WTO; 2007 – 2012; Ideas Centre;
- Tajikistan: WTO Accession.

#### LEGAL AND REGULATORY FRAMEWORK

- Regional: Competition and Consumer Protection Policies for Latin America (COMPAL II), 2009 – 2012; UNCTAD, Competition Commission Switzerland (COMCO)
- Support in IP and trade, in the regulatory sphere, and utilization of new trade potentials (technology transfer, investment framework, geographical indications): Viet Nam (since 2001), Ghana, Laos, Azerbaijan, Indonesia;
- (Sustainable) Public Procurement in Ghana, Phase II; Public Procurement Authority of Ghana;
- Geographical indications; Lebanon; IGE.
- (Sustainable) Public Procurement in Ghana, Phase II; Public Procurement Authority of Ghana

#### SUPPLY CAPACITY

- Trade Cooperation Program: Peru; ITC and others;
- Trade Promotion Central Asia, Phase III (Tadjikistan, Kirgistan);
- Trade Promotion Programme Serbia, Phase III

#### COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES

- Strengthening the national quality system and the export capacities of SMEs in Nicaragua;
- Strengthening standards and quality in Mozambique, Vietnam, Ghana, Lebanon; UNIDO;

- Providing post WTO accession support to Vietnam: TBT/SPS compliance capacity development related to key export sectors, 2008 – 2010; UNIDO.
- Involving trade partners from developing countries in definition processes for voluntary standards (Coffee 4C, Better Cotton Initiative (BCI), Responsible Soy RTRS, Roundtable on Sustainable Biofuels RSB);
- Fair Trade in Tourism, South Africa.
- Biotrade Facilitation Programme; UNCTAD;
- Biotrade Programme: Peru; GTZ.
- Value Chain development with Phytotrade Africa and the Union for Ethical Biotrade to develop and promote biotrade products and services

#### **TRADE PROMOTION CAPACITY BUILDING**

- Trade Cooperation Program: Peru; ITC;
- Trade Promotion and Export Development Program: Vietnam;

#### **MARKET AND TRADE INFORMATION**

- SIPPO advises and trains SMEs in marketing, export administration, quality control and product design

#### **TRADE FACILITATION**

- Training for custom officers: Egypt, Tunisia; Swiss Customs Authorities.

#### **PHYSICAL TRADE INFRASTRUCTURE**

- Serbia: Rehabilitation of the National Control Center (key electricity dispatch center for the Western Balkan region, essential to enable Serbia to play its role in the energy trade);
- Albania: Dam Safety Programme (a continuation of the physical rehabilitation of the electricity production infrastructure; gives Albania the means to be a reliable and credible peak (hydro) power producer in the Western Balkan region);
- Central Asia – Water-energy Nexus Study. (This study will give the countries of the region a reliable basis for establishing a trade in energy and water, as well as ensuring their energy security throughout the year).

#### **TRADE RELATED FINANCIAL SERVICES**

- Eastern Europe: EBRD Trade Finance Facility, since 1999
- Global: IFC Global Trade Finance Advisory Services Facility, 2010 – 2012
- Global: Triodos Sustainable Trade Fund, 2009 – 2019

#### **SOUTH-SOUTH AND TRIANGULAR COOPERATION**

For project examples, please consult:

<http://www.seco-cooperation.admin.ch/projekte/01009/05065/index.html?lang=en>

## TURKEY



### General information on Turkey's development cooperation

Contributing to global peace and prosperity constitutes an essential element of Turkish foreign policy. Turkey has emerged as a dynamic actor in the international development cooperation architecture. Turkey's official development assistance (ODA) aimed at fighting poverty and assisting sustainable and inclusive development in partner countries has consistently increased over the years, reaching US\$1.3 billion in 2011.

Development cooperation activities of Turkey date back to the early years of the Republic when, in 1930s, Turkey cooperated with Afghanistan in the fields of medicine, law and political sciences. A comprehensive aid program in the modern sense was launched in early 1980s, on institutional capacity building in Gambia, Guinea, Guinea Bissau, Mauritania, Senegal, Somalia and the Sudan. The changing international environment in the late 1980s resulted in the emergence of newly independent countries in Central Asia and Caucasus, which were in urgent need of support in order to deal with challenges of state building and economic transformation. This need required an urgent and well-organized response, thus Turkish Cooperation and Coordination Agency (TIKA) was established and Newly Independent States in Central Asia and Caucasus became focal point of Turkish development cooperation. This trend has been succeeded by a rapid transformation in the recent years, resulting in a much wider geographical coverage of development partnerships, including countries in the Middle East, Africa and Asia.

TIKA cooperates with more than 100 countries worldwide and currently has programme coordination offices in 32 countries.

Source: [http://www.mfa.gov.tr/turkey\\_s-development-cooperation.en.mfa](http://www.mfa.gov.tr/turkey_s-development-cooperation.en.mfa)

As a member of the G-20, an acceding country to the European Union (EU) and an emerging economy, Turkey has taken major initiatives to support least developed countries (LDCs) in their efforts to eradicate poverty. Turkey has also put LDC-related topics high on the agenda of the international community.

Source: Trade Policy Review, Report by Turkey, World Trade Organization (WTO), Trade Policy Review Body, WT/TPR/S/259/Rev.1, 7 March 2012

Source: Trade Policy Review, Report by Turkey, World Trade Organization (WTO), Trade Policy Review Body, WT/TPR/S/259, 3 February 2012

Turkey's ODA increased from US\$967 million in 2010 to US\$1.3 billion in 2011. The ODA/gross national income (GNI) ratio has also increased, from 0.13 in 2010 to 0.16 in 2011.

In 2011, Turkey provided development assistance to 119 countries that appear on the Organisation for Economic Co-operation and Development (OECD)/Development Assistance Committee (DAC) list of aid recipients. The regional distribution of Turkey's bilateral ODA in 2011 shows that South and Central Asian countries are still the main partners, followed by countries in the Middle East and Africa. Pakistan, Syria and Afghanistan were the top three recipients of Turkish ODA in 2011.

From a sectoral point of view, 62.1% of Turkey's ODA in 2011 was allocated to cooperation in the field of social infrastructure development. Within this sector, the majority of funds were utilized in the fields of education, administrative and civilian infrastructure and health.

As the host country of the Fourth UN Conference on LDCs held in Istanbul in 2011, Turkey announced a comprehensive Economic and Technical Cooperation Package for LDCs, pledging US\$200 million annually for technical cooperation programmes, projects and scholarships. Turkey has also allocated US\$5 million to monitoring the implementation of the Istanbul Programme of Action. Furthermore, Turkey has expressed its readiness to host a Mid-Term Review Conference of the Istanbul Programme of Action in 2015.

Turkey's investments in LDCs amount to nearly US\$2 billion at present, and the Turkish government aims to increase this to US\$5 billion by 2015 and US\$12 billion by 2020.

Source: [http://www.mfa.gov.tr/turkey\\_s-development-cooperation.en.mfa](http://www.mfa.gov.tr/turkey_s-development-cooperation.en.mfa)

#### **Aid for Trade (Aft) Strategy**

The main components of Turkey's Aft strategy are to share Turkey's experiences and know-how in trade related issues to support partner countries in their efforts to exploit benefits of trade for sustainable and inclusive development objectives, by way of activities such as dispatching of advisors to partner countries for trade capacity development, organizing training programs for partner country trade officials and experts, supporting trade fairs, supporting partner country participation in international fora on trade and development, preparing projects for industry and trade zones, supporting regional and international conferences for trade promotion, donating equipment, promoting interaction among chambers of trade.

#### **Principal official agency responsible for TCB assistance to developing countries**

##### **Contact:**

##### **Turkish Cooperation and Coordination Agency (TIKA)**

Dr. Sadık Ahmet Cad. No: 8 Balgat  
Ankara, Turkey 06100  
Tel: +90 312 292 10 00  
Web: <http://www.mfa.gov.tr/contact-us.en.mfa>

##### **Turkish Cooperation and Coordination Agency (TIKA)**

Established in 1992 and entrusted with the responsibility of implementing Turkey's development cooperation policy, the Turkish Cooperation and Coordination Agency (TIKA) is responsible for coordinating Turkey's development cooperation with national actors, as well as with international organizations and bilateral donors. TIKA is also accredited to collect and report Turkey's ODA statistics.

TIKA's mission is to contribute to poverty eradication and sustainable development in partner countries. At the heart of this effort lies Turkey's own development experience and expertise, which is shared with partner countries by tailoring them to fit their specific needs and development priorities.

TIKA has programme coordination offices in 32 countries, which play an important role in TIKA's direct communication with local stakeholders, the implementation of cooperation activities and the collection of country-specific first-hand information.

The main operational activity of TIKA is technical cooperation in the development of institutional capacity and human resources in partner countries. This is accomplished by providing training and advisory services in the fields where Turkey has a comparative advantage in terms of know-how and experience. These services are complemented, where necessary, by donations of equipment and supplies for capacity-building. Another component of TIKA activities is the financing of infrastructure projects such as irrigation, sanitation and transportation projects, as well as the construction or renovation of schools, hospitals, architectural objects of cultural heritage etc. Humanitarian assistance is also extended in coordination with other Turkish institutions like the Turkish Red Crescent.

Source: [http://www.mfa.gov.tr/turkey\\_s-development-cooperation.en.mfa](http://www.mfa.gov.tr/turkey_s-development-cooperation.en.mfa)

**Other official or government organizations relevant for TCB****Contact:****Ministry of Economy**

Inonu Bulvari No: 36 06510 Emek  
Ankara, Turkey  
Tel : +90 312 204 75 00  
webinfo@economy.gov.tr  
<http://www.ekonomi.gov.tr/>

**Ministry of Economy**

Key functions in relation to Turkey's foreign trade policies now rest with the Ministry of Economy (formerly the Under-Secretariat of the Prime Ministry for Foreign Trade), in cooperation and coordination with other ministries and authorities. The Ministry of Economy regularly seeks inputs from the private sector and non-governmental organizations (NGOs) in the formulation and review of Turkey's trade policies. A World Trade Organization (WTO) Doha Development Agenda (DDA) Coordination Committee has been established for follow-up on DDA-related issues and to determine Turkey's strategy in multilateral negotiations. Turkey attaches great importance to the successful conclusion of the DDA, and has taken major initiatives to support LDCs in their efforts to eradicate poverty.

The Ministry of Economy conducts periodic reviews and assessments of trade policies. In this context, the export and import regimes and legislation on standardization are reviewed annually and updated as necessary. The private sector and NGOs provide inputs to trade policy formulation by communicating their views to the Ministry of Economy either directly or through the Union of Chambers and Commodity Exchanges of Turkey (TOBB), the Turkish Exporters Assembly (TIM), the Turkish Businessmen's and Industrialists' Association (TUSIAD), the Independent Businessmen's and Industrialists' Association (MUSIAD) and the Foreign Economic Relations Board (DEIK), as well as individual and local chambers of commerce and exporters' associations. Consultation is sometimes held with universities and research institutes, such as the Economic Development Foundation (IKV), the Economic Policy Research Foundation of Turkey (TEPAV) and the Foreign Trade Association of Turkey (TURKTRADE).

For more information: <http://www.tcp.gov.tr/>

Source: Trade Policy Review, Report by Turkey, World Trade Organization (WTO), Trade Policy Review Body, WT/TPR/S/259/Rev.1, 7 March 2012

Source: Trade Policy Review, Report by Turkey, World Trade Organization (WTO), Trade Policy Review Body, WT/TPR/S/259, 3 February 2012

**Non-governmental organizations involved in TCB****Contact:****Economic Development Foundation (IKV)**

Head Office  
Esentepe Mah. Harman Sok  
TOBB Plaza No: 10 K: 7-8 Şişli  
Istanbul, Turkey  
Tel: +90 212 270 93 00  
Fax: +90 212 270 30 22  
Web: [http://www.ikv.org.tr/icerik\\_en.asp?konu=iletisim&baslik=Contact](http://www.ikv.org.tr/icerik_en.asp?konu=iletisim&baslik=Contact)



#### **Economic Policy Research Foundation of Turkey (TEPAV)**

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Söğütözü Cad. No: 43 TOBB-ETÜ Yerleşkesi 2  
Kısım 06560 Söğütözü  
Ankara, Turkey  
Tel: +90 312 292 5500  
Fax: +90 312 292 5555  
E-mail: tepav@tepav.org.tr  
Web: www.tepav.org.tr

#### **Foreign Trade Association of Turkey (TURKTRADE)**

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Kavaklıdere Mahallesi  
Akay Caddesi No: 5  
Çankaya  
Ankara, 06640, Turkey  
Tel: +90 312 413 89 00  
Fax: +90 312 413 89 01  
Web: <http://www.invest.gov.tr/en-US/ContactUs/Pages/ContactUs.aspx>

#### **Independent Businessmen's and Industrialists' Association (MUSIAD)**

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Sütlüce, İmrahor Cad. No: 28 34445, Beyoğlu  
İstanbul, Turkey  
Tel: +90 212 222 04 06 (PBX)  
Fax: +90 212 320 06 08  
E-mail: [foreignrelations@musiad.org.tr](mailto:foreignrelations@musiad.org.tr)  
Fair E-mail: [fairs@musiad.org.tr](mailto:fairs@musiad.org.tr)  
Web: [www.musiad.org.tr](http://www.musiad.org.tr)

#### **Turkish Businessmen's and Industrialists' Association (TUSIAD)**

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Ankara Representative Office  
Iran Cad. No: 39, 4 Gaziosmanpasa  
06700 Ankara, Turkey  
Tel: +90 312 468 10 11  
Fax: +90 312 428 86 76  
E-mail: [ankoffice@tusiad.org](mailto:ankoffice@tusiad.org)  
Web: [www.tusiad.org](http://www.tusiad.org)

#### **Turkish Exporters Assembly (TIM)**

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Dis Ticaret Kompleksi Çobançesme Mevkii  
Sanayi Cd. B Blok Kat: 9 Yenibosna-İstanbul, Turkey  
Tel: +90 212 454 04 71  
+90 212 454 04 90  
Fax: +90 212 454 04 13  
+90 212 454 04 83  
E-mail: [tim@tim.org.tr](mailto:tim@tim.org.tr)  
Web: <http://www.tim.org.tr/en/contact.html>

**Union of Chambers and Commodity Exchanges of Turkey (TOBB)**

Dumlupınar Bulvarı No: 252 (Eskişehir Yolu 9. Km.) 06530  
 Ankara, Turkey  
 Tel: +90 312 218 20 00 (PBX)  
 Fax: +90 312 219 40 90/91/92/93  
 E-mail: [info@tobb.org.tr](mailto:info@tobb.org.tr)  
 Web: <http://www.tobb.org.tr/Sayfalar/Eng/Iletisim.aspx>

**TCB cooperation initiatives with UN/International agencies and bilateral partners**

A top priority of Turkey has been to foster good working relations with various international organizations in order to accentuate the country's growing role in global cooperation. In this context, Turkey has been providing voluntary contributions to multilateral organizations, such as the OECD, United Nations Development Programme (UNDP), United Nations Industrial Development Organization (UNIDO) and Food and Agricultural Organization (FAO). The total contribution made by Turkey to international organizations in 2011 amounted to US\$46.8 million, the largest portion of which went to various UN agencies and funds.

Source: [http://www.mfa.gov.tr/turkey\\_s-development-cooperation.en.mfa](http://www.mfa.gov.tr/turkey_s-development-cooperation.en.mfa)

Turkey hosted the UN Ministerial Conference on LDCs in 2007, and the Fourth UN Conference on LDCs was held in Istanbul in May 2011. As a donor to the Enhanced Integrated Framework (EIF), Turkey notes that numerous development projects have been implemented successfully.

Source: Trade Policy Review, Report by Turkey, World Trade Organization (WTO), Trade Policy Review Body, WT/TPR/S/259/Rev.1, 7 March 2012

Source: Trade Policy Review, Report by Turkey, World Trade Organization (WTO), Trade Policy Review Body, WT/TPR/S/259, 3 February 2012

An active engagement of the private sector is critical for the much needed acceleration in the progress for the achievement of the Millennium Development Goals (MDGs) and other internationally agreed development commitments. Through its core business activities, inclusive market practices and above all on-going corporate social responsibility activities, the private sector has proved its pivotal role in ensuring sustainable development and contributing to job creation, growth and expanded access to products and services. It is in this context, the Government of Turkey and the United Nations development Programme (UNDP) agreed to establish the Istanbul International Center for Private Sector in Development.

The UNDP Istanbul International Center for Private Sector in Development (IICPSD) builds on Turkey's convening power and dynamic private sector as well as UNDP's global mandate to engage the Private Sector constructively in supporting global and local efforts to address development challenges.

The Aid for Trade Initiative for Arab States, which aims to provide a platform for targeted trade reforms at regional and national levels as part of the overall effort to meet such challenges among Arab countries as youth unemployment, inclusive growth, better integration into regional and international markets, and inter alia enhance intra-OIC trade is one of the initiatives assisted by IICPSD.

Source: <http://iicpsd.org/>

**Selected TCB programmes and initiatives in this guide**

**LEGAL AND REGULATORY FRAMEWORK**

- Training programmes

**TRADE FACILITATION**

- Trade facilitation in the ECO region

## UNITED KINGDOM



### General information on UK development cooperation

The fight against global poverty continues to be a top priority for the UK Government. The Department for International Development (UK-DFID) supports long term programmes to help eliminate the underlying causes of poverty. One of its central approaches for reducing extreme poverty is through the deeper integration of developing countries into the world economy. Its programming is strongly focused on poverty reduction and closely aligned to the MDGs. Geographically, DFID currently allocates at least 90% of its bilateral funding for LDCs and, in particular, for African LDCs.

“The Government believes that even in these difficult economic times, the UK has a moral responsibility to help the poorest people in the world. We will honour our aid commitments, but at the same time will ensure much greater transparency and scrutiny of aid spending to deliver value for money for British taxpayers and to maximise the impact of our aid budget ... We will support pro-development trade deals, including the proposed Pan-African Free Trade Area.”

The Coalition: our programme for government  
HM Government

### Aid for Trade (Aft)

The UK sees trade as central to development and has, since the late 1990s, supported national and EU. The UK is committed to helping developing countries take advantage of the opportunities presented by international trade as an important tool for stimulating growth, raising incomes and creating jobs. Accordingly DFID has, since the late 1990s, supported national and EU initiatives to help countries adjust to changes in trade, and has contributed to the development of the WTO's Aid for Trade Initiative. Over the last few years DFID's approach in this area has complemented the EU Aid for Trade Strategy and has focused around the following key areas:

- Building countries' capacity to trade through national growth and competitiveness strategies;
- Helping developing countries to integrate more fully into the global trading system;
- Facilitating regional trade and integration and ensuring that Economic Partnership Agreements are beneficial to African, Caribbean and Pacific partners;
- Boosting capacity for trade negotiations;
- Building an international system that delivers more and better Aft;
- Promoting innovation and good practice in fair and ethical trade.

DFID delivers its Aft through numerous channels, including bilateral support through country offices, various international partnerships: (Infrastructure Consortium for Africa (ICA), Investment Climate Facility (ICF), etc.), think tanks, NGOs, global trust funds like the EIF, international agencies (ITC, etc.) and regional bodies like the RECs, with about 60% of its expenditure delivered through multilateral organizations, such as the European Commission, the World Bank and the African Development Bank. On the international level, UK-DFID works closely with financial institutions aimed at promoting development.

In recent years there has been a greater emphasis on evaluation, results and the impact of Aft interventions. The Bilateral Aid Review (BAR) refocused UK aid on fewer countries where it could make the biggest difference and the need was greatest. Findings from the Multilateral Aid Review (MAR) made DFID focus on working with the most effective international organisations which are critical to delivering the UK's development priorities.

DFID supports AFT initiatives all over the world. Supporting trade and regional integration in sub-Saharan Africa through the Africa Free Trade Initiative (AFTi) brings together regional trade initiatives from across DFID, Department for Business Innovation and Skills (BIS) and the Foreign and Commonwealth Office (FCO) to cut the cost and increase the value of trade within Africa and between Africa and the rest of the world. In South Asia, the UK is working to improve the intra-regional trade through improved trade facilitation and logistics which could cut the cost of trading and boost growth (SARTIP a £20million project that supports trade facilitation across West, Central and South Asia, implemented by the IFC, World Bank and ADB, and also involves working with the private sector). In the Caribbean, the UK is helping to build a more resilient economic base by assisting with the implementation of trade agreements, improving the business environment, and lowering the costs and time associated with importing and exporting (e.g. Caribbean Aid for Trade and Regional Integration Trust Fund) The UK is also working to improve the environment for trade and investment in conflict-affected and fragile states around the world.

The UK spent £1.3 billion on Aft in 2010/11 of which 60% was through multilateral agencies.

Source: DFID

### **BIS Trade and Investment White Paper (2011)**

#### **Principal official agency responsible for TCB assistance to developing countries**

##### **Contact:**

##### **UK Department for International Development (DFID)**

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22 Whitehall  
London SW1A 2EG  
Tel: +44 207 023 0000  
Fax: +44 207 023 0019  
Abercrombie House  
Eaglesham Road, East Kilbride  
Glasgow G75 8EA  
Tel: +44 135 584 4000  
Fax: +44 135 584 4099  
Public enquiry:  
Tel: +44 1355 3132  
Fax: +44 135 584 3632  
E-mail: [enquiry@dfid.gov.uk](mailto:enquiry@dfid.gov.uk)  
Web: <http://www.dfid.gov.uk/>

**Department for International Development (DFID)** was set up in 1997 as a separate ministry with a strong legislative mandate and with the overall purpose of promoting sustainable development and eliminating world poverty. The main piece of legislation governing DFID's work is the International Development Act, which came into force on 17 June 2002, replacing the Overseas Development and Cooperation Act (1980). DFID is headed by the Secretary of State for International Development and is responsible for formulating UK development cooperation policy as well as for the delivery of aid and technical expertise.

For more information: <http://www.dfid.gov.uk/>

**Other government and official agencies with responsibilities directly relevant to TCB****Contact:****British Standards Institute (BSI)**

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389 Chiswick High Road London W4 4AL United Kingdom  
Tel: +44 20 8996 9001  
Fax +44 20 8996 7001  
Email [cservices@bsigroup.com](mailto:cservices@bsigroup.com)

**British Standards Institute (BSI):** The BSI is the UK's National Standards Body (NSB) and acts as a representative of the UK Government in European and international standards forums. It works with manufacturing and service industries, businesses, governments and consumers to help develop British, European and international standards. BSI is the official WTO national enquiry point for technical barriers to trade.

For more information: E-mail: [knowledgecentre@bsigroup.com](mailto:knowledgecentre@bsigroup.com) and <http://www.bis.gov.uk/>

**Contact :****CDC Group**

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CDC Group plc Cardinal Place 80 Victoria Street London SW1E 5JL United Kingdom  
Tel: +44 (0)20 7963 4700 Fax: +44 (0)20 7963 4750 Email: [enquiries@cdcgroup.com](mailto:enquiries@cdcgroup.com)

**CDC** is the UK's development finance institution. It invests in private equity funds focused on the emerging markets of Asia, Africa and Latin America, with particular emphasis on South Asia and sub-Saharan Africa. Its investments are aimed at the private sector. CDC Group is a limited company.

For more information: E-mail: [enquiries@cdcgroup.com](mailto:enquiries@cdcgroup.com) and [http://www.cdcgroup.com/contact\\_us.asp](http://www.cdcgroup.com/contact_us.asp)

**Contact:****Department for Business, Innovation & Skills (BIS)**

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1 Victoria Street  
London SW1H 0ET  
United Kingdom  
Tel: +44 207215 5000  
Fax: + 44 207215 0105  
E-mail: [enquiries@bis.gsi.gov.uk](mailto:enquiries@bis.gsi.gov.uk)  
Web: <http://www.bis.gov.uk/>

**Department for Business Innovation and Skills (BIS):** BIS's mission is to build a dynamic and competitive UK economy by creating the conditions for business success, promoting innovation, enterprise and science, and giving everyone the skills and opportunities to succeed. It is responsible for the formulation of policy critical to the growth of the British economy. Its responsibilities range from higher education, skills and science to innovation, enterprise and business. It also acts as one of the UK WTO national enquiry points for technical barriers to trade.

For more information: <http://www.bis.gov.uk/>

**Contact:**

**Foreign Office (FCO)**

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Foreign & Commonwealth Office, King Charles Street, London. SW1A 2AH

**Foreign Office (FCO):** From 2010 onwards, the FCO has made supporting UK business abroad and attracting investment to the UK a core activity, creating a new Commercial and Economic Diplomacy Department to help deliver this work. One of its objectives is to increase trade and investment, open markets, ensure access to resources, and promote sustainable global growth. For more information: <https://www.gov.uk/government/organisations/foreign-commonwealth-office>

**Contact:**

**Trade Policy Unit (TPU)**

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As for BIS

**Trade Policy Unit (TPU):**

The Trade Policy Unit (TPU), created in 2007, brings together the trade and development section of DFID and BIS. TPU formalised the UK policy of placing development at the centre of UK policy-making on trade. It was created to ensure that trade deals reached by the UK work towards fulfilling the dual goals of global poverty reduction and increased UK competitiveness and market access. The TPU brings together some 70 trade and development experts from DFID and BIS to secure trade agreements that are beneficial to both the UK and poorer countries

**Contact :**

**United Kingdom Accreditation Service (UKAS)**

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21-47 High Street, Feltham, Middlesex. TW13 4UN  
Tel +44 (0) 20 89178400  
Email [info@ukas.com](mailto:info@ukas.com)

**United Kingdom Accreditation Service (UKAS):** UKAS is responsible for assessing organizations that provide certification, testing, inspection, and calibration services. It provides accreditation to those organizations which meet internationally agreed standards and demonstrate competence and impartiality.

For more information: <http://www.ukas.com/services/default.asp>

**Contact:**

**UK Trade & Investment (UKTI)**

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As for BIS

**UK Trade & Investment (UKTI):** UKTI is a government agency designed to assist exporters and companies in developing trade potential and gaining access to international markets. It offers free capability assessments, support in visiting potential markets, mentoring and action plans as well as grants to help small and medium companies attend trade shows overseas. It works closely with the British Chambers of Commerce (BCC) to help UK companies compete in the global market and overseas companies gain access to UK markets.

For more information: <http://www.uktradeinvest.gov.uk/index.html>

## Other official or government trade-related organizations

### Contact:

#### Export Control Organisation (ECO)

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As for BIS

**Export Control Organisation (ECO):** The ECO is responsible for legislating, assessing and issuing export licences for “controlled” goods. These goods include but are not limited to items for military use, items which can be used for civil or military purposes, items that may be used for torture, and designated radioactive sources. The ECO is also responsible for updating and informing the public and companies on export law.

For more information: <http://www.berr.gov.uk/exportcontrol>

### Contact:

#### Intellectual Property Office (IPO)

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As for BIS

**Intellectual Property Office (IPO):** The IPO is part of the Department for Business, Innovation and Skills and is responsible for providing protection for creations or inventions in the form of patents, trademarks, copyright, designs and other protection.

For more information: <http://www.ipo.gov.uk/>

### Contact:

#### National Measurement Office (NMO)

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Stanton Avenue Teddington Middlesex TW11 0JZ Tel.: 020 8943 7272 Fax: 020 8943 7270

**National Measurement Office (NMO):** The NMO is the Executive Agency of the Department for Business, Innovation and Skills responsible for establishing the legal framework necessary to ensure an accurate and consistent system of measurement throughout the UK. Within the NMO, the National Measurement System (NMS) is a new directorate tasked with promoting good measurement practices by helping maintain the UK’s national infrastructure of measurement laboratories. The NMS works to develop ever more accurate stands of measurement for use in trade, industry, academia and government in order to increase productivity through process and quality control.

For more information:

E-mail: [info@nmo.gov.uk](mailto:info@nmo.gov.uk) and [http://www.nmo.dius.gov.uk/content.aspx?SC\\_ID=246](http://www.nmo.dius.gov.uk/content.aspx?SC_ID=246);

[http://www.nmo.dius.gov.uk/content.aspx?SC\\_ID=231](http://www.nmo.dius.gov.uk/content.aspx?SC_ID=231)

## Non-governmental organizations involved in TCB

### Contact:

#### Overseas Development Institute (ODI)

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203 Blackfriars Road London SE1 8NJ UK

Tel: +44 (0)20 7922 0300 Fax:+44 (0)20 7922 0399



**Overseas Development Institute (ODI)** is an independent think tank on international development and humanitarian issues. Its mission is to inspire and inform policy and practice leading to the reduction of poverty, the alleviation of suffering and the achievement of sustainable livelihoods in developing countries. Its research programme includes AfT. ODI runs a Fellowship Scheme which has, since 1963, been sending young postgraduate economists to work in the public sectors of developing countries in Africa, the Caribbean and the Pacific on two-year contracts. The costs of the scheme are shared between the recipient government and ODI, with ODI financing the scheme primarily through grants provided by the Department for International Development (DFID) in the UK and AusAID.

For more information: <http://www.odi.org.uk/>

**Contact:**

**Oxfam**

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Oxfam GB  
Oxfam House  
John Smith Drive  
Oxford OX4 2JY  
Tel +44 (0)300 200 1292  
Email [enquiries@oxfam.org.uk](mailto:enquiries@oxfam.org.uk).

**Oxfam:** Oxfam is a leading British charity dedicated to working towards a world without poverty. It works on a number of issues including a strong commitment to lifting people out of poverty through helping developing countries to trade. Oxfam was one of the pioneers of the Fairtrade movement 40 years ago and has continued to champion the cause ever since, co-founding the Fairtrade Foundation in 1992. It also works closely with the private sector in its market and business development work.

For more information: <http://www.oxfam.org.uk/>  
<http://www.fairtrade.org.uk/>

**Contact:**

**Traidcraft**

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Kingsway  
Gateshead  
Tyne and Wear NE11 ONE  
Tel +44 (0)191 491 0591

**Traidcraft:** Traidcraft fights poverty through trade, helping people in developing countries to change their lives. It runs development programmes all over the world and campaigns in the UK and internationally for trade justice.

For more information: <http://www.traidcraft.co.uk/>

**Contact:****Volunteer Service Overseas (VSO)**

27a Carlton Drive  
Putney  
London  
SW15 2BS  
United Kingdom  
Tel +44 (0)20 8780 7500  
Email [enquiry@vso.org.uk](mailto:enquiry@vso.org.uk)

**Volunteer Service Overseas UK (VSO):** VSO works with volunteers to fight poverty in developing countries. VSO's approach involves bringing people together to share skills, build capabilities, and promote international understanding and action.

For more information: <http://www.vso.org.uk/>

**TCB cooperation initiatives with UN/International agencies and bilateral partners**

The UK has currently undertaken two main TCB collaboration initiatives on Trade Policy Development and Supply Capacity with the World Bank- MDTF-TD2 and support of Non-Tariff Measures and Women and Trade programmes the International Telecommunications Union (ITC):

- MDTF-TD2: a new multi-donor trust fund to support the implementation of the first ever World Bank Trade Strategy (see info below). The International Trade Department in the Bank manages the Fund, and other donors include Sweden and Switzerland.
- ITC: DFID supports Non-Tariff Measures and Women and Trade programmes (see detail below)

The financing mechanisms are the following:

- MDTF-TD2: DFID will contribute £6million over three years (2012-15) to the fund
- ITC: DFID will provide £5.4million

The mechanisms for data collection and reporting :

- MDTF-TD2: continued data collection on the impact, outcome and performance indicators. Sub-Committee and Consultative Group will review and discuss progress on results indicators.
- ITC – To be decided.

The mechanisms for monitoring and evaluation:

- MDTF-TD2: will be subject to two independent evaluations (mid-term review and final)
- ITC: To be decided

The categories of aid are:

- Trade policy development ; and
- Supply capacity

## Selected TCB programmes and initiatives in this guide

### GLOBAL ADVOCACY

- AFT monitoring and awareness building
- WTO Global Aid for Trade Review

### TRADE POLICY DEVELOPMENT

- Multi-donor Trust Fund – TD2
- Support for negotiations of Economic Partnership Agreements
- ITC Non-Tariff Measures
- Enhanced Integrated Framework
- Trade Advocacy Fund
- Caribbean Aid for Trade and Regional Integration Trust Fund (CARTFund)

### LEGAL AND REGULATORY FRAMEWORK

- Regional harmonization of trade regulation

### SUPPLY CAPACITY

- Africa Enterprise Challenge Fund
- Making Markets Work Better for the Poor (M4P2)
- Food and Retail Industry Challenge Fund
- Regional Food Markets Programmes
- ITC Women and Trade

### COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES

- Meeting international standards, Mozambique
- Promoting labour and health standards, Bangladesh

### MARKET AND TRADE INFORMATION

- Trade Transparency Project

### TRADE FACILITATION

- Trade Mark East Africa
- Trade Mark Southern Africa
- Support for West African Regional Integration (SWARIP)
- South Asia Regional Trade and Integration Project (SARTIP)

### PHYSICAL TRADE INFRASTRUCTURE

- Mozambique Regional Gateway Programme
- Regional Infrastructure Programme for Africa (RIPA)

### TRADE RELATED FINANCIAL SERVICES

- FinMark

### SOUTH-SOUTH AND TRIANGULAR COOPERATION

### OTHER TRADE-RELATED SERVICES

- Responsible and Accountable Garment Sector Challenge Fund

## UNITED STATES OF AMERICA



Historically, the US has justified its development assistance policies in terms of both recipient country needs and its own foreign policy objectives. Development cooperation is one of the three pillars of the US National Security Strategy, along with diplomacy and defense (the 3Ds). More than twenty US government institutions are involved in providing official bilateral and/or multilateral development assistance. Major assistance organizations include the U.S. Agency for International Development (USAID), the Millennium Challenge Corporation (MCC) and the Departments of State, Defense, Treasury and Agriculture. These institutions together manage the vast majority of ODA. Many types of foreign policy objectives are implemented, including diplomatic, military, economic and a wide range of others. As part of the foreign assistance policy in the area of trade, the U.S complements its aid for trade (AFT), or trade capacity building (TCB), assistance with preference programmes. These programmes include: the Generalized System of Preferences programme, which includes more than 130 beneficiary developing countries, and an additional component solely for least-developed beneficiary countries; the African Growth and Opportunity Act (AGOA), which benefits sub-Saharan African countries; the Caribbean Basin Initiative, benefitting countries in the Caribbean, including HOPE, a component for Haiti; and the Andean Trade Preferences Act. Each of these programmes offers duty-free entry to a set of products defined in that programme to its beneficiary countries.

“U.S. aid for trade is about giving countries, particularly the least trade-active, the training and technical assistance needed to: make decisions about the benefits of trade arrangements and reforms; implement their obligations to bring certainty to their trade regimes; and enhance such countries’ ability to compete in a global economy.”

Source: Office of the United States Trade Representative

<http://www.ustr.gov/tradetopics/trade-development/trade-capacity-building/aid-trade>

### Aid for Trade (AFT) Strategy

The U.S. AFT strategy is integrated within its USAID Policy Framework, which outlines the Agency’s main development priorities. Within this framework, economic growth is one of seven Core Development Objectives, and support for AFT is one of the economic growth priority objectives. The USAID Policy Framework is designed to closely follow the directives laid out in the Quadrennial Diplomacy and Development Review (QDDR), designed to review the mandates and capabilities of the State Department and USAID. The Economic Growth Strategy reiterates that international trade is a key driver for economic growth in developing countries; its key objectives are to:

1. Develop well-functioning markets;
2. Enhance access to productive activities;
3. Strengthen the international framework of policies, institutions and public goods, including trade.

The US trade capacity-building programmes complement and cut across many other categories of assistance and help countries to participate in the global trading system. Training and technical assistance programmes assist countries to analyze and participate in international trade negotiations, implement commitments made in trade agreements, facilitate the efficient import and export of goods and services, and build the supply-side capacity needed to participate in the global trading system. Trade enhances the competitive forces that drive productivity change and growth.

The U.S. government has provided more than US\$14.4 billion in AFT to developing country trading partners since 2000, primarily through USAID and the MCC. The USAID field and regional missions afford a local presence that allows its officials to engage with capital-based officials and other key stakeholders on a country’s development and AFT priorities. Since 1999, the United States has independently tracked its trade capacity-building activities. Domestically, AFT programmes are referred to as trade capacity-building programmes, including trade-related infrastructure projects.

The United States uses a mix of funding and planning vehicles for foreign assistance, as directed by the U.S. Congress, with planning and spending intended to be responsive to countries' needs. Its Aft is delivered by numerous agencies using a wide variety of mechanisms, the main agencies being USAID and the MCC, and is reflected in the US Millennium Challenge Account (MCA) programmes when partner countries place a priority on Aft – MCC's Aft activities are imbedded within the various activities that make up an MCA programme.

U.S. Aft focuses on country-based bilateral and regional programmes and aims to work through a combination of bilateral and regional assistance, thereby ensuring that programmes are flexible and can respond in a timely way to local needs and opportunities. While the MCC primarily focuses on country-level programmes, other agencies, including USAID, provide both bilateral and regional support. At the regional level, the United States has taken region-specific steps to increase the effectiveness of its trade capacity-building assistance. Countries eligible for MCC compact assistance are responsible for developing their own programmes and for procuring goods and services to implement them. This has opened numerous opportunities for South-South cooperation, both official and private sector, funded by MCC. The U.S. Government has also created Hubs for Global Competitiveness to support trade capacity building in sub-Saharan Africa. USAID supports four hubs in Gaborone, Botswana; Accra, Ghana; Nairobi, Kenya; and Dakar, Senegal. In addition to assistance provided by these hubs, assistance comes from USAID headquarters, through USAID bilateral missions and through other U.S. government agencies. At the multilateral level, the U.S. contributions to international financial institutions are not earmarked for Aft.

Aft projects are an integral part of MCC programmes. MCC partner countries determine their priorities and are responsible for developing their own programmes. In addition to the above, the United States Trade Representative (USTR)'s Trade and Development office develops policy and coordinates efforts to improve the effectiveness of trade-related development assistance worldwide and to increase funding to trade-related economic growth programmes. USTR also administers a number of preference programmes, including the Generalized System of Preferences, the African Growth and Opportunity Act, the Andean Trade Preference Act and the Caribbean Basin Initiative.

Interagency (inter-governmental) coordination in Aft is part of the overall established U.S. Government coordination mechanism for trade policy. USTR and USAID lead the Aft effort. The information provided in this report was generated by annual surveys of United States Government agencies, beginning in 2001, of their trade capacity building activities and funding levels. A technical team conducted the survey and data processing, working collaboratively with the Office of Economic Growth at the United States Agency for International Development. More than two dozen U.S. Government agencies and departments, as well as several dozen USAID field missions, participated in one or all of the data collection exercises. The technical team reviewed completed survey forms, checking for accuracy and consistency in the reporting of funding and allocation into TCB categories. Whenever a report was ambiguous or incomplete, the technical team worked with the reporting U.S. Government agency, department, or field mission to amend the data.

The categories and definitions used to measure "Trade Capacity Building" were designed by USAID in consultation with the U.S. Office of the Trade Representative and other U.S. Government agencies, and by drawing upon the growing body of research literature covering TCB by the international donor community. Integration into the global economy is a complex and multi-faceted task for many developing countries and transition economies. Building the capacity to engage successfully in trade, as well as to negotiate effectively in international fora, involves a broad range of sectors such as financial, legal, environmental, and labor. In light of this reality, the definitions of trade capacity building categories in this database represent an effort to most accurately gauge the contribution of U.S. foreign assistance to building the trade capacity of developing countries and transition economies.

In order to preserve the integrity of the data, survey respondents were instructed to apply a rigorous standard for trade capacity building support, using the definitions of the TCB categories. Activities were limited to those that related directly to increasing the ability of developing and transition countries to participate in global trade agreements, to engage more actively in trade itself, or to assure the benefits of trade are

wide-spread among economic groups. For example, basic agricultural research, basic education and health programs, while certainly contributing to building national productive capacity, were not included because they lacked any direct link to trade. However, research on methods to control pests that were consistent with phyto-sanitary requirements on export crops was considered to have an impact on a country's ability to expand its participation in trade.

Finally, an interagency team has been formed to develop a common strategy for monitoring and evaluating trade-related programmes. Because AFT is a collection of programme activities of different types, the challenge in monitoring progress is to find an efficient and effective way to look across these different activities. USAID implemented a Cross-Country Evaluation of Trade Capacity Building to inform USAID and the Office of the US Trade Representative in their efforts to develop an interagency model to systematically measure and evaluate the effectiveness TCB assistance. The results of the evaluation were published in November 2010 and are available at: [inside.usaid.gov/ppldocs/E3\\_Aid\\_to\\_Trade.pdf](http://inside.usaid.gov/ppldocs/E3_Aid_to_Trade.pdf) - 2012-12-06

Some of the findings of the evaluation include the following:

- Export gains associated with USAID TCB projects stem from modest investments directed at trade facilitation and improvements in government practices, as well as from larger investments in projects that work directly with exporters. There are synergies among these three pathways to improved trade performance.
- USAID TCB projects have discernible employment and income impacts on individuals and families.
- Projects that combined assistance modalities (technical assistance, training, equipment) and those that combined efforts to expand exporting with policy improvements were synergistic in ways that raised project success scores, but this was not true for projects that focused on exports from multiple sectors.
- USAID's 2003 TCB Strategy Paper was highly influential in shaping the USAID TCB portfolio. Results were achieved on each of the strategy's priorities.
- TCB performance management practices would benefit from fuller implementation of USAID guidance on developing Results Frameworks, setting performance targets, and collecting baseline data.

#### **Principal official agency responsible for TCB assistance to developing countries**

##### **Contact:**

##### **United States Agency for International Development (USAID)**

E-mail: [pinquiries@usaid.gov](mailto:pinquiries@usaid.gov)

<http://www.usaid.gov/> and [http://www.usaid.gov/about\\_usaid/primer.html](http://www.usaid.gov/about_usaid/primer.html)

Please contact the U.S. Embassy or USAID mission in your country by following the above link. U.S. TCB assistance is arranged in the field. Additional information on particular agencies can be found on their websites, as noted above.

**United States Agency for International Development (USAID):** USAID is an independent federal government agency that receives overall foreign policy guidance from the Secretary of State. It supports long-term and equitable economic growth and advances U.S. foreign policy objectives by supporting: (i) economic growth, education and environment; (ii) agriculture; (iii) global health; and (iv) democracy, conflict prevention and humanitarian assistance. USAID provides assistance in sub-Saharan Africa, Asia and the Near East, Latin America and the Caribbean, and Europe and Eurasia. It works in 100 developing countries and in close partnership with private voluntary organizations, indigenous groups, universities, US businesses, international organizations, other governments, trade and professional associations, faith-based organizations, and other U.S. government agencies. It provides assistance in a wide range of areas, including AFT. In 2011, USAID funding for trade capacity building totaled more than US\$678 million. Its top six funding categories within trade capacity building were: (i) US\$188 million for trade facilitation (customs operations); (ii) US\$179 million for

trade-related agriculture; (iii) US\$102 million for physical infrastructure development; (iv) US\$68 million fell under other trade capacity building, which includes (did not specify) (v) US\$44 million for competition policy, business environment and governance ; and (vi) US\$21 million for trade related labor.

For more information: E-mail: [pinquiries@usaid.gov](mailto:pinquiries@usaid.gov) and <http://www.usaid.gov/> and [http://www.usaid.gov/about\\_usaid/primer.html](http://www.usaid.gov/about_usaid/primer.html)

**Contact:**

**Millennium Challenge Corporation (MCC)**

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875 Fifteenth Street NW,  
Washington, DC 20005-2221  
U.S.A.  
Tel.: +1-202-521-3600  
<https://www.mcc.gov/pages/contact>

**Millennium Challenge Corporation (MCC):** The Millennium Challenge Corporation (MCC) is a U.S. government agency committed to promoting good governance, economic freedom and investments in its partner countries. It provides countries which meet its eligibility criteria with large-scale grants to fund country-led solutions for reducing poverty through sustainable economic growth. MCC grants complement other U.S. and international development programmes. There are two primary types of MCC grants: (i) compacts, which are large, five-year grants for countries that pass MCC's eligibility criteria; and (ii) threshold programmes, which are smaller grants awarded to countries that come close to passing these MCC criteria and are firmly committed to improving their policy performance. MCC is managed by a chief executive officer, who is part of the nine-member Board of Directors. The Secretary of State, the Secretary of the Treasury, the U.S. Trade Representative, and the USAID Administrator serve on the board along with four private sector representatives.

**Other government and official agencies with responsibilities directly relevant to TCB**

**Contact:**

**The Animal Plant and Health Inspection Service (APHIS)**

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Foreign Agricultural Service  
1400 Independence Ave. SW  
Washington, D.C. 20250  
Overseas Offices

Find contacts for FAS overseas offices.  
<http://www.fas.usda.gov/aboutfas.asp> and <http://www.fas.usda.gov/>

**The Animal Plant and Health Inspection Service (APHIS)**, also an agency of the USDA, provides assistance on SPS and related issues.

For more information: <http://www.fas.usda.gov/aboutfas.asp> and <http://www.fas.usda.gov/>

**Contact:****Commercial Law Development Programme (CLDP)**

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U.S. Department of Commerce, Office of the General Counsel, Mail Stop 5875  
1401 Constitution Avenue, NW, Washington, DC 20230  
Tel: +1 202 482 2400  
Fax: +1 202 482 0006  
<http://www.cldp.doc.gov/>

**Commercial Law Development Programme (CLDP):** This agency's mission is to improve the legal environment for doing business in developing and transitional countries around the globe and thereby foster greater political stability and economic opportunity for local entrepreneurs and U.S. companies alike. CLDP provides commercial law technical assistance to the governments and private sectors of developing and transitional countries in support of their economic development goals. The programmes are demand-driven and customized to address priority issues for host governments and firms interested in doing business in those countries. CLDP's unique government-to-government approach helps improve legal and regulatory environments and develops sustainable professional relationships with US partners. CLDP draws expertise from throughout the US Government, as well as from leading professionals from the private sector and international organizations, to implement its programmes. Through workshops, on-the-job skills training and consultative tours in the US and abroad, CLDP helps lawmakers, regulators, judges, lawyers, and educators from host countries achieve their commercial law reform goals.

For more information: <http://www.cldp.doc.gov/>

**Contact:****Department of State**

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U.S. Department of State  
2201 C Street NW  
Washington, DC 20520  
U.S.A.  
Tel.: +1-202-647-4000  
<http://contact-us.state.gov/app/answers/list>

**Department of State** is the United States' lead foreign affairs agency and the Secretary of State is the President's principal foreign policy adviser. It implements many types of foreign policy objectives, including diplomatic, military and economic. It is responsible for implementing about a sixth of ODA. Traditionally, the Department of State's lead role in development relates to its management of funds for the United Nations system and other qualifying international organizations and its roles in dealing with migration and refugees, and with narcotic-related development actions. It has limited development and overseas activity management expertise and relies on USAID to implement the development aspects of its politically negotiated assistance programmes.

For more information: <http://contact-us.state.gov/app/answers/list>



**Contact:****Department of the Treasury (USDT)**

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1500 Pennsylvania Avenue, NW  
Washington, D.C. 20220  
Tel.: +1-202 622-2000  
Fax: +1-202 622-641  
<http://www.treasury.gov/connect/Pages/contact-us.aspx>

**Department of the Treasury (USDT):** The Treasury's Office of Technical Assistance (OTA), provides comprehensive financial advice around the world. Its expert advisors work directly with foreign governments to support their efforts to improve their financial systems. A number of these countries are involved in the transition from state-controlled to market-based economies, some are developing nations that are attempting to develop the capacity to better meet the needs of their populations, and others are emerging from periods of internal or external conflict. The Office also engages in financial reconstruction and stabilization efforts for countries emerging from conflict or those that are considered to be failed states. The Treasury Department fulfills its responsibilities in technical assistance primarily through the placement of resident and intermittent advisors. Long-term, resident advisors provide advice and training to ministers of finance, central bank governors and other government officials. Short-term, intermittent advisors provide highly specialized assistance, as necessary.

For more information: <http://www.treasury.gov/connect/Pages/contact-us.aspx>

**Contact:****Foreign Agricultural Service (FAS)**

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Foreign Agricultural Service  
1400 Independence Ave. SW  
Washington, D.C. 20250  
Overseas Offices  
Find contacts for FAS overseas offices  
<http://www.fas.usda.gov/contactus.asp>

**Foreign Agricultural Service (FAS):** The FAS is an agency of the U.S. Department of Agriculture (USDA). It has the primary responsibility for USDA's international activities – market development, trade agreements and negotiations, and the collection and analysis of statistics and market information. It provides food aid and technical assistance to developing countries. It also administers USDA's export credit guarantees and works to improve foreign market access for U.S. products, build new markets, and improve the competitive position of U.S. agriculture in the global marketplace. It helps to increase income and food availability in developing nations by mobilizing expertise for agriculturally led economic growth. FAS carries out a broad array of international training, technical assistance, and other collaborative activities with developing and transitional countries to facilitate trade and promote food security. In order to increase the benefits to developing nations participating in global agricultural markets, it has agricultural counselors, attachés, trade officers and locally employed FAS staff stationed in over 90 countries. In addition to agricultural affairs offices in U.S. embassies, agricultural trade offices have also been established in a number of key markets and function as service centers for U.S. exporters and foreign buyers seeking market information.

For more information: <http://www.fas.usda.gov/contactus.asp>

**Contact:****OPDAT Department of Justice**

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U.S. Department of Justice  
 950 Pennsylvania Avenue, NW  
 Washington, DC 20530-0001  
 U.S.A.  
 Tel.: +1- 202-514-2000  
<http://www.justice.gov/criminal/opdat/about/mission.html>

**OPDAT Department of Justice:** The mission of the Office of Overseas Prosecutorial Development, Assistance and Training (OPDAT) is to develop and administer technical assistance designed to enhance the capabilities of foreign justice sector institutions and their law enforcement personnel, so that they can effectively partner with the Department of Justice in combating terrorism, trafficking in persons, organized crime, corruption, and financial crimes. OPDAT carries out justice sector institution building, including technical assistance and skills development support, to enhance foreign justice sector cooperation.

For more information: <http://www.justice.gov/criminal/opdat/about/mission.html>

**Contact:****Overseas Private Investment Corporation (OPIC)**

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1100 New York Avenue, NW Washington, D.C. 20527 [info@opic.gov](mailto:info@opic.gov) Tel. +1-202 336-8400  
<http://www.opic.gov/projects>

**Overseas Private Investment Corporation (OPIC):** OPIC is an agency of the U.S. government, founded in 1971, which assists U.S. businesses to invest overseas, fosters economic development in new and emerging markets, complements the private sector in managing risks associated with foreign direct investment, and supports U.S. foreign policy. Currently, OPIC services are available for new and expanding business enterprises in more than 150 countries worldwide. OPIC's financing and political risk insurance also help U.S. businesses compete in emerging markets and meet the challenges of investing overseas when private sector support is not available. OPIC promotes U.S. best practices by requiring projects to adhere to international standards on the environment and on worker and human rights. For more information:

<http://www.opic.gov/projects>

**Contact:****United States African Development Foundation (USADF)**

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1400 I St NW #1000  
 Washington, DC 20005,  
 U.S.A. Tel.: +1 202-673-3916  
<http://www.adf.gov/USADF-QuickSourceInformationDirectory.htm#pg>

**United States African Development Foundation (USADF):** USADF provides grants of up to US\$250,000 to community organizations and enterprises that benefit under-served and marginalized communities in Africa. In 2009, USADF funded over US\$20 million for 150 project grants in 20 countries. An additional US\$4 million was used to fund African-directed partner organizations that provide design and implementation support for USADF grantees.

For more information: <http://www.adf.gov/USADF-QuickSourceInformationDirectory.htm#pg>

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**United States Trade and Development Agency (USTDA)**

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1000 Wilson Blvd.,  
Suite 1600 Arlington, VA 22209  
Phone: (703) 875-4357  
Fax: (703) 875-4009  
<http://www.ustda.gov/about/>

**United States Trade and Development Agency (USTDA):** USTDA is directly funded by the U.S. Congress. Its mission is to promote economic growth in developing and middle income countries, while simultaneously helping American businesses to export their products and services, thereby creating U.S. jobs. In addition, USTDA supports U.S. policy objectives related to development and capacity-building activities in developing and middle income countries. The agency funds various forms of technical assistance, early investment analysis, training, orientation visits and business workshops that support the development of modern infrastructure and a fair and open trading environment. The hallmark of USTDA development assistance is building partnerships between U.S. companies and overseas project sponsors to bring proven private sector solutions to developmental challenges. Its strategic use of foreign assistance funds to support sound investment policy and decision-making in host countries creates an enabling environment for trade, investment and sustainable economic development. Operating at the nexus of foreign policy and commerce, USTDA is uniquely positioned to work with U.S. firms and host countries in achieving the Agency's trade and development goals. In carrying out its mission, USTDA gives emphasis to economic sectors that may benefit from U.S. exports of goods and services.

For more information: <http://www.ustda.gov/about/>

**Other official or government trade-related organizations****Contact:****International Trade Administration (ITA)**

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Office of the United States Trade Representative  
600 17th Street NW  
Washington, DC 20508  
USA  
Tel.: +1-202-395-2839  
Fax: +1-202-395-2961  
<http://www.ustr.gov/trade-topics/trade-development/trade-capacity-building>

**International Trade Administration (ITA):** ITA is part of the Department of Commerce and has as its mission to create prosperity by strengthening the competitiveness of U.S. industry, promoting trade and investment, and ensuring fair trade and compliance with trade laws and agreements. Trade.gov provides access to ITA's valuable information and services on U.S. international trade policy.

For more information: <http://www.export.gov/>

**Contact:****National Institute of Standards and Technology (NIST)**

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100 Bureau Drive, Stop 1070  
Gaithersburg, MD 20899-1070  
U.S.A.  
Tel.: +1- (301) 975-NIST (6478)  
[http://www.nist.gov/public\\_affairs/general2.htm](http://www.nist.gov/public_affairs/general2.htm)

**National Institute of Standards and Technology (NIST):** Founded in 1901, NIST is a non-regulatory federal agency within the U.S. Department of Commerce. Its mission is to promote U.S. innovation and industrial competitiveness by advancing measurement science, standards, and technology in ways that enhance economic security and improve the quality of life. It carries out its mission in four cooperative programmes: (i) the NIST Laboratories, conducting research that advances the nation's technology infrastructure and is needed by U.S. industry to continually improve products and services; (ii) the Baldrige National Quality Program, which promotes performance excellence among U.S. manufacturers, service companies, educational institutions, healthcare providers, and non-profit organizations, conducts outreach programmes and manages the annual Malcolm Baldrige National Quality Award which recognizes performance excellence and quality achievement; (iv) the Hollings Manufacturing Extension Partnership, a nationwide network of local centers offering technical and business assistance to smaller manufacturers; and (v) the Technology Innovation Program, which provides cost-shared awards to industry, universities, and consortia for research on potentially revolutionary technologies that address critical national and societal needs. Between 1990 and 2007, NIST also managed the Advanced Technology Program.

For more information: [http://www.nist.gov/public\\_affairs/general2.htm](http://www.nist.gov/public_affairs/general2.htm)

**Contact:**

**United States Export-Import Bank (Ex-Im Bank)**

Washington, D.C. Office  
811 Vermont Ave., NW  
Washington, DC 20571  
U.S.A.  
Toll free tel.: 800.565.3946  
Tel.: +1-202.565.3946  
Fax: +1-202.565.3380

**United States Export-Import Bank (Ex-Im Bank):** The EX-Im Bank is the official export credit agency of the United States. Its mission is to assist in financing the export of U.S. goods and services to international markets. It provides working capital guarantees (pre-export financing); export credit insurance; and loan guarantees and direct loans (buyer financing). Ex-Im Bank has supported more than US\$400 billion of U.S. exports, primarily to developing markets worldwide, over the last 70 years. Its short-term insurance policies protect exporters against non-payment by their foreign buyers due to both commercial risks (insolvency, bankruptcy and default) and political risks (war, revolution, transfer risk) and allows exporters to extend competitive credit terms to their foreign buyers. The Ex-Im Bank provides U.S. exporters with the financing tools needed to successfully compete for business in Africa. Its products and initiatives help U.S. exporters in all regions of Africa, including high-risk and emerging markets. Through its special Trade Finance Initiative for Africa it provides importers from Africa with short-term and medium-term loans to finance imports of US goods.

For more information: <http://www.exim.gov/index.cfm>  
<http://www.exim.gov/newsandevents/releases/2012/ex-im-bank-renews-100-million-africa-insurance-initiative.cfm>

**Contact:**

**United States Food and Drug Administration (FDA)**

10903 New Hampshire Avenue  
Silver Spring, MD 20993  
U.S.A.  
Tel.: 1-888-INFO-FDA (1-888-463-6332)  
<http://www.fda.gov/InternationalPrograms/default.htm>

**United States Food and Drug Administration (FDA):** The FDA is responsible for protecting the US public health by assuring the safety, efficacy and security of human and veterinary drugs, biological products, medical devices, food supply, cosmetics and products that emit radiation. Beyond the US borders, the FDA also provides support to developing countries through its international programmes. It has established an in-country presence in China, India, the Middle East, Europe, and Latin America. It provides a number of areas in which to establish a permanent in-country presence. The FDA has launched an initiative called “Beyond our Borders” which promotes closer collaboration with foreign counterparts; provides technical assistance to foreign regulators and industries; and establishes overseas offices in foreign countries. It also runs a Capacity Building Programme which includes a range of education, outreach, and other activities where it collaborates with its regulatory counterparts in other countries to improve regulatory infrastructures, preventive controls and production practices to help ensure the safety and quality of imported products into the U.S.

For more information: <http://www.fda.gov/InternationalPrograms/default.htm>

**Contact:**

**United States Patent and Trademark Office (USPTO)**

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USPTO Headquarters - Main Campus Address  
Madison Buildings (East & West)  
600 Dulany Street  
Alexandria, VA 22314  
U.S.A.  
Tel.: +1- 800-786-9199 (toll-free)  
571 272-1000 (local)  
<http://www.uspto.gov/about/contacts/index.jsp>

**United States Patent and Trademark Office (USPTO),** another agency of the Department of Commerce, is the federal agency for granting U.S. patents and registering trademarks. The USPTO advises the President of the United States, the Secretary of Commerce and U.S. Government agencies on intellectual property (IP) policy, protection, and enforcement, and promotes stronger and more effective IP protection around the world. It furthers effective IP protection for U.S. innovators and entrepreneurs worldwide by working with other agencies to secure strong IP provisions in free trade and other international agreements. It also provides training, education, and capacity-building programmes designed to foster respect for IP and encourage the development of strong IP enforcement regimes by U.S. trading partners. USPTO runs the Global Intellectual Property Academy, which offers training in all aspects of intellectual property policy, protection and enforcement.

For more information: <http://www.uspto.gov/about/contacts/index.jsp>

**Contact:**

**United States Trade Representative (USTR) Trade and Development Office**

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Office of the United States Trade Representative  
600 17th Street NW  
Washington, DC 20508  
USA  
Tel.: +1-202-395-2839  
Fax: +1-202-395-2961  
<http://www.ustr.gov/trade-topics/trade-development/trade-capacity-building>

**United States Trade Representative (USTR) Trade and Development Office:** The USTR is responsible for developing and coordinating U.S. international trade, commodity, and direct investment policy, and overseeing negotiations with other countries. The U.S. Trade Representative, a Cabinet member, serves as the president's principal trade advisor, negotiator, and spokesperson on trade issues. The USTR Office is part of the Executive Office of the President. Through an interagency structure, the Office coordinates trade policy, resolves disagreements, and frames issues for presidential decision. USTR's Trade and Development office develops policy and coordinates efforts to improve the effectiveness of trade-related development assistance worldwide, and to increase funding to trade-related economic growth programmes. The USTR serves as vice chairman of the Board of Directors of the Overseas Private Investment Corporation (OPIC), is on the Board of Directors of the Millennium Challenge Corporation, is a non-voting member of the Export-Import Bank Board of Directors, and a member of the National Advisory Council on International Monetary and Financial Policies. The USTR consults with other government agencies on trade policy matters through the Trade Policy Review Group (TPRG) and the Trade Policy Staff Committee (TPSC). These groups, administered and chaired by the USTR and composed of 19 federal agencies and offices, make up the sub-cabinet level mechanism for developing and coordinating U.S. Government positions on international trade and trade-related investment issues.

For more information: <http://www.ustr.gov/trade-topics/trade-development/trade-capacity-building>

#### **Non-governmental organizations involved in TCB**

##### **Contact:**

##### **Bill & Melinda Gates Foundation**

Main Office  
500 Fifth Avenue North  
Seattle, WA 98102  
U.S.A.  
Tel.: +1-206 709-3100  
Email: [info@gatesfoundation.org](mailto:info@gatesfoundation.org)  
<http://www.gatesfoundation.org/global-development/Pages/overview.aspx>

**Bill & Melinda Gates Foundation:** The Foundation works to help all people lead healthy, productive lives. In developing countries, the Foundation focuses on improving people's health and giving them the chance to lift themselves out of hunger and extreme poverty. The Foundation also intervenes in the areas of agricultural development to help small farmers boost their productivity and increase their incomes, and provides financial services for the poor in the form of microfinance.

For more information: <http://www.gatesfoundation.org/global-development/Pages/overview.aspx>

##### **Contact:**

##### **Carnegie Endowment for International Peace**

1779 Massachusetts Avenue NW  
Washington, DC 20036-2103  
U.S.A.  
Tel.: +1-202 483 7600  
Fax: +1-202 483 1840  
<http://www.carnegieendowment.org>

**Carnegie Endowment for International Peace:** This is a private, non-profit organization dedicated to advancing cooperation between nations and promoting active international engagement by the United States. Founded in 1910, its work is non-partisan and dedicated to achieving practical results. Carnegie experts produce commentary and analysis that addresses the most important foreign policy issues of the day and the regions they affect. They study international trade flows, free trade agreements and labour and environmental standards, and develop strategies to make global economic integration work for more countries.

For more information: <http://www.carnegieendowment.org/>

**Contact:**

**Center for Global Development (CGD)**

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1800 Massachusetts Ave.  
NW Third Floor  
Washington DC 20036  
Tel.: +1-202 416-4000  
Fax: +1-202 416-4050  
<http://www.cgdev.org/>

**Center for Global Development (CGD):** This is an independent, non-profit policy research organization that is dedicated to reducing global poverty and inequality and to making globalization work for the poor. Through a combination of research and strategic outreach, the Center actively engages policymakers and the public to influence the policies of the United States, other rich countries, and such institutions as the World Bank, the IMF, and the WTO to improve the economic and social development prospects in poor countries. CGD was recently ranked among the world's top think tanks (15th out of several thousand such research organizations) in an independent survey-based ranking published in Foreign Policy magazine.

For more information: <http://www.cgdev.org/>

**Contact:**

**Center for International Development (CID)**

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Center for International Development at Harvard University  
Harvard Kennedy School  
79 JFK Street Box 34  
Cambridge, MA 02138  
U.S.A.  
Tel: +1 617-495-4112  
Fax: +1 617-496-8753  
Email: [cid\\_events@harvard.edu](mailto:cid_events@harvard.edu)  
<http://www.cid.harvard.edu/cidinformation/>

**Center for International Development (CID):** The CID is a research group based at Harvard University. It works to generate shared and sustainable prosperity in developing economies. The CID actively creates, applies and integrates knowledge from across Harvard University to advance understanding of development challenges and solutions. Its mission is to improve development practice and resolve the dilemmas of public policy associated with eradicating global poverty. The CID's primary activities and programmes seek to: (i) change the way that growth strategies are conceived, designed, and implemented; (ii) reinvent production-related policies to facilitate countries' move to higher productivity activities; (iii) extend markets to the underserved and empower the disenfranchised; (iv) improve service delivery in education, health, and

other social services; (v) design institutions, policies and practices that promote sustainable development that meets human needs while conserving the earth's life support systems. CID serves as Harvard's primary centre for research on international development.

For more information: <http://www.cid.harvard.edu/cidinformation/>

**Contact:**

**Ford Foundation**

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320 East 43rd Street  
New York, N.Y. 10017  
USA  
Tel.: +1 212 573 5000  
Fax: +1 212 351 3677  
<http://www.fordfound.org/grants>

**Ford Foundation:** The Ford Foundation supports visionary leaders and organizations working on the front-lines of social change worldwide. Its goals are to: (i) strengthen democratic values; (ii) reduce poverty and injustice; (iii) promote international cooperation; and (iv) advance human achievement. The Ford Foundation works with visionary leaders and organizations around the world.

For more information: <http://www.fordfound.org/grants>

**Contact:**

**Global Development and Environment Institute (GDAE)**

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Tufts University  
Medford , MA 02155  
USA  
Tel. +1-617-627-3530  
fax.+1- 617-627-2409  
email: [gdae@tufts.edu](mailto:gdae@tufts.edu)  
[http://www.ase.tufts.edu/gdae/about\\_us/gdae\\_overview.html](http://www.ase.tufts.edu/gdae/about_us/gdae_overview.html)

**Global Development and Environment Institute (GDAE):** GDAE was founded in 1993 to combine the research and curricular development activities of two Tufts programmes at the Fletcher School of Law and Diplomacy. The Institute has produced more than a dozen books and numerous articles, policy documents, and discussion papers. These materials are being used in academic settings to enhance the teaching of economics and related subjects, and in policy circles, where GDAE researchers are recognized leaders in their fields. One of the areas of policy research is Globalisation and Sustainable Development, under which a number of research activities in the area of trade and the WTO and other free trade agreements are undertaken.

For more information: [http://www.ase.tufts.edu/gdae/about\\_us/gdae\\_overview.html](http://www.ase.tufts.edu/gdae/about_us/gdae_overview.html)



**Contact:**

**Open Society Institute (OSI)**

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224 West 57th Street  
New York, NY 10019  
USA  
Tel:1-212-548-0600  
Fax:1-212-548-4600  
<http://www.soros.org/about/overview>

**Open Society Institute (OSI):** The OSI works to build vibrant and tolerant democracies whose governments are accountable to their citizens. To achieve its mission, OSI seeks to shape public policies that assure greater fairness in political, legal, and economic systems and safeguard fundamental rights. On a local level, OSI implements a range of initiatives to advance justice, education, public health, and independent media. At the same time, it builds alliances across borders and continents on issues such as corruption and freedom of information. OSI places a high priority on protecting and improving the lives of people in marginalized communities.

For more information: <http://www.soros.org/about/overview>

**Contact:**

**RAND Corporation**

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Headquarters Campus  
1776 Main Street  
Santa Monica, CA 90401-3208  
Tel: (310) 393-0411  
Fax: (310) 393-4818  
[http://www.rand.org/research\\_areas/international\\_affairs/](http://www.rand.org/research_areas/international_affairs/)

**RAND Corporation** is a non-profit institution that helps improve policy and decision-making through research and analysis. It has pursued its non-profit mission by conducting research on important and complicated problems. It conducts research and provides analysis to address challenges that face the United States. The RAND researchers and analysts continue to be on the cutting edge of their fields, working with decision makers in both the public and private sectors to find solutions to today's difficult, sensitive, and important problems. The high caliber of its researchers is evidenced by the many Nobel Laureates who have been affiliated with RAND, either as employees, consultants, or in an advisory capacity.

For more information: [http://www.rand.org/research\\_areas/international\\_affairs/](http://www.rand.org/research_areas/international_affairs/)

**TCB cooperation initiatives with UN/International agencies and bilateral partners**

USAID financing to strengthen the International Trade Center between the years 2002-2012 is \$1,652,000. Financing and a joint work program comprise support for the activities of developing country investment and trade promotion agencies, exporters and others to improve their abilities to effectively utilize the ITC's market analysis tools to efficiently research international trade and investment possibilities and develop effective export strategies. Since 2002, some 11,000 users have benefitted directly or indirectly from the ITC training workshop programs USAID supports. In 2012 the work program focuses on Investment Map, dealing with country FDI volumes and flows and other investment concerns, as well as the ITC's other market analysis tools (Trade Map, Country Map, Product Map and Market Access Map). Recent training sessions have

included Bangladesh, Armenia, Colombia, Kenya, Washington, Trinidad & Tobago (a regional workshop with participants from 9 countries and 12 organizations), and Tajikistan.

Since 2010, USAID has supported the Enhanced Integrated Framework (EIF) for trade-related technical assistance to Least Developed Countries. The EIF is helping to bridge the gap between demand and supply for Aid for Trade and to mainstream trade into national development plans. The EIF maps out and prioritizes key needs for trade-related assistance and shares these priorities with the donor community of each country for accessing funding beyond the resources available in the Framework's own Trust Fund. LDCs can channel their demand for Aid for Trade through the EIF process (involving Diagnostic Trade Integration Studies). The supply of resources is coordinated through local EIF institutions, such as the EIF Focal Point, the National Implementation Unit and the Donor Facilitator.

USAID's TCBoost project partnered with the World Bank, UN FAO, UNOPS and IADB on various activities. In addition the project developed a special rapport with the WCO, partnering on the customs modernization handbooks, border management ICT tool, and Latin America & Caribbean (LAC) Post-Clearance Audit training (for more information, see "Tools and Best Practices" and "Training" below). TCBoost was also invited to participate in WCO annual work planning sessions and to present at WCO conferences worldwide (Dublin, Seoul, Addis Ababa, Singapore, Johannesburg, Nairobi). Specific areas of collaboration included the following (further details are provided under Trade Facilitation below):

- Authorized Economic Operator Handbook
- Post-Clearance Audit Handbook
- Border Management ICT Tool

In another example, USAID's commitment to customs capacity building as part of their Trade Facilitation and "Aid for Trade" agenda includes the USAID Partnership for Trade Facilitation which specifically targets WCO and client-country priorities in the areas of Advance Rulings, Pre-Arrival Processing and Internet Publishing. Projects are currently under design or being implemented in 17 low income and lower middle income countries.

USAID also works closely with a number of UN organizations in the areas of agricultural trade, particularly IFAD and the FAO in the context of trade as it relates to agriculture. USAID's New Alliance for Food Security and Nutrition brings UN bodies, donors, private sector companies, and developing countries together in a new partnership that would expand investment opportunities in African agriculture by matching commitments from the private sector with commitments from African countries to implement serious market-oriented reforms. So far, more than 70 global and local companies have committed more than \$4 billion. At the same time, six African countries have developed cooperation frameworks to guide reforms—evidence of which is already beginning to take shape. For example, Tanzania has publically committed to removing its export ban on staple commodities that has in the past been implemented during food emergencies. Other commitments relate to trade facilitation measures.

## Selected TCB programmes and initiatives in this guide

### TRADE POLICY DEVELOPMENT

- Trade capacity building projects in more than 129 developing countries

### LEGAL AND REGULATORY FRAMEWORK

- ASEAN-US Technical Assistance and Training Facility

### SUPPLY CAPACITY

- African Development Foundation/Trade and Investment Programme
- Bolivian Productivity and Competitiveness Project (BPC Project)
- Growth with Equity in Mindanao-3 (GEM-3) Programme
- Integrated Initiatives for Economic Growth in Mali (IICEM):
- The Competitiveness and Trade Expansion Programme
- Trade Accession and Facilitation for Afghanistan
- Trade Development for Small and Medium Enterprises
- USAID Agribusiness Project

### COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES

- AGCI - Infrastructure - IPR Capacity Building Technical Assistance for SSA
- Azerbaijan Competitiveness and Trade (ACT):
- AGOA Sanitary and Phytosanitary Capacity Building Programme-AGCI
- CODEX Outreach Capacity Building Programme
- Enforcement Study Tour
- Enhancing ability of exporters to meet sanitary and phytosanitary requirements (Central America)
- 9th Interpol Intellectual Property Crime Training Seminar: Role Of The Judiciary In The Enforcement
- Maximizing Agricultural Revenue through Knowledge Enterprise Development and Trade
- Poverty Reduction by Increasing the Competitiveness of Enterprises (PRICE)

### MARKET AND TRADE INFORMATION

- Trade and Investment Support Project – Guyana

### TRADE FACILITATION

- ASEAN Single Window (ASW) Programme
- Regional Trade Liberalization and Customs Project - Central Asian Republics
- Worldwide support for trade capacity building
- USAID Partnership for Trade Facilitation
- Authorized Economic Operator Handbook
- Post-Clearance Audit Handbook
- Border Management ICT Tool.

### PHYSICAL TRADE INFRASTRUCTURE

- African Global Competitiveness Initiative (AGCI) – infrastructure component
- Africa Infrastructure Programme (AIP)
- Economic Growth Hubs Infrastructure and Competitiveness
- Rwanda Rural Feeder Roads Improvement Programme (RFRIP)

#### **TRADE RELATED FINANCIAL SERVICES**

- FS Share
- Moldova Business Regulatory and Tax Administration Reform Project
- Development Credit Authority (DCA)
- Technical Assistance: Honduras - Revenue Administration and Policy

#### **SOUTH-SOUTH AND TRIANGULAR COOPERATION**





## [ Programmes and initiatives by category ]

The following section does not represent an exhaustive overview of bilateral donors' aid for trade, but aims at providing a flavour of supported activities by presenting selected programmes and initiatives







# GLOBAL ADVOCACY



AUSTRIA



GERMANY



SPAIN



DENMARK



IRELAND



SWEDEN



ESTONIA



JAPAN



SWITZERLAND



FINLAND



NETHERLANDS



UNITED KINGDOM



FRANCE



NORWAY

## AUSTRIA



### **Corporate social responsibility (CSR) activities in South East Europe (SEE) and the Commonwealth of Independent States (CIS)**

The Austrian Development Agency, in participation with Austrian organizations such as respACT and CSR Austria and UN agencies such as UNDP and UNIDO, carries out a number of activities to promote CSR in the business communities of SEE and CIS. These activities range from the promotion of responsible investment codes to concepts such as sustainable business practices.

## DENMARK



### **Business Advocacy Challenge (BUSAC) Fund, Ghana**

The BUSAC Fund was jointly financed by the Danish International Development Agency (DANIDA), UK-DFID and USAID. The second phase, starting in March 2010, is financed by DANIDA, USAID, and the EU Commission. Originally launched by DANIDA as part of the broader Business Sector Programme Support, BUSAC supports the growth of a competitive private sector in Ghana by improving the business environment. It enables the private sector, as well as trade unions and the media, to influence public policy formulation by supporting: (i) research and the development of evidence-based policy positions; and (ii) advocacy which targets government and other private sector organizations. The

Fund is accessible through a competitive demand-driven mechanism and transparent selection of the best advocacy actions proposed by associations within the private sector.

For more information: <http://www.busac.org/mainsite/abtBUSAC/>

### **Business Advocacy Fund (BAF) Kenya**

BAF is a DANIDA-funded programme which supports business member organizations (BMOs) to engage in private-public dialogue and to advocate an improved business environment in Kenya. It is designed to strengthen the capacity and sustainability of Business Membership Organizations (BMOs), in particular to enable them to engage more effectively in policy dialogue with the Government. The Fund provides grants to eligible organizations with a view to: (i) developing their capability to undertake and support the research necessary to engage effectively in advocacy; (ii) developing their capability to carry out advocacy activities; (iii) monitoring and evaluating actions by government which have an impact on the enabling environment; and (iv) creating better public understanding of the role of BMOs in advocating a better business climate.

For more information:

E-mail: [clive@businessadvocacy.org](mailto:clive@businessadvocacy.org) and <http://www.businessadvocacy.org/contact.html>

### **Innovative Partnerships for Development (IPD) Programme**

The objective of the IPD Programme is to promote better working and living conditions for employees, their families, the local community and society at large by advancing strategic corporate social responsibility (CSR) and socially responsible innovation, targeting the population at the base of the pyramid through innovative partnerships in developing countries. Assistance and economic support are given within the framework of the UN's Global Compact and the Millennium Development Goals.

For more information: <http://www.ipdprogramme.um.dk>



## ESTONIA

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### Supporting better global governance

Further steps were taken in 2012 to enhance the coherence of the international monetary, financial and trading systems in support of development.

Estonia has gradually increased the level of its contributions to the WTO DDA Global Trust Fund with the aim of assisting the poorest countries to improve their trade capacities and gain market access. Since 2008, Estonia has contributed to the Enhanced Integrated Framework's multilateral trust fund and is planning to regularly continue supporting the Framework.



## FINLAND

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Finland is involved in the following activities under Global Advocacy:

- Support for OECD's analytical work in the global AfT monitoring exercise
- Support for UNCTAD's flagship reports
- Support to the International Centre for Trade and Sustainable Development (ICTSD) and the European Centre for Development Policy Management (ECPDM)



## FRANCE

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### Promoting Fair Trade

The MAE is launching a national plan to promote fair trade in France, which aims at strengthening the supply chain in developing countries, at increasing demand for fair trade products and services in France and at increasing awareness. To increase awareness and consumption, a partnership is made with the French NGO Plateforme Nationale du Commerce Equitable -150 000€ and an impact study will be launched (50 000€).

Contact: Nadia Voisin (nadia.voisin@diplomatie.gouv.fr)



## GERMANY

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### GIZ Trade Programme

This programme was established by the BMZ to support development partners' integration in regional and global trade. It develops new concepts and instruments for AfT and for the mainstreaming of trade-related issues in German development cooperation. It involves the development and systematic dissemination of innovative approaches and tools of trade-related assistance, and comprises specific tools such as the Monterrey Fund for supporting trade projects.

For more information: E-mail: [trade@giz.de](mailto:trade@giz.de) and <http://www.giz.de/Themen/en/3014.htm>

**Economic Partnership Agreement Studies**

BMZ and GIZ have commissioned a series of studies on EU African Caribbean and Pacific (ACP) Economic Partnership Agreements (EPAs) in the area of monitoring, services trade, investment, competition, public procurement, intellectual property rights, and social and environmental issues. The studies analyse the implications of EPAs on development and derive conclusions, especially for the African regions. GIZ collaborates closely with the European Centre for Development Policy Management (ECDPM) in trade policy and EPAs in the ACP countries.

For more information: E-mail: [trade@giz.de](mailto:trade@giz.de)

**Support in the area of trade in services**

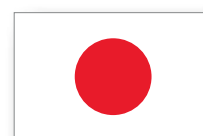
The objective of GIZ activities is to help partner countries develop a better understanding of the economic and social impacts of services liberalization and to form sound national services trade strategies. GIZ offers capacity development to various government units and institutions, the private sector and other stakeholders, and promotes organizational development and public-private dialogue on trade in services.

For more information: E-mail: [trade@giz.de](mailto:trade@giz.de)

**IRELAND****The European Centre for Development Policy Management (ECDPM)**

Established in 1986, ECDPM is an independent foundation, based in Maastricht and Brussels, which promotes effective partnerships between the European Union and the developing world, in particular Africa and the African, Caribbean and Pacific (ACP) countries. ECDPM produces reports and discussion papers; and facilitates policy dialogues reinforcing the capacity of ACP countries and helping governments in Europe to make their development policies and instruments more effective. Irish Aid has worked in partnership with ECDPM since 2006 and has had a particularly close relationship with ECDPM's Economic and Trade Cooperation programme e.g. supporting research on EU-ACP Economic Partnership Agreements.

For more information: <http://www.ecdpm.org/>

**JAPAN****Initiative for Policy Dialogue (IPD)**

IPD is a think tank that serves as a bridge between policy-makers and academia and focuses on development-related regional and country-specific issues. Since 2007, JICA-RI has, with Columbia University, co-sponsored the IPD Task Force on Africa. One of the key objectives of the IPD Africa Task Force is to formulate policy proposals for decision makers on development and economic issues. Similar events have been organized in Ethiopia, where industrial strategy for the country's manufacturing sector has been debated and from which recommendations and sector development plans have been elaborated.

For more information: [jica-ri.jica.go.jp/topic/ipd.htm](http://jica-ri.jica.go.jp/topic/ipd.htm)



## NETHERLANDS

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Greater transparency: Corporate social responsibility (CSR)

CSR implies transparency and dialogue on the ethical, social and environmental aspects of a company's activities, products and services. In 2003, the Foundation for Annual Reporting drew up Guideline 400 on CSR at the request of the Dutch Government. These guidelines have now passed into law. In addition, the Global Reporting Initiative (GRI), which was supported by the Government, has become the worldwide standard for drafting annual social reports and is currently used in more than 60 countries. In recent years, the Government has implemented the Transparency Benchmark for Dutch businesses. In 2007, the criteria were modified, in consultation with the participating companies and civil society organizations, with more emphasis on businesses' core activities. The large multinationals in the Netherlands are becoming increasingly transparent in terms of CSR, and conduct constructive dialogues with NGOs, employers' and employees' organizations, shareholders' organizations and consumers:

For more information: <http://www.globalreporting.org/Home>

Other projects under this category also include:

- Linkage between Trade, Development and Poverty Reduction (TDP)



## NORWAY

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**Women in Trade**

This project focuses on mainstreaming the gender dimension in all programmes and on developing indicators. The project is implemented through ITC.



## SPAIN

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**The Interamerican micro-enterprise forum (Foromic)**

Spain provides support to the Interamerican micro-enterprise forum (Foromic), a multistakeholder forum for supporting and financing microenterprises, SMEs, and small farmers in Latin America and the Caribbean

<http://events.iadb.org/calendar/eventDetail.aspx?lang=es&id=3377>

**Promotion of southern cone cooperative movements as social inclusion tools and decent work instrument and as agents of development**

Spain contributes to the design and implementation of policy advocacy in MERCOSUR institutions, national governments and states and the creation of appropriate conditions for the promotion and strengthening of the social economy with emphasis on cooperatives as a tool for social inclusion, employment and regional development.

## SWEDEN



### AfT Initiative

Sweden takes an active role at the multilateral level and implements its AfT programmes mainly through multilateral organisations and initiatives. The Swedish Embassy in Geneva has been at the forefront of the Aid for Trade Initiative in the WTO, and chaired the Aid for Trade Task force. It has also been a strong advocate for the Enhanced Integrated Framework (EIF), previously leading the task force on EIF.

## SWITZERLAND



Switzerland's programmes aim to raise awareness of emerging trade issues and challenges that are particularly relevant for developing countries. SECO supports institutions and platforms that foster debates on such issues among the various stakeholders:

- Coherence debates and informal coordination within the European Agriculture, Trade and Development Network (ATDN)

## UNITED KINGDOM



AfT monitoring and awareness building

AfT monitoring and awareness building: DFID is working with other donors to improve monitoring and evaluation of its AfT programmes. As part of its global advocacy initiatives, it also works with and supports a variety of players to further the debate around AfT, build evidence and contribute to policy development, all with the aim of raising the profile of trade.

### WTO Global Aid for Trade Review

DFID has contributed to the WTO/OECD global aid for trade review and will work to raise awareness of the initiative.



# [ Trade Policy Development ]





# TRADE POLICY DEVELOPMENT



AUSTRALIA



GERMANY



NORWAY



AUSTRIA



IRELAND



PORTUGAL



BRAZIL



INDONESIA



RUSSIAN  
FEDERATION



CANADA



JAPAN



SPAIN



CHINA



KOREA  
(REPUBLIC OF)



SWEDEN



DENMARK



LUXEMBOURG



SWITZERLAND



EUROPEAN  
COMMISSION



MEXICO



UNITED KINGDOM



FINLAND



NETHERLANDS



UNITED STATES  
OF AMERICA



FRANCE



NEW ZEALAND

## AUSTRALIA



### ASEAN Australia Development Cooperation Programme Phase II (AADCP)36

This is a US\$44.69 million AusAID-funded programme, running from 2008 to 2015. AADCP II aims to support ASEAN's goal of establishing an ASEAN Economic Community by 2015 by providing high quality economic research, policy advice and implementation support on priority regional economic integration issues. The programme consists of three core elements: (i) an Economic Integration and Competitiveness-related Scheme; (ii) a Regional Partnerships Scheme; and (iii) a Regional Economic Policy Support Facility at the ASEAN Secretariat.

For more information: E-mail: [rebecca.lannin@asean.org](mailto:rebecca.lannin@asean.org) and <http://www.aseansec.org/aadcp/>

### Pacific Agreement on Closer Economic Relations (PACER) Plus

For 2009/10, Australia committed US\$1.89 million to assist Forum Island Countries to participate in the PACER Plus process. The initiatives included: (i) support for an Office of the Chief Trade Adviser; (ii) a fellowship programme through the Institute for International Trade at Adelaide University; (iii) funding of up to US\$56,400 for each Forum Island Country to conduct independent country-specific trade analysis to feed into their negotiation preparations; and (iv) support for Forum Island Countries' participation in regional PACER Plus meetings.

For more information: E-mail: [PACERPlus@dfat.gov.au](mailto:PACERPlus@dfat.gov.au) and <http://www.usaid.gov.au/country/pacific/trade.cfm>

### WTO Doha Development Agenda Global Trust Fund (DDAGTF)

The DDAGTF was established in 2002 and has received over US\$97.59 million from 33 WTO members from 2005 up to 2009. The DDAGTF finances the implementation of the WTO Annual TA Plan, which provides trade-related technical assistance to developing countries to improve their ability to participate in the Doha Round of multilateral trade negotiations. Within the WTO Secretariat, trade-related technical assistance is coordinated by the Institute for Training and Technical Cooperation (ITTC), based on the technical assistance and training plans (the TA Plans). The TA Plan delivers a number of activities to WTO members; these can be grouped in five categories: (i) general WTO-related TA

and training, which broadly covers some of the Secretariat's "flagship" products, including the Geneva-based Trade Policy Courses (TPCs) and Regional Trade Policy Courses (RTPCs); (ii) specialized and advanced TA and training, which is geared more towards specialists; (iii) academic support for training and capacity-building, part of the Secretariat's efforts to develop partnerships with the trade-policy-related academic community in member countries; (iv) trainee programmes and internships, the WTO Regional Coordinator Internship and the Mission Internship Programme; and (v) the e-Learning programme.

For more information: [http://www.wto.org/english/tratop\\_e/devel\\_e/teccop\\_e/financing\\_trta\\_e.htm](http://www.wto.org/english/tratop_e/devel_e/teccop_e/financing_trta_e.htm)

## AUSTRIA



### Investment Compact for South East Europe

The Investment Compact for South East Europe (South East Europe Compact for Reform, Investment, Integrity and Growth) is a leading programme designed to improve the investment climate and encourage private sector development in South East Europe (SEE). The Investment Compact supports SEE countries with practical tools to increase investment, growth and employment as well as assist their EU integration process. Its

areas of intervention are grouped around: (i) monitoring and evaluating the investment climate and progress in investment reforms; (ii) supporting the implementation of reforms; (iii) providing institutional high-level political support for the reform process; and (iv) fostering private sector support for the reform process. SEE Investment Compact member countries are Albania, Bosnia and Herzegovina, Bulgaria, Croatia, the Former Yugoslav Republic of Macedonia, Moldova, Montenegro, Romania, and Serbia. Austria

Development Cooperation has been supporting the Investment Compact since 2003.

For more information: <http://www.investmentcompact.org/dataoecd/22/54/35585238.pdf>

#### **WTO Doha Development Agenda Global Trust Fund (DDAGTF)**

From 2009 to 2012, Austria has contributed close to CHF 1.09 million to the DDAGTF, towards the shared financing of trade-related technical assistance to developing countries to enhance their capacity to participate in the Doha Round of multilateral trade negotiations.

For more information: [http://www.wto.org/english/tratop\\_e/devel\\_e/teccop\\_e/financing\\_trta\\_e.htm#contributions](http://www.wto.org/english/tratop_e/devel_e/teccop_e/financing_trta_e.htm#contributions)



## BRAZIL

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Brazil is involved in the following projects related to Trade Policy Development:

- Project – Support to the Mercosur Information Society;
- Project – Support to the Deepening of the Audiovisual and Cinematographic Integration Process of Mercosur



## CANADA

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#### **African Trade Policy Centre: \$15 million, 2008-2013**

The African Trade Policy Centre II Project (ATPC II), implemented through the United Nations Economic Commission for Africa (UNECA), focuses on regional institutions. The project equips three Regional Economic Communities (RECs) and their member states to better represent their interests in negotiating trade agreements, integrate trade into regional and national economic policies, and promote trade between African countries and with the rest of the world. It also involves the private sector and civil society in this process. The three RECs are the East African Community (EAC), the Southern African Development Community (SADC), and the Economic Community of West African States (ECOWAS).

#### **CATRTA (Canada-Americas Trade-related Technical Assistance Program): \$18 million, 2009-2015**

The goal of this program, implemented by the Conference Board of Canada, is to assist CIDA's partner countries in Latin America and the Caribbean region to maximize the opportunities and benefits of increased trade and investment through their bilateral Free Trade Agreements (FTAs) with Canada and thereby to contribute to broader poverty reduction and development through enhanced trade and investment opportunities.

**Doha Development Agenda Global Trust Fund (DDAGTF): \$7.5 million, 2010-2012**

The DDAGTF is a complementary initiative aimed at helping member states negotiate and participate effectively in multilateral trade agreements. The goal of the DDAGTF is the successful conclusion of the Doha Round of Multilateral Trade Negotiations. Reflecting the pressing needs of African countries, half of the DDAGTF's activities are directed at that continent. CIDA has encouraged gender-based analysis, and the inclusion of gender equality in the curriculum for training related to standards (SPS and TBT) and trade facilitation.

**Organization of American States Cooperation Plan: \$19.5 million, 2012-2015**

The project supports the Organization of American States' (OAS) programming in the following areas: (i) sustainable economic growth; (ii) electoral governance; and (iii) human rights priorities. The Cooperation Plan is designed to: (i) strengthen national electoral systems and processes; (ii) improve standardized and harmonized policies and regulatory frameworks related to the business environment; (iii) improve market access and participation in regional and global trade for member states; (iv) strengthen the application of human rights instruments related to gender equality by member states; and (v) improve the institutional capacity of the OAS.

**Regional Integration and Trade (Caribbean sub-region): \$15.7 million, 2007-2015**

This initiative supports the advancement of the CARICOM Single Market and Economy

**The Investment Climate and Business Environment Research Fund (ICBE-RF) – Phase II: \$2 million, 2009-2013 (IDRC Project)**

ICBE-RF is a joint initiative of IDRC and TrustAfrica. The initiative promotes a thriving business environment and incentives for firms to invest productively, create jobs, generate incomes and improve living standards. The first phase of the project helps strengthen understanding of the link between the investment climate and private sector development. The second phase will help create a critical mass of local researchers in building knowledge on policy options for improving Africa's investment and business environment. The research has already resulted in policy changes in the region related to public-private partnerships and SME growth.

**Trade and Industrial Policy Strategies (TIPS) Core Grant - Phase IV: \$1 million, 2010-2013 (IDRC Project)**

The main objective of TIPS is to inform South African and Southern African economic policy, and co-ordinate a network of established researchers in the region, to produce and disseminate policy-relevant research. With a continued focus on trade and industrial policy, the new phase includes issues of regulation, agriculture, sustainable development, and employment. This grant will enable TIPS to remain responsive to the local policy environment, and continue delivering high-quality, policy relevant research to government and other clients.

**Building Capacities for Trade Expansion (Africa, Americas): \$1 million, 2009-2013**

This project implemented by the International Lawyers and Economists Against Poverty (ILEAP) is intended to strengthen the capacity of African and Caribbean countries to secure pro-poor trading rules and to implement trade support strategies and commitments undertaken as part of domestic trade reform or international trade negotiations. The goal is to contribute to trade expansion with a positive impact on poverty reduction in these countries.

**Confronting New Demands: Inclusive Growth, Inclusive Trade: \$935,000, 2008-2012 (IDRC Project)**

Policymakers, businesspeople and civil society advocates need evidence-based research to react to the challenges and opportunities of economic integration. The Latin American Trade Network is a network of scholars and practitioners established with IDRC support in 1998. This phase of support allows the network to

extend and consolidate a regional base of expertise to inform policy choices in favour of enhancing economic development. The research agenda covers four themes: linkages between trade and inclusive growth; negotiation issues with poorly understood implications, such as labour standards and intellectual property; liberalization of trade in services; and regional trade policy.

**Middle East and North Africa (MENA) Investment Program: \$2.25 million, 2008-2011**

The MENA initiative aimed to strengthen countries' capacity to design and implement policy reforms. It facilitated policy dialogue and sharing of experience on public governance and investment policies among policy makers from MENA countries and their OECD counterparts. The Investment Program aimed at improving the investment climate and policies.



## CHINA

### WTO's China Programme

The China Programme, initiated in July 2011 under the WTO Aid for Trade Initiative, aims at strengthening LDC's participation in WTO activities and providing assistance to those that are not yet members to join the Organization.. Between 2008 and 2010, China contributed US\$ 200,000 each year to the Aid for Trade Programme. In 2011, it doubled its contribution to US\$ 400,000 and created a China Programme at WTO to assist LDCs in their accession to the WTO. The project finances trade officials from the LDCs to attend important WTO meetings and seminars and students from LDCs for interships at the WTO Secretariat.

In May 2012, China and WTO jointly organized the Roundtable on best practices on the accession of the LDCs to the WTO in Beijing and made the Beijing Declaration, which contributed to the greater involvement of LDCs in the Multilateral Trading System.

*Source: China and Aid for Trade, 2013/7, Ministry of Commerce of the People's Republic of China*

Commending the satisfactory implementation of the China Programme in its first year, WTO Director-General and China's Ambassador to the WTO signed a Memorandum Of Understanding (MOU) on 5 July 2012 extending the "China's LDCs and Accessions Programme" (The China Programme) for another year.

The activities carried out under the China Programme have contributed to the advancement of the shared priorities of the WTO membership to support the LDCs, specifically in the area of WTO accession. In 2011, Samoa and Vanuatu completed their accession processes; Samoa is now a member of WTO. In 2012, Yemen and Laos are currently in the final stage of their negotiations.

The China Programme supports and finance activities under three pillars:

1. WTO Accessions Internship;
2. WTO Accession Round Table Meetings; and
3. LDCs' participation in selected meetings, which they identify as their priorities.

*Source: "China renews its contribution of USD 400,000 to the China Programme for least developed countries under the WTO Aid for Trade initiative", WTO 2012 Press Releases, Press/666, 5 July 2012 Technical Assistance [http://www.wto.org/english/news\\_e/pres12\\_e/pr666\\_e.htm](http://www.wto.org/english/news_e/pres12_e/pr666_e.htm)*

## DENMARK



### Regional East African Integration Programme (REAP)

The overall goal of REAP is to increase growth and reduce poverty in East Africa by delivering significant strategic support to the East African Community's (EAC) regional integration process, improving the region's transport corridors and reducing the costs of trade and doing business in East Africa. The programme is implemented through TradeMark East Africa (TMEA), a non-profit organization that provides a long term focus on building East African regional integration capacity and acts as a platform for scaling-up AfT. TMEA's areas of focus are trade-related infrastructure, corridor development, regional investment climate harmonization, export development, trade facilitation and coping with the social and environmental adjustment costs of deeper integration and rapid export-led growth.

Other donors contributing to this trust fund are the Netherlands, Canada and Belgium. The Danish government also supports the EAC Secretariat, with plans for increasing this support in the future.

For more information: <http://www.ambdaressalaam.um.dk/en/menu/AboutUs/News/DanishAccreditationToTheEastAfricanCommunityEAC.htm>

## EUROPEAN COMMISSION



### Trade.Com Programme

The purpose of the Trade.Com programme was to improve the capacity of ACP countries and regional organisations to design and implement their own trade strategies and effectively participate in international trade negotiations. The Trade.Com programme was managed by a Brussels-based project management unit and implemented over 200 trade-related technical assistance projects throughout the ACP region. The implementation period was 2003-2012 and the budget €60 million. The programme successfully combined two complementary approaches. Firstly, it provided a flexible demand-driven facility that allowed ACP countries to rapidly mobilize specialized expertise in the domain of trade policy formulation as well as in the negotiation and implementation of regional trade agreements. Secondly, roughly a third of the budget (€21.4 million) was used to contribute to the Hub & Spokes programme. The Hub & Spokes programme, managed by the Commonwealth Secretariat and the Organisation Internationale de la Francophonie, established a permanent network of regional ("hubs") and national ("spokes") trade policy advisors within the ACP region. While the Commonwealth Secretariat was in charge of the Pacific, the Caribbean and Eastern & Southern Africa, the Organisation Internationale de la Francophonie was responsible for Central and Western Africa. Regional trade advisors were deployed at the Secretariats of the six ACP Regional Economic Communities as well as at the African Union Commission. National trade advisors were deployed at selected national trade ministries (some also as backups at REC Secretariats). The overall success of the Trade.Com programme can be linked to the complementarities between the ad-hoc support provided by the PMU and the long-term capacity building provided under the Hub & Spokes component.

### Multilateral Trading System Programme (MTS)

While the Trade.Com programme was geared more towards supporting ACP countries in regional trade negotiations, the MTS programme, implemented between 2008 and 2012, has been supporting the integration of ACP countries into the multilateral trading system (WTO accession, implementation of WTO agreements etc.). Similarly to the Trade.Com programme, the MTS programme has also been managed by a project management unit and it has also been based on two components: a total of €10 million was used to provide ad-hoc support to WTO-related projects and a total of €6 million was used to contribute to the Enhanced Integrated Framework (EIF) via a contribution agreement with UNOPS, the EIF trust fund manager.

At the end of 2012, an additional amount of €50 million has been earmarked for ACP-wide trade-related technical assistance. This amount should be allocated for continuation of the Hub & Spokes programme (Hub & Spokes II) and for a new trade capacity building programme that will follow-up on the ending programmes Trade.Com and MTS.



## FINLAND

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Finland is involved in the following projects:

- Support through EIF for Trade-Related Technical Assistance to LDCs
- Support to UNCTAD's technical assistance, topics include i.a. investment and entrepreneurship, information and communication technologies and development, trade and gender, WTO accession and academic cooperation
- Support to UNIDO for the implementation of activities under the Trade Capacity-Building Programme with specific focus on LDCs and the EIF
- Support to International Trade Centre's technical assistance
- Support to WTO Doha Development Agenda Global Trust Fund (DDAGTF)
- Support to ICTSD's research, networking and dialogues in trade strategies and trade policies
- Support to OECD's work in research, strategies and guidance in trade and development policy work
- Support to ECDPM's research and advocacy work in policy coherence for development
- Support to UNDP's AFT work in trade policy development in Kosovo



## FRANCE

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Trade-Related Assistance in the area of Trade Policy Development financed by France notably seeks to strengthen the negotiations capabilities of the developing countries in international or bilateral trade negotiations.

### Technical Assistance

Technical Assistance is one way of providing support for official trade services. For instance, the MAE has financed a technical assistant within the Cabinet of the Minister of Trade of the Republic of Senegal to provide support for WTO and regional trade negotiations, and for the implementation of Senegal's Trade policy.

### NGO. IDEAS Centre

Through the support it has provided to the NGO IDEAS Centre (more details under the profile of Switzerland), the MAE has also contributed to strengthening the negotiation capacities of Least Developed Countries in WTO negotiations, notably in the run up to the 8th and 9th ministerial conference.

### WTO Doha Development Agenda Global Trust Fund (DDAGTF)

As indicated above, since 2005, France has contributed more than US\$4 million to the DDAGTF, giving US\$2.29 million in 2009, and more than CH600 000/year since 2010 to finance trade-related technical assistance to developing countries so that they are able to participate more effectively in the Doha Round of multilateral trade negotiations.

**Technical Assistance/UNCTAD**

As mentioned previously, the MAE has financed a technical assistant, at the office of the director for LDCs and special programs at UNCTAD.

Contact point for these activities: MAE (see above for contact details)

**GERMANY****Developing Regional Institutions**

In East Africa, German development cooperation is assisting the East African Community (EAC) Secretariat in developing a regional quality infrastructure (QI) system through training, study tours and the exchange of experience and knowledge within the region. Partner countries are the EAC states Burundi, Rwanda, Uganda, Tanzania and Kenya. The project is also helping to strengthen the negotiating competency of the community and fostering the harmonization of quality infrastructure systems at regional level and in accordance with international standards.

The project “Strengthening the Secretariat of the Southern African Development Community (SADC)” includes a component of advisory of the Directorate of Trade and Industry and the Member States on issues relating to regional economic integration. Process-related advisory services, training courses and efforts to promote a continuous dialogue between the public and private sectors on how to structure the region’s integration process are helping contribute to the dismantling of barriers to trade and investment. In addition, local and regional capacities are being created for the negotiation and implementation of trade agreements.

WTO Doha Development Agenda Global Trust Fund (DDAGTF): From 2005 to 2011, Germany contributed close to US\$12.80 million to the DDAGTF, with a contribution of US\$1.24 million in 2011, as its share of financing the implementation of the WTO Annual TA Plan, which is aimed at enhancing the ability of developing countries to participate effectively in and fully benefit from the WTO negotiations.

For more information about this programme, see the DDAGTF entry for Australia, and [http://www.wto.org/english/tratop\\_e/devel\\_e/teccop\\_e/financing\\_trta\\_e.htm#contributions](http://www.wto.org/english/tratop_e/devel_e/teccop_e/financing_trta_e.htm#contributions)

**INDONESIA**

The Technical Cooperation Programme for Developing Countries (TCDC), based on South–South cooperation, is aimed at accelerating development and improving economic stability in developing countries. It also includes efforts to strengthen partnership among a number of countries. Carrying out activities in the framework of South–South cooperation creates an opportunity to share information and knowledge, and promotes a strong relationship and cooperation between Indonesia and other countries. The TCDC implies that developing countries also will assist each other in development and will strive to the level of economically developed countries, since there is a trend in developed countries to reduce aid to developing countries. By establishing partnerships among these countries, representatives of participating countries are given an opportunity to learn the culture and traditions of Indonesia.





## IRELAND

### **The World Trade Organisation (WTO) Mission Internship Programme**

Ireland has supported this programme since 2001. The programme provides internships for Least Developed Countries and small and vulnerable economies. The internship lasts on average for a period of ten months and candidates work in their own country Mission in Geneva and can represent their country in the various bodies within the WTO while undergoing the training programme.

For more information: [http://www.wto.org/english/tratop\\_e/devel\\_e/train\\_e/trainee\\_programmes\\_e.htm](http://www.wto.org/english/tratop_e/devel_e/train_e/trainee_programmes_e.htm)



## JAPAN

### **WTO Doha Development Agenda Global Trust Fund (DDAGTF)**

Since 2005, Japan has contributed close to CHF 4.37million to the DDAGTF, the fund established in 2002 to finance the implementation of the WTO Annual TA Plan, which is aimed at enhancing the ability of developing countries to participate effectively in the WTO negotiations and fully benefit from their results.

For more information about this programme, see the DDAGTF entry for Australia, and [http://www.wto.org/english/tratop\\_e/devel\\_e/teccop\\_e/financing\\_trta\\_e.htm#contributions](http://www.wto.org/english/tratop_e/devel_e/teccop_e/financing_trta_e.htm#contributions)



## KOREA (REPUBLIC OF)

### **WTO Doha Development Agenda Global Trust Fund (DDAGTF)**

From 2005 to 2009, Korea contributed close to US\$1.66 million to the DDAGTF, giving more than US\$363,000 in 2009. The aim of the DDAGTF is to enhance the ability of developing countries to participate effectively in the WTO negotiations and ensure they fully benefit from the results achieved during these negotiations.

For more information about this programme, see the DDAGTF entry for Australia, and [http://www.wto.org/english/tratop\\_e/devel\\_e/teccop\\_e/financing\\_trta\\_e.htm#contributions](http://www.wto.org/english/tratop_e/devel_e/teccop_e/financing_trta_e.htm#contributions)

### **Integrated Framework (IF) for Trade-Related Technical Assistance for Least Developed Countries**

In 2007 Korea contributed US\$200,000 to the LDC Trust Fund to support UNCTAD's activities in implementing the IF. The Korean contribution enabled UNCTAD to expand its efforts at the country level, supporting, in particular, activities for:

- Developing practical approaches for mainstreaming trade into development plans;
- Enhancing country ownership of if programmes;
- Strengthening national institutions and human resources in the field of trade.

For more information: <http://www.unctad.org/templates/Page.asp?intItemID=4198&lang=1>

## LUXEMBOURG



WTO Doha Development Agenda Global Trust Fund (DDAGTF): Since 2005, the Luxembourg Government has contributed to the Doha Development Agenda Global Trust Fund (DDAGTF), as a share of the costs of implementing the WTO TA Plan, which provides trade-related technical assistance to developing countries to improve their ability to participate in and benefit from the Doha Round of multilateral trade negotiations.

For more information about this programme, see the DDAGTF entry for Australia, and [http://www.wto.org/english/tratop\\_e/devel\\_e/teccop\\_e/financing\\_trta\\_e.htm](http://www.wto.org/english/tratop_e/devel_e/teccop_e/financing_trta_e.htm)

## MEXICO



Traditionally Mexico's AfT activities have been focused on providing technical cooperation to third countries on the basis of its experience in multilateral, regional and bilateral trade negotiations. In fact, with 12 free trade agreements (FTAs) that encompass 44 countries, Mexico ranks high on the scale of bilateral and regional FTAs in the world, which means a wealth of experience on this matter to share with other developing countries. However, in 2012 no such technical cooperation activities took place with partner countries.

In a more horizontal scheme, a Joint Cooperation Fund with Chile set out to promote actions on competitiveness, public administration, culture and environment. The success of this Joint Fund encouraged the creation of another one with Uruguay.

## NETHERLANDS



### Multi-Donor Facility for Trade and Investment Climate (MDF-TIC) (Indonesia)

This is a US\$6.75 million multidonor facility launched in 2008, funded by the Dutch Government, the Ministry of Foreign Affairs and the World Bank, and managed by the World Bank over a period envisaged to be four years. Its objective is to strengthen the capacity of the Indonesian Ministry of Trade, the Coordinating Ministry for Economic Affairs and other concerned agencies to be more effective in the design and implementation of policies to promote Indonesian trade and improve the investment climate. Projects supported under the Facility may include: (i) institutional strengthening of the Ministry of Trade; (ii) improvement of trade competitiveness; (iii) strengthening of financial sector stability; and (iv) regulatory reform to improve the investment climate.

For more information: E-mail: [rsalim1@worldbank.org](mailto:rsalim1@worldbank.org) and <http://www.worldbank.org/id>

### Support to EPA and WTO negotiations

In 2007 – 2008, the Government of the Netherlands provided funding for a number of civil society organizations to develop a broad variety of activities around the Economic Partnership Agreement (EPA) negotiations. These activities played a crucial role in influencing national policy and providing information for the wider public on the EPAs. The Netherlands Ministry of Foreign Affairs commissioned a large number of studies with leading research institutions, think tanks and civil society institutions in the Netherlands and elsewhere, such as ECDPM, ICCO, ICTSD, NUFFIC, ODI, SOMO, on a regular basis.

The following brief list gives a few of the main research papers it has funded:

- ICTSD research into strengthening the negotiating positions and strategies of developing countries in the WTO negotiations on disciplines related to fishery subsidies;
- A review by the ODI, in collaboration with ECDPM, of the EPA interim agreements to assess their overall coherence with the development agenda;
- A report published by ICCO, "The Dialogue of the Deaf".

These studies/papers were used to feed into the negotiation process, and assisted the ACP negotiators and civil society to participate actively in EPA negotiations. Under various types of funding from the Ministry of

Foreign Affairs, Dutch civil society organizations have also collaborated and supported organizations in

Africa concerned with EPAs. This has led to the wider recognition of the added value and expertise of these local players by African governments, while, in Europe, the EPA activities of civil society organizations have led to a more intensive involvement by individual Member States in the negotiations and greater attention to the development objectives of the EPAs.

Other projects under this category also includes:

- Support to WTO Doha Development Agenda Global Trust Fund (DDAGTF)



## NEW ZEALAND

### Support for Office of the Chief Trade Advisor (OCTA)

New Zealand is providing funding over an initial three-year period (up to June 2013) to the OCTA to support Pacific Island Countries (PICs) negotiate an economic development and trade agreement with Australia and New Zealand, known as PACER Plus. Initially funded for a three year period with the possibility of further extensions, OCTA's purpose is to provide advice and help coordinate, facilitate and represent PICs in relation to PACER Plus. For more information: <http://www.octapic.org/>

### Support for the Pacific Islands Forum Secretariat (PIFS)

PIFS is involved in providing economic advice and policy development assistance through regional mechanisms such as the Forum Economic Ministers' Meeting (FEMM) and the Forum Trade Ministers' Meeting (FTMM). International trade issues have become a key focus of its Economic Governance Programme. Its contributions to trade policy and negotiations range from facilitating

Forum Island Country (FIC) participation in the WTO through the Office of the Forum Permanent Representation to the WTO in Geneva, to supporting FIC's Economic Partnership Agreement (EPA) negotiations with the European Union. For more information: <http://www.forumsec.org/>

### Mekong Institute in Thailand

This is an on-going project. The Mekong Institute (MI) was established in 1996 by the governments of NZ and Thailand to provide human resource development opportunities to government officials, private sector associations and academics from the Greater Mekong Sub-region (GMS), specifically Cambodia, Lao PDR, Myanmar, Thailand, Viet Nam and the Yunnan Province and Guangxi Zhuang Autonomous Region of China. To date, more than 3,876 alumni have attended courses in the thematic areas of: rural development; trade and investment facilitation; and human migration and care. The MI also aims to facilitate the development of policies and best

practices that promote regional cooperation and integration. In 2011, there was a total of 41 full-time staff representing all six GMS countries and 6 foreign experts. Reasons for implementing through triangular cooperation: Being located in the Mekong region and predominately governed and staffed by the GMS countries, MI has a strong Mekong identity and is not perceived as a donor-imposed initiative. The six GMS Governments recognise the value of MI and have established it as an Inter-Governmental Organisation. They have shown high levels of commitment to the ownership of the institute, including by making financial and in-kind contributions.

Budget: Approximately USD1.3 million/year. Although New Zealand still provides some funding (24% of total in 2011), the MI now has a broad funding base including from four of the six countries involved.

## NORWAY



### Formative Process Research on Regional Integration in Southern Africa (FOPRISA)

FOPRISA was established to assist with and contribute to progress with the Southern African Development Community's (SADC) complex institutional restructuring processes, as well as to improve the prospects for regional integration and poverty alleviation. Its overall objective was to strengthen the capacity of the SADC Secretariat in policy development, implementation and coordination. The programme was funded by the Norwegian Ministry of Foreign Affairs (MFA) with a contribution of USD 2.6 million and ran from 2005 to 2009. The Botswana Institute of Development Policy Analysis (BIDPA) housed FOPRISA and was its main coordinating and administrative agency. Other participating institutions included the Christian Michelsen Institute, the University of Witwatersrand (South Africa), the University of Botswana, the Namibia Economic Policy Research Unit and the Economic and Social Research Foundation, Tanzania.

For more information: E-mail: [foprisa@bidpa.bw](mailto:foprisa@bidpa.bw) and  
<http://www.bidpa.bw/foprisa.html>  
<http://www.foprisa.net> and  
<http://www.norad.no/en/Tools+and+publications/Publications/Publication+Page?key=109747>

### WTO Doha Development Agenda Global Trust Fund (DDAGTF)

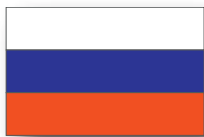
Norway contributed USD 1.73 million to the DDAGTF in 2011. The fund finances the implementation of the WTO Annual TA Plan, which is aimed at enhancing the ability of developing countries to participate effectively in the WTO negotiations and ensure they fully benefit from the results achieved.

## PORTUGAL



### Support to Consumer Protection Agencies/Institutes

Portugal's Consumer Protection Agency undertakes cooperation activities with different partner countries' Consumer Protection Agencies/Institutes (i.e. Angola, Turkey, and Brazil). These activities include exchange of information and experience as well as training in the area of consumer protection and economic regulation.



## RUSSIAN FEDERATION

### **Assisting the Government of the Republic of Belarus in Accession to the World Trade Organization through Strengthening National Institutional Capacity and Expertise**

Since 2008, Russia has been supporting the UNDP project Assisting the Government of the Republic of Belarus in Accession to the World Trade Organization through Strengthening National Institutional Capacity and Expertise, which has seen two phases (2008-2010 and 2010-2012) and is currently in a third phase. The project consists of three main components: organization and conducting of analytical studies related to the accession of Belarus to the WTO; improvement of institutional capacity through transferring the knowledge and skills necessary during and after Belarus' accession to the WTO; and circulation of information to the business community and the public about the objectives, benefits and risks of Belarus' accession to the WTO.

### **Trade supported by IDA**

Trade is being supported by IDA through programmes to develop national, regional and international trade and infrastructure linkages, especially in regions and sub-regions where domestic markets are small and intra-regional trade is underdeveloped, and to help poor countries develop capacity for trade policy formulation and negotiation.



## SPAIN

### **WTO Doha Development Agenda Global Trust Fund (DDAGTF)**

Since it was established Spain has provided support to the WTO DDAGTF for the implementation of the WTO Annual TA Plan, which is aimed at enhancing the ability of developing countries to participate effectively in the WTO negotiations and ensure they fully benefit from the results achieved.

For more information:

[http://www.wto.org/english/tratop\\_e/devel\\_e/teccop\\_e/financing\\_trta\\_e.htm#contributions](http://www.wto.org/english/tratop_e/devel_e/teccop_e/financing_trta_e.htm#contributions)

### **Projects within the framework of MERCOSUR permanent regional observatory of productive integration**

The project aims to promote MERCOSUR Productive Integration Program (PIP) through the provision of supplies, tools and capabilities to the Permanent Regional Observatory on Productive Integration.



## SWEDEN

### **International Training Programmes (ITP)**

A unit within Sida (the Swedish International Development Cooperation Agency), ITP promotes the exchange of skills and experiences between Sweden and its partner countries, and provides an array of trade and industry technical training. Courses are run in Sweden by Swedish institutions. The aim is to promote human resources development in low and middle income countries by providing know-how in areas that are strategically important to partner countries and where Sweden has relevant expertise. ITP runs a number of trade-related courses, including trade policy, trade negotiations, the Rules of Origin Agreement, the SPS Agreement, etc.

For more information:

<https://itp.sida.se/itp/Programcatalog.nsf/dspobjProgrammesByTarget?readForm&target=G&year=2009>

#### **PSD-HUB in Ethiopia<sup>42</sup>**

This project is setting up a Private Sector Development (PSD) Hub in the Addis Ababa Chamber of Commerce, the main function of which is to coordinate and subcontract PSD-related investigations and research for the private sector to use as input in its dialogue on economic development with the government. The project, currently running through Phase II, receives funding of US\$2.7 million plus an additional US\$330,800 for capacity building in the host organisation, AACCSA (Addis Ababa Chamber of Commerce and Sectoral Associations).

#### **Trade Policy Training Centre in Africa (Trapca)**

Sweden has supported the establishment of a trade policy training centre – Trapca – in Arusha, Tanzania. Trapca was established in 2006 as a joint initiative of the Eastern and Southern Africa Management Institute (ESAMI) and Lund University of Sweden, with funding from the Swedish International Development Cooperation Agency (SIDA). The institute manages courses in trade policy at many levels and aims to build and enhance capacity in trade policy matters in least-developed and other developing countries in Sub-Saharan Africa. The core functions of the centre include the following:

- To provide academic and competence-based training in trade policy;
- To generate new knowledge by serving as a catalyst for institutional change and research;
- To provide a forum for the exchange of knowledge, information and experiences; and
- To provide support in such areas as trade development, trade promotion and institutional capacity.

For more information: <http://trapca.org/>

#### **Trade Law Centre for Southern Africa (Tralac)**

Sweden is contributing to the financing of tralac. Tralac is a capacity-building organisation developing trade-related capacity in east and southern Africa. Adopting an inter-disciplinary approach, tralac aims to enhance the trade law and policy capacity in this region. Tralac works with governments and non-state actors; these include private sector and civil society organisations.

For more information: [www.tralac.org](http://www.tralac.org)

#### **WTO Doha Development Agenda Global Trust Fund (DDAGTF)**

Sweden is a major contributor to the DDAGTF, having contributed approximately US\$19.5 million since 2005, and contributed with US\$2.1 million in 2013. The DDAGTF finances the implementation of the WTO Annual TA Plan, which aims to enhance the ability of developing countries to participate effectively in and fully benefit from the WTO negotiations. For more information: [http://www.wto.org/english/tratop\\_e/devel\\_e/teccop\\_e/financing\\_trta\\_e.htm#contributions](http://www.wto.org/english/tratop_e/devel_e/teccop_e/financing_trta_e.htm#contributions)

#### **United Nations Economic Commission for Africa (UNECA)**

The Swedish International Development Cooperation Agency (Sida) is contributing to selected sub-programs of the UNECA 2010–2012 Business Plan in for example the areas of economic development, trade and regional integration.

For more information: [www.UNECA.org](http://www.UNECA.org)



## SWITZERLAND

Selected projects of SECO in trade policy development:

- Sponsoring Advisory Centre on WTO Law (ACWL), Geneva;
- Sponsoring scholarships at the World Trade Institute (WTI), Switzerland;
- Creation of regional competence centres for trade policy in Peru, South Africa and Vietnam; World Trade Institute (WTI)
- Cotton Initiative: Strengthening capacities for the WTO negotiations on cotton for the C-4 (Benin, Burkina Faso, Mali, Chad), 2003-12
- IDEAS Centre: Advocacy, technical assistance and capacity building for delegations in Geneva;
- UN Trade Cluster Programme, Lao PDR, 2010 – 2014; UNCTAD, UNIDO, ITC, ILO

At the bilateral level, SECO supports partner countries in formulating and asserting their own needs so that they can achieve results in trade negotiations. Assistance in understanding and applying the WTO Agreement plays a central role in this.

### Selected projects:

- Policy Advice to Peru and Colombia through the IDB Strategic Thematic Fund on Aid for Trade, 2010 – 2013 - IDB.

### WTO Doha Development Agenda Global Trust Fund (DDAGTF)

Switzerland has contributed CHF 1.6 Mio to the DDAGTF for the period 2012-2013 to finance trade-related technical assistance to developing countries so that they are able to participate more effectively in the Doha Round of multilateral trade negotiations.

For more information about this programme, see the DDAGTF entry for Switzerland and [http://www.wto.org/english/tratop\\_e/devel\\_e/teccop\\_e/financing\\_trta\\_e.htm#contributions](http://www.wto.org/english/tratop_e/devel_e/teccop_e/financing_trta_e.htm#contributions)

SECO carries out a range of activities to support partner countries in their WTO accession negotiations. The support focuses on: (i) policy advice and negotiating strategy; (ii) preparation for working parties; and (iii) process management support at the domestic level. SECO continues its support of partner countries after their accession to the WTO. Often there is a need to reinforce their capacities in the field of trade policy. To offer this service, SECO supports Geneva-based organizations specialising in legal advice and training in WTO matters.

### Selected projects:

- Support for Laos' accession to the WTO; 2007 – 2012, Ideas Centre;
- Tajikistan: WTO Accession.

## UNITED KINGDOM



### Support for negotiations of Economic Partnership Agreements

Economic Partnership Agreements: DFID has extended technical and financial assistance to strengthen ACP negotiating teams at regional level through the Economic Community of West African States (ECOWAS) for West Africa, the Caribbean Regional Negotiating Machinery, the East African Community (EAC) Common Market for Eastern and Southern Africa (COMESA) and the Southern African Development Cooperation (SADC), covering Eastern and Southern Africa. Support has also been given to individual countries, including Botswana, Lesotho, Namibia, Nigeria and South Africa, for example to help NGOs and the private sector have a voice in the negotiations process, and to help improve governments' capacity.

### Multi-donor Trust Fund – TD2

Multi-donor Trust Fund – TD2: The new trust fund (MDTF-TD2) builds on the work of the first MDTF and follows the recommendations of its independent evaluation, which highlighted the need for continued analytical support to LICs. DFID's contribution will facilitate additional demand-driven analytical work and will enable the World Bank to scale-up trade support and to engage more comprehensively on trade issues, especially those that are cross-cutting. The latter include global research and the collection, maintenance and updating of cross-country datasets and related analysis and tools. The objective of the MDTF-TD2 is to mainstream trade fully within the Bank's country work so that, by the time it ends, trade activities are integrated seamlessly into country programmes and fully funded through the Bank's own resources.

### ITC Non-Tariff Measures

ITC Non-Tariff Measures Programme: DFID is funding country surveys by the ITC into NTMs and other barriers to trade. Large scale company surveys are being conducted in 30 developing countries and the results will help to inform national action in the key export sectors and key NTM issues.

### Enhanced Integrated Framework

The EIF is a multi-donor programme, which supports LDCs to be more active players in the global trading system by helping them tackle supply-side constraints to trade. The support helps LDCs to mainstream trade into their national development strategies, set up the structures needed to coordinate the delivery of trade-related technical assistance, and build their capacity to trade.

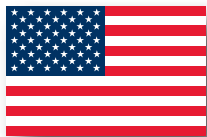
### Trade Advocacy Fund (TAF)

TAF is a £12 million commitment from 2011-2015 to help the least developed countries to perform better in international trade negotiations and advocate for pro-poor outcomes. It provides technical and legal assistance, training, and logistical support for officials to attend negotiations.

### Caribbean Aid for Trade and Regional Integration Trust Fund (CARTFund)

The CARTFund is a basket fund that finances projects supporting implementation of the Caribbean's Economic Partnership Agreement (EPA) with Europe, and regional integration. Practical projects have focussed on areas like streamlining trade processing through single window projects, helping governments put the systems and policies in place to meet their EPA and regional integration commitments, improving capacity for product testing and quality, and supporting sector development, including specialty foods, tourism and other services and helping the private sector to access new markets.





## UNITED STATES OF AMERICA

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### **Trade capacity building projects in more than 129 developing countries**

Since 2001, USAID has provided more than US\$5.67 billion through trade capacity-building programmes, helping more than 129 developing countries prepare government officials and private sector representatives to participate in trade negotiations and implement trade commitments, adopt trade-friendly policies, and improve commercial practices.

During the same timeframe, USAID has conducted an annual survey on behalf of the Office of the U.S. Trade Representative (USTR) to identify and quantify the U.S. Government's trade capacity-building activities in developing countries and transitional economies. It has implemented an online database that stores funding and activity level information on trade capacity-building programmes. This website offers access to the full set of that survey data, covering fiscal year 1999 to fiscal year 2011. The information is available at: [tcb.eads.usaidallnet.gov/](http://tcb.eads.usaidallnet.gov/). Since 1999 the United States has committed nearly US\$14.5 billion to trade capacity-building programmes.

# [ Legal and Regulatory Framework ]



## LEGAL AND REGULATORY FRAMEWORK



ARGENTINA



FINLAND



NORWAY



AUSTRALIA



FRANCE



PORTUGAL



BELGIUM



GERMANY



SWEDEN



BRAZIL



IRELAND



SWITZERLAND



CANADA



ITALY



TURKEY



CHINA



JAPAN



UNITED KINGDOM



ESTONIA



NETHERLANDS



UNITED STATES  
OF AMERICA



EUROPEAN  
COMMISSION



NEW ZEALAND

## ARGENTINA



### Productive development of the Argentine Uruguayan River Banks

Support is being given through the Argentine National Industrial Technology Institute to the Technological Laboratory of Uruguay for the period 2012-2013.

- To date, 12 workshops have been held on management technologies addressing topics related to sales management, effective meetings, economic and financial analysis, company management, process management, productivity and management indicators.
- There have been 104 instances of advice given and 28 diagnoses in the production units of the region together with local technical experts.
- Three awareness-raising workshops have been held in the cities of San José and Concordia in Argentina and in Salto in Uruguay.
- Space for exchange has been generated for all the actors in the workshops.

### Strengthening health regulations and regulation of medicines in Caribbean Community and Common Market (CARICOM) countries

With WHO and PAHO, this project contributes to the harmonization of drug regulations and strengthening of capacity in terms of infrastructure and human resources to achieve compliance with international rules. Among the topics of interest identified are institutional strengthening, regulatory agencies, combating counterfeit medicines, pharmacovigilance and clinical trials.

### Strengthening of the technical capacity of public officials of the Paraguayan Under-Secretariat of State for Taxation

Support was given through the Federal Administration of Public Revenue to the Paraguayan Under-Secretariat of State for Taxation for the period 2011-2012.

The Ministry of Finance is in the process of executing a pilot project for the implementation of fiscal printers. As a result of this project, there is a broader vision and enhanced potential for analysis as regards regulations on international taxation in general.

## AUSTRALIA



### Beyond WTO (BWT0) Phase II43

This programme for Vietnam supports “behind the border” reforms critical to ensuring: (i) Vietnam’s integration into the global economy and its ongoing transition to a socialist market economy; and (ii) its capacity to develop pro-poor responses to the challenges associated with integration and to manage potentially negative social and environmental impacts. The project is now in its 2nd Phase, which run from July 2009 to Dec 2014, and will focus on institutional strengthening in areas such as competition, state-owned enterprise reform and land management. The programme also aims to assist the rural sector adjust to the impact of economic integration through research and analysis of new market opportunities.

Australia’s contribution to the 2nd Phase of the BTWO programme amounts to approximately US\$11.92 million. Other participating donors are the UK Department for International Development (DFID) and the World Bank (in-kind technical support).

For more information: E-mail: [quanganh.nguyen@dfat.gov.au](mailto:quanganh.nguyen@dfat.gov.au) and  
<http://www.usaid.gov.au/vietnam/projects/wto.cfm>

#### **Philippines-Australia Partnership for Economic Governance Reforms (PEGR)**

PEGR is a US\$26 million facility running from 2005 to 2009. Intended to support the Government of the Philippines in the implementation of reform programmes in economic governance, it assists specific government agencies and institutions with their governance reform initiatives, in line with Philippine development priorities. The focus of the programme is on sound budget management reforms and governance elements to improve the investment climate, particularly for infrastructure investment. PEGR is being implemented under a partnering arrangement between the Government of the Philippines – the Department of Budget and Management, the National Economic Development Authority and the Department of Finance – and AusAID.

For more information: E-mail: [iporter@pegr.org.ph](mailto:iporter@pegr.org.ph) and  
<http://www.pegr.org.ph/PEGR/public/Home.aspx?mnu=hme>

#### **Vietnam workshop on developing intellectual property (IP), public education and awareness strategies**

IP Australia conducted a workshop in Ha Noi in February 2009 on developing strategies for IP public education and awareness. This programme is a follow-up to the production of publications of IP-related material in Vietnamese for SMEs and the Government. IP Australia is a Government of Australia agency which administers Australia's IP rights system, specifically patents, trade marks, designs and plant breeders' rights.

For more information: <http://www.ipaustralia.gov.au/about/index.shtml>



## **BELGIUM**

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#### **EAC Partnership Fund**

The Government of Belgium signed an MOU with the East African Community (EAC) Secretariat to support the EAC member countries in regional integration, and Belgium contributed €300,000 to the EAC Partnership Fund, a basket fund mechanism with annual contributions from development partners (DPs) aimed at supporting the EAC Secretariat's capacity building and some key elements of the EAC Development Strategy Created on 15 September 2006, the Fund is open to DPs, who finance the Fund through contribution agreements and MoUs signed between DPs and the EAC. Its members include Belgium, Canada, Denmark, Finland, France, Germany, Norway, Sweden and the United Kingdom. Other non-contributing members are the EC, Japan and the World Bank. The objectives of the Fund include: (i) promoting implementation of the EAC Treaty in order to enhance the regional integration and socio-economic development of the EAC by funding activities for its development; (ii) facilitating the planning and accounting of DPs' funds by disbursing into a common basket fund; and (iii) encouraging DPs and the EAC to jointly contribute to the Fund to ensure the availability of funds for activities.

For more information: [http://www.eac.int/rmo/index.php?option=com\\_content&view=article&id=151&Itemid=154](http://www.eac.int/rmo/index.php?option=com_content&view=article&id=151&Itemid=154)

#### **Trademark East Africa (TMEA) Burundi Programme**

In November 2009, the Belgian Minister for Development Cooperation approved a voluntary contribution of €2 million annually in the period 2009 – 2013 to the Trademark East Africa (TMEA) Burundi Programme of the UK's Department for International Development (DFID). This example of delegated cooperation complements earlier contributions to the EAC integration project, such as the €300,000 given to the EAC's Partnership Fund and €1 million to TMEA's Burundi Programme earlier in 2009.

## BRAZIL



### **Institutional and Technical Strengthening of Mozambique's National Institute of Standardization and Quality (INNOQ) (Triangular Cooperation with Brazil, Germany and Mozambique)**

The strengthening of INNOQ is supported by ABC, the National Institute of Metrology, Standardization and Industrial Quality (INMETRO), German International Cooperation (GIZ) and the German Institute of Metrology (PTB). The principal tasks of INNOQ are promotion of standardization and quality in product manufacturing and service execution and cooperation with international and regional organizations in these areas. In addition, the aim of this project is to enable INNOQ to respond to growing demands for quality infrastructure (QI) services from the economic sector and to be capable of protecting the rights of Mozambican consumers.

One of the results of the pilot triangular project with Brazil, Germany and Mozambique in 2008 and 2009 was the elaboration of a Law on Metrology that was approved by the Mozambique Parliament in 2010. Building the legal basis for activities in the areas of quality of services related to metrology, certification and standardization is gradually growing and getting attention and support from the government.

## CANADA



### **Advisory Centre on WTO Law (ACWL): US\$2.49 million 2010-2014**

CIDA supports the ACWL to help ensure the accuracy of its advice relating to whether member state trade Policy and regulatory and institutional frameworks are in conformity with international legal frameworks, conventions and obligations related to gender equality and women's empowerment. CIDA also supports the ACWL in encouraging member states to consider analysis from women's groups and other organizations in monitoring dispute-settlement processes and outcomes, and analysing implications for female and male producers and traders that result from trade dispute decisions.

A contribution of US\$2.49 million over five years will institute a programmatic approach with more predictable funding over time, enabling the Centre to move toward its goal of becoming self-sustaining by 2021 through building its endowment fund.

### **International Program for Professional Labour Administration (Andean, Central American and Caribbean sub-region): \$4.6 million, 2009-2013**

This project, implemented by Human Resources and Skills Development Canada (HRSDC), aims to build the capacity of, and strengthen governance activities within, labour ministries and the business and labour organizations of the hemisphere. Through this project, trade-related technical assistance is provided to countries and organizations throughout the region. Activities may include strengthening occupational safety and health inspection systems, enhancing awareness of and compliance with national labour legislation, and improving mediation and conciliation services.



## CIHNA

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### Workshops and Roundtable on WTO accession

Since 2010, China has organized 20 bilateral and multilateral workshops on WTO accession, with participation from over 400 government officials from developing countries.

*Source: China and Aid for Trade, 2013/7, Ministry of Commerce of the People's Republic of China*

In May 2012, China and WTO jointly organized the Roundtable on best practices on the accession of the LDCs to the WTO in Beijing and made the Beijing Declaration, which contributed to the greater involvement of LDCs in the Multilateral Trading System.

*Source: China and Aid for Trade, 2013/7, Ministry of Commerce of the People's Republic of China*

### WTO's China Programme

China actively assists developing countries in strengthening their legal and regulatory framework to facilitate their accession to WTO, under the Aid for Trade initiative. The China Programme, initiated in July 2011 under the WTO Aid for Trade Initiative, aims at strengthening LDC's participation in WTO activities and providing assistance to those that are not yet members to join the Organization. Between 2008 and 2010, China contributed US\$ 200,000 each year to the Aid for Trade Programme. In 2011, it doubled its contribution to US\$ 400,000 and created a China Project at WTO to assist LDCs in their accession to the WTO.



## ESTONIA

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### Training on SPS and food safety issues

Estonia's main target here is to develop the capacity of partner countries to comply with the sanitary and phytosanitary (SPS) requirements needed for export of their agricultural products to the EU after conclusion of the "deep and comprehensive free trade agreements".

Training for Armenian, Georgian and Moldovan officials on SPS and food safety issues was held on 15-18 October 2012 in Tallinn. This focused on issues such as SPS requirements in the EU, quality management systems and food safety and consisted of lectures by Estonian officials combined with study visits to some Estonian farms.

## EUROPEAN COMMISSION



### Private Sector Support Project Benin

The Private Sector Support Project was launched to foster sustainable development, progressive integration in regional and global economy and poverty fighting. The specific aim related to a more favourable environment for the private sector through (1) stronger professional associations, (2) continuous dialogue between the private sector and the government, and (3) improving business support services. The total budget amounted to €5 million which financed 8 long term experts within specific associations and over 40 short term experts.

The programme contributed to a creation of a new consultation platform among key stakeholders which resulted in 29 tax proposals (included in the Finance Act), a reduction of the corporate tax rate to 25% (from 35%), reduction of the income tax and an increase of 150% in the number of start-ups over a year. The programme also enhanced the capacity of quality control through the rehabilitation of the equipment of SPS laboratories and support to the direction of fisheries in meeting again the EU standards. A new private sector support programme was signed in March 2012, with a total amount of €16 million.

## FINLAND



Finland is involved in the following projects:

- Support to Private Sector Development Reform Programme II in Zambia in developing investment legislation
- Support to PEDSA, Sector Program for Rural Development in Mozambique, in developing agricultural legislation and policies
- Support Sustainable Forest Development – Sustainable Financing Phase Project in Laos in developing forestry legislation and administration
- Support to IFC Ukraine Cleaner Production Project in improving the legislative and regulatory framework of cleaner production
- Regional program in Southern Africa to implement the OECD's Policy Framework for Investment
- Support to UNCTAD's programs on e-commerce and law reform in Laos, Cambodia and East Africa
- ICTSD-ACWL project 'Managing and Avoiding Trade Conflicts by Strengthening Legal Capacity in Developing Countries', implemented in co-operation with the Secretariat of the WTO

## FRANCE



### African Legal Support Facility (technical accompanying measures for African governments when it comes to negotiating contracts with the private sector in infrastructure and extractive sectors)

In addition to the technical assistance provided by the AFD to the African Legal Support Facility through the provision/financing of a legal expert, France has signed on the 11 February 2013 the African Development Bank Convention of the African Legal Support Facility and has committed to contribute \$5millions to the Facility.

Contact point for these activities: MAE (see above for contact details)



### **Supporting the Implementation of Agricultural Policies – Senegal**

The AFD is financing a project in Senegal to promote competitive and sustainable agriculture (PACD). It is designed to implement the agro-sylvopastoral orientation law adopted by the government in 2004. The project's first objective is to strengthen national capacities to adapt to markets. This involves providing institutional support to the authorities in charge of international trade negotiations and supporting the implementation of the strategy to develop and promote Senegal's agricultural exports. It will also ensure that results from agronomic research are better exploited. The second objective is to strengthen the capacities of actors in the rural world via the effective implementation of the national strategy for agricultural and rural training. This will involve supporting both consultation between the State and the agricultural profession and the creation or strengthening of agricultural professional organizations.

For more information: [www.afd.fr](http://www.afd.fr).

Contact point for these activities: MAE (see above for contact details)



## **GERMANY**

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### **UNCTAD/Germany Trust Fund for WTO accessions**

The Government of Germany is paying into an UNCTAD Trust Fund with the objective of supporting countries in the WTO accession process to help them obtain terms consistent with their development needs. The project is open to support accession activities across a number of countries. Germany has expressed the wish that this trust fund should support activities in countries with the greatest development needs.

For more information: <http://unctad.org/en/Pages/DITC/TNCD/Trust-Funds-for-WTO-Accession.aspx>



## **IRELAND**

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### **The Advisory Centre for WTO Law (ACWL)**

Ireland is a founding member of the Geneva based Advisory Centre on World Trade Organisation Law, which was established in 2001 to provide legal advice on WTO law, support in WTO dispute settlement proceedings and training on WTO law to its developing country members and Least-Developed Countries. For more information: <http://www.acwl.ch/e/index.html>

### **Facility for Investment Advisory Services (FIAS), World Bank Group**

FIAS is a service of the World Bank Group (International Finance Corporation (IFC), the Multilateral Investment Guarantee Agency (MIGA), and the World Bank (IBRD)) which advises developing countries on how to improve their business environments to increase private sector activity and encourage inward and domestic investment. FIAS focuses on regulatory simplification (business registration, licensing, taxation, customs and land) as well as investment law, policy and promotion. Ireland supports the Sub-Saharan activities of FIAS.

For more information: <https://www.wbginvestmentclimate.org/advisory-services/>

## ITALY



### Projects in South Africa, Vietnam, Tunisia and Egypt

In the period 2010 -2012 Italian Cooperation has allocated approximately € 1.9 million for 3 initiatives classifiable in this category in following countries: South Africa, Vietnam, Tunisia and Egypt.

The project in South Africa concerns the development of local development policies and the creation of a network between South-African local institutions and the Region of Tuscany; in Vietnam, Italy is implementing an institutional support to the local Ministry of Commerce for WTO related matters; in Egypt and Tunisia, the Italian Cooperation has developed a training project for selected officers of relevant Ministries with the University of Bologna.

## JAPAN



### LEGAL AND REGULATORY FRAMEWORK

#### Japan Funds in Trust for Industrial Property (FIT/JP (IP))

FIT/JP (IP) is a Government of Japan Trust Fund administered by WIPO. The Government of Japan, through METI, has been providing IP-related technical assistance in partnership with WIPO since 1987. IP projects initially focused on Asia and are now being extended to Africa. In 2008, the Government of Japan created an initial fund of approximately US\$1 million for Africa. This trust fund provides support to the Member States of the African Regional Intellectual Property Organization (ARIPO) and the African Intellectual Property Organization (OAPI), and Africa at large in the area of intellectual property capacity building activities. To this end, ARIPO, OAPI and JPO signed a cooperation agreement in May 2008, confirming to carry out reinforced activities under this new Funds-in-Trust arrangement for capacity building for all the countries in Africa.

For more information: [http://www.jpo.go.jp/torikumi\\_e/kokusai\\_e/ipcoop\\_asia-pacific\\_e11.htm](http://www.jpo.go.jp/torikumi_e/kokusai_e/ipcoop_asia-pacific_e11.htm)

#### Strengthening of FDI Promotion – Cambodia

This is a JICA project that aims to assist the Cambodia Development Council (CDC) to enhance CDC's capacity of improving investment promotion services. The overall objective of the project is to strengthen the Agency's capacity promote and increase FDI inflows to Cambodia. The project is to: (i) upgrade CDC's service to provide necessary information/data for investors and (ii) upgrade CDC's PR activities, and consultation service. The project was launched in 2011 and is expected was completed completed in 2013.

#### Training Course for developing countries on competition law and policy

The Japan Fair Trade Commission (JFTC), in cooperation with JICA, carries out a number of training courses for developing countries in the area of competition law and policy. These courses provide officials of competition authorities in developing countries with information on Japan's Antimonopoly Act and its implementation, with the purpose of contributing to the introduction or enhancement of competition law in developing countries. The JFTC has been providing two kinds of training courses using the JICA's scheme for technical cooperation. One is group training course. The other is country-focused technical cooperation. Group training courses has been providing almost once a year since 1994. Around 10 officials from younger agencies are invited to Japan and participate in a one-month training course. Regarding country-focused technical cooperation, the JFTC has implemented technical cooperation for Indonesia, Vietnam, the

Philippines, Malaysia and China. The contents of country-focused technical cooperation are mainly dispatching long-term expert, holding training course in Japan and on-site seminar.

For more information: <http://www.jftc.go.jp/en/index.html>



## NETHERLANDS

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### **Netherlands — WTO Trainee Programme**

The Netherlands contributed to train negotiators from the poorest developing countries and transfer target knowledge on the various areas of activity of the WTO system (including agriculture and with an increase in the Dutch contribution to capacity development in food security). This assistance will help build capacity for developing countries to participate in the multilateral trading system, advance their interests, and conclude and implement agreements.

For more information: [http://www.wto.org/english/tratop\\_e/devel\\_e/teccop\\_e/financing\\_trta\\_e.htm](http://www.wto.org/english/tratop_e/devel_e/teccop_e/financing_trta_e.htm)

The ACWL gives free legal advice and training on WTO law and provides support in WTO dispute settlement proceedings at discounted rates. These services are available to the developing country Members of the ACWL (30 at present) and to LDCs that are Members of the WTO or are in the process of acceding to the WTO (43 at present). The ACWL enables these countries to obtain a full understanding of their rights and obligations under WTO law and to have an equal opportunity to defend their interests in WTO dispute settlement proceedings.



## NEW ZEALAND

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### **The IMF's Pacific Financial Technical Assistance Centre (PFTAC)**

PFTAC assists countries to enhance skills and establish institutional capacity for the effective management of their economies. It provides technical advice and capacity building to 15 Pacific island Countries in four key areas: tax and customs policy, public financial management, financial sector supervision and regulation, and economic and financial statistics. New Zealand's support also helps fund two World Bank advisors attached to the Centre.

For more information: <http://www.nzaid.govt.nz/programmes/r-pac-trade.html>



## NORWAY

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### **Advisory Centre on WTO Law (ACWL)**

The Government of Norway is one of the ten developed countries which have joined the Advisory Centre on WTO Law (ACWL) and contribute to its finances. The ACWL is a Geneva-based intergovernmental organization, established in 2001 to ensure that Members of the WTO have a full understanding of their rights and obligations under WTO law and equal opportunity to defend their interests in WTO dispute settlement proceedings. It provides

legal advice on WTO law, support in WTO dispute settlement proceedings and training in WTO law to developing countries. One of its main tasks is the provision of legal advice and support in the Dispute Settlement Body.

For more information: [http://www.acwl.ch/e/index\\_e.aspx](http://www.acwl.ch/e/index_e.aspx)

#### **UNCTAD Trust Fund for Accession**

The Government of Norway has contributed to this trust fund, which provides assistance to countries for WTO accession. Its activities are aimed at enabling developing countries, including LDCs and countries with economies in transition, to accede to the WTO on terms commensurate with their level of development and their ability to adhere to the obligations associated with WTO membership. It provides support for the negotiating teams and government officials of accession countries through: (i) advisory missions and training on WTO-related issues, both in the field and in Geneva; (ii) support with the preparation of accession-related documentation (memorandum of foreign trade regime, market access offers and requests), simulation of working party discussions, and technical consultations; and (iii) procurement of information technology equipment and the provision of consultants in specific areas.

For more information: <http://www.unctad.org>

## PORTUGAL



#### **Support to partner countries' legal frameworks**

Support to partner countries' legal frameworks has been one of the main priorities of Portuguese Development Cooperation. Support provided in this area includes: training and capacity building programs for public entities; support for the reform of public administrations; the improvement of administrative rules, standards and procedures; the elaboration of adequate legislation; and the strengthening of the capacities to devise and improve management mechanisms, namely at the level of tax reforms and the reform of the statistical sector.

## SWEDEN



#### **Support to Liberia's accession to the WTO**

As part of Sweden's development cooperation with Liberia, Sweden has started a long-term capacity building programme in the trade area. The objective of the programme is to provide support, skill and competence for Liberia's WTO accession and its overall integration of Liberia into the Multilateral Trading System. Liberia is a Least Developed Country (LDC), and Sweden is of the view that trade expansion could serve as an effective tool for achieving the goals of poverty reduction and economic growth. WTO accession would support these goals as opening up the economy would benefit not only Liberia's exporters and importers, but also the consumers and users of goods and services. Sweden attaches priority to LDC accessions.

#### **Institutional support – National Enquiry Point Ukraine Technical Barriers to Trade**

Institutional development within the area of TBT in Ukraine: during 2011, the National Board of Trade and the contact point for WTO/TBT matters in Ukraine developed a project plan and a three year cooperation agreement for institutional development, based on the WTO provisions, meeting the challenges of the FTA with EU.

#### Capacity Building Moldova

Sweden is preparing institutional support to Moldova in relation to the WTO/TBT agreement, in the longer term aiming to meet the rules and regulations in the DCFTA with the EU. In the end this will develop the capabilities of Moldovan companies to export their products to the market of the European Union and facilitate trade by avoiding unnecessary barriers to trade within EU and internationally. Capacity building started during 2012, and included fact finding, seminars and workshop in Sweden and Moldova within the areas of market surveillance and free movement of goods.

#### Mentorship programme, Technical Barriers to Trade (TBT)

Three year programme targeting seven countries in southern/eastern Africa with the aim of enhancing capacity, leadership and technical know-how within the area of TBT. The programme was carried out 2008-2011 and was phased out in 2012 by activities aiming at institutionalising the knowledge and contribute to regional cooperation with regards to the TBT agreement.

For more information: <http://www.kommers.se/In-English/Development-Cooperation/>

#### Training Programme on Rules of Origin

The long-term objective of the Training Programme on Rules of Origin is to strengthen and support developing countries' capacity to participate in regional and international trade by increasing participants' skills on of rules of origin and other related areas. During year 2012-2013, the National Board of Trade will organize the fourth Training Programme on Rules of Origin, inviting participants from countries in the Southern part of Africa. The objectives of the programme are to raise awareness and to build capacity in the area of Rules of Origin as well as to facilitate in development and implementation Rules of Origin Change Projects in partner countries. The programme included a 2-weeks training in Stockholm, Sweden, followed by a one week regional training in Cape Town, South Africa after six months.

For more information: <http://www.kommers.se/In-English/Training-Programmes-TP/International-Training-Programme-on-Rules-of-Origin-ITP/>



## SWITZERLAND

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At the public sector level, SECO supports projects that increase international competitiveness, including the improvement of legal frameworks and the reduction of international transaction costs. To implement sector issues such as competition policy, its programmes aim to reinforce the capacities of the public and private sectors, particularly in the creation of suitable institutional and legal frameworks and their efficient and effective implementation.

Selected projects:

- **Regional: Competition and Consumer Protection Policies for Latin America (COMPAL II) , 2009 – 2012 - UNCTAD, Competition Commission Switzerland (COMCO)**

SECO supports projects aiming at reducing the administrative costs of doing business for the private sector (i.e. the burden of regulations, the burden of taxes and the cost of finance), as well as the barriers to competition (i.e. barriers to entry and exit). The focus areas include business laws and regulations, simplification of company registration, contract enforcement, insolvency and bankruptcy procedures, property laws and land titling. In addition, SECO pays special attention to measures affecting the commercial financial sector,

notably in the fields of creditors' property rights, collateral enforcement, credit information systems and the regulation of financial products, in order to improve financial intermediation and access to finance for SMEs.

SECO supports the enhancement of internal regulatory and enforcement capacities in areas such as intellectual property rights (genetic resources and traditional knowledge, and geographical indications), competition policy, consumer protection, public procurement and e-commerce.

#### Selected projects:

- Support in IP and trade, in the regulatory sphere, and utilization of new trade potentials (technology transfer, investment framework, geographical indications): Vietnam (since 2001), Ghana, Laos, Azerbaijan and Indonesia;
- (Sustainable) Public Procurement in Ghana, Phase II; Public Procurement Authority of Ghana;
- Geographical indications - Lebanon; IGE

## TURKEY



### Training programmes to provide LDCs with the necessary assistance in order to help their trade officials upgrade their trade-related skills and technical knowledge

Turkey attributes great importance to ensuring that the LDCs participate in the global trading system with sufficient resources.

In line with the aforementioned understanding, Turkey sustains its best efforts to provide LDCs with the necessary assistance in order to help their trade officials upgrade their trade-related skills and technical knowledge. So far, a number of training programmes have been organized either in Turkey or in respective LDCs through which participants have been provided with comprehensive information on a wide range of issues including those on trade regimes and implementation.

## UNITED KINGDOM



### Regional harmonization of trade regulation

DFID provides assistance to Regional Economic Communities (RECs) to facilitate faster and more efficient trade. DFID is working with the Common Market for East and Southern Africa (COMESA), the East African Community (EAC) and the Southern Africa Development Community (SADC) Joint Task Force to establish a joint framework for regulations, which includes: a single customs document; harmonized rules of origin; joint standards; joint early warning responses for pests and disease; the development of a common programme for the free movement of peoples across the three RECs; and an agreement to explore a single common external tariff.



## UNITED STATES OF AMERICA

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### LEGAL AND REGULATORY FRAMEWORK

#### **ASEAN-US Technical Assistance and Training Facility ADVANCE IQC Task Order 1**

The ASEAN-US Technical Assistance and Training Facility is a joint project of the US State Department and USAID which aims to advance the goals of the US-ASEAN Cooperation Plan and contribute to ASEAN's becoming a stronger regional institution. The Facility is strengthening the ASEAN Secretariat by building its capacity to provide technical input for and to facilitate effective decision making in ASEAN and enhancing ASEAN integration and cooperation.

The ASEAN-US Technical Assistance and Training Facility supports the development of the ASEAN Secretariat through two broad activity streams. First, the Facility supports the development of the Public Outreach and Community Services Division through training in key skills for the office and support for developing a new web site for ASEAN. Second, the Facility supports the Secretariat's information technology needs through the development of the Secretariat's internal knowledge management system and support for improved information infrastructure.

# [ Supply Capacity ]





## SUPPLY CAPACITY



ARGENTINA



FINLAND



NETHERLANDS



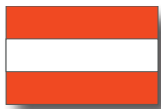
AUSTRALIA



FRANCE



NEW ZEALAND



AUSTRIA



GERMANY



NORWAY



BELGIUM



GREECE



PORTUGAL



BRAZIL



IRELAND



SPAIN



CANADA



ITALY



SWEDEN



CHINA



JAPAN



SWITZERLAND



DENMARK



KOREA  
(REPUBLIC OF)



UNITED KINGDOM



EUROPEAN  
COMMISSION



LUXEMBOURG



UNITED STATES  
OF AMERICA

## ARGENTINA



### **Adaptations and production systems implemented in the sector of persons with disabilities in the production of textile manufactures**

Support is being given through the Argentine National Industrial Technology Institute to Pro Bolivia from 2011. Results include:

- Consolidation of the Taller de El Alto, a pilot project for the development of textile production centres for persons with disabilities;
- The first garment made;
- Strengthening of the textile sector through the inclusion in the labour market of persons with disabilities;
- Improved relations between institutions.

### **Added value and quality in the production of dairy derivatives in Arequipa and Cajamarca, Peru**

Support is being given through the Argentine National Industrial Technology Institute to the Peruvian Ministry of Production from 2011. Results include:

- Courses on milk quality control planned, including the physical-chemical and microbiological parameters for cheese factories;
- The capacity of National Industrial Technology Institute Lácteos placed at the disposal of laboratories to assist in the implementation of quality systems;
- Information and production knowledge transferred, allowing SMEs to improve their productive skills and know-how and to supply the market with quality innovative products to ensure their sustainability.

### **Cross-border technical cooperation programme in fish farming**

Support was given through the Argentine Secretariat of State for Cooperative and Mutual Action, Trade and Integration to the Paraguayan local government of Itapúa for the period 2008-2011. Results included:

- Creation of a coordination panel with the participation of technical experts from the district;
- Creation of an area of aquaculture within the Secretariat of Production and Development of the local government of Itapúa;
- Development of aquaculture programmes and activities in the municipal districts involved (Gobernación, Obligado, Bella Vista);
- Surveys of over 150 properties belonging to producers;
- 76 producers selected and trained in fish farming techniques under the CARPA programme;
- 12 training modules given;
- 42 ponds sown;
- 3,065 kg of fish harvested (February-April 2011);
- 11 district reference figures trained;
- 111 ponds built or modified;
- Income for producers increased to 38,568,000 Paraguayan guarani (only sales March 2011);
- Training provided in construction of taluses and ponds by municipal engineers and private individuals;
- Training provided in the construction of structures by district reference figures and local bricklayers;
- Total estimated investment by Paraguay (local government + councils + producers) of 1,147,000,000. Paraguayan guarani.

**Design, added value and quality in the production of garments of camelid fibres in Arequipa and Lima, Peru**

Support was given through the Argentine National Industrial Technology Institute to the Peruvian Ministry of Production for the period 2010-2011. Results included:

- Improvements in productive skills and know-how, achieving innovative designs and generating added value in natural camelid fibres or mixtures;
- Producers from three cities beginning to develop their own collections, moving away from the usual copy made of foreign products.

**Development of small and medium-sized enterprises**

Support is being given through the Argentine National Industrial Technology Institute to the Ecuadorian Ministry of Industries and Productivity for the period 2011-2013. Expected results include:

- Cooperation towards the productive development of Ecuadorian industries; and
- Promotion of the active participation of the ministry in the development of SMEs in the country.

**Development of the meat sector and by-products, Ecuador**

Support is being given through the Argentine National Industrial Technology Institute to the Ecuadorian Ministry of Industries and Productivity for the period 2011-2013. Results include:

- Optimization of the productive use of raw materials and electrical and thermal energy, water and fossil fuels;
- Implementation of energy efficiency actions and measures to achieve cleaner production;
- Implementation of environmental services and cogeneration and/or self-generation systems with renewable energy; and
- Definition of macro standards and strategies for the design and reengineering of industrial processes, products and services based on industrial eco-efficiency.

**Dissemination and incorporation of production models in dairy farms, divided into zones for different categories of producers, Panama**

Support is being given through the Argentine Escuela Superior Integral de Lechería to the National Directorate of Livestock of the Ministry of Agricultural Development (MIDA) of Panama from 2012. Results include:

- Meetings for producers held on farms and a general meeting for technical experts involved specifically in the livestock area;
- Identification of the main problem in the primary production of meat and milk in the region as being one of feeds and nutrition, leading to a rapid change in the orientation of the planned objective, taking as a basis, or as pillars of dairy and meat production: Nutrition, Health, Animal Reproduction and Improvement;
- Interviews conducted with 14 family groups;
- 3 meetings held with producers on their farms;
- 7 interviews and visits to MIDA zonal agencies (meeting with technical experts and directors in each zone).

**Drawing up and implementation of a bi-national work plan for commercial forestry plantations**

Support is being given through the Argentine Ministry of Agriculture, Livestock and Fisheries Directorate of Forestry Production to the Mexican National Forestry Commission for the period 2011-2013. Expected results include strengthening of exchange and of technical and scientific cooperation in the forestry sector, and particularly in the design of policies to promote the planting, management and rapid development of commercial forestry plantations, by means of the exchange of information, technologies, technical know-how and experiences.

**Fish farming in Paraguay**

In association with JICA, the objective of this project is to diversify the production of small farmers, improve the nutrition of their families and provide them with a higher income. The initiative is undertaken by the Faculty of Veterinary Science of the Universidad Nacional de Asunción in conjunction with the Argentine National Agricultural Technology Institute, National Institute of Industrial Technology (INTI) and Bureau of Aquaculture of the Ministry of Agriculture, Livestock and fisheries.

**Latin American course in food self-production and local development**

In this course, held jointly with JICA every year, professionals from all over Latin America are trained on the basis of the Argentine Pro Huerta programme and National Food Security Plan.

**Management for the Competitiveness and Quality of Tourist Destinations**

Support was given through the Argentine Ministry of Tourism to the Paraguayan National Secretariat of Tourism for the period 2011-2012. The project was implemented successfully, with training offered to the public and private sectors, as a result of which 11 companies already display the badge of the SIGO Programme.

**Obtaining functional foods and other related products by means of microencapsulation of substances of nutritional interest**

Support is being given through the Argentine National Industrial Technology Institute to the Universidad Iberoamericana de Mexico for the period 2011-2013. Expected results include:

- Social benefit through the consolidation of regional references in technological development of innovative food products through training of the National Industrial Technology Institute work group in the development of new microencapsulated products, created by means of spray drying;
- Exchange of knowledge and experiences to promote innovation in the area of functional foods in Latin America;
- Promotion of the development of innovative food products more rapidly and efficiently; and
- An increase in the scientific and technical level of professionals from both countries in learning and managing microencapsulation techniques.

**Prohuerta Programme, Haiti**

Even if this programme was not conceived of as a tool for supporting trade, its focus on strengthening the social fabric of Haiti and the capacities of the state contributes indirectly to the development of trade.

The network approach the programme uses has allowed for its rapid acceptance in a context such as the Haitian countryside, which has many social organizations, including women's, farmers' and church groups etc. These associations work at the local level, linking the programme with voluntary promoters who receive the necessary training to teach families how to run their gardens and multiply the effects of the programme. These promoters, true community leaders, are trained by a technical team of 23 Haitian agronomists, led by a national coordinator, also Haitian, who liaises with officials and specialists from the Ministry of Agriculture, Natural Resources and Rural Development. Both the national coordinator and the technicians are trained by Argentine National Agricultural Technology Institute experts who travel frequently to the country, and also in various workshops held during visits to Argentina.

Prohuerta Haiti has not only produced synergy among civil society organizations in Haiti, but also driven complex institutional coordination in Argentina to support the growth of the programme. The National Agricultural Technology Institute provides experts that initiate the chain of training. The Haitian Ministry of Social Development provides the seeds, a key input in this phase of the programme, which it is hoped will be replaced through local production in the coming years.

**Research and technological development in conservation/precision agriculture when under irrigation for the most important agricultural crops in north-western Mexico**

Support is being given through the Argentine National Agricultural Technology Institute to the Universidad Iberoamericana de Mexico for the period 2011-2013. Expected results include:

- Creation of evaluation, validation and technology transfer modules to determine the feasibility of direct sowing in experimental fields and with the cooperation of producers;
- Technical and economic demonstration of the different farming methods in terms of yield, cost and environmental impact;
- Promotion of the adoption of the technology resulting from a technology transfer programme involving the different sectors of production;
- Generation of technology for closely controlled water management, fertilizers and quality of seeding;
- Verification of the diagnostic capacity of the Green Seeker sensor to determine the need for complementary fertilization of wheat and maize crops with nitrogen; and
- Validation of the technology generated.

**Strengthening of capacities in the health and reproductive management of dairy cattle in the La Libertad region, Peru**

Support was given through the Argentine National Agricultural Technology Institute to the regional government of La Libertad in 2010. Results included:

- 100 per cent of proposed goals reached;
- Producers correctly applying the know-how acquired in animal feeding, livestock management, reproductive and health control;
- Adoption of conservation techniques for pastures and fodder, and, most importantly, identification of the best moment for use.

**Strengthening of knowledge in the functioning of municipal abattoirs**

Support is being given through the Argentine National Industrial Technology Institute to the Ministry of Environment and Natural Resources of El Salvador for the period 2012-2013. Results include helping fulfil the objectives of the National Programme of Improvement in Municipal Abattoirs, which include guaranteeing the population the consumption of meats in suitable sanitary conditions, preventing the contamination of bodies of water and other natural resources by waste from abattoirs, ensuring municipal councils reach sustainability in the management of abattoirs and generating trainers in the knowledge acquired and used for improved management in preventing environmental impacts as well as for their mitigation. Attempts will also be made to reverse the environmental damage caused by these abattoirs in the absence of adequate management.

**Strengthening of the productive capacity of sugar cane in San Buenaventura, Bolivia**

Support is being given through the Argentine Ministry of Agriculture, Livestock and Fisheries to the Bolivian Ministry of Rural Development and Lands from 2011. In the first phase, internships in Argentina are being held to demonstrate the experiences of the National Agricultural Technology Institute in technology extension and transfer together with its organizational structure. The project addresses aspects inherent in the physiology of sugar cane and the importance of the factors that intervene in this process.

**Strengthening of the textile clothing value chain in Paraguay, and design improvements in different areas**

Support was given through the Argentine National Agricultural Technology Institute to the Universidad Nacional de Asunción in Paraguay for the period 2008-2010. Results included:

- 150 persons, design students, industrialists, clothing manufacturers and independent designers trained;
- The 2010 Fashion Circuit held in Asunción, with an interpretation service for all information on clothing, accessories, footwear and textiles in an organized, systematic fashion for entrepreneurs and designers.

#### **Technical assistance and training in processing wines in the Valle de Tacna, Peru**

Support is being given through the Argentine National Agricultural Technology Institute to Tacna Regional Government for the period 2010-2013. Results include:

- In-depth training in wine tasting for professionals and wine producers;
- Innovation in the wine production process with the use of processing technologies;
- Improvements in wine quality with the application of new techniques and health aspects during production;
- Training provided for 60 professionals, and training in wine tasting for 30 professionals.

#### **Technical strengthening in processing dairy derivatives in the Puno region, Peru**

Support was given through the Argentine National Industrial Technology Institute to the Peruvian National Training Service in Industrial Work (SENATI) in the period 2010-2012. Results included:

- Technology transfer in cheese production and milk quality for 25 technical professionals of the SENATI;
- A multiplier effect achieved, since the trained professionals provided technical assistance to 1,500 producers of milk and derivatives from the Puno region, distributed in 9 districts and 4 provinces of the Altiplano.

#### **Technical training for wheat production in Bolivia**

Support is being given through the Argentine Ministry of Agriculture, Livestock and Fisheries to the Bolivian Ministry of Rural Development and Lands from 2011. Results expected are improvements in average yields in wheat production.

#### **Technological development for the semi-commercial production of mycorrhizae between Argentina and Colombia**

Support is being given through the Universidad de Buenos Aires Faculty of Exact and Natural Sciences to the Universidad Nacional de Colombia for the period 2011-2013. Expected results include a multidisciplinary study producing enhanced theoretical and applied knowledge necessary to introduce these organisms into the management of different agricultural systems, reducing the use of agro-chemicals and the consequent loss of microbial diversity.

#### **Training and technical assistance in improving the quality of fibre and meat of camelids (llamas and alpacas)**

Support is being given through the Argentine Ministry of Agriculture, Livestock and Fisheries to the Bolivian Ministry of Rural Development and Lands from 2011. Results include:

- Bolivian standards (NB 961, 962, 963, 964) adjusted for camelid fibres and threads in coordination with IBNORCA;
- The National Institute for Agricultural and Forestry Research Innovation promoting the purchase of an OFDA 2000 and 3 new projects in animal and plant health and food safety drawn up and submitted to the Bolivian Deputy Minister of Public Investment and External Financing;
- An emphasis on acting according to the needs of livestock breeders and artisans, promoting the formation of associations and focusing on value added rather than primary production;
- Design by the National Industrial Technology Institute team of an intervention methodology geared towards enhancing the profile of each beneficiary (technical experts, artisans, public officials, members of small enterprises).

**Training and technical assistance programme in good agricultural practices for the olive-growing sector, and good manufacturing practices and hazard analysis and critical control points for processing table olives**

Support was given through the Argentine National Agricultural Technology Institute to the Commission for the Promotion of Peru in Exports and Tourism in 2010. Results included 40 professionals receiving training in the implementation of good agricultural practices and in the adoption of safe, healthy foods.

**Training in formulating balanced rations for dairy cattle, and technical assistance in formulating national policy on milk production in Bolivia**

Support is being given through the Argentine Ministry of Agriculture, Livestock and Fisheries to the Bolivian Ministry of Rural Development and Lands from 2011. Results include:

- Definition of the three basins where the project could be implemented: Altiplano, Cochabamba and Santa Cruz;
- Development of organizational awareness of producers and the existence of Lacteosbol as a state enterprise;
- Drawing up of a training plan in food, nutrition and ration formulation;
- Training for 165 technical experts and producers;

Internship in Argentina for 9 technical experts and producers from all over the country to learn about Argentine dairy supply chain, different production installations and systems, problems, proposals for streamlining and articulation being carried out by the Argentine Under-Secretariat of Milk Production

**Training in preventing loss of harvests and post-harvesting of maize and potato**

Support is being given through the Argentine Ministry of Agriculture, Livestock and Fisheries to the Bolivian Ministry of Rural Development and Lands from 2011. Results include:

- Producers from Potosí purchasing machinery for work on the potato harvest;
- The National Institute for Agricultural and Forestry Research Innovation and the Ministry of Rural Development and Lands increasing their presence in the production process, leading the training of producers in mechanization and cultivation in general;
- Modernization of the sector and increased scientific cooperation and commercial links between the two countries;
- Integration and training of small producers of maize seed and inclusion of women in the decision-making process of the production unit.



## AUSTRALIA

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**Cambodia Agriculture Value Chain Program (CAVAC)**

CAVAC is a five-year (2009-14), US\$47.66 million (AUD\$48 million) program, co-funded by AusAID and the Australian Centre for Agricultural Research (ACIAR), that targets rice-based farming in three provinces. It aims to increase farmer incomes and food production, and accelerate growth in the value of agricultural products and markets by helping to address systemic failures along the agriculture value chain from supplier to farmer to consumer. The implementation of CAVAC started in mid 2009.

For more information: <http://www.aciar.gov.au/cavac>

**Improved market engagement in the north-western highlands of Vietnam**

The aim of this project is to increase smallholder engagement in competitive value chains associated with two farming systems, one based around maize and the other temperate fruit. Funded by ACIAR, (the Australian Centre for International Agricultural Research) and commissioned by the University of Queensland, it has a budget of US\$2.18 million and run from 2009 to 2013. The project aims to identify and analyze constraints, needs and opportunities for its target groups. It will involve on-farm activities to introduce and evaluate improved crop management approaches and value chain development for product marketing.

For more information: E-mail: [e.vandefliert@uq.edu.au](mailto:e.vandefliert@uq.edu.au) and <http://www.aciar.gov.au/project/AGB/2008/002>

**Textiles, Clothing and Footwear (TCF), Fiji****The Fiji TCF Program, launched in 2007, is a AusAID Training and**

Productivity Support Program which aims to increase the sustainability and international competitiveness of the Fiji TCF industry through improvements in efficiency, productivity, quality and market research. It focuses on enhancing the business-enabling environment (e.g. regulatory reform, state-owned enterprise reform and the improvement of business services) and providing direct support to promoting enterprises.

For more information: <http://www.fiji.embassy.gov.au/suva/15oct2008.html>

**Cocoa Livelihoods Improvement Project (CLIP): (2009 to 2012, \$6.1 million)**

Supported by AusAID, the Cocoa Livelihoods Improvement Program (CLIP) operates in partnership with the Solomon Islands Government, growers and exporters to increase cocoa production, improve cocoa quality and expand market access. In 2011, cocoa exports hit a record 6,136 tons, about 12 per cent higher than the previous year according to data gathered by the Solomon Islands Government's Commodities Export and Marketing Authority.

**Agriculture Sector Linkages Program (ASLP) (Phase II) – Pakistan**

The ASLP transfers Australian knowledge and expertise to Pakistani agribusinesses to increase profitability and enhance the export potential of agricultural products in the citrus, dairy and mango sectors (funding of \$12.95 million over 2010 to 2015).

**AUSTRIA****ECOWAS Regional Centre for Renewable Energy and Energy Efficiency (ERC)**

The Economic Community of West Africa States (ECOWAS), with support from the Austrian Government's Federal Ministry of European and International Affairs and UNIDO, is establishing the ECOWAS Regional Centre for Renewable Energy and Energy Efficiency (ERC). The ERC, is located in Praia, Cape Verde, with the role of leading and coordinating regional projects and programmes that seek to establish and operationalise markets for renewable energy and energy efficiency technologies and services in the ECOWAS Region. Its activities will contribute to increasing access to modern energy services and improving energy security in ECOWAS Member States, thereby supporting the region's economic and social development in an environmentally sustainable manner. The ERC will lead and coordinate projects and programmes in line with the operational objectives of: (i) mobilizing funds; (ii) developing and harmonizing policy and assuring quality; and (iii) building capacity, managing knowledge and improving communication, and promoting investments in renewable energy and energy efficiency projects.

For more information: E-mail: [bewerbung@ada.gv.at](mailto:bewerbung@ada.gv.at) and <http://www.entwicklung.at/en/services/jobs/renewable-energy-technical-assistant.html>



#### **High quality cocoa for finest chocolate from Nicaragua**

In cooperation with the chocolate manufacturer Zotter and the “Initiative Eine Welt Braunau” and “HORIZONT3000”, ADC (Austrian Development Cooperation) supports the marketing of high quality biological and Fair-Trade-certified cocoa beans from Nicaragua. This project helps small farmer organizations in certification procedures and provides advice on ways of improving productivity and controlling quality. Technology is transferred from one small farmer to the next with exchanges at the local, regional and international levels.

For more information: [http://www.entwicklung.at/uploads/media/Chances\\_in\\_Emerging\\_Markets\\_June2009.pdf](http://www.entwicklung.at/uploads/media/Chances_in_Emerging_Markets_June2009.pdf)

#### **Support to the Ethiopian shoe industry**

Through funding from ADC, an Austrian company specializing in In soles and heel stiffeners in Europe has partnered with an Ethiopian shoe manufacturer. This type of joint venture initiative, supported by ADA’s Business Partnership Programme, focuses on enabling the transfer of know-how and technology between Austrian companies and Austria’s development partners. In the context of this joint venture, the Austrian company also set up a number of training courses for the Ethiopian Leather and Leather Products Technology Institute. In addition to providing assistance in production techniques, the Austrian company has also provided its Ethiopian partner with support for the setting up of clean technology best practices in line with European standards.

For more information: [http://www.entwicklung.at/uploads/media/Chances\\_in\\_Emerging\\_Markets\\_June2009.pdf](http://www.entwicklung.at/uploads/media/Chances_in_Emerging_Markets_June2009.pdf)



## **BELGIUM**

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#### **Beekeeping Improvement Project – Tanzania**

This project, funded by the Belgian and Tanzanian Governments, was launched in April 2007 and was jointly executed by the Belgian Technical Cooperation and the District of Rufiji, Kigoma and Kibondo, with the Ministry of Natural Resources and Tourism as a partner. The project, budgeted at €1,634,140, is an example of the type of project supported by Belgium in supply capacity building. It met its objective, which was to improve the income generating capacity of beekeepers through better commercialization of their product, improvement in production through training in modern beekeeping methods, the provision of technical advisors to beekeepers, and the establishment of a functioning market for bee products. The project also improved access to finance by improving microfinance structures.

For more information: E-mail: [TAN@btcctb.org](mailto:TAN@btcctb.org) and [http://www.btcctb.org/doc/UPL\\_2008090810243113177.pdf](http://www.btcctb.org/doc/UPL_2008090810243113177.pdf)

#### **CenfroCafe – Peru**

CenfroCafe is an association of small coffee producers operating in an extremely poor part of northern Peru. Founded 10 years ago by a group of family producers, it has become the fourth largest coffee producers’ organization in Peru. As of 2009, the Belgian Technical Cooperation has funded a €208,800 project (over 3 years), under its Producer Support Programme, which is implemented by the Trade for Development

Centre. The project focuses on strengthening and increasing the production capacity of farmers in order to raise their income. Its activities are: (i) the development of a chain of cafes; and (ii) the promotion of organic and high-quality coffee on the national market. The project benefits 2,091 small producers who are partners

of CenfroCafe and who work together within the organization on the organic coffee production chain and the marketing of that coffee through a system of fair trade.

For more information: <http://www.cenfrocafe.com.pe>

#### **Development of Dairy Farming – Vietnam**

This project was launched in February 2005, and is funded by the Belgian Government and the Vietnamese Ministry of Agriculture and Rural Development. It is executed by the Belgian Technical Cooperation and the Department of Livestock, with the participation of the Department of Agricultural and Rural Development and the local authority at provincial, district and communes and village level. The project targets the provinces of Ha Noi, Vinh Phuc, Ha Tay, Bac Ninh, and Ha Nam and. The Belgian Government is financing €2 million, the Vietnamese contribution is €240,310, and the Counter Value Fund is contributing €639,360. The objective of the project is to contribute to the realization of the Vietnamese National Dairy Development Program in Hanoi and its four surrounding provinces. It aims to increase dairy production and strengthen the institutional capacity of the Government to support the dairy sector. The project facilitates access to expertise towards improving the quality of dairy products, increasing production and improving collection practices.

For more information: [http://www.btcctb.org/doc/UPL\\_2008072214242027703.pdf](http://www.btcctb.org/doc/UPL_2008072214242027703.pdf)

#### **Development of Traditional Fishing and Aquaculture – Democratic Republic of Congo**

This project is funded by the Belgian Directorate General for Development Cooperation and is being executed by the Belgian Technical Cooperation in partnership with the DRC Ministry of Agriculture and Fisheries. The project was launched in November 2007 in the Province of Katanga at a cost of €5 million. With the overall objective of contributing to food security and poverty alleviation in the Katanga Province, it aims to develop a sustainable fishing industry comprising both fishing and aquaculture on the Congo River, its tributaries and neighbouring lakes while limiting the environmental impact. The project provides training, technical support, and infrastructure improvement to the industry.

For more information: [http://www.btcctb.org/doc/UPL\\_200909291716184360.pdf](http://www.btcctb.org/doc/UPL_200909291716184360.pdf)

#### **Producer Support Programme**

This programme is supported by the Trade for Development Centre (TDC). It aims, through the provision to its target beneficiaries of small grants, to support small-scale farms and micro and small enterprises in developing countries in their efforts to benefit locally from global trade. Specifically, the programme aims to increase professionalism among small-scale producers and their organizations engaged in fair trade or sustainable trade and to enhance their access to markets by providing them with information (on labels, certification schemes, markets) and strengthening their organizational capacities and technical and production skills.

For more information: <http://www.befair.be/en/articles/www-befair-be/6-producer-support/producer-support.cfm>

#### **Supply Chain and Logistics Development Programme (SCLP) – SADC**

This project is autonomously financed by the Flemish Government and is coordinated and implemented by the International Trade Centre (ITC). It runs in three countries of the SADC-region: South-Africa, Mozambique and Malawi. Due to the unequal level of economic development in the beneficiary countries, ITC is applying a flexible and differentiated approach: in South Africa the project aims to assist small producers of fresh fruit and vegetables in accessing international markets; in Mozambique, it targets local exports to

supermarkets in South Africa; and in Malawi, its objective is to develop local markets in order to improve production by small agricultural producers and create competitive business value chains. The total Flemish funding amounts to €1 million.

For more information: E-mail: [herta.daelman@iv.vlaanderen.be](mailto:herta.daelman@iv.vlaanderen.be) and <http://www.intracen.org>



## BRAZIL

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### Exporta Fácil

This project builds on the successful experience of the programme Exports through the Postal Services System, implemented by the Brazilian government through the Brazilian Post Office. The use of postal services, which provide logistic services for exportation, has both facilitated exportations and strengthened South American postal infrastructure. In this context, in February 2007 Peru signed a cooperation programme with Brazil and has fully implemented Exporta Fácil. Brazil and Peru now work together to implement the programme in Uruguay (launched in March 2009). Brazil is also expecting to extend Exporta Fácil to at least three Latin American countries this year.

### Programme of Competitive Substitution of Imports

To diminish the imbalance in trade with Latin American countries, and to stimulate trade relations with the countries in its vicinity, Brazil has launched the Programme of Competitive Substitution of Imports. Brazilian experts are sent in missions to Latin American countries so as to promote seminars and technical training on how to export to Brazil. The local enterprises receive indications on trade opportunities and Brazilian entrepreneurs have the opportunity to identify local suppliers. The missions are usually composed of diplomats, government officers from trade-related areas and businesspersons. Recently, seminars were organized in three lower-middle-income countries: Ecuador, Peru and Paraguay.

### Project Centre for Professional Training Brazil–Jamaica (Hotel Maintenance in the Tourism Sector)

Established in 2006 (Decisions CMC 45/04 and 18/05), FOCEM epitomizes Mercosur's commitment to bridging the development gap between the countries of the region. It aims at funding the development of infrastructure and social cohesion in Mercosur. The Fund is made up of contributions from the four Member States that amount to US\$100 million annually, of which Brazil contributes US\$70 million (70 per cent): Brazil is the major contributor to the Fund. In the XXXVI Meeting of the Common Market Council, held in Salvador on 15 December 2008, President Lula announced that Brazil was free willingly committed to double its contributions.

Paraguay and Uruguay are the main beneficiaries of FOCEM and Brazil and Argentina are the main contributors.

There are also various other projects under this category, such as:

- Project – Institutional Strengthening of Professional and Technological Education in Benin in the areas of Agro-Ecology and Cooperativism;
- Project – Support to the Development of the Culture of Rice in Senegal;
- The Cotton-4 Project, which increases the competitiveness of the productive chain of cotton in Benin, Burkina Faso, Chad and Mali.

## CANADA



### **Fostering Entrepreneurship in the Caribbean: \$764,200, 2011-2014 (IDRC Project)**

This project seeks to answer two questions. Can entrepreneurs play a significant role in promoting economic advancement in the Caribbean? What policies would allow Caribbean entrepreneurs to play this role? The project investigates the characteristics and determinants of entrepreneurship, the role of entrepreneurship in job creation, the challenges faced by entrepreneurs, and the regulatory reforms and policies needed to encourage them. The findings will be compiled in a publicly available database, and used to inform public policy and as baseline for setting policy targets and monitoring performance

### **Promoting Private Sector Growth - Compete Caribbean: \$20.0 million, 2010-2015**

This multi-donor initiative managed by the Inter-American Development Bank, is intended to enhance sustainable economic growth through improved competitiveness and private sector development in select Caribbean countries. It also aims to create new job opportunities, especially for women and youth, and to encourage exports in non-traditional sectors. Compete Caribbean promotes business climate reforms, business clusters and small business activities within a comprehensive regional private sector development (PSD) strategy.

### **PROPEL: Promotion of Regional Opportunities for Produce through Enterprise and Linkages (Caribbean) \$19.4 million, 2012-2016**

The project helps farmers to increase the quality and quantity of fresh, regionally grown fruits and vegetables and help small and medium-sized producers link with buyers such as regional grocery chains, cruise lines, airlines, hotels, and restaurants. Technical assistance helps the producers to supply sufficient quantities of their produce and maintain internationally accepted food quality and safety standards.

### **Agricultural Sector Supply Chains in Mali: \$14 million, 2008-2015**

This project aims to improve the performance of selected agricultural supply chains in Mali by intervening in critical phases of production, processing, and marketing chains. The project focuses mainly on producing Shea Nuts (6,000 additional tons during this project), as well as shallots, onions, and garlic (15,000 additional tons). This increased production, combined with more efficient processing, is anticipated to boost sales by 10,000 tons for the shallot, onion, and garlic supply chains, and by 4,000 tons for Shea Nuts. To achieve these results, the project strengthens the production, productivity, marketing and organizational management capacities of 150 participating organizations.

### **Canada Investment Fund for Africa (CIFA): \$100 million, 2005-2014**

The Canada Investment Fund for Africa (CIFA) is a Government of Canada initiative created to provide risk capital for investment in Africa. The Government of Canada's investment of \$100 million has leveraged an additional \$160 million for investments in fifteen individual African companies. Sectors targeting include: oil and gas, mining, consumer goods, financial services, agribusiness, manufacturing, and logistics sectors, as well as two regional equity funds targeting SMEs.

### **Vietnam Skills for Employment Project: \$20.0 million, 2011-2017**

The Vietnam Skills for Employment Project (VSEP) is structured around two inter-dependant components. Component one will strengthen the capacity for leadership and management of Technical and Vocational Education and Training institutions (TVET). Component two will focus on TVET institutional development. There are three phases: (i) strengthening the management of the TVET system in three target provinces; (ii) improving the performance of three TVET institutions (one in each focus province); and (iii) improving the performance of other community colleges in Vietnam.

**Entrepreneurship Program Innovation in the Caribbean (EPIC): \$10.0 million, 2011-2017**

This program is intended to develop a regional network of business incubators, and through them grow small and micro businesses in the region. EPIC: (i) supports and expands the Caribbean network of business incubators; (ii) upgrades incubator manager skills and provides resources for regional policy makers; and (iii) develops a regional micro business and small and medium-sized enterprise (MSME) seed fund.

**Trade and Agriculture Production (Nile Basin): \$9.7 million, 2007-2012**

This programme forms part of the Nile Equatorial Lakes Subsidiary Action Programme (NELSAP). It is funded by CIDA and is executed by the World Bank. The objective of the project is to increase production for export to other Basin countries. The programme focuses on the following activities: (i) irrigation and various water collection schemes; (ii) conservation techniques; (iii) livestock production; and (iii) marketing of agricultural products.

**Entrepreneurial Development of Cooperative Federations (Guatemala): \$7 million, 2002-2011**

The goal of this project was to strengthen the management and administration capacity of two federations of agricultural cooperatives: FEDECOAG (Guatemalan Federation of Agricultural Cooperatives) and FEDECOVERA (Federation of Cooperatives from the Departments of Alta and Baja Verapaz). The project aimed to (i) expand production and exports and (ii) increase the income and living standards of the thousands of small family producers. FEDECOAG focused on the production and export of snow peas, while FEDECOVERA focused on the production and commercialization of cardamom. In 2002, FEDECOVERA had no cardamom export capacity. Today it is the number one exporter of organic cardamom in the world supplying 20 countries. The project has led to family income increases of between 10% and 20% reaching out to approximately 2,400 families.

**Canadian Market Access and Trade Capacity Building (Guyana, Ecuador, Haiti, Burkina-Faso, Indonesia): \$3 million, 2009 - 2012**

The project, managed by the Trade Facilitation Office Canada (TFOC) has two main components:

- (i) Canadian market access services for developing country exporters and trade support institutions (details under Market and Trade Information).
- (ii) Trade capacity-building and linkage services for five partner countries, consisting of a series of trade development projects implemented by TFOC and its local partners. This component will enhance the trade support services available to SME exporters in these countries. It will also build the capacity of selected SMEs in order to increase their trade competitiveness and establish contacts that enable increased export and employment growth. An important initiative within this component aims to strengthen the capacity of Haitian artisans to develop and to export their products.

**Strengthening Haitian Artisans' Marketing and Export Capacity: \$1.3 million, 2011-2013**

This project contributes to rebuilding the private sector in Haiti through developing export activity. The main goal is to develop and promote artisans' craftwork in order to increase Haitian exports in the home décor and gift sectors. In addition, the project aims to raise general export capacity through exporter training for entrepreneurs and managers of SMEs. This project has three components. The first two components focus on developing "go to market" programs for four communities of artisans (informal sector micro-entrepreneurs) and a group of export-ready SMEs. These two components also support the capacity of these producers to develop and sustain access to international markets. The third component helps business-support institutions establish an exporter training program. This training component is intended for all SME exporting sectors. This project is part of the Canadian Market Access and Trade Capacity Building project. It is implemented by the Trade Facilitation Office Canada in cooperation with the BRANDAID Project and its Haitian partners.

**Trade Facilitation Office Canada. \$4.08 million, 2009-2012**

TFOC has recently launched an innovative work program on public-private partnerships in international trade. The goal of the research is to establish best practice in the creation of supply chains/relationships between importers in the developed and producers in the developing world.

**CHINA**

Manufacturing is China's key investment field in Africa. From 2009 to 2012, Chinese enterprises' direct investment volume in Africa's manufacturing sector totaled US\$1.33 billion. By the end of 2012, China's investment in Africa's manufacturing industry had reached US\$3.43 billion.

*Source: China-Africa Economic and Trade Cooperation (2013, page 3) Information Office of the State Council, The People's Republic of China, August 2013 Beijing*

In recent years, Chinese aid for productive facilities in developing countries, such as the cement plants in Eritrea and Chad; the Agro-Industry Demonstration Centre in Mozambique, the fertilizer plant in Myanmar, and the new sugar complex (Complexe Sucrier Du Kala Superieur SA) in Mali, among others, has improved the production capacity of the recipients, increased the volume of trade and improved the mix and terms of trade.

**Cotton Four Initiative**

At the Eighth WTO Ministerial Conference held in December 2011, China reached a consensus with Cotton Four, consisting of the four African countries of Benin, Mali, Chad and Burkina Faso. China would support the four countries in enhancement of their cotton industry through the supply of superior cotton seeds, farming machinery and fertilizer, demonstration and dissemination of cotton growing technology, fag technological upgrades and value chain extension at cotton processing facilities and conducting management and technical training. This aid programme for Cotton Four is a concrete step taken by China in response to the WTO's Aid for Trade initiative and towards addressing development issues through the Doha round.

**Gedem Cement Plant (Eritrea)**

Completed in November 2011, the plant added an annual capacity of 380,000 tonnes to meet market demand.

**Agro-Industry Demonstration Centre in Mozambique**

This Centre was built in November 2010 with a total area of 52 hectares. China assisted in the construction of offices and buildings for training, production and accommodation, irrigation facilities, field paths and reclaimed fields for crop experiment and production demonstration. Equipment, instruments and agricultural machinery were also produced where necessary.

**Third Sugar Plant, Mali**

In the 1960s to the 1970s, China helped Mali construct two sugar plants. In July 2009, China provided a concessional loan to build the third sugar plant, which was completed in November 2012 and now produces 10,000 tonnes of sugar annually.

*Source: China and Aid for Trade, 2013/7, Ministry of Commerce of the People's Republic of China*

China has also set up the following manufacturing facilities and invested in:

- Glass, fur, medical capsule and automobile factories in Ethiopia
- Textile and steel pipe manufacturing projects in Uganda

*Source: China-Africa Economic and Trade Cooperation (2013, page 3, Information Office of the State Council, The People's Republic of China, August 2013 Beijing*

Environmental protection and climate change: China cooperates with African countries in the field of climate change. Since November 2009, China has carried out more than 100 clean energy projects in African countries, including:

- Biogas technology cooperation with Tunisia, Guinea and the Sudan;
- Hydropower generating facilities in Cameroon, Burundi and Guinea; and
- Solar and wind power generation in Morocco, Ethiopia and South Africa.

China has also donated energy-efficient lamps, air conditioners and other materials in response to climate change to Nigeria, Benin and Madagascar. All of these measures have raised the ability of African countries to respond to climate change.

*Source: China-Africa Economic and Trade Cooperation (2013, page 6, Information Office of the State Council, The People's Republic of China, August 2013 Beijing*



## DENMARK

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### **Business Sector Programme Support (BSPS III) – Tanzania47**

This is a DANIDA-funded programme which supports accelerated and equitable broad-based export-oriented growth in Tanzania's business sector. The programme runs from 2008 to 2013 and is built around 3 key activities: (i) improving the business environment by setting up an enabling regulatory and institutional framework for the business sector; (ii) gaining better access to market through the improved participation of Tanzania in international markets; and (iii) developing micro, small and medium enterprises (MSME) to enhance their contribution and that of commercial agriculture. A multi-thematic programme, BSPS III is a follow-up to Business Sector Programme Support (BSPS II) Market Access Programme, which ran from 2003 to 2008 and focused on: (i) building capacity for trade negotiations; (ii) improving market access; and (iii) building SME competitiveness.

For more information: <http://www.ambdaressalaam.um.dk/en/menu/DevelopmentAssistance/Businesssector/>

### **IFU joint venture with Motorcare Uganda Ltd**

IFU has entered into a joint venture with Motorcare Uganda Ltd., a well-established motorcar company which provides various repair services in the auto industry sector. The joint venture is based on the sale of cars, as well as maintenance and repairs. The total investment for this company was US\$7.98 million, of which IFU has invested approximately US\$2.15 million. Under a DANIDA PSD Programme, the project also receives funding for training and technical assistance to upgrade staff qualifications at garages and warehouses. In addition, the programme provides extensive funding for initiatives to improve the external environment and the working environment in connection with the move to new premises. Kjaer Group (a shareholder of Motorcare Uganda) and DANIDA have also initiated a project under the Ugandan Public Private Partnerships programme

to implement, in Motorcare Uganda, the 10 principles of good corporate citizenship under the UN's Global Compact. This project also includes the company's subsidiaries in Mozambique and Sierra Leone.

For more information: <http://www.kjaergroup.dk> and [http://www.ifu.dk/en/Menu/IFU+as+a+partner/Cases/Shortcuts\\_to\\_local\\_authorities](http://www.ifu.dk/en/Menu/IFU+as+a+partner/Cases/Shortcuts_to_local_authorities)

### **Mixed Credit Programme (Global)**

A Danish mixed credit is an interest-free or low-interest loan, typically with

10 years' maturity, aimed at financing supplies of equipment and related services for development projects within a number of sectors, including water and sanitation, energy, infrastructure, health, environment and education. Approximately US\$62.74 million is allocated annually for interest subsidy and related financial costs. The Mixed Credit Programme comprises a tied mixed credit facility available in DANIDA's programme countries and other relatively creditworthy countries with a GNI per capita of less than US\$2,964 (2008/09 and, additionally, an untied mixed credit facility available only in DANIDA's programme countries and South Africa.

For more information: <http://www.um.dk/en/menu/DevelopmentPolicy/BusinessCooperation/MixedCredits/Introduction/>

### **Support to Private Sector Development (SPSD II) – Ghana**

This is the second phase of DANIDA's Business Sector Programme Support (BSPS), which run from 2010 to 2014. The total budget for the programme is approximately US\$71.71 million. The overall development vision of SPSD II is defined as "Creation of sustainable and decent jobs"; it supports the Government of Ghana's Private Sector Development Strategy. The focus in the programme will be on two components: (i) the business environment, with the strategic objective of improving the conditions for business, including enhanced local and foreign investor confidence; and (ii) broad-based enterprise growth and job creation, with the strategic objective of increasing productivity and employment. Besides the Government of Ghana, the SPSD II is supported by AGRA, USAID, EU, Apex Bank and others.

For more information, please contact the Danish Embassy in Accra on E-mail: [accamb@um.dk](mailto:accamb@um.dk) or visit <http://www.ambaccra.um.dk/en/menu/DevelopmentAssistance/Private+Sector+Development/>

### **Uganda Growth Programme (U-Growth)**

This €43 million joint DANIDA, EC, Sida and Belgium-funded programme, led by DANIDA, supports accelerated and equitable agribusiness-based growth in Uganda. It responds to Uganda's competitiveness agendas and strategies by applying value-chain approaches from production to markets. The programme runs from 2010 to 2013. The U-Growth programme is built around three components: (i) public sector agriculture, where the investment plan of the Ministry of Agriculture, Animal Industries and Fisheries is supported; (ii) rural transport infrastructure, where support is given to the Government's investment programmes for a rural roads network as a means of improving access to markets; and (iii) the Agribusiness Initiative, where a trust fund has been established from which support is provided to financial services, business development services, and export-oriented standards and SPS activities – primarily to financial institutions, MSMEs, and farmers' institutions. The Trust is established as an institution that can receive and manage funds from other development partners or institutions in the future. The U-Growth follows on from more than ten years of DANIDA's support to the roads and agriculture sectors in Uganda.

For more information: <http://www.ambkampala.um.dk/en/menu/DevelopmentPolicy/Growthandemployment/UGrowth/>





## EUROPEAN COMMISSION

### Supporting the Caribbean Rum Sector

The specific objective of the programme was to enhance the long-term competitiveness of rum producers while complying with environmental standards. The expected results were an improvement in producer's potential to operate efficiently and with market and environmental requirements, a transition from bulk commodities to branded and value-added rums, and solidification of the West Indies Rum and Spirits Producers' Association (WIRSPA). The main components were a cost-sharing grant scheme of €46 million to support plant upgrading, waste treatment, quality improvement, training and business services, support for marketing efforts including the creation of a common brand, co-financing support for brand promotion and strengthening of the WIRSPA.

The disbursement amounted to €58 million of an overall initial budget of €70 million. Co-financing from the sector amounted to over €68 million. WIRSPA was beneficiary and in charge of the implementation of the programme. The rum and cane spirit market grew by 67% in the period 2003-2008, from US\$296 to over US\$500 million. Exports increased by 106%, from US\$111 to US\$229 million in the same period, while "branded" exports grew by 179%, from US\$51 to US\$144 million. WIRSPA has been strengthened with the new membership of producers from Dominican Republic, Haiti, Belize, Grenada and St Vincent and the Grenadines.

Key achievements and indicators are the introduction of 18 new brands and 38 brand variants to the EU market, the level of employment of participating companies maintained at 6,000 people, a 20% increase in direct female employment in the sector since 2003, an undertaking of 20 waste treatment projects by 15 companies in 12 countries, an undertaking of 11 energy and conservation projects in 8 countries, a 40% increase in tax revenues (approximately \$250 million), a 140% increase in the number of tourists visiting rum facilities since 2003, the registration and approval for use of the Authentic Caribbean Rum Marque by 15 companies.



## FINLAND

Finland is involved in the following projects:

- Support to agricultural and forestry productive capacity projects in Afghanistan, Cambodia, Egypt, Ethiopia, Kenya, Kyrgyz Republic, Laos, Mongolia, Mozambique, Nepal, Nicaragua, Peru, Tanzania, Vietnam, Zambia, Andean region, Mekong region, and WEI region (Eastern European CIS countries, South Caucasus, Central Asia)
- Support to private sector development programs in Zambia,
- Support to green construction in Zambia
- Support for energy supply development programs in Central America, Andean region, Mekong region, East and Southern Africa, and Indonesia
- Support to innovations, ICT and services sector projects in Mozambique, Tanzania, Southern Africa, and Vietnam
- Support to EBRD's Southern & Eastern Mediterranean (SEMED) Trust Fund in North Africa, Neighbourhood Investment Facility (NIF) in North Africa, Early Transition Countries Initiative in WEI region (Eastern European CIS countries, South Caucasus, Central Asia)
- Support to UNIDO's work in developing productive and trade capacities and agricultural entrepreneurship in LDCs
- Support to ITC's project to develop the pineapple sector of Benin and Togo, paying particular attention to women-owned businesses, and making use of a similar approach to help women traders in various sectors in the EAC.
- Support through EIF for Trade-Related Technical Assistance to LDCs

## FRANCE



When it comes to strengthening productive capacities, French cooperation focuses more particularly on three sectors: agriculture, tourism and the private financial sector.

### 1) Agriculture

French cooperation has set three priorities in the agricultural sector :

- Support to increase and improve agricultural production of both traded and staple crops;
- Promote well-balanced development and management of rural areas, in synergy with the cities; and
- Prepare and implement policies and regulations in agriculture.

### 2) Support for the tourism sector

While the first interventions of French cooperation in the tourism sector basically involved developing hotel infrastructure, what is now targeted is ensuring that the development of tourism has a multiplier effect on the whole range of socio-economic and cultural activities of the partner countries, as well as generating income at all levels, above all for the local populations, while preserving the environment and protecting eco-systems: Thus, in the framework of the national strategy for sustainable development, the actions of the French cooperation are increasingly targeting the development of sustainable tourism.

### 3) Support for the private sector (see the “Trade-related Financial Services” section)

#### **Endorsement of Potato Exports – Guinea**

This is a project funded by the French Government and implemented by the Federation des Paysans de Fouta Djallon (FPFD). The project was launched in 2005, and is budgeted for €470,000 with an additional allowance of €90,000 for a study of other Guinean agricultural products that have a potential to become a viable industry. The main objectives of the project are to increase the country’s revenues and improve the standard of living of the Guinean farmers by diversifying the Guinean products for exports. The project specifically aims at endorsing potato export to neighbouring countries with the end results of the general increase in potato export, and increasing the number of potato farmers and exporters in the Fouta Djallon region of Guinea thus increasing their revenues. Another outcome of this project is to study possible agricultural products such as shea, pineapple, mango, cashew nuts, and coffee, viable for export. This project increases the production and export of the Guinea potato from 6,000 tons in 2003 to 16,000 tons today, which increased job opportunities especially for the youth, and the women of Guinea while also providing the country with a nutritious and affordable alternate to rice and corn. Guinea is one of the thirteen countries benefiting from the Programme de Renforcement des Capacités Commerciales (PRCC) (see below for a complete description of the PRCC).

For more information: [www.afd.fr/jahia/webdav/site/afd/users/administrateur/.../prcc-en.pdf](http://www.afd.fr/jahia/webdav/site/afd/users/administrateur/.../prcc-en.pdf)

#### **Support for the Economic Development of cotton zones – Mali**

This project was launched in 2000 with a budget of €6.5M. The project was renewed in 2007 and received a grant of €11M. This project aims to promote sustainable economic development in the cotton zones by (i) increasing productivity and diversifying activities on farms in the cotton system; (ii) strengthening the capacities of the network of cotton producers’ cooperatives; (iii) improving the mobilization, dissemination and analysis of information for all actors in the industry and the State. The program overall objective is to support reforms in the cotton industry and finalize the structuring of farmers organizations’ into cooperatives with the implementation of an apex organization, the National Union of Cotton Producers’ Cooperative Societies (UN-SCPC) which was set up in March 2007.

For more information: [http://www.afd-afrique-est.org/jahia/webdav/site/afd/users/administrateur/public/fiches-pays/Fiche-pays\\_Mali-en.pdf](http://www.afd-afrique-est.org/jahia/webdav/site/afd/users/administrateur/public/fiches-pays/Fiche-pays_Mali-en.pdf)

### **Supporting Producer Organisations – Burkina Faso**

AFD is implementing an ambitious project to strengthen Burkina Faso's cotton sector from an institutional, technical, economic and environmental point of view (€11M). The project is mainly based on the Burkina Faso National Union of Cotton Producers (UNPCB), which has been entrusted with delegated project ownership. The UNPCB was set up in 1998 and has since played a major role in sector management. The project activities are as follows: (i) develop actions to increase producers' revenues (e.g. literacy, soil fertility management, and diversification); (ii) enhance the structuring of producers' organizations (e.g. management advice to grassroots groups, training for managers); (iii) improve the economic, social and financial environment of the whole sector.

For more information: [www.afd.fr](http://www.afd.fr)

### **Strengthen commercial ability of National Tea Company in Burundi (OTB)**

This project (implemented under the Programme de Renforcement des Capacités Commerciales (PRCC) - see below for a complete description of the PRCC) aims at increasing tea production and promoting its value on international market. Burundi's tea is produced at high altitudes and its quality is highly appreciated. The first component of the project aims at establishing a quality approach from the producer to the customer. One of the results expected is to get a certification (Rain Forest or ISO 22 000) for two OTB regions (among 5). The objective of the second component is to improve OTB commercial capacities in order to develop direct selling. At last, third component is focusing on capacity building for stakeholders in the value chain, included ministry of agriculture and farmers organizations. An important part of the budget will be dedicated to support from a technical assistance (planned for two years).

For more information: [www.afd.fr](http://www.afd.fr)

### **Strengthen commercial capacities of Mugama Union- Kenya**

The general objective of the project is to improve the incomes of Mugama Union Cooperatives' members by increasing productivity of the coffee plantations and by developing quality marks. 34 cooperatives, which correspond to 102 000 producers are members of Mugama Union. Production of coffee decreased in the past (due to low price) but quality is still appreciated.

This project will help Mugama Unions to: i) strengthen its cooperatives in order to improve quantity and quality of coffee; ii) to characterize its coffee; iii) support its cooperatives to get a better price for coffee; iv) develop a legal framework in Kenya for quality marks especially GIs.

For more information: [www.afd.fr](http://www.afd.fr)

### **Fond Français pour l'Environnement Mondial**

The MAE launched in 2013 a programme with french funds, entitled, "Fond Français pour l'Environnement Mondial (FFEM)", which aims at developing fair tourism and fair trade supply chains in Equator in the Yasumi national parc (the total amount of the project is €4M).

Contact: [nadia.voisin@diplomatie.gouv.fr](mailto:nadia.voisin@diplomatie.gouv.fr)

### **Société du Pôle de Compétitivité de Sousse (SPCS) – Tunisia**

AFD granted in December 2010 € 750,000 to the Société du Pôle de Compétitivité de Sousse (SPCS) in order to facilitate and support the establishment of a business cluster in the field of mechatronics. The main aim of the project is i) to animate the mechanical, electrical and electronic sectors in Tunisia and ii) to promote the structuring of the private sector through the creation of a well formalized and operational Cluster in the mecatronich field and facilitate the dissemination of cluster approach throughout other productive export oriented sector.

**Phytotrade – Africa**

This is to finance the improvement of collection (quality) of plants and seeds from the harvest of natural communities in developing countries: thus, increasing their incomes, and in the context of fair trade, also assist communities in self-management of their natural resources. Part of the project is focused on the organization of collectors, the establishment of standards for traceability and quality control, the ability to raise products to market standards. At the same time, FFEM supports monitoring compliance with the natural environment, the sustainability of the resource, biodiversity and the capacity of tribal communities to manage it all. However, FFEM also works with “mid-chain” societies, processors and exporters, thereby ensuring that processing and packaging are made in Africa, so there is a real work of promoting products and the construction of value chains.

**Fair Tourism in Madagascar.** The MAE launched in 2012 a pilot project for fair tourism capacity building in Madagascar (20 000€).

Development of Palestinian privately-owned companies: In the framework of a Financial Protocol signed between the French Government and the Palestinian National Authority represented by the Ministry of National Economy on April 8th, 2010, a grant of 5 million Euros was allocated to the promotion of Palestinian privately-owned local companies with a priority for projects in the Industrial Zone of Bethlehem. This French Grant is directed to Palestinian privately-owned companies as a financial support for their development. The grant is used to encourage the establishment of new companies in the fields of industry, tourism, agriculture and services, or the modernization and the strengthening of existing private Palestinian companies. Range of Grant limits per each eligible private Palestinian company / project that purchases French goods and/or services, representing 35% of external financing, are between €35,000 and €500,000. The project external financing shall be acquired through a loan from one of the program accredited banks. Since 2009, eight projects have been financed through French Grant, mainly in the food-processing industry.

**GERMANY****Cotton Made in Africa**

This is a BMZ-funded initiative, implemented through a consortium of partners. The programme focuses on Benin, Burkina Faso and Zambia. Its objective is to provide cotton farmers with agricultural training focused on environmentally friendly and sustainable production methods in order to increase yields, quality and productivity and profitability.

For more information: E-mail: [trade@giz.de](mailto:trade@giz.de) and <http://www.cotton-made-in-africa.com>

**Kenya Private Sector Development in Agriculture**

This BMZ-funded programme supports reforms that will improve the coordination of the sector, increase the transparency and effectiveness of public spending, and create an enabling environment for agribusiness development. It applies a business-oriented value chain approach that assists actors along the value chain (input suppliers, farmers, traders, processors and retailers, and the final consumers) to secure the best possible value at all stages of production, processing, trading and consumption. The programme also promotes development partnerships with the private sector to support actors within given value chains. It also organises cooperation between public and private agricultural extension services and seeks to expand the services provided by producers and processors' associations. To increase the use of environmentally-friendly technologies and to reduce adverse impacts on the environment, the programme promotes biogas plants and fuel-efficient woodstoves.

For more information: E-mail: [trade@giz.de](mailto:trade@giz.de) and <http://www.giz.de/themen/en/13687.htm>

#### **Rural production and trade**

The programme for the promotion of market-oriented agriculture in Ghana is strengthening the competitiveness of agricultural producers in national, regional and international markets. Thus, rural producers of citrus fruits, mangos, guinea fowl and aqua farming, etc., are being supported by the strengthening of their integration in value-adding chains; the structures of agricultural associations are being reinforced; and officials at the macro level are being advised on how best to establish favourable framework conditions to foster trade.

For more information: E-mail: [trade@giz.de](mailto:trade@giz.de) and <http://www.giz.de/themen/en/7787.htm>

#### **Thai-German Programme for Enterprise Competitiveness**

This BMZ-funded programme, with the Thai International Development Cooperation Agency (TICA) as lead agency, supports enterprise competitiveness with a particular focus on promoting SMEs using a market development approach. The programme consists of two components: improving the access of SMEs to business and financial services and stimulating the ecoefficiency of industry.

For more information: [trade@giz.de](mailto:trade@giz.de) and <http://www.giz.de/themen/en/8080.htm>



## GREECE

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#### **Potato Seed Production Centre in Georgia**

This is a project funded by Hellenic Aid, which was implemented from November 2005 by the Laboratory of Horticulture of the Agricultural University of Athens, with a budget allocation of 150,000. The project, which was implemented in partnership with USAID and the EU, benefited from the Agricultural University of Athens' expertise in the region and its analytical and technical capacity. Based on an analysis of local needs, comparative advantages and the region's constraints, the project established a seed potato centre (to provide high quality seeds) and a producers' co-operative. The project aimed to increase potato production and worked closely with a research institute in Tbilisi that had been inactive for the previous 15 years and which was ultimately revived by this project.

For more information: <http://www.oecd.org/dataoecd/3/10/38023102.pdf>



## IRELAND

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#### **Irish Fairtrade Network's initiatives**

Irish Aid is one of the largest donors to the fair and ethical trade systems through the Irish Fairtrade Network and since 2006 Irish Aid has provided grants of over €20m to the Irish Fairtrade Network (IFTN) in support of producers in developing countries and development education work in Ireland. Irish Aid is funding two Fairtrade programmes – one in Central America and the other in East Africa.

The Central America programme supports agricultural producers in Guatemala, El Salvador, Honduras and Nicaragua. The East Africa programme supports agricultural producers in Tanzania, Kenya, Ethiopia and Uganda. The programmes assist producers working with tea, coffee, cut flowers, tropical fruits and other agricultural products. This funding provides support to enable producers to meet acceptable quality, social and environmental standards and to access markets in Ireland and elsewhere.

Sales of Fairtrade Mark products in Ireland continue to grow and in 2011 amounted to €159 million, an increase of 16% on 2010. The figure for 2010 was €138 million an increase of 17% on 2009.

For more information: [www.fairtrade.ie](http://www.fairtrade.ie)

## ITALY



In the period 2010-2012 Italian Cooperation has allocated approximately € 36.4 million for 47 initiatives classifiable in this category.

Significant programmes are the following:

- Integrated financial and technical assistance for SMEs development (soft loan plus grant) - Albania
- Strengthening and internationalization of the productive sector of General District of San Martin, promoted by the NGO CISP - Argentina
- Private Sector Development Platform (soft loan plus grant) - Ghana
- Quality and competitiveness improvement of Lebanese agricultural production for exportation, implemented by the International Centre for Advanced Mediterranean Agronomic Studies - Lebanon
- Enterprise creation and internationalization of West African enterprises, realized with the University of Reggio Calabria - West Africa (Regional)
- Modernization and technological upgrading of industries (soft loan plus grant) - Syria

## JAPAN



### One Village One Product (OVOP)<sup>52</sup>

The One Village One Product Project was launched in the 1970s. The Ministry of Economy, Trade and Industry (METI), the Japan International Cooperation Agency (JICA) and the Japan External Trade Organization (JETRO) adopted a version of the scheme in the early 2000s as a way of encouraging development in LDCs and other developing countries. The OVOP programme works through communities by adding value to products using locally available resources through processing, quality control and marketing. The objective of the OVOP programme is to promote the OVOP concept approach of economic development at community level. It does this by: (i) promoting value adding technologies, such as agro-processing, quality control and packaging; (ii) facilitating small-scale business skills development at the community level; and (iii) promoting market linkages between products and services from communities and domestic/international markets. The OVOP concept is now being replicated as a model of enterprise development in many countries, including Thailand, Malawi, Malaysia, the Philippines, Mongolia and China. The original concept stands on three pillars: "Think Globally Act Locally", "Self Reliance and Creativity" and "Human Resource Development". The OVOP programme is run worldwide from Asia to Africa through to Central America. Through the campaign, which started in February 2006, products such as craftwork items, textiles and processed foods from nations in Asia, Africa, Oceania and Central America have been introduced on the Japanese Market.

For more information: <http://www.meti.go.jp/english/information/data/OVOP.html>

### Smallholder Horticulture Empowerment Project (SHEP) Kenya

SHEP was a joint technical cooperation project between the Ministry of Agriculture and the Horticultural Crops Development Authority (HCDA), initiated in 2006. It aimed to empower smallholder horticulture farmer groups through capacity building activities in the area of management, production technology, quality man-

agement and rural infrastructure development. From March 2010, the follow up phase, Smallholder Horticulture Empowerment and Promotion Unit Project (SHEP UP), is being implemented to disseminate the success of SHEP nationwide.

For more information: [http://www.jica.go.jp/english/our\\_work/thematic\\_issues/agricultural/study.html](http://www.jica.go.jp/english/our_work/thematic_issues/agricultural/study.html)



## KOREA (REPUBLIC OF)

### **Increasing Rice Seed Production Project – Laos**

Korea provided Laos with almost US\$ 500,000 to set up a system to manage rice seeds and transfer farming technology. The objective of the project was to assist the Ministry of Agriculture in improving the quality of rice seeds in Laos as a way to raise farmers' income. Carried out by KOICA, the project consisted of: (i) the provision of facilities (US\$ 220,000), i.e. farming equipment, etc.; (ii) construction of an agricultural centre (US\$ 120,000); (iii) education and training (US\$ 140,000), which included technical assistance in seed management and farming machinery management; and (iv) courses in operating farming machinery, etc.

### **Irrigation Facility and Agriculture Mechanization Project – Tanzania**

Korea funded a project for mechanizing the agricultural sector in Tanzania through KOICA, from 2007 to 2009. The objective of the project was to improve agricultural productivity and raise incomes in the region of Morogoro by procuring irrigable land for development and by recovering old sites. The project's overall aim was to transfer new agricultural technology and foster the region as a model of modernization. Specifically, the project: (i) strengthened and improved the irrigation facility and the irrigation channel supply facility; (ii) supplied agricultural equipment, such as harvesters and tractors, for farm modernization; and (iii) provided courses in managing the irrigation facility and in crop cultivation.

### **Potato Production Technology Assistance Project – Algeria**

This is a US\$ 1.8 million project funded by Korea over a two year period (2007 – 2009) through KOICA. The project's goal was to solve Algeria's food problems and contribute to raising farmers' incomes by: (i) delivering seed potato production technology; and (ii) establishing an experiment laboratory to enhance agricultural productivity and achieve seed potato export replacement. The components of the project were: (i) construction and design: tissue culture laboratory, cultivation facility, blight inspection room, storage facility, etc.; (ii) provision of equipment: tissue culture, nutriculture, blight inspection equipment, etc.; (iii) sending in experts in seed potato production (nutriculture, blight inspection, breeding inspection, tissue culture, pure-breed production); and (iv) providing training in tissue culture, nutriculture, blight inspection, pure-breed production and breed cultivation.

### **Poultry Processing Project – Angola**

Korea provided financial assistance to Angola in 2007 to construct a poultry processing facility in Malanje Province in the form of a loan of US\$30 million from its Export-Import Bank (Korea Eximbank). Other supply-related projects in Angola included an agricultural modernization project (US\$31.4 million), the establishment of an advanced technology centre (US\$46 million) and an ICT infrastructure project (US\$35 million).

**Technology Development Center Extension Project – Kenya:** In 2007 Korea funded a US\$10.74 million centre for technology transfer. The objective of the project was to nurture a skilled labour force which would contribute to Kenya's economic development by supporting the Industrial Technology Training Center.

**Textile Technology Training Aid Project – Guatemala:** Korea carried out a US \$ 800,000-project from 2005 to 2006 in Guatemala to establish a textile technology training center. Implemented by KOICA,

the project aimed to expand production and increase employment opportunities in the Guatemalan textile industry. The project provided: (i) utilities (US\$ 510,000): customs, fabrics, electricity, production management, and educational utilities for engineering training; (ii) fellowships (US\$ 100,000): four engineering trainers; (iii) experts (US\$ 130,000): four engineering experts; and (iv) others (US\$ 60,000): project management.

Other projects in this category include :

- Monkol Borey Dam Development Project – Cambodia
- Sala Ta Orn Dam Development Project – Cambodia
- Development of Karian Multipurpose Dam Project – Indonesia
- Wajo Agricultural Products Development Center Project – Indonesia
- Irrigation Facility Development Programme – Mali
- Markala Sugar Cane Farm Development Project – Mali
- Jalaur River Multi-purpose Dam Project – Philippines

## LUXEMBOURG



### E-health for Sub-saharan Africa (2011-2013)

The first phase of the eHSA programme consists of four in-depth horizontal studies. These studies are to last one year, and are addressing critical success factors – setting solid foundations for the development of sustainable eHealth and telemedicine services across SSA. The Satellite-enhanced eHealth for sub-Saharan Africa Programme (eHSA) is a multi-year programme aimed at establishing sustainable eHealth services in sub-Saharan Africa (SSA). The programme is being managed by ESA, with funding from the European Union – Africa Infrastructure Trust Fund and the Government of Luxembourg through the Luxembourg Agency for Development Cooperation. These studies will provide the necessary information to help ensure the success of subsequent fertilisation projects. They will examine the **governance, regulatory aspects, interoperability, and sustainability** of eHealth services in SSA.

### African Internet Exchange System (AXIS; 2011-2014)

The African Internet Exchange System project aims to keep Africa’s internet traffic local by providing capacity building & technical assistance to facilitate the establishment of Internet Exchange Points and Regional Internet Exchange Points in Africa. Africa is currently paying overseas carriers to exchange “local” (continental) traffic on our behalf. This is both a costly as well as an inefficient way of handling inter-country exchange of Internet traffic. Lowering communications costs by facilitating the establishment of the African Internet Exchange System will reduce the cost of financing trade and ultimately the price of the goods. Affordable and accessible bandwidth will encourage regional trade integration and new “think work” industries like business process outsourcing (BPO) and call centers will emerge and create employment, reduce poverty and generate wealth. It is therefore in the interests of all countries in Africa to find ways of optimizing internet traffic, to support intra-continental traffic flows and create opportunities for private sector investment in these areas. Having regard to relevant AU decisions related to the African Internet Exchange System project, the African Union Commission signed an agreement with the Lead Financier (Luxembourg Development Agency) to support implementation of the African Internet Exchange System project funded by the EU-Africa Infrastructure Trust Fund and the Government of Luxembourg. The objectives are:

To support the establishment of:

- Internet exchange points (IXP) in Member States of the African Union;
- Regional Internet Hubs;
- Regional Internet Carriers;



- Continental Internet Carriers;
- To establish a real-time and historical traffic data accessible via web-based visualization system;
- To develop a certificate curriculum on Internet Exchange technologies.

Expected results are following:

- IXP Capacities in AU Member States built;
- Internet Exchange Points In AU Member States;
- Regional Internet Hubs established;
- Regional Internet Carriers established;
- Continental Internet Carriers established;
- Real-time and historical traffic data accessible via web-based visualization system established;
- Certificat Curriculum on Internet Exchange Technologies developed.

#### **Developing Business with the Rural Poor – Vietnam**

This programme is funded by the Luxembourg Government (with a budget of €2,475,044) and implemented in collaboration with IFAD. Its purpose is to empower poor households in targeted rural communities to organize themselves for profitable market participation along value chains in a socially equitable and environmentally sustainable manner. The programme provides the essential elements for achieving this objective: (i) improving the business and investment environment; (ii) providing rural business development services; and (iii) extending market access for the rural poor. These three components are to lead to the specific objective of rural poor people being empowered to benefit from an enhanced market participation in Cao Bang province. The Luxembourg Government support for this project will have a clear focus on strengthening the local actors in terms of coordination, planning, budgeting and implementation, and the provision, where necessary, of specific complementary technical assistance to the local institutions in order to achieve the objectives and results of the IFAD programme in a most efficient and effective manner. The project was launched in 2009 and is expected to be completed by 2012.

For more information:

E-mail: [rofhan@lux-development.vn](mailto:rofhan@lux-development.vn) and [http://www.lux-development.lu/publication/VIE\\_light.pdf](http://www.lux-development.lu/publication/VIE_light.pdf)

#### **Support of the Network of Associations of Microfinance Institutions in Central America (REDCAMIF) through the funding of a project entitled “Regional Project of micro-insurance”**

This pilot program, the first of its kind in the world and in the region, called Retirement Funds-Micro Pensions as an option for customers in the sector to have a pension fund. This initiative is part of the Central American Microfinance Network (Redcamif), initially involving 2.500 entrepreneurs affiliated with the network. During a second phase, similar programs in Honduras and Nicaragua will open, eventually looking to expand to all countries in Central America. Funds will be provided by the Inter-American Development Bank (US\$ 900,000), the Grand Duchy of Luxembourg (\$ 525.000) and microfinance institutions in Guatemala, Honduras and Nicaragua (US\$ 300,000).

#### **Institutional strengthening of institutions affiliated with the Nicaraguan Association of Microfinance Institutions, Nicaragua (2011-2014)**

ASOMIF includes the major nicaraguaian microfinance institutions and provide a space for dialogue between them. The aim of the project is to improve financial services provided to marginalized populations, particularly in rural areas, by designing a program that encourages member institutions to develop new products and services accessible to vulnerable people and to SME, such as micro-insurance and micro-pension

#### **Support to the Salvadoran Association of Microfinance Institutions (ASOMI) to strengthen microfinance services in rural areas of El Salvador (2009-2013)**

ASOMI currently includes twelve Salvadorian microfinance institutions and provide a space for dialogue between them. The aim of the project is to improve financial services provided to marginalized populations,

particularly in rural areas, by designing a program that encourages member institutions to develop new products and services accessible to vulnerable people and to SME, such as micro-insurance and micro-pension

Other projects in this category also includes:

- Development of microfinance in Cape Verde: action plan 2011-2015
- Integrated Rural Development Project – Mali
- Technical assistance to the WAEMU in the ITC sector

## NETHERLANDS



### Mali-Mango case – CBI intervention

This project, funded by the Ministry of Foreign Affairs, and implemented by CBI in close cooperation with ITC, showcases a typical example of an AFT project involving both public and private partners. It consisted of the following interventions: (i) quality improvement through expert quality and management training for production and export companies in Mali systems; (ii) productivity improvement; (iii) logistic and storage improvements (trucks and cooling facilities); and (iv) certification. In addition to the technical inputs into the project, CBI identified and connected parties on both sides and arranged and invited their representatives to visit potential European buyers to find out their demands. It assisted in brokering arrangements with Dutch supermarkets which allowed pre-financing of the investment needed in facilities, such as a cooling warehouse. The project helped link up each loop of the supply chain and eventually ended with the verification of products by Bureau Veritas to make sure that applicable EU-import rules on health, safety and environment were met. This project was expected to increase exports five-fold in a two-year intervention span.

For more information: <http://www.cbi.eu/?pag=55&nid=812>

### Sustainable Trade Initiative (IDH)

The IDH was launched in 2008 by the Netherlands Ministry of Foreign Affairs. It brings together close to 40 businesses, trade unions and over 20 civil society organizations, and focuses on linking producers from developing countries in a sustainable manner to the international trade and production chains. The project is expected to run to 2015, and the Ministry has pledged around €50 million, which has been matched by a €0.5 billion pledge by 54 CEOs. The IDH seeks to improve economic, environmental and employment conditions in the initial stages of production chains in developing countries. It targets the first link in the international chains that start in developing countries and end in the Netherlands or Europe, and works on making international production chains sustainable through two types of interventions: (i) sectoral development and improvement programmes; and (ii) intersectoral learning programmes. In 2008, four sectors – natural stone, soya, cacao, and wood and forest products – were targeted. The improvement programmes focus on tackling obstacles to sustainability along the production chain, and include establishing certification systems, clean production methods, branding, etc., while the second important set of activities, the learning programmes, further the exchange of knowledge.

### Private Sector Investment programme (PSI)

PSI is designed to support Dutch (or foreign) business investments in emerging markets, in cooperation with local businesses. The programme stimulates innovative pilot projects in commercial sectors, with the ultimate goal of strengthening the local private sector and increasing local employment opportunities.



## NEW ZEALAND

### **(IFC-PENSA II) Indonesia**

The PENSA II project is helping stakeholders empower themselves into better livelihoods through the provision of support/resources, knowledge, new capacity, and ultimately forging productive partnerships in the private sector. IDG is supporting two programmes: Agribusiness and Investment Climate. The agribusiness objective is to promote sustainable and inclusive business practices by building agribusiness (cocoa & peanut industry production) linkages between smallholders and firms and by supporting the creation of viable forest plantations and degraded lands. The Investment Climate objective is improving the business enabling environment in supporting Indonesia's drive for competitive economic growth through private sector development. For more information: <http://www.ifc.org/ifcext/pensa.nsf/Content/NewsCoverage>

### **Pacific Business Mentoring Programme (PBMP)**

The Pacific Business Mentoring Programme aims to help Pacific businesses grow their capability. Business mentoring is a process whereby an experienced, knowledgeable entrepreneur or senior manager provides support and advice to another business owner over a period of months or years. Implemented in partnership with Business Mentoring New Zealand (BMNZ), this programme is intended to provide measurable improvements in business governance, profitability, and sustainable economic growth in the Pacific region. For more information: <http://www.businessmentorspacific.org.nz/>

### **Samoa private sector development**

The NZAID programme provides around US\$ 500,000 annually towards initiatives that support private sector development in Samoa and improve livelihoods through increased job creation: the Private Sector Support Facility (PSSF) and Small Business Enterprise Centre (SBEC). The PSSF is a partnership initiative with the Government of Samoa and the United Nations Development Programme (UNDP) to provide contestable funding support to build the private sector as an engine of economic development through internal and external trade. SBEC was established in 1994 to encourage the development of small business in Samoa. It provides advisory services and training to small business and administers a small business loan guarantee scheme with the aim of expanding the private sector. For more information: <http://www.nzaid.govt.nz/programmes/c-samoa.html>

### **Pacific Regional Livelihoods Programme**

This programme builds on existing work with Oxfam's long term partner in Samoa, Women in Business Development Incorporated (WIBDI). WIBDI's effectiveness in supporting small rural farmers to become organically-certified producers is well known. This Activity will expand the existing programme through the organics network in the Pacific, particularly in Tonga and Vanuatu in this phase and later into other countries. Tonga National Youth Congress (Tonga) and Farm Support Association (Vanuatu) have been appointed as the focal point for organics in their respective countries, with administrative and technical help from WIBDI. These local producer organisations will support growers through regular training, field visits and mentoring to become organically-certified producers, thereby playing a key role in coordinating and facilitating farmers to access markets. Implementation will be through the local partners in Samoa, Tonga and Vanuatu with technical support on organics and fair trade provided by WIBDI and regional organisations such as the Secretariat of the Pacific Community and the Pacific Organics and Ethical Trade Community (POETCom), as well as linkages with other organisations such as the Fairtrade Association of Australia and New Zealand, Trade Aid, and Pacific Islands Trade and Investment Commission.

For more information: <http://www.aid.govt.nz/media-and-publications/development-stories/august-2012/partnerships-improve-farmers-livelihoods-samo>

## NORWAY



### Trade Capacity Building in Agro-industry Products - EAC

The project objective is to establish a mutually supportive national and regional mechanism to facilitate both inter and intra-regional trade in selected strategic food products such as fruits and vegetables, coffee and tea (especially for Rwanda and Burundi) as well as fish. The project will enhance the capacity of the five participating countries as a whole to participate in international trade, mainly through (1) the enhancement of enterprises' capacity to produce according to international market requirements and through (2) the strengthening of export-oriented support services, mainly relating to conformity assessment. In particular, the project will enhance the institutional capacity and services of the participating countries to implement the WTO agreements on TBT and SPS. (UNIDO 2006 -2012) USD 5.14 million.

### Support for Common Fund for Commodities (CFC)

In 2012 the CFC received funding of US\$ 1.4 million from Norway for the financing of measures to improve competitiveness and increase the degree of processing of various raw materials that are produced in developing countries.

For more information: <http://www.common-fund.org/>

### Norwegian Oil for Development (OfD) Initiative

The OfD, drawing on the technical expertise that Norway has gained in its extensive experience in the oil and gas sectors, aims at assisting developing countries to manage their petroleum resources in a way that generates economic growth, promotes the welfare of the whole population and is environmentally sustainable. OfD takes a holistic approach in its institution and capacity building of public authorities in its partner countries, ensuring that resource, environmental and revenue management are regarded as one entity. Good governance, transparency and anti-corruption are both vital components in all the petroleum-related assistance the OfD offers. The OfD Initiative was launched in 2005. As of 2011, the OfD programme encompassed activities in a total of 22 countries located in Africa, Latin-America, the Middle-East and Asia. The funding of OfD activities for 2011 was approx. US\$ 50.2 million.

For more information: <http://www.norad.no/en/Thematic+areas/Energy/Oil+for+Development/127154.cms?show=all>

### The Clean Energy for Development Initiative

Acknowledging that access to energy is a necessity in the fight against poverty and a prerequisite for economic development, the Clean Energy for Development Initiative was launched in 2007. Increased focus on energy issues and its importance in the climate agenda, coupled with a significant increase of funds allocated to energy related activities within Norwegian development aid, required better coordination of Norwegian efforts. The Clean Energy for Development Initiative brought this initiative about. The Clean Energy Development Initiative is accommodating the private sector in various ways. The main tools for direct support to the private sector are the funding mechanisms of Norfund and Norad. Public Private Partnerships are essential, and support is also given to infrastructure projects, capacity building, regulatory reforms and research projects to facilitate for private sector investments and improve the investment climate. The funds in the Initiative are allocated to seven core countries (Liberia, Uganda, Nepal, Mozambique, Tanzania, East Timor, Ethiopia). Total development assistance to clean energy in 2011 was approx. US\$ 146.5 million. In addition to this come the funds allocated to Norfund, which in 2011 amounted to approx. US\$ 117.2 million.

#### **Regional programme for Africa - ITC-funded**

These projects focus on product diversification, trade development, SADC agro-industry, etc. Total funding in 2008 and 2009 was US\$ 1.75 million.

#### **Women Entrepreneurship Development Programme (WED) – Phase II East Africa**

This programme (phase I) was launched in 2009, implemented by Virke, the Enterprise Federation of Norway. It is a trade-related training programme which targets women's organisations in East Africa with the aim of assisting women entrepreneurs to develop business plans, including codes of conduct; implement new management routines, including the creation of new internal communication strategies; and develop new products and/or new packaging. Phase II is expected to begin in 2012.

For more information: <http://www.virke.no>

#### **Development and Gender Equality – Southern Africa**

This programme is implemented by the ILO and aims to improve market access for women. The total funding allocated by Norway in 2011 was close to USD 1.7 million.

For more information: [http://www.ilo.org/empent/Areasofwork/lang--en/WCMS\\_093870](http://www.ilo.org/empent/Areasofwork/lang--en/WCMS_093870)

#### **Better Work and Standards Programme – Bangladesh**

Co-funding with: EU (€ 15.0 million) and Bangladesh Government (€ 5.0 million in kind)

Request for Norwegian funding € 1.24 million /UNIDO)

The programme has three components: i) Better Quality Infrastructure (BQI) : details are provided under the category Compliance Infrastructure and Services; ii) Better Fisheries Quality (BFQ): details are provided under the category Compliance Infrastructure and Services; iii) Better Work in Textiles and Garments (BWTG): (details are provided under the category Supply Capacity) aims to strengthen overall competitiveness in the textile and ready made garment (RMG) sector and to improve the working conditions of the textile and RMG sector, leading to the expansion of the sector and the creation of better employment opportunities (UNIDO 2010 -2014) US\$ 1.9 million



## PORTUGAL

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#### **Development Cluster in East Timor**

The aim of this intervention is to increase the sustainability, visibility and long-term impact of activities in a wide scope of areas such as education, health, nutrition, environment, tourism, handcrafts, to be implemented under a set of projects by different institutions within a common framework in the districts of Liquiça. The Cluster generates employment and creates new companies to promote self-sustained endogenous development. This is the first development cooperation project in the world to receive the certificate management system according to the Referential Quality NP EN ISO 9001:2008. The amounts disbursed from 2009 to 2012 total about € 1,639 million.

**Rural Extension Project (2004/2013)**

Support rural development of East Timor, aiming to contribute to sustainable development, fight poverty and achieve food security. The project aims to boost agricultural activity in its different components, through the empowerment of assistance staff assigned to attend the rural communities and seeking to stimulate economic growth at local level, giving priority to preservation, rehabilitation and sustainable management of natural resources (soil, water e forest). The project carries out its activities in the Districts of Ermera, Aileu, Liquiça, Bobonaro and Cova Lima. Amounts disbursed from 2009 to 2012 amount to about € 1,121 million.

**Rural Development Project in East Timor**

NGO IMVF is undertaking a Rural Development Project in East Timor aiming to contribute to the socioeconomic development of local communities by promoting local marketing channels and business opportunities. Amounts involved from 2009 to 2012 amount to € 312,269.

**Rural Development Program in Cabo Delgado, Mozambique**

NGO Aga Khan is implementing a Rural Development Program in Cabo Delgado, Mozambique. The program main goal is to contribute to increased economic and social wellbeing of the Cabo Delgado communities. Amounts disbursed from 2009 to 2012 amounts to about € 1,148 million

**Strengthening the institutional and technical capacity of Angola's Agronomic Research Institute (IIA)**

Institutional Support Project aimed at strengthening the institutional and technical capacity of Angola's Agronomic Research Institute (IIA). The amount involved 2009-2012 totals € 263,851.

**Strengthening the production and commercial capacity of Coopcunha in the Municipal District of Ecuinha in Angola**

NGO IMVF is undertaking a private sector development project aimed at strengthening the production and commercial capacity of Coopcunha in the Municipal District of Ecuinha in Angola. (2009-2012 € 59,781)

**Sustainable Management of Natural Forest Resources in Angola**

NGO IMVF - PGSRN – is undertaking a Sustainable Management of Natural Forest Resources in Angola. The project aims to develop a model for the sustainable management of natural resources in the forest areas of the Ecuinha Municipal District in Angola. (2009-2012 € 96,462)

**Integrated Private Sector Community Development Project in Guinea Bissau**

NGO IMMF is undertaking an Integrated Private Sector Community Development Project in Guinea Bissau's Cacheu region. The project aims to develop a sustainable agriculture cooperative that can benefit local farmers and boost the private sector in the local economy. Amounts involved total about € 49,877.

**Support to the intensification of food production in Guinea Bissau's Bafata region (PAIPA)**

The project aims to develop community facilities where farmers will be introduced to new farming practices for food production intensification, crop diversification methods and the use of simple modern farming technologies that can have a 50% to 70% impact on agricultural and pastoral activities, contributing to ensure greater food security and increase family income. Amounts disbursed from 2010 to 2012 amount to nearly € 0.5 million (€499 848).

#### **Agricultural development project in Guinea Bissau**

- NGO CIDAC Kil Ki Di Nos Tem Blur Agricultural development project in Guinea Bissau. The project aims to establish a partnership between producers, sellers, consumers and support organizations so as to mobilize these actors in favor of increasing local production and consumption as a way to increase food production, diversification and trade. Amounts disbursed 2009-2012 total about € 149,212.

#### **Promoting food security and environmental conservation in the eastern region of Guinea Bissau**

NGO ISU is carrying out a project aimed at promoting food security and environmental conservation in the eastern region of Guinea Bissau. The project's main goal is to boost the agricultural production capacity in local communities. Project cost amount to € 100,787.

#### **Increasing the knowledge base and research capacity on extractive natural resources - Angola**

Portugal is supporting activities in collaboration with Angola's Geologic Institute (IGEO) in the area of geology and mining with a view to contribute to increasing the knowledge base and research capacity on extractive natural resources. The project's goal is also to produce geological charts. The amount involved in these cooperation activities 2009/2012 amount to € 75 000.

#### **Cooperation activities in the area of geology and mining in Mozambique**

Portugal is also undertaking cooperation activities in the area of geology and mining in Mozambique. The aim of the intervention is to produce geologic studies and cartography to be used as a basis for public decision making and public policy on sustainable natural resource use, including mineral resources. The amount involved in these cooperation activities 2009/2012 amount to € 188,645.

## SPAIN



#### **Development of aquaculture activities in the Fonseca Gulf, Honduras**

This project seeks to improve the quality of life of Golfo de Fonseca local fishermen through the promotion of environmentally friendly and sustainable fishing production initiatives. Project specific objectives include:

- Increase local capacities and organization mechanisms of fishermen and related institutions to achieve greater participation, increasing production capacity and performance;
- Contribute to the research, development and implementation of fishing production projects focused on native species of high commercial value (snapper, snook, sea bass) in order to develop aquaculture business as an alternative to the traditional fishing sector;
- Improve fishing boats to reduce fish damage due to the lack of cold chain processes.

#### **The cooperative enterprise as a social economy actor towards social and economic development in the Mediterranean**

The Project has been carried out in the framework of the Euro-Mediterranean Network of Social Economy (ESMED) aiming to enhance the status and role of cooperatives as a key player in the economic and social development of Europe and its southern Mediterranean neighbours. Project specific objectives include:

- Identification of major cooperative organizations and their economic impact in Spanish partner countries of the Mediterranean region (Algeria, Egypt, Jordan, Lebanon, Morocco, Mauritania, Syria, the Palestinian Territories, Tunisia and Turkey);
- Provision of better visibility to the cooperative movement in Mediterranean partner countries;

- Identification of priorities to support the development of cooperatives in Mediterranean partner countries and the Mediterranean region.

For more information: [www.cepes.es](http://www.cepes.es)

Other projects in this category include:

- Strengthening installed capacities of seed and basic grains of UPANIC, small and middle western producers, Nicaragua
- NEEF FOUNDATION, Multipurpose trees plantation for the improvement of food Security, Vegetable protection and health, Ethiopia
- CETMAR, Development of rural aquaculture as a strategy for the contribution on the fight against poverty and food security in the Namuno District, Mozambique
- Enlargement of water infrastructures for the improvement of food production, Ethiopia
- Contribution to the potential agriculture development and appreciation of usable land in the Saint Louis region, Senegal
- Resistance to plagues in beans and peas for Mediterranean unirrigated lands, Tunisia
- Implementation of capacities in the analysis of value and innovation chains in the food area in Tunisia and Spain
- Qualification and research on geographic information technology for the improvement of sustainability of the agricultural activities and the preservation of natural resources in subtropical areas of Argentina
- Bio-recovery of agriculture soils in Tunisia polluted with pesticides using leguminous plants and micro-organisms of its rhizosphere
- Improving the teaching and research capacity regarding the comprehensive management of plagues in the citrus cultivations, Argelia
- Development strategies of the Tunisian oleic sector: organization, valuation and information and communication technologies (TICS), Tunisia
- Research project for the improvement of goat cattle in northern Morocco
- "Small scale" milk production as a way of fostering economic development in the Altiplano Central, Mexico

## SWEDEN



### Broader Economic Cooperation (BEC) South Africa

This Sida-funded project, run by the Swedish Trade Council (STC) and South Africa's Department of Trade and Industry, involves activities such as developing and expanding industrial schools, trainee programmes, management training and entrepreneurship development. The projects launched include: Pilot Project on Industrial Schools; International Trade Management (ITM); Swedish Industry Trainee Management Programme; and Business Quality Management Programme for Small and Medium-sized Enterprises.

### Capacity building on cleaner production in Hyderabad region

This project, funded by Sida in partnership with the Swedish Environmental Research Institute, Gamana, Jawaharal Nehru Technological University, the Green Business Centre and the Environment Protection Training Research Institute, aims to introduce new cleaner production solutions to the Patancheru area to reduce emissions, and to establish contacts with Swedish technology suppliers.





## SWITZERLAND

SECO, with its partners, has developed comprehensive service packages in the trade sector for SMEs in developing countries. The aim of these is to raise export capacities and competitiveness, and to help SMEs to integrate into international value chains for goods and services implemented via local service providers, such as export promotion organizations and chambers of commerce.

### Selected projects:

- Trade Cooperation Program: Peru; ITC and others
- Trade Promotion Central Asia, Phase III (Tajikistan, Kirgizstan)
- Trade Promotion Programme Serbia, Phase III



## UNITED KINGDOM

### Africa Enterprise Challenge Fund (AECF)

The AECF is a US\$180m fund backed by various international donors to encourage private-sector investment in new and innovative business ideas. This includes ideas in agri-business, rural financial services, renewable energy and technologies to assist small farmers to adapt to climate change. To qualify for funding a project should be commercially viable and have a positive impact on the rural poor in Africa, delivering increased incomes and employment for poor people, through reduced costs and improved productivity.

### Making Markets Work Better for the Poor (M4P)

M4P has evolved into a framework for practical projects to reduce poverty in many countries around the world. It is guided by four underlying principles: systemic action – understanding where market systems are failing to serve the needs of the poor, and acting to correct those failings; sustainable change – by creating the foundation for lasting change where market systems are better equipped to respond to future needs and priorities; large-scale impact – targeting interventions that benefit large numbers of poor people; and facilitative role – a catalytic role for the development agent. The M4P Hub is a forum for sharing knowledge on making markets work for the poor:

<http://www.m4phub.org/>

### Food and Retail Industry Challenge Fund (FRICH)

The FRICH challenge is aimed at the European food sector and is to find innovative ways to bring more African foods to the continent. The competitive Fund supports new ideas that connect African farmers with global retailers through innovative business partnerships. FRICH achieves results by removing blockages to market access and making sure that European shoppers know what differences their purchases make to poor farmers.

### ITC Women and Trade

Globalisation and trade have played a critical role in reducing barriers to achieving greater gender equality. Evidence shows a strong correlation between increased international trade and increases in female employment; trade results in greater employment in exports, increased connection to markets and often higher wages in export oriented industries particularly for women. ITC's Women and Trade Programme works with governments, the private sector and trade support institutions to bring greater economic benefit to women through increased participation in export trade.

## UNITED STATES OF AMERICA



### **African Development Foundation/Trade and Investment Programme**

In 2008 the USADF provided grants to private enterprises and non-governmental organizations in Africa. These grants were given to promote the expansion and development of export trade. Other activities funded by the ADF are trade facilitation, trader-related agriculture, services trade, and tourism sector development. Through 2010, ADF has provided grants of close to US\$9.4 million to Botswana, Burundi, Liberia, Mali, Niger, Nigeria, Rwanda, Senegal Tanzania, Uganda and Zambia. For more information:

[tcb.eads.usaidallnet.gov/query/do?\\_program=/eads/tcb/activitiesByNumber&act\\_num=9138](http://tcb.eads.usaidallnet.gov/query/do?_program=/eads/tcb/activitiesByNumber&act_num=9138)

### **Bolivian Productivity and Competitiveness Project (BPC Project)**

The BPC Project increases productivity and sales of micro, small and medium enterprises (MSMEs) to generate/sustain employment and increase incomes in urban and peri-urban areas. This happens through strengthening selected value chains, strengthening capacity of local organizations to provide services to MSMEs (i.e.: production technologies, clean production, quality control, financial access, etc.), and promoting initiatives to improve the business environment and workforce development.

### **Growth with Equity in Mindanao-3 (GEM-3) Programme**

The Growth with Equity in Mindanao-3 (GEM-3) Program will support Mindanao producers in their market development efforts by increasing competitiveness through improvements in production practices, product transport, and sales procedures.

### **Integrated Initiatives for Economic Growth in Mali (IICEM)**

IICEM (2007-2012) focuses on intermediate results within selected value chains: expansion/rehabilitation of irrigated agriculture and intensification of agricultural production in target areas; enhancing access to finance; enhancing access to markets and trade; introducing, transferring and applying improved technologies; increasing control of village associations over natural resources; and fostering an enabling environment.

### **The Competitiveness and Trade Expansion Programme**

The Competitiveness and Trade Expansion (COMPETE) program will enhance economic growth and food security in Eastern and Central Africa by stimulating increased trade and competitiveness in both regional and global markets. COMPETE will be headquartered in Nairobi and will respond to the Presidents African Global Competitiveness Initiative and the Initiative to End Hunger in Africa. Activities will be focused on increasing AGOA exports, removing barriers to trade, and strengthening African markets.

### **Trade Accession and Facilitation for Afghanistan**

The goal of the proposed Trade and Accession Facilitation for Afghanistan (TAF) project is to foster economic growth, trade, and investment through improving the conditions for international and cross-border trade and transit. The project will help the Government of Afghanistan and the private sector to pursue and realize the advantages of greater regional and global trade linkages and economic integration.

- Assisted GIROA to resolve key policy and technical bottlenecks and ratify the historic Afghanistan-Pakistan Transit Trade Agreement, in legal effect as of June 12, 2011

- Assisted GIROA to ratify the South Asia Free Trade Agreement, lowering tariffs on many Afghan exports to India and Pakistan immediately on entry into effect August 7, 2011
- Developed a new border management model that is aimed at streamlining processes at the borders
- Reduced the customs processing time at Kabul International Airport by 45 percent through the introduction of streamlined procedures
- Worked with the Export Promotion Agency of Afghanistan to establish a One Stop Shop for Exports, bringing all the agencies involved in exporting under one roof in Kabul
- Assisted the Afghan National Standards Authority to develop and adopt a five-year strategy for development of international product and safety standards and quality control for exports
- Prepared the Afghan delegation to participate in its first WTO working party meeting in January 2011

#### **Trade Development for Small and Medium Enterprises (formerly known as Trade and Innovation)**

USAID will help small and medium enterprises to have better access to business development services, increase their productivity and competitiveness, and expand operations in local and exports markets. A sustainable business expansion will contribute the Salvadoran economy to grow and expand job creation.

#### **USAID Agribusiness Project**

A major emphasis in the project is building the capacity of service providers supporting Serbia's agribusiness sector, incorporating them seamlessly in project activities, providing them with the latest technical skills, and building a market for their services. A number of major driving forces pose challenges to the Serbian agricultural sector, but they also represent great opportunities, if they are harnessed properly, for Serbian agribusiness.

The USAID COMPETE program metakes an integrated approach to advance trade and economic growth and ensure food security in the region. The program builds the capacity of African firms to compete in the global marketplace and takes advantage of preferential trade opportunities under the African Growth and Opportunity Act (AGOA) and other international trade agreements. Central to the USAID COMPETE program is an African private sector-led reform agenda. USAID COMPETE works through regional trade associations and lead firms to build the private sector's capacity to advocate for an improved policy and trade environment. USAID COMPETE works with regional economic communities such as the Common Market for East and Southern Africa (COMESA) and the East African Community (EAC) to build public sector capacity to advance regional integration through harmonized policies, procedures and standards and technological improvements to support evidence based policy decision making. Regional integration is key to fostering development of regional markets and increasing the competitiveness of African products globally.

# [ Compliance Support Infrastructure & Services ]



## COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES



ARGENTINA



FINLAND



NEW ZEALAND



AUSTRALIA



FRANCE



NORWAY



AUSTRIA



GERMANY



PORTUGAL



BELGIUM



GREECE



RUSSIAN  
FEDERATION



BRAZIL



IRELAND



SWEDEN



CANADA



JAPAN



SWITZERLAND



DENMARK



KOREA  
(REPUBLIC OF)



UNITED KINGDOM



EUROPEAN  
COMMISSION



NETHERLANDS



UNITED STATES  
OF AMERICA

## ARGENTINA



### **Improvement in milk quality to improve productivity and safety in the dairy supply chain in Colombia and Argentina**

Support is being given through the Argentine National Industrial Technology Institute to the National Council of Milk Quality and Prevention of Mastitis in Colombia for the period 2011-2013. Expected results are improvements in the productivity and safety of the dairy supply chain in Colombia and Argentina.

## AUSTRALIA



### **Pacific Regional Agricultural Market Access (PRAMA)**

This programme is providing approximately US\$16.58 million over four years (2009-13) to assist the Pacific Island Countries (PICs) meet the phytosanitary and sanitary requirements of their key trading partners. PRAMA is built around four core functions: (i) applied research; (ii) training; (iii) advocacy; and (iv) market access facilitation. It will assist PICs' industry and governments to prioritise market access issues based on their respective competitive advantages, as well as provide technical assistance to meet market access requirements.

For more information: <http://www.ausaid.gov.au/country/pacific/trade.cfm>

### **Sanitary and Phytosanitary (SPS) Capacity Building Programme (SPSCBP)**

The objective of this programme is to expand the capability of ASEAN focal countries to manage animal and plant health and implement SPS measures consistent with international standards. SPSCBP is funded by the Australian Government through AusAID to a total of US\$3.87 million, and falls within AusAID's objectives of improving the capacity of countries in South East Asia to cope with the institutional and regulatory requirements of the global trading system. The programme was launched in late 2004.

For more information: E-mail: [quanganh.nguyen@dfat.gov.au](mailto:quanganh.nguyen@dfat.gov.au) and  
<http://www.ausaid.gov.au/vietnam/projects/sps.cfm>

### **Trade Development Facility (TDF)59**

This is a multi-donor trust fund supporting trade and investment in

Laos. The programme provides technical assistance in five key areas: (i) trade facilitation; (ii) sanitary and phytosanitary standards (SPS) and technical barriers to trade (TBT); (iii) export competitiveness and the business environment; (iv) capacity in trade policy, trade agreements, and global opportunities; and (v) the capacity of trade-related ministries and agencies. This project runs from 2008 to 2011. Other participating donors are the EC and the World Bank, the World Bank being the TDF's trust fund manager.

For more information: <http://www.ausaid.gov.au/country/country.cfm?CountryId=35>



## AUSTRIA

### **Programme of Accounting Reform and Institutional Strengthening – REPARIS**

REPARIS was set up by the World Bank in close cooperation with the European Commission, the OECD, the private sector and multilateral and bilateral partners. The Austrian Government has been supporting it since 2006, with a contribution of US\$1.16 million. ADA (the Austrian Development Agency) has entered into a strategic alliance with the World Bank until 2014. The objective of the programme is to create a transparent policy environment and an effective institutional framework for corporate reporting in South Central and South East Europe. The programme is focused on the introduction, implementation and effective enforcement of relevant aspects of the EU's *acquis communautaire* (the complete body of EU legislation).

The key interventions under the programme are:

(i) the drafting and phasing-in of legal and regulatory instruments to comply with the *acquis*; (ii) institutional design and operating procedures; and (iii) the design of ongoing education and training programmes.

In addition, the programme will include twinning arrangements with leading foreign institutions.

For more information:

[siteresources.worldbank.org/INTMACEDONIA/Resources/FINALREPARISBriefingNote.pdf](http://siteresources.worldbank.org/INTMACEDONIA/Resources/FINALREPARISBriefingNote.pdf)

### **Strengthening Auditing and Reporting in the Eastern Partnership countries (STAR-Initiative)**

The overall goal of the programme is to support the development of a market-based economy through enhanced corporate financial reporting standards and practices, providing investors, lenders, relevant public authorities and other users with accurate financial information for business and administrative decisions. The programme will be implemented by the Vienna based World Bank *Centre for Financial Reporting Reform* (CFRR). It focuses on the Black Sea/South-Caucasus region. It is modeled after the current REPARIS programme for the Western Balkan.



## BELGIUM

### **Trade for Development Centre**

In 2009, the Belgian Technical Cooperation (BTC) funded a €65,000 project under its Producer Support Programme, which is implemented by the Trade for Development Centre. The project was organized around: (i) setting up a monitoring system which will be rolled out to three pilot organizations in Bolivia, Peru and Ecuador, with the objective of obtaining World Fair Trade Organization (WFTO) Fair Trade certification for these organizations; (ii) providing support for at least 10 member organizations of WFTO-LA (WFTO-Latin America) in establishing self-analysis in the application of the fair trade standards and developing improvement plans; and (iii) obtaining new trade contacts for the partners of WFTO-LA and, by doing so, strengthening them in the field of market development. The project has also provided the WFTO regional office with financial resources to cover operational costs and staff costs for market development.

For more information: <http://www.ifat-la.org>

## BRAZIL



### **Institutional and Technical Strengthening of Mozambique's National Institute of Standardization and Quality (INNOQ)**

Triangular cooperation with Brazil, Germany and Mozambique on strengthening INNOQ (from September 2010 to December 2013 (see Legal and Regulatory Framework and Trade Facilitation):

The principal tasks of INNOQ are promotion of standardization and quality in product manufacturing and service execution and cooperation with international and regional organizations in these areas. In addition, the aim of this project was to enable INNOQ to respond to growing demands for quality infrastructure (QI) services from the economic sector and to be capable of protecting the rights of Mozambican consumers.

## CANADA



### **CANAMBER (Canada-Americas Business Environment Reform): \$11 million, 2012-2017**

This project implemented by the International Financial Corporation (IFC) supports reform of the business environment in up to 21 countries in Latin America and the Caribbean. It supports improved regulatory procedures, systems and private sector innovation. Key activities include: regulatory consultations and reviews in participating countries; technical assistance to participating countries on their identified reform priorities; and design of "one-stop" tax service centres for small businesses.

### **Advisory Centre on WTO Law (ACWL): \$2.5 million, 2010-2012**

Weak legal capacity prevents poorer developing countries from engaging fully in the multilateral trading system. Weak capacity reduces their ability to make use of dispute resolution, and to bring national legal regimes in line with global trade rules. The ACWL was set up in 2001 to ensure that developing countries have a full understanding of their rights and obligations under WTO law and an equal opportunity to defend their interests in WTO dispute settlement proceedings. The ACWL provides legal advice, training and support; and it can also assist members to address legal issues pertaining to standards regimes.

CIDA support to the ACWL has helped ensure that its advice relating to member states' trade policies, regulatory and institutional frameworks conforms with international legal frameworks, conventions and obligations related to gender equality and women's empowerment. CIDA also supports the ACWL in encouraging member states to consider analysis from women's groups and other organizations in monitoring dispute-settlement processes and outcomes, analysing implications for female and male producers and traders that result from trade dispute decisions.

A contribution of \$2.5 million will enable the Centre to move toward its goal of becoming self-sustaining by 2021 through building its endowment fund.

### **State Customs Service Capacity Building (Ukraine): \$2 million, 2009-2013**

The State Customs Service of Ukraine (SCSU) Capacity Building Project is an initiative in which the Canada Border Services Agency (CBSA), in collaboration with the Polish Customs Laboratory, provides targeted technical support to (i) increase the SCSU's capacity to manage its customs laboratory system and (ii) ensure that imports and exports are regulated in a manner consistent with international trade and security standards. SCSU laboratories will be assisted in analyzing select commodities based on internationally recognized scientific methodology and techniques. This in turn contributes to the effective characterization of goods for



tariff classification, customs valuation, and validation of origin. The program will aid the SCSU in becoming more effective, WTO and EU-consistent, credible, transparent, and science-based. These improvements should support SME development in Ukraine.

**PROPEL: Promotion of Regional Opportunities for Produce through Enterprise and Linkages (Caribbean)**  
**\$19.4 million, 2012–2016**

Technical assistance helps the producers to supply sufficient quantities of their produce and maintain internationally accepted food quality and safety standards.

Details under Supply Capacity.

**Food and Agriculture Products Quality Vietnam: \$18 million, 2005-2014**

This project focuses on public health (food safety), farm incomes (product value) and trade development (sanitary/phytosanitary export requirements and harmonization of quality and grades standards), improving practices in both food production and processing, and product quality control and certification. The project includes the establishment of analytical laboratory capacity. It involves assistance to both the private sector (through farmers, farmers associations and processors) and the public sector. Through improved agriculture, food production and processing, quality control, and certification practices, Vietnamese producers are expected to gain access to new markets, leading to increased incomes and reduced poverty.



## DENMARK

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**DanidaSupportToExportsOfArtichokeTeaAndVegetables.htm - Support to the Vietnamese Office for Technical Barriers to Trade (TBT)**

Through the BPS, DANIDA supports a twinning project between the Danish standardization organization – Dansk Standard – and the Vietnamese Office for Technical Barriers to Trade (TBT Vietnam). This project aims to assist Vietnamese enterprises meet their TBT obligations within the framework of the WTO. The project was launched in 2007 with the overall objective of strengthening the TBT Vietnam Office, and providing Vietnamese businesses an associations with information about specific TBT requirements in certain countries or markets. The twinning arrangement has provided support in the form of seminars and capacity-building activities for more than 70 TBT focal points.

For more information: <http://www.ambhanoi.um.dk/en/menu/AboutUs/News/NewsArchives2008/DanidaSupportsVietnamTBTOfficeToOvercomeWTOBarriers.htm>



## EUROPEAN COMMISSION

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**Bangladesh Quality Support Programme (BQSP)**

In an attempt to diversify Bangladesh's production and export base, the European Commission supported the BQSP between 2006 and 2010. The total amount of the project was €13.5 million and the European Commission contributed with €10 million. Activities under the programme aimed, among other, to help the private sector understand quality and packaging requirements in export markets (especially European markets) and to apply the value chain approach to enhance competitiveness.

Under the programme, the competitiveness and innovation of the textile and garment industry has improved thanks to strengthened institutions like the “National Institute of Textile Training Research and Design” and the “BGMEA Institute of Fashion and Technology”. To address the limited facilities for internationally accepted safety, quality and performance tests, the National Metrology Institute was instituted to ensure the accuracy and traceability of various products. In addition, the programme initiated the setting up of the Bangladesh Accreditation Board to ensure that the national certificates are internationally recognised. The Bangladesh Standards and Testing Institute underwent a strengthening process through capacity building in standard setting, and the National Institute for Technology Research and Design was upgraded.

As a follow-up to the BQSP, in 2010 the European Commission embarked on the Better Work and Standards Programme (BEST) which run until 2014. The objective of the BEST is to contribute to economic growth and poverty reduction by increasing consumer and worker protection and taking advantage of the opportunities of global markets.

### Technical Barriers to Trade (TBT)

The TBT programme, which will be implemented in the period 2013-2017 with a budget of €15 million, will strengthen the capacity of ACP countries and regions to tackle technical barriers to trade on external markets. In addition, the programme will support ACP countries in the definition and enforcement of legitimate and adequately harmonized technical regulations on internal markets.

## FINLAND



Finland is involved in the following projects:

- Support for Standards and Trade Development Facility (STDF)
- Support to WTO’s DDAGTF
- Support for UNIDO’s trade capacity-building programmes”

## FRANCE



### African Legal Support Facility (technical accompanying measures for African governments when it comes to negotiating contracts with the private sector in infrastructure and extractive sectors)

(see the Legal and Regulatory Framework section)

### New Monitoring Laboratory for the shrimp industry- Madagascar

This is a Project funded by the French Government and implemented by Institute Pasteur de Madagascar (IPM). The project was launched in 2005, and is budgeted for €1.4M. The main objective of the project is to improve competitiveness within the shrimp industry, which is achieved by complying with the strict export regulations, and by reducing the sanitary risks connected to the shrimp farming. The project aims at establishing a high level lab tasked at the regular and continuous monitoring of diseases and sanitary conditions at all levels of shrimp farming. The project focus is to support the shrimp industry by improving the diagnostic capabilities in dealing with diseases associated with shrimp farming. This project will protect the shrimp industry which creates 10,000 jobs and generates 100M € and is a very important industry of the Malagasy

economy. Madagascar is one of the thirteen countries benefiting from the Programme de Renforcement des Capacites Commerciales (PRCC).

For more information: [www.afd.fr](http://www.afd.fr) and <http://www.afd.fr/jahia/webdav/site/afd/users/administrateur/public/plaquettes/prcc-en.pdf>

#### **“Réseau Normalisation et Francophonie” (RNF: Standardisation and Francophone Network)**

Since 2007, AFNOR, the French market leader in quality management and standardization training, has been involved in the “Réseau Normalisation et Francophonie” (RNF), whose mission is to assist developing countries in adopting standards and implementing standardization programmes. Under this programme, the International Technical Cooperation (CTI) works in close coordination with the Ministry for the Economy, Industry and Employment (MINEFE) and the Ministry of Foreign and European Affairs (MAE) in pursuing its activities, particularly within Central Europe, in the Balkan states, and in North Africa. In 2008 some of the key programmes were: (i) twinning in Tunisia following the signing of a recognition contract with the European Union in the field of the Low Voltage Directive; (ii) twinning in Ukraine in order to reorganize the metrology/ standardization/ quality/ accreditation/ certification system; and (iii) partnership in China with the French Health Products Safety Agency (AFSSAPS) and “France Coopération Internationale” to aid the setting up of a research and analysis laboratory in the field of emergent infectious diseases.

For more information: <http://www.afnor.org>

#### **Provision of experts**

France has made available until August 2014 a technical assistant in Antananarivo to be based in the Ministry of land reform and regional planning.



## GERMANY

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#### **Support to the EAC integration process**

On behalf of BMZ, GIZ has been supporting the regional integration process in East Africa since the reestablishment of East African Community (EAC) began in 1996. The programme involves the provision of advisory services by international and regional experts, training, dialogue and networking, local subsidies for selected national governmental institutions and representative bodies from the private sector and civil society, and a limited supply of materials and equipment. In addition, the programme is providing a financial contribution to the EAC’s Partnership Fund. This fund is being supported by ‘Friends of the EAC’, a network of development partners. The EAC secretariat uses the Fund to acquire support to meet their technical and personnel needs. Cooperation between GIZ and the EAC secretariat focuses on five priority areas: (1) Capacity development and organisational development, (2) Support in implementing the Customs Union Protocol and the Common Market Protocol, (3) Institutionalisation of dialogue between the EAC secretariat and both regional trade associations and civil society organisations, (4) Promotion of harmonising value-added tax and consumer tax in the EAC’s member countries, (5) Strengthening the EAC secretariat in the areas of WTO-TRIPS (trade-related aspects of intellectual property rights) and promotion of the pharmaceutical sector

For more information: E-mail: [trade@giz.de](mailto:trade@giz.de) and <http://www.giz.de/themen/en/35118.htm>

## GREECE



### Potato Seed Production Centre in Georgia

This is a project funded by Hellenic Aid, which was implemented from November 2005 by the Laboratory of Horticulture of the Agricultural University of Athens, with a budget allocation of €150,000. The project, which was implemented in partnership with USAID and the EU, benefited from the Agricultural University of Athens' expertise in the region and its analytical and technical capacity. Based on an analysis of local needs, comparative advantages and the region's constraints, the project established a seed potato centre (to provide high quality seeds) and a producers' co-operative. The project aimed to increase potato production and worked closely with a research institute in Tbilisi that had been inactive for the previous 15 years and which was ultimately revived by this project.

For more information: <http://www.oecd.org/dataoecd/3/10/38023102.pdf>

## IRELAND



### The World Trade Organisation Standards and Trade Development Facility (STDF)

Ireland has supported the STDF since 2007. The STDF is a global programme in capacity building and technical assistance to assist developing countries to enhance their expertise and capacity to analyse and to implement international sanitary and phytosanitary (SPS) standards, improving their human, animal and plant health situation and thus ability to gain and maintain market access.

For more information: <http://www.standardsfacility.org/en/index.htm>

## JAPAN



### Strengthening of the system and operation on standards and conformance – Vietnam

This is a JICA project that aims to assist the STAMEQ (Directorate for Standards, Metrology and Quality, Ministry of Science and Technology) and other related organizations to strengthen the system and operation on standards and conformance in the field of electrical and electronic equipment. The overall objective of the project is to improve the quality of electrical and electronic equipment manufactured in Viet Nam, and the consumers' safety is ensured. The project is to: (i) strengthen the capacity of planning the standards and conformance policy in the field of electrical and electronic equipment, (ii) improve the capacity of developing standards and regulations, (iii) to improve the capacity of accreditation, (iv) improve the capacity of certification and (v) improve the capacity of testing in the field of electrical and electronic equipment is improved. The project was launched in 2009 and was completed in 2013.



## KOREA (REPUBLIC OF)

### Erbil Quality Testing Center Modernization Project – Iraq

Over a two-year period (2006–07), Korea provided a total of US\$ 3 million to support the quality-testing centre in Iraq. The project’s goal was to assist in making possible the quality testing of industrial products. Korea provided: (i) quality-testing equipment; and (ii) a modern quality testing system and the transfer of related technology through KOICA. It also contributed an additional budget of US\$ 3 million to launch a second project in quality management to assist Iraq’s industrial development through the provision of standard quality-testing equipment and training.

### Project for Developing Safety Control System for Mongolian Animal Products—Mongolia

Korea carried out a three-year project through KOICA, from 2008 to 2010, in Mongolia, with the objectives to develop a food safety control system for animal derived raw materials and food products. With a budget of US\$ 1.65 million, Korea designed a product safety surveillance system for Mongolia, provided necessary facilities and dispatched experts to set up the system, and invited officials of Mongolia for training in Korea.

For more information: <http://www.oecd.org/countries/mongolia/mongolia.pdf>

Other projects in this category include :

The Establishment of Immigration Information System Project – Dominican Republic



## NETHERLANDS

### Consultative Task Force (CTF) on Environmental Requirements and Market Access for Developing Countries

The Consultative Task Force (CTF) is an open-ended multi-stakeholder forum of government, private sector and NGO representatives that assists developing countries to analyze key trends in environmental requirements (ERs) in export markets and to exchange national experience on pro-active approaches to meeting these environmental requirements in order to maintain market access, harness developmental gains and safeguard social welfare. The added value of the CTF is that it: (i) links policy and capacity-constraints issues aimed at developing a more holistic and development-oriented approach to environmental requirements and market access; (ii) interfaces discussions in the WTO, notably on paragraph 32 (i) of the Doha Ministerial Declaration, with other debates at international and national level; (iii) includes voluntary environmental requirements of the private sector and NGOs in the analysis and discussion and thus provides a formal exchange mechanism between these stakeholders and governments; (iv) draws into the discussion stakeholders normally not involved in WTO debates; and (v) allows a regular exchange of information among agencies and initiatives that provide technical and capacity-building assistance in fields relevant to CTF discussions. The work of the CTF was expected, as far as possible, to build on activities implemented by the Centre for the Promotion of Imports from Developing Countries (CBI) in the Netherlands (for example, its Access- Guide) and the Sustainable Trade and Innovation Centre (STIC).

### Market access through meeting quality standards for food and agricultural products

This project was funded by the Ministry of Foreign Affairs in cooperation with the Ministry of Agriculture and ran from 2003 to 2006, with a total budget allocation of approximately €9.3 million. Its objective was to improve the market access of food and agricultural products from developing countries to the European market by enhancing cooperation in the field of quality standards related to health, the environment and veterinary and phytosanitary measures. The project consisted of: (i) country-specific and country-driven assessments of the major opportunities and constraints for trading food and agricultural products to the European

market; and (ii) capacity-building and technology transfer, which enabled developing countries to effectively deal with multilaterally agreed standards and with standards related to EU-policy and legislation.

For more information: [apps01.un.org/dsd/partnerships/public/.../248.html](http://apps01.un.org/dsd/partnerships/public/.../248.html)

#### **Standards and Trade Development Facility (sanitary and phytosanitary area)**

This is a multi-donor facility managed by the WTO Secretariat, to which the Netherlands Government has been contributing since 2004, with a contribution of €1.9 million in 2008 for a period of 4 years up to 2012. The Standards and Trade Development Facility (STDF) assists developing countries to improve their expertise and capacity to analyze and implement international sanitary and phytosanitary (SPS) standards.

For more information: <http://www.standardsfacility.org/>

## NEW ZEALAND



#### **Support for Geothermal Energy Industry**

New Zealand has a long history of geothermal energy development, and the University of Auckland has a track record of training students in geothermal technology and science. This has been primarily delivered through the Geothermal Institute (GI) that was established in 1978 and has provided research and training for the New Zealand and international geothermal industries. It is internationally recognised as one of the premier geothermal training centres. The GI provides a wide array of geothermal offerings including Education and Training; Basic and Applied Research; Commercial Services and Consultancy; Testing and Laboratory Services; and Geophysical Equipment. The UoA also convenes the annual New Zealand Geothermal Workshop, which is the longest running energy conference in New Zealand.

#### **Fairtrade Labelling**

The New Zealand Aid Programme provides funding to the Fair Trade Association of Australia and New Zealand and the Fairtrade Labelling Association of Australia and New Zealand. Fairtrade activities help farmers and workers in the developing world secure better prices, decent working conditions, local sustainability, and fair terms of trade. Fairtrade Labelling raises consumer awareness in New Zealand about fair trade issues, and facilitates the access of Fairtrade-certified products to the New Zealand retail sector.

For more information: <http://www.fairtrade.com.au/about>

## NORWAY



The objective of this global research project is to publish a Guide to Private Standards in selected manufacturing sectors (e.g. textiles and apparel, furniture and wood products, leather and footwear, chemicals, etc.) which will be a practical 'guidebook' to provide developing country exports access to a practical inventory of private standards for selected manufacturing sectors and their implications for developing country exporters. This guidebook will help developing country manufacturers and suppliers to respond to the growing importance of compliance with private standards in export markets. The findings will also lead to more focused formulation of technical assistance projects. (UNIDO 2008 -2011) USD 0.5 million

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#### **Trade Compliance Report**

In particular the Trade Compliance Report will analyze rejections of developing countries' exports at border entry to major international markets, identify the reasons for such rejections and evaluate the financial losses caused. Against the picture of such trade compliance challenges and export losses, the Trade Compliance Report will then analyze the exporting countries' ability to prevent such export losses, either through preventing the cause of rejection or through efficient local conformity assessment services prior to shipment of the goods in the framework of a national or regional quality infrastructure. (UNIDO 2008-2012) US\$ 0.41 million

#### **Trade Capacity Building in Agro-industry Products EAC (UNIDO – US\$ 5.14 million )**

Details of this project is cross-referenced in Supply Capacity, as it is applicable to both trade-related categories.

#### **Accreditation Infrastructure Bangladesh**

Institutional cooperation between Norwegian Accreditation (NA) and Bangladesh Accreditation Board (BAB)

The Bangladesh Accreditation Board is the National Accreditation Authority established in 2006 as an autonomous organization to upgrade the quality assurance infrastructure and conformity assessment procedures in Bangladesh and enhance the recognition and acceptance of products and services in international, regional and domestic markets. This board offers accreditation for different types of conformity assessment bodies (laboratories, certification and inspection bodies) in accordance with international principles. However, BAB is not a signatory to the Asian Pacific Laboratory Accreditation Cooperation (APLAC) and the International Accreditation Forum (IAF) Multilateral Recognition Arrangements (MRAs) for international acceptance of tests, calibrations, inspections and certification performed by the indigenous laboratories, inspection bodies and certification bodies. BAB has minimal credibility without APLAC-ILAC and IAF MRAs. The objective of the programme is to ensure that BAB has established the necessary infrastructure for handling applications, assessment of conformity assessment bodies and surveillance visits of accredited bodies by using technically competent personnel and appropriate recognized quality systems. The ultimate goal of the programme is to ensure that BAB becomes a signatory to Multilateral Recognition Arrangements established by APLAC, ILAC and IAF. This project enriches the EU and Norad-funded Better Work and Standards Programme (BEST) output related to accreditation capacity building in Bangladesh. (UNIDO 2011 -2014) US\$ 1.5 million

#### **ARFIMETS (Intra-Africa Metrology System):**

The Intra-Africa Metrology System (AFRIMETS) seeks to promote metrology in Africa to facilitate intra-African and international trade, especially to provide tools to overcome technical and sanitary and phytosanitary barriers to trade. The challenge of this project is to help to fill the gaps in metrology and measurement systems in Africa, especially in national metrology infrastructure, measurement standards, and lack of institutional competences and skills that are recognized internationally. The objective of this project is to provide African testing laboratories and exporting business units increased access to domestic and affordable calibration services from local National Metrology Institutes (NMIs) that are reliable and internationally traceable. The outcome of this project is to enhance the Intra-African Metrology System (AFRIMETS) to provide assistance to obtain international recognition of the metrology programmes of the African NMIs and LMOs. (UNIDO 2009 -2011) US\$ 0.8 million

**Establishment of Vietnam's Fisheries Law and Regulations, Phase II – "bringing law to life"**

Phase II of the Fisheries Law project is focused on improving the Vietnamese fisheries' legal framework by developing sub-laws, raising public awareness and building capacity. The programme is implemented by the Ministry of Agriculture and Rural Development of Vietnam in close collaboration with the Norwegian Ministry of Fisheries, Directorate of Fisheries and the Legal Office of FAO. One important project tool is the setting up of pilot models, which are used to obtain practical experience on which to base the development of legislation and sub-legislation. The total budget for Phase II was US\$ 4.1 million (2005 – 2011). The programme's immediate objective is to improve the legal framework and strengthen institutional capacity for the better management and development of Vietnam's fisheries sector. Five pilot models were rolled out in 2006.

For more information: <http://www.imr.no/forskning/bistandsarbeid/land/vietnam/en> and <http://www.norad.no/en/Tools+and+publications/Publications/Publication+Page?key=109820>

**Strengthening International Certification Capacity – Sri Lanka**

The main purpose is to ensure good health practices and promote food safety and to ensure the sustainability of the training and certification center.

The main Outcome is: National capacity creation related to address market access requirements and technical barriers to trade (TBT) relating to HACCP/ISO 22000 requirements.

The Outputs are the following:

- A model for private sector driven certification developed;
- National capacity and certification capacity developed in the country for the ISO 22000/HACCP system development and certification
- Support the development and implementation of a national conformity mark for GMP/GHP/GAP in the catering and restaurant sector and the agricultural sector
- Sustainability of the new certification body private sector business chambers (CNCI and NCE) partnership for HACCP/ISO 22000

(UNIDO 2006 – 2012) US\$ 1.5 million

**ISO 9001 – Asia – Impact Study**

Implementation of ISO 9001 - Quality Management System (QMS) in Asian developing countries - Bangladesh, Bhutan, India, Indonesia, Malaysia, Maldives, Nepal, Pakistan, Philippines, Sri Lanka, Thailand, Viet Nam: Survey covering system development, certification, accreditation and economic benefits

**SAARC - South Asian Association for Regional Cooperation & South East Asia - ISO 90001 QMS Impact Study**

The project aims to conduct a survey based research study having the following objectives: a) to assess the impact of ISO 9001 certifications on the performance of certified companies; and b) to assess the effectiveness of the certification process with a view to ascertain whether it has benefited the stakeholders, mainly customers of certified companies and ultimately consumers. The expected outcomes of the project are: - Improved empirical evidence on the economic impact of management system certification in industries in SAARC & South East Asian countries; - Improved knowledgebase for national standards, certification and accreditation bodies, governments, regulators, ISO and IAF on management system certification and supporting schemes; - Best practices and policy guidelines for improvement of functioning of management system certification bodies and accreditation boards. (UNIDO – 2009 – 2012) US\$ 0.7 million



### **DG SANCO**

Strategic cooperation between UNIDO and European Commission Directorate General for consumer health and consumers (DG SANCO) – development and pilot applications of a food safety alert rapid response facility (FSA-RRF). The Director-General of UNIDO and the Commissioner of DG Sanco exchanged letters to identify areas of potential cooperation. The cooperation aims at enabling developing countries to avoid export losses and to secure market access to international markets through: - the development and pilot application of a Food Safety Alert Rapid Response Facility (shortterm rapid response technical assistance provided by UNIDO to prevent export losses in developing countries); - better use of EC information on non-compliance of developing countries' exports in the design of new technical assistance projects to ensure more targeted T A delivery (unprecedented access to EC-RASFF data and FVO Inspection Reports for UNIDO as basis for analysis. (UNIDO 2011 -2013) US\$ 0.3 million

### **Southern African Development Community Accreditation Service (SADCAS)**

The overall goal of the project is to provide the SADC Member States with an appropriate accreditation mechanism. The purpose is to provide SADC Member States with tools for the accreditation of laboratories (test and calibration), certification bodies (for quality and environment management systems, personnel and products) and inspection bodies. The expected outputs are: SADCAS infrastructure established, SADCAS initiating the accreditation of laboratories, inspection bodies and certification bodies and Nation Accreditation Focal Points are operational. The project period is 2007-2012 with Norad grant amount approximately US\$ 2.2 million.

For more information: <http://www.sadaca.org>

**SAARC II Programme** - Market Access and Trade Facilitation Support for South Asian LDCs, through strengthening Institutional and National Capacities related to Standards, Metrology, Testing and Quality (SMTQ) – (SAARC-SMTQ phase II)

The project is a follow-up of Phase I of the Market Access Programme, an earlier project which assessed the issues confronting SAARC LDCs response to trade barriers through standards, conformity assessment and laboratory testing procedures. The objective of this project is to build upon the achievements of the earlier phase. In so doing, it seeks to facilitate the industrial development and export capabilities and consequently to spur the economic growth of Bangladesh, Bhutan, Nepal and Maldives by reducing technical barriers to trade through the strengthening of institutional structures and national capacities in standards, metrology, testing, quality and conformity assessment. This project also aims to protect domestic society against substandard and hazardous product imports. The needs of the four SAARC LDCs under the project will be addressed separately due to the diversity of these needs in the areas of SMTQ as well as their socio-economic circumstances. (UNIDO 2007 – 2012) US\$ 3.1 million

### **Mekong III - TCB for Mekong Delta countries Phase III**

The liberalized global trade regime provides developing countries opportunities for export-driven growth, as well as challenges. In addition, the Mekong countries, i.e. Cambodia, Lao PDR, and Vietnam, have the potential to integrate and benefit from regional trade. NORAD has funded capacity-building interventions in these three countries since 2003. These interventions have been instrumental in setting up and strengthening the legal and regulatory framework relating to TBT/SPS compliance, in particular, national standards, metrology legal framework, product certification, testing and metrology laboratories. Developing standards and compliance capabilities require significant funding and time. It is necessary now to consolidate the recent achievements, and address the remaining institutional and capacity building gaps. This phase of the NORAD-UNIDO intervention targets on the following key outputs:1) Strengthening the capabilities of the Institute of Standards, Cambodia (ISC) to enable them to provide Cambodian industries and commercial interests with national standards and

product and systems certification services; 2) Strengthened industrial and legal metrology infrastructure of Cambodia; 3) Strengthening the testing capacities of selected laboratories in rubber, chemical and microbiology testing with expanded accredited testing scopes; 4) In collaboration with Cambodia Chamber of Commerce, awareness on quality among industrialists, consumers and the general population created. 5) Strengthening the capabilities of Division of Standards and Quality (DSQ) to enable them to provide Lao PDR industries and commercial interests with national standards, product certification services, standards library and TBT enquiry services; 6) Creating awareness on the impact of Organic Certification for enhanced trade; 7) Strengthening industrial and legal metrology infrastructure of Lao PDR; 8) Developing and strengthening the capabilities of selected testing laboratories to enable them to provide Lao PDR industries and commercial interests with enhanced testing services. (UNIDO 2011 -2014) US\$ 2.0 million

### **Strengthening National Quality Infrastructure for Trade – Myanmar**

The purpose for the main project is to facilitate the process of Myanmar's integration into international trade system through strengthening institutional SMTQ capacities.

The tentative Outcome for the main project is the following: Increased trade and advancement in industrial development in the long-term.

The Outputs for the preparatory phase are the following: i) Full-fledged project document elaborating the services to be provided by UNIDO, including elaboration of framework, areas of interventions, strategies and implementation structure based on a comprehensive mapping exercise/thorough analysis and consultations with counterparts and stakeholders in the country; and ii) National Quality Policy adopted by the Government of Myanmar.

The Outputs for the main project are:

1. NQI long-term strategy and vision developed: NQI master plan for holistic development
2. Strengthened capacities related to Standards, Metrology, Testing and Quality (SMTQ)
3. Established and upgraded laboratories to support the competitiveness of priority sectors
4. Established product certification schemes and management systems certification body to obtain international recognition

(UNIDO 2012 -2015) US\$ 0.2 million

### **Quality Policy and Infrastructure Development – Sierra Leone**

Sierra Leone has been a member of WTO since 23 July 1995. However, the country does not dispose of a National Quality Policy; a well developed Competent Authority for fisheries to ensure the quality and safety of the exported fishery products which is one of the major exports of the country or basic capabilities for micro-biological and chemical testing of products and facilities for equipment calibration for ensuring the accuracy of measurement. As a consequence of the non-existence such infrastructure local population is at various risks through imported sub-standard products whilst exports are inevitably more difficult and the country is thus not in a position to meet the EU export requirements for fisheries and capitalize on this area of exports which is an important trade flow for developing countries around the world.

This project will focus on

- (a) Supporting the development of a National Quality Policy
- (b) Supporting the development of a Competent Authority for fisheries exports and
- (c) Upgrading and development of the national testing laboratory infrastructure with respect to chemical, microbiological, metrology/calibration laboratories.

(UNIDO 2011 -2012) US\$ 0.3 million

#### **Trade Capacity Building in Zambia - Joint UNIDO-WTO Trade Capacity-Building Programme Framework**

Through this project the Zambian Ministry of Commerce, Trade and Industry will be assisted in reviewing the legislative framework surrounding Metrology, Standards, Testing and Quality (MSTQ) issues with particular emphasis on revising the Standards Act and upgrading facilities and building capacity within the Zambia Bureau of Standards (ZABS), the Zambia Weights and Measures Agency (ZWEMA) and the Food and Drug Agency's Food and Drug Control Laboratory (FDA) under the Zambian Ministry of Health. The project will also address an emerging barrier to export honey to South Africa by enhancing the sector's ability to prove conformity as well as assist the food exporters by improving the aflatoxin management and testing capacity. In addition, the project will strengthen the TBT (Technical Barriers to Trade) and SPS (Sanitary and phytosanitary measures) compliance infrastructure with focus on ZABS and the laboratories of the Plant Quarantine and Protection Service (PQPS) of the Zambian Ministry of Agriculture and Cooperatives. (2009-2012). (UNIDO 2009 -2012) US\$ 4.14 million

#### **Trade Capacity Building - Malawi**

UNDP, AfDB and EU has agreed to finance a major PSD Program in Malawi (approx. US\$ 30 mill). UNIDO has been invited by UNDP to partner to the SQAM component and requested by MoI to do the same. Norad has agreed in principle to partfinance up to €2 million (US\$ 2.8 million) subject to positive appraisal of final Project Document. The current agreement is limited to the necessary first review and recommendations as a basis for deciding on the full program. The Outcome of this will be: "Legislative and MBS Institutional environment in support of the national metrology infrastructure strengthened". (UNIDO 2011-2016) US\$ 2.8 million

#### **Market Access and Trade Capacity Building – Swaziland**

The objective of the project is to reform the Swaziland Standards Authority's (SWASA) institutional structure and consolidate its operational capacity through decentralization of its activities so that it is aligned with international norms –as well as to bring the modernization of the government regulatory system to ensure good use of the SQAM services that are being developed. Furthermore, it aims to constitute a national certification body that corresponds with regional accreditation and international practices for the removal of TBTs in both voluntary and regulatory areas. Official controls need to be incorporated to strengthen the integrity of production management systems, as well as to improve food safety conditions so that crucial products can maintain access to export markets. Since access to international markets is increasingly subject to ISO 9000, HACCP and other international standards, the implementation of internationally recognized national conformity assessment infrastructures and food safety control systems will facilitate Swaziland's access to profitable export markets such as the EU, EFTA and the USA, as well as improving the goods and food available to the Swazi marketplace.

The outcomes resulting from this project build on those identified in mid-2010 for the establishment of an industrial metrology laboratory to provide an interlocking set of mutually supporting initiatives to achieve the following:

- Consumer legislation developed in line with good regulatory practice;
- SWASA structure modified to eliminate perceived conflict between certification activities and other activities, such as training and coaching;
- Operational SWASA certification body;
- Commercial calibration/verification/inspection/attestation services;
- Support to and facilitation of local laboratories and the National Laboratory Association;
- Awareness/recognition of SQAM (standards, quality, accreditation, metrology - term used in SADC to represent SMTQ). (UNIDO 2012 -2016) US\$ 1.2 million

#### **Market Access and Trade Capacity Building – Namibia**

The overall aims of the project include the following:

A review of the Namibia Quality Policy of 1999, with the aim of modernizing it in the light of the manifold changes that have taken place in standardization, metrology, accreditation and conformity assessment over

the past decade, and to extend its scope to also include technical regulation and product liability. This review will also help Namibia put mechanisms in place to comply with its obligations under the recently promulgated TBT Annex to the SADC Trade Protocol.

- Strengthening Namibia's export capabilities in fish, fish products, meat and meat products.
- The revitalization of the metrology infrastructure.
- Conducting a study to evaluate the feasibility of establishing of a national certification body in Namibia. (UNIDO 2012 -2016) US\$ 2.1 million

#### **Better Work and Standards Programme – Bangladesh**

Co-funding with: EU (€ 15.0 million) and Bangladesh Government (€ 5.0 million in-kind)

Request for Norwegian funding €EURO 1.24 million /UNIDO)

The programme has three components:

- Better Quality Infrastructure (BQI) : aims to strengthen the overall national quality conformity assessment infrastructure and integrate it with the international quality infrastructure in order to increase consumer protection through improved product safety and quality features and improve competitiveness so as to allow Bangladesh to better exploit global market opportunities.
- Better Fisheries Quality (BFQ): aims to strengthen the national quality infrastructure for fish and fish products to meet safety and quality requirements in export markets, improve competitiveness and take advantage of global market opportunities, particularly in EU markets. -Better Work in Textiles and Garments (BWTG): (details are provided under the category Supply Capacity)

## PORTUGAL



#### **Institutional capacity building project - all African Portuguese Speaking Countries**

Institutional capacity building project carried out by the Portuguese Laboratório Nacional de Engenharia Civil (National Civil Engineering Laboratory) in all African Portuguese Speaking Countries (Angola, Cape Verde, Guinea Bissau, Mozambique, São Tomé and Príncipe) and East Timor. The project main goal is to enhance these engineering institutions' intervention capacity through specialized technical assistance (provided both on location and in Portugal) and training (i.e. seminars, internships, scholarships). It also includes providing equipment and technical documentation. Project costs from 2009 to 2012 totaled about € 0.6 million.

For more information: E-mail: [dgae@dgae.pt](mailto:dgae@dgae.pt)

#### **Strengthening the intervention capacity of Agencies and Institutes responsible for Civil Aviation in Cape Verde, Guinea-Bissau and Mozambique**

Institutional and technical capacity building project aimed at strengthening the intervention capacity of Agencies and Institutes responsible for Civil Aviation in Cape Verde, Guinea-Bissau and Mozambique, in cooperation with (Agência de Aviação Civil (AAC) of Cape Verde; Agência de Aviação Civil (AACGB) of Guinea-Bissau; Instituto de Aviação Civil (IACM) of Mozambique) through technical assistance and training (seminaries, field trips, vocational training). April 2011.

For more information: E-mail: [dgae@dgae.pt](mailto:dgae@dgae.pt)

**Institutional and technical capacity building activities undertaken by the Administração dos Portos do Douro e Leixões (APDL) of Portugal in African Portuguese Speaking Countries**

Institutional and technical capacity building activities undertaken by the Administração dos Portos do Douro e Leixões (APDL) of Portugal in African Portuguese Speaking Countries (Cape Verde, Guinea Bissau, Mozambique, São Tomé and Príncipe). APDL of Portugal financed these cooperation activities with the purpose of enhancing these Port Authorities institutional and technical capacity, mainly by providing technical and vocational training and supporting post graduate studies in Management and Port Strategy. 2011.

For more information: E-mail: [dgae@dgae.pt](mailto:dgae@dgae.pt)

**Institutional and technical capacity building activities undertaken by the Portuguese Communications' Company, ANACOM, in all African Portuguese Speaking Countries**

Institutional and technical capacity building activities undertaken by the Portuguese Communications' Company, ANACOM, in all African Portuguese Speaking Countries (Angola, Cape Verde, Guinea Bissau, Mozambique, São Tomé and Príncipe) and East Timor aimed at strengthening the intervention capacity of National Communication Agencies or Institutes in these countries. Through these activities ANACOM provides specialized technical assistance (on location and in Portugal), training (through seminars, internships and scholarships) and offers equipment and technical documentation. From 2009 to 2012 the costs involved amounted to about 0.6 million.

For more information: E-mail: [dgae@dgae.pt](mailto:dgae@dgae.pt)

**Human Resources Development Plan in all African Portuguese Speaking Countries**

Human Resources Development Plan aimed at strengthening the intervention capacity of Postal Administrations in all African Portuguese Speaking Countries. It provides vocational training in business and human resource management. This project also ran in 2010 and 2011.

For more information: E-mail: [dgae@dgae.pt](mailto:dgae@dgae.pt)

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## RUSSIAN FEDERATION

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**Support of UNIDO projects on trade-related development services**

Through regular contributions, Russia supports UNIDO to provide trade-related development services, customer-focused advice and integrated technical assistance in the areas of competitiveness, trade policy, industrial modernization and upgrading, compliance with trade standards, testing methods and metrology.



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## SWEDEN

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**Strengthening the National Quality Infrastructure for enhanced trade capacities and improved consumer protection in Iraq**

One example is strengthening the National Quality Infrastructure for enhanced trade capacities and improved consumer protection in Iraq through UNIDO, UNCTAD and others.

SIS Carbon Foot print ([www.sis.se](http://www.sis.se))

Ifoam ([www.ifoam-eu.org](http://www.ifoam-eu.org))

Other examples include:

- Support to developing country participation in international standard setting work through the Committee on developing country matters of the International Organization for Standardization ([www.iso.org/iso/home/about/iso-and-developing-countries/devco.htm](http://www.iso.org/iso/home/about/iso-and-developing-countries/devco.htm)) and through the Swedish Standards Institute ([www.sis.se](http://www.sis.se)); and
- Support to the worldwide umbrella organisation for the organic movement International Federation of Organic Agriculture Movements (IFOAM) ([www.ifoam-eu.org](http://www.ifoam-eu.org))

## SWITZERLAND



To raise export capacity in its partner countries and ensure their greater integration into international value chains, SECO supports the strengthening of standards, quality, accreditation and metrology systems to help these countries meet international technical and sanitary and phytosanitary standards requirements.

It assists SMEs to build up their ability to meet international norms and standards (SPS/TBT) and to enhance their export capacities and their competitiveness (marketing, market research, quality management, procurement).

### Selected projects:

- Strengthening the national quality system and the export capacities of SMEs in Nicaragua
- Strengthening standards and quality in Mozambique, Vietnam, Ghana, Lebanon; UNIDO
- Providing post WTO accession support to Vietnam: TBT/SPS compliance capacity development related to key export sectors, 2008 – 2010; UNIDO.

Special attention is given to the promotion of coherence between trade, biodiversity, climate change and social considerations. SECO programmes support the efforts of partner countries and their industry sectors to comply with international environment and social instruments related to trade. It supports the establishment of standards for niche-products in developing countries (fair trade, Label STEP) but is also becoming increasingly involved in initiatives to encourage the sustainability of products in the mass market (mainstreaming). The latter is also done through the support of multi-stakeholder-dialogues for the establishment of voluntary sustainability criteria for trade in selected commodities. It is only through complying with basic quality, social, and environmental standards that entry into high-price markets can be secured in the long term.

### Selected projects:

- Involving trade partners from developing countries in definition processes for voluntary standards (Coffee 4C, Better Cotton Initiative (BCI), Responsible Soy RTRS, Roundtable on Sustainable Biofuels RSB)
- Fair Trade in Tourism, South Africa

To develop process capacities and introduce economically and ecologically more efficient methods of industrial production, SECO programmes support resource-efficient production and the transfer of environmentally friendly technologies (through the creation of cleaner production centres (CPC)); provide local support for the introduction of fundamental work standards; and promote the sustainable production of export goods, including biological certification and good agricultural practices (GAP) such as GLOBAL-GAP.

In line with the objectives of the Convention on Biodiversity, SECO has, together with UNCTAD, developed and implemented the concept of biotrade: promotion of exports based on local biodiversity under sustainable management plans.

**Selected projects:**

- Biotrade Facilitation Programme; UNCTAD
- Biotrade Programme: Peru; GTZ
- Value Chain development with Phytotrade Africa and the Union for Ethical Biotrade to develop and promote biotrade products and services
- Biotrade Program Vietnam; Helvetas Swiss Intercooperation



## UNITED KINGDOM

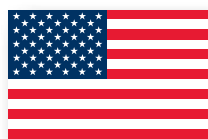
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**Meeting international standards, Mozambique**

In Mozambique, DFID's Regional Standards Programme assists fishermen to earn and maintain the EU standards of accreditation necessary to export to EU countries.

**Promoting labour and health standards, Bangladesh**

In Bangladesh, DFID is in partnership with the International Finance Corporation (IFC) to help businesses working in the garment industry meet labour and health standards, thus improving not only productivity but also the industry's reputation abroad."



## UNITED STATES OF AMERICA

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**AGCI - Infrastructure - IPR Capacity Building Technical Assistance for sub-Saharan Africa (SSA)**

The overall mission of AGCI is to promote the export competitiveness of sub-Saharan Africa enterprises in order to expand African trade. This mission is to be achieved through a number of objectives, such as improving the business and regulatory environment for private sector-led trade and investment. One of the key factors to improving the business and regulatory environment for trade and investment is to strengthen intellectual property protection.

**Azerbaijan Competitiveness and Trade (ACT)**

FY 2011 US Government funds will be spent for the new program started in October 2010- Azerbaijan Trade and Competitiveness Project (ACT). ACT is focused at technical assistance on WTO related process and reforms, trade enabling environment as well as value chains.

**AGOA Sanitary and Phytosanitary Capacity Building Program-AGCI**

Part of the African Global Competitiveness Initiative (AGCI) , the African Growth Opportunity Act (AGOA) sanitary and phytosanitary (SPS) programme includes capacity building in plant health, animal health and food safety systems. The emphasis is on harmonizing SPS regulations with the international standard-setting bodies and increasing export opportunities for plant, horticultural, and animal products through scientific and regulatory capacity building. Through 2011, USAID funding assistance has totaled more than \$US6.6 Million.

For more information: [http://tcb.eads.usaidallnet.gov/query/do?\\_program=/eads/tcb/activitiesByNumber&act\\_num=8028](http://tcb.eads.usaidallnet.gov/query/do?_program=/eads/tcb/activitiesByNumber&act_num=8028)



**CODEX Outreach Capacity Building Programme**

The U.S. Codex Office provides USDA with funds to facilitate, manage, and implement regional and/or country-specific outreach activities on Codex Alimentarius-related matters. Meetings, workshops and seminars are organized on the subjects of food safety guidelines and avoidance of potential barriers to sanitary-phytosanitary protocols. The seminars are attended by medium to high level policy makers throughout the respective regions of the world.

**Enforcement Study Tour**

It is a capacity-building programme and study tour for senior judicial and public prosecutorial officials. The programme included topics on the investigation and prosecution of intellectual property rights (IPR), crime, and the importance of enforcing IPR to economic development and attracting foreign investment. The programme includes practical case studies on judicial case management and judicial mediation of IPR disputes, as well as visits to courts in the United States.

**Enhance Ability of Exporters to Meet Sanitary and Phytosanitary Requirements (Central America)**

This project, funded by USAID, was launched in 2006. It aims to assist the competent authorities of the Central American Free Trade Agreement (CAFTA) countries to understand and meet international obligations related to sanitary and phytosanitary (SPS) regulatory procedures and practices. This is a government-to-government activity to provide technical training to: (i) address all missions, policies and procedures related to the agricultural trade of each agency, including animal and plant health and food safety; (ii) assess the regulatory status of each participating country; and (iii) develop an action plan for additional training as needed. Accomplishments have been that countries are able to meet the requirements of the treaty, detention levels at the borders are reduced, pre-shipment pest inspections are improved, and pepper exports to the United States have increased. USAID has spent more than US\$2 Million in FYs 2010 – 2011 on this programme.

For more information: [http://pdf.usaid.gov/pdf\\_docs/PDACN708.pdf](http://pdf.usaid.gov/pdf_docs/PDACN708.pdf)

**9th Interpol Intellectual Property Crime Training Seminar**

Role Of The Judiciary In Enforcement. On June 20-23, 2011 in Lagos, Nigeria, DOJ participated as faculty at the 9th Intellectual Property Crime INTERPOL IPR Program, a three-day integrated training for 50 members from the Nigerian police, customs, IP unit, copyright commission, and customs service.

**Maximizing Agricultural Revenue through Knowledge Enterprise Development and Trade**

The objectives of the program are to (1) strengthen the ASEAN institutional platform for improving regional food security and (2) increase private sector engagement and partnerships in regional agriculture. Specifically, the program will seek to address cross-border challenges related to key food security issues such as food commodity trade, policy and regulatory reform, harmonization of standards, and adoption and utilization of technology, as well as leveraging private sector participation.

**Poverty Reduction by Increasing the Competitiveness of Enterprises (PRICE)**

PRICE works with small/medium businesses by supporting equitable growth throughout the aquaculture, horticulture, leather value chains. Women and young entrepreneurs are a focus. PRICE develops business support services that help enhance products for export and reduce barriers to trade. Current activities: social and quality compliance for aquaculture products to meet standards for export to the US and EU, assisting leather products manufacturers in designing new products for the export market.





# [ Trade Promotion Capacity Building ]

# TRADE PROMOTION CAPACITY BUILDING



AUSTRIA



FRANCE



NEW ZEALAND



BELGIUM



GERMANY



PORTUGAL



CANADA



IRELAND



SLOVAK  
REPUBLIC



DENMARK



ITALY



SWITZERLAND



EUROPEAN  
COMMISSION



JAPAN



FINLAND



NETHERLANDS

## AUSTRIA



### Business Partnerships Programme (BPP)

Austrian Development Cooperation launched its business partnership programme in 2003. This was previously two separate instruments, i.e. business and development partnerships. Run by the Business Partnership Office, based in the Austrian Development Agency (ADA), the BPP brings together Austrian/European businesses to cooperate with companies in developing countries (B2B). The objective is to support and build the capacity, and thereby increase the competitiveness, of private sector companies in developing countries, in particular SMEs, by providing them with business development tools.

The BPP provides: (i) non-repayable assistance of up to 50 per cent of total direct project costs, though not exceeding €200,000; the private and public contributions together must total at least €100,000;

and (ii) non-repayable assistance for feasibility studies, amounting to up to 50 per cent of the funds allocated, though not exceeding €20,000.

For more information: E-mail: [wirtschaft@ada.gv.at](mailto:wirtschaft@ada.gv.at) and [http://www.entwicklung.at/uploads/media/Chances\\_in\\_Emerging\\_Markets\\_June2009.pdf](http://www.entwicklung.at/uploads/media/Chances_in_Emerging_Markets_June2009.pdf)

## BELGIUM



### Ex-Change

Ex-Change are two non-profit organizations co-financed by DG D. Their aim is to improve entrepreneurship as a sustainable and powerful means of poverty reduction in developing economies. To attain this, it provides the target countries with entrepreneurial expertise and linkage to global networks from the North. To achieve the sustainable and measurable growth of local enterprises, Ex-Change wants to be the reference point in the direct exchange of knowledge and experience between the North and the target countries, with an emphasis on respect for people, profit and planet.

Ex-Change is active in Africa and Latin America and provides services in a wide range of economic sectors.

For more information: <http://www.ex-change-expertise.be/>  
<http://www.ex-change.be/en/index.html>

### Income Generating Activities in Coastal Regions – Kigoma, Tanzania

This project, funded by the Belgian Government and the Government of Tanzania, with a budget of €2,432,000, is jointly executed by the Belgian Technical Cooperation and the Ministry of Finance and Economic Affairs in the Coast and Kigoma Regions. The project's primary objective is to reach women and youth from the six districts in the Coast and Kigoma regions by developing an income-generating environment, improving dialogue between all the stakeholders involved in local economic activities, and creating awareness of new economic opportunities. It aims at developing local and district government capacity in pro-poor local economic development and at supporting and creating new structures to deliver services to small entrepreneurs, rural poor women and youth groups. The project focuses on providing support to government and non-government structures that enable potentially viable income generating activities to start and grow without depending on charity, on promoting innovative ways of furthering local economic development, and on capitalizing and sharing experiences in ways that contribute to better local policies.

For more information: [http://www.btcctb.org/doc/UPL\\_2008090810293318925.pdf](http://www.btcctb.org/doc/UPL_2008090810293318925.pdf)



## CANADA

### Enhancing Trade Capacity (Egypt, Jordan, Morocco, Algeria, and Tunisia): \$9.15 million, 2009-2013

This regional technical assistance program engages and develops the capacity of local trade development service providers, trade associations, chambers of commerce and the like by improving and expanding the range and the quality of the services these agencies render to existing or emerging exporters. Some individual service and manufacturing enterprises benefit from direct support, but the focus of the project is capacity building of national expertise in delivering such support. This generates strong multiplier effects, allowing the project benefits to reach many more enterprises over time. The work at micro and middle level, described above, is complemented by macro level interventions such as: developing better supply chains; enhancing the supply and use of trade information; designing and implementing trade development strategies, especially at the sector level; and improving the conditions for making good use of trade related information and communication technology (ICT).



## DENMARK

### Danish Import Promotion Programme (DIPP) in Mozambique

DIPP, in collaboration with a Danish design group, are promoting imports of wooden home accessories manufactured from Mozambican FSC-certified wood products and based on Danish design. The selected Mozambican company is certified by the Forest Stewardship Council (FSC). The products have been exhibited in the Copenhagen Design Week. DIPP is currently providing the company with marketing support in Denmark.

For more information: <http://www.dipp.eu/en/news/news.05.aspx>



## EUROPEAN COMMISSION

### Technical Barriers to Trade (TBT)

The programme aims to foster inclusive economic development of Armenia through enhanced trade relations with the EU in the context of the negotiations for a Deep and Comprehensive Free Trade Area (DCFTA). The specific objectives of the programme are: (i) improving the enforcement of Intellectual Property Rights (IPR); (ii) reducing Technical Barriers to Trade (TBT); (iii) pursuing the implementation of the Sanitary and Phyto-Sanitary (SPS) measures. Each objective corresponds to specific results: (i) legislative and regulatory approximation to EU acquis and increased cooperation with the EU customs; (ii) improvement of the Quality Infrastructure institutional framework; (iii) improved traceability of food of animal origin; (iv) improved control of food of plant origin. Complementary support measures aim to increase the participation of Civil Society Organisations and the Parliament in the budgeting process and policy formulation in the area of DCFTA. Armenian advocacy groups need technical assistance and training in the development of independent budget analysis to be able to challenge government decisions and to raise public interest on these issues. Further technical assistance is required to assist the contracting authority in implementing the programme, assessing the fulfillment of conditions for budget support disbursements, evaluating the impact of the programme, and conducting financial and systems audits.

## FINLAND



### Finland is involved in the following projects under Trade Promotion Capacity-Building:

- Support to Finnpartnership program
- Support to projects in various countries funded from Local cooperation funds

## FRANCE



### Trade Capacity Building Programme (PRCC - Programme de Renforcement des Capacités Commerciales) – Global

The PRCC (a multi-thematic project which also include other TCB categories such as: Supply Capacity - Compliance Support Infrastructure – Market and Trade Information) was established in 2002 and during its first 3 years of operation, granted subsidies to approximately 40 projects. These projects included developing ecotourism in Mauritania, training Vietnamese trade advisors, establishing geographical indications in Cambodia and Laos and developing fair trade in Guinea. The programme was renewed for 3 years in 2006 and 2009 (PRCC2 and PRCC3) with funding, in subsidies, of up to €30 million. The program, which is now being renewed, is now co-financed by the French Foreign Affairs Ministry and the Treasury and Economic Policy Directorate General (DGTPE) of the French Ministry of Economy, Finances and Industry. The programme is implemented by the French Development Agency (AFD) for the two Ministries mentioned before. The Framework Agreement focuses on building trade capacity in terms of activity, especially tangible growth in exports. Less advanced countries are targeted as priority to support them develop exports, increase competitiveness and create job, by complying better to international commercial rules and strengthening actors contributing to a stronger regional integration. Activities include for example; (i) bringing production and distribution conditions up to standard; (ii) improving standards and inspection systems; (iii) supporting business upgrading; (iv) and adapting support procedures to the export trade. For doing so, the programme focuses on building commercial capacity for exports in several ways. This includes: (i) grants to provide technical assistance, training and promote awareness; (ii) sector and feasibility studies; and (iii) funding of small teaching equipment.

Contact: AFD/MAE/Ministry of Economy (see contact details above)

### Resource Centre for International Trade in Madagascar

AFD supports in Madagascar the creation and development of the Centre de Ressources pour le Commerce International (Resource Centre for International Trade), a private organization with a mission of general interest which includes the main chambers of commerce and professional organizations to provide the Malagasy economy an instrument of information and trade promotion. This initiative is accompanied by a support to “Cap Export” Fund which helps exporting companies in Madagascar.

Contact: AFD (see contact details above)

## GERMANY



### Enhancement of Regional Business Associations – East Africa Business Council (EABC), Arusha, Tanzania

One component of the GIZ-EAC programme, “Support to the EAC integration process”, aims at supporting the role of the private sector as a driving force for regional development and competitiveness in East Africa. Work with representatives from civil society and the private sector has led to the East African Business Council

(EABC) being recognised as an important voice for the private sector. This has enabled the EABC to represent the interests of the regional private sector vis-à-vis the EAC secretariat and high-level decision-makers.

For more information: E-mail: [trade@giz.de](mailto:trade@giz.de) and <http://www.giz.de/themen/en/35118.htm>



## IRELAND

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### **Uganda Export Promotion Board (UEPB) (MarketLinked)**

This is an initiative, launched in 2009, by Irish Aid. MarketLinked is executed by Traidlinks in partnership with the Uganda Export Promotion Board, which is the implementing secretariat of the Ugandan National Export Strategy. The programme aims at: (i) assisting business development and enhancing competitiveness among Ugandan agri-businesses; (ii) strengthening Ugandan agri-businesses management in the food and processed food sector through focused skills transfer; and (iii) identifying and facilitating the exploitation of export opportunities in a neighbouring regional market. This project has been working with selected companies in a series of activities ranging over training, market research, business counselling and mentoring, marketing and promotion.

For more information: E-mail: [contact us@traidlinks.ie](mailto:contact us@traidlinks.ie) and <http://www.traidlinks.ie/activities/market-linked> and <http://www.ugandaexportsonline.com/2009/projects.php>

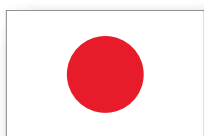


## ITALY

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In the period 2010 -2012 Italian Cooperation has allocated approximately € 2 million for 2 initiatives classifiable in this category:

- Programme for the reinforcement of the Training Institute for MERCOSUR – IMEF, realized by CIRPS University “La Sapienza” of Rome - South America
- Capacity building to the ODS (Office Développement Sud) for investment promotion, technological upgrading and trade capacity of South Tunisian SMEs - Tunisia



## JAPAN

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**JETRO support for market linkages<sup>68</sup> and export promotion:** JETRO is engaged in assisting developing countries through activities such as establishing product design and quality improvements, industrial infrastructure, export promotion and the promotion of market linkages between Japan and developing countries. JETRO assistance is provided through a combination of various business means, including the provision of experts, training and twinning programmes for building capacity, and facilitating the participation of developing countries in exhibitions and trade fairs, all with the overall objective of supporting the establishment of business relations between Japanese and local companies. JETRO has been working on various projects and activities aimed at boosting African exports to Japan through Trade Fair and facilitating African firms to enter the Japanese market. Some of the JETRO projects focus on products such as shea butter from Western Africa and cut flowers from East African countries, such as Kenya and Ethiopia. JETRO experts provide support to production, quality improvements and building market linkages between Africa, Asia and Japan.

For more information: [http://www.jetro.go.jp/jetro/activities/oda/pdf/2007leaflet\\_en.pdf](http://www.jetro.go.jp/jetro/activities/oda/pdf/2007leaflet_en.pdf)

## NETHERLANDS



**Matchmaking Facility (MMF):** The MMF assists in networking developing country companies and Dutch companies, is funded by the Dutch Minister of Development Cooperation and is administered by the Agency for International Business and Cooperation (EVD). MMF is designed to stimulate cooperation and investment by Dutch companies in targeted countries with the overall goal of encouraging joint investment in developing countries. The facility is available in more than 40 other countries in Africa, Asia, Latin America and Eastern Europe.

For more information: <http://www.agentschapnl.nl/en/node/49174>

CBI delivers assistance to Business Support Organisations in developing countries and helps establish them.

## NEW ZEALAND



### Pacific Islands Trade & Invest

New Zealand funds the PIT&I Auckland office, which promotes Pacific exports into New Zealand and investment and tourism into Pacific Islands economies. PIT&I works to strengthen links into the New Zealand market, including by providing market information to Pacific Island Countries, undertaking promotional activities in New Zealand, and facilitating trade and investment missions. This is part of the New Zealand Government's broader support to the Pacific Island Forum Secretariat (PIFS) on trade and economic growth issues.

For more information: <http://www.nzaid.govt.nz/library/docs/factsheet-trade-and-development.pdf>

## PORTUGAL



### Promoting capacity development among civil society organizations - East Timor

NGO CIDAC has implemented a project in East Timor aimed at promoting capacity development among civil society organizations with a view to boost sustainable trade (€ 5.440 / 2011).

## SLOVAK REPUBLIC



Since 2012, two projects have been implemented in the field of trade promotion.

### Building a sound entrepreneurial environment through the development of investment opportunities - Ukraine

This is being implemented in Ukraine in 2012-2014 with a commitment of €89,000. The main goal is to strengthen knowledge of the Transcarpathian Agency of Investments, Innovations and Development on EU trade policy and to build the capacities of the Agency to provide advisory services in this field.



#### **Strengthening regional capacities in economic transformation in Serbia**

This has been implemented in 2012-2014 with a commitment of €89,000. The main goal is to share Slovak experience from economic transformation, including on the development of the free market, liberalization and innovation with the Serbian Chamber of Commerce.

#### **Sources of information**

Slovak Republic Donor Profile, EU, [www.ec.europa.eu/europeaid/](http://www.ec.europa.eu/europeaid/)

Special Review of the Slovak Republic's Development Cooperation (2011), 26 January 2012

<http://www.oecd.org/dataoecd/19/8/49512222.pdf>

[http://www.foreign.gov.sk/en/foreign\\_policy/slovak\\_aid](http://www.foreign.gov.sk/en/foreign_policy/slovak_aid)

Trade Policy Review, Report by the Slovak Republic, World Trade Organization (WTO), WT/TPR/G/89, Trade Policy Review Body, WT/TPR/G/91, 24 October 2001



## **SWITZERLAND**

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In order to increase the leverage of its trade promotion activities, SECO not only focuses on SMEs but also aims at strengthening local networks of both public and private trade support and service providers, such as chambers of commerce, trade associations and export promotion agencies. Training is provided in areas such as the design and planning of international strategies, business management, market intelligence, trade law, procurement, and packaging.

#### **Selected projects:**

- Trade Cooperation Program: Peru; ITC
- Trade Promotion and Export Development Program: Vietnam



[ Market and Trade Information ]

## MARKET AND TRADE INFORMATION



ARGENTINA



FINLAND



SPAIN



AUSTRALIA



FRANCE



SWEDEN



BELGIUM



GERMANY



SWITZERLAND



CANADA



IRELAND



UNITED KINGDOM



DENMARK



NETHERLANDS



UNITED STATES  
OF AMERICA



ESTONIA



NEW ZEALAND



EUROPEAN  
COMMISSION



NORWAY

## ARGENTINA



### Measuring the social investment in youth population

In partnership with UNICEF and Haiti, Argentina developed a methodology to quantify this spending over several years, which has been applied in several Latin American countries. Based on this experience and in the framework of the Technical Cooperation Programme in Economics run by Argentina and Haiti to improve the management capacity of the Haitian government with regard to the country's economy, there arose a project called Public Expenditure Quantification Associated with Childhood. This was run throughout 2009 by the Directorate of Public Expenditure Analysis and Social Programmes of the Ministry of Economy and Public Finance of Argentina with support from FO.AR and UNICEF.

The project goal was to strengthen the economic policy tools of the Haitian state, coordinating the work of various Haitian government agencies involved in the process of generation, validation and dissemination of statistics on public spending. Its execution involved officials of the Haitian Ministry of Planning and External Cooperation and the Ministry of Economy and Finance.

### Statistical information

In partnership with JICA and Bolivia, Argentina is generating statistical information for monitoring progress towards the Millennium Development Goals.

## AUSTRALIA



### Agriculture Sector Linkages Programme (ASLP) – Pakistan

This programme builds linkages between the agriculture sectors of Australia and Pakistan, and was allocated US\$6.55 million by AusAID over a period of 5 years, from 2005 to 2010. It has three components: (i) market linkages; (ii) academic linkages; and (iii) agriculture linkages. The priorities in the market linkage components are the fostering of links between commercial bodies and the production of reports of each country's commercial sectors and market opportunities.

It focuses on horticulture (mango and citrus) and livestock (dairy) enterprises, while at the same time addressing underlying issues of water management and institutional and technical capacity building.

For more information: E-mail: – [baxter@aciar.gov.au](mailto:baxter@aciar.gov.au) and <http://www.aciar.gov.au/ASLP>

### Linking vegetable farmers with markets in West and Central Java, Indonesia

This project receives funding of US\$547,266 from ACIAR, and runs until 2012. Its objective is to improve incomes and promote sustainable livelihoods among vegetable farming households in West and Central Java, Indonesia. It seeks to achieve this by integrating farmers in profitable supply chains and enhancing their capacity to adopt new market-driven technology and innovative practices, and to upgrade the flow of market information and encourage technology adoption and innovation.

For more information: E-mail: [d.campilan@cgiar.org](mailto:d.campilan@cgiar.org) and <http://www.aciar.gov.au/project/AGB/2006/115>

### Market Development Facility (MDF) US\$13.7 million

Multi-country Market Development Facility has been provided for 2010-2013, to implement market development activities in Fiji, Solomon Islands and Timor Leste.

### Private Sector Development Initiative (ADB)

ADB is a demand-based facility assisting Pacific countries in areas such as access to finance, business law reform, State-owned Enterprise reform and public private partnerships. The PSDI has a portfolio of 63 private sector reform projects. Main Donors/Partners: AusAID, ADB. AusAID contribution: \$21 million 2006-13.



## BELGIUM

### Go North Help Desk

The project, UNIZO International “Go North”, has been funded by the Flemish authorities since 2001, with a budget of approximately €300,000 in 2009, and is implemented by UNIZO. It focuses on SMEs with a growth potential in Mozambique, South Africa and Malawi, setting up a “train the trainer” network to create a transfer of know-how to such entrepreneurs. The project also assists partner countries to identify business partners in Flanders and Europe. The Go North Help Desk project provides tailor-made training in the following areas: communication, acquisition of export knowledge, exchange of experience, knowledge of demand creation, creation of a higher added value, own production facilities, technical company experience, and analysis of target groups. The project also includes the setting up of a website with an import helpdesk which provides a platform where Africa and Flanders can meet each other and exchange trade information.

For more information: <http://www.helpdeskgonorth.eu/>

### Restructuring the central and provincial departments of the Ministry of Agriculture, Fisheries and Animal Husbandry – Congo

This 2-year project, worth a total of €2.5 million, aims to support the restructuring and operation of the institutions responsible for activities in the agricultural, fishing and animal husbandry sectors. The project’s overall objective is to include Congolese farmers in economic activities through the provision of market information and thus facilitate their access to consumer markets. The project intends to set up a new, decentralised partnership between the public and private sectors by reforming the Ministry of

Agriculture – it will give farmers access to tools, information and appropriate technology that will enable them to make their own choices and take their place in civil society.

For more information: E-mail: [representation.rdc@btcctb.org](mailto:representation.rdc@btcctb.org) and <http://www.btcctb.org/showpage.asp?iPageID=1802>

### Strengthening the Textile Research Institute (TRI) – Vietnam

This project was funded by the Belgian Government and the Vietnamese Ministry of Industry and

Trade and executed jointly by the Belgian Technical Cooperation and the Textile Research Institute of Vietnam. The TRI is one of three research institutes operating under the umbrella of the Vietnam National Textile-Garment Group (VINATEX), under the Ministry of Industry. The Belgian Government contributed €1 million to the project, and the Vietnamese €220,000. The main goal is to strengthen the capacity of the TRI to provide improved services through research and development, transfer of technology, testing, training and information dissemination. The aim is to spearhead the economic growth of the sector with an emphasis on export.

For more information: [http://www.btcctb.org/doc/UPL\\_2008072214284319630.pdf](http://www.btcctb.org/doc/UPL_2008072214284319630.pdf)

## CANADA



### Export Development in the West Bank: \$5.6 million, 2011-2015

### Enhancing Trade Capacity (Egypt, Jordan, Morocco, Algeria, and Tunisia): \$9.15 million, 2009-2013

The project aims to improve and expand upon the export development services offered by the Palestine Trade Centre (PalTrade). By collaborating with the International Trade Centre in the provision of technical assistance and training, the project helps meet the trade development needs of Palestinian businesses. In particular, the project supports PalTrade to identify and promote export opportunities and employment generation strategies, advance policy dialogue, and distribute vital trade information amongst businesses in the West Bank.

### Canadian Market Access and Trade Capacity Building (Guyana, Ecuador, Haiti, Burkina-Faso, Indonesia): \$3 million, 2009 - 2012

The project, managed by the Trade Facilitation Office Canada (TFOC) has two main components:

- (i) Canadian market access services for developing country exporters and trade support institutions. These services include trade information, matching exporters with Canadian importers, and a responsive facility to help exporters from selected countries in their efforts to link to the Canadian marketplace;
- (ii) Trade capacity-building and linkage services for five partner countries, consisting of a series of trade development projects implemented by TFOC and its local partners (details under Supply Capacity).

## DENMARK



### Business-to-Business (B2B) Programme

The B2B Programme aims to develop the private sector in developing countries by supporting the establishment of long-term and mutually committing partnerships between Danish companies and companies in DANIDA's programme countries and in Egypt and South Africa. B2B Environment is also available in China and Indonesia. By using business linkages as an instrument for economic growth, the B2B Programme seeks to improve living conditions for the people in the selected countries.

For more information: <http://www.ambdaressalaam.um.dk/en/menu/DevelopmentAssistance/Businesssector/Business-to-Business%28B2B%29Programme/>  
and <http://www.um.dk/en/menu/DevelopmentPolicy/BusinessCooperation/businesstobusinessprogramme/ListOfB2BPartnerships/>

### Examples of B2B

**B2B Techchange in Ghana:** The purpose of the TechChange event is to create a forum that, hopefully, will bring together a wide range of industry players within the fisheries sector from Denmark and Ghana. Tech-

Change is based on the DANIDA B2B Programme, which has the objective of enhancing long-term sustainable partnerships that will contribute to poverty reduction by promoting economic and enterprise growth.

The areas under consideration within the fishery sector are: (i) production of fingerlings (seeds) for fish farms; (ii) cold storage; (ii) aquaculture – feed supply and chemical/drug supply; (iii) nets and other fishing accessories; (iv) capture fishing, specifically tuna. It is expected that the partnerships will provide the Ghanaian fishery sector with an increase in productivity and a boost in the export of fish and seafood.

For more information: <http://www.um.dk/en/menu/DevelopmentPolicy/BusinessCooperation/businesstobusinessprogramme/News/InvitationToB2BTechChangeInGhanaInOctober2010/InvitationToB2BTechChange-InGhanaInOctober2010.htm>



## ESTONIA

### Training on agricultural statistics

The Estonian Ministry of Agriculture held training for the Moldovan Ministry of Agriculture on agricultural statistics.

### Seminar on adjustment of EU trade legislation

The ECCI held a seminar in Moldova on the adjustment of EU trade legislation.



## EUROPEAN COMMISSION

### EU's Export Helpdesk for developing countries (EH)

The EH is an online service launched by the European Commission in 2004. Its purpose is to ensure that developing countries' exporters get the maximum information and assistance to export to the EU market. In this way EH aims to facilitate market access to the EU for these countries and thereby boost their exports.

This free and user-friendly service provides developing countries' exporters, importers, trade associations and governments with the following services: (i) requirements and taxes (requirements to import to and market goods in the EU, internal taxes applicable in every EU country, product-specific legal or market requirements); (ii) import tariffs (import duties, preferential regime which applies to each country preferential and non-preferential tariff quotas, import licences, anti-dumping measures); (iii) preferential arrangements (EU's main trade agreements with developing countries, documents that must accompany exports, rules of origin exporters must meet); (iv) trade statistics (trade flows between the EU and third countries by year and for any product or group of products with a 2- to 8-digit code, imports and exports expressed in value and/or quantity or supplementary quantity); (v) business contacts (EU and national trade authorities, international trade bodies, market places and business directories); (vi) latest news and EH newsletters.

For more information: <http://exporthelp.Europa.eu>



## FINLAND

Finland is involved in the following project:

- Support to UNDP's AFT program's market and trade information development in WEI region (Eastern European CIS countries, South Caucasus, Central Asia)



## FRANCE

AFRISTAT is an international organization created by the Treaty of Abidjan, signed in September 1993, with the mission of strengthening the development of economic, social and environmental statistics in its 18 Member States and improving their competence in these areas. The organization is funded by its Member States. In 1998 the French Government set up a fund within AFRISTAT, which is managed by the AFD and was renewed in 2006 to run until 2015. The French Government contributed US\$5.26 million and the Member States US\$18.57 million. AFRISTAT collaborates with INSEE and ADETEF in the implementation of a number

of projects in its Member States. Some of the areas of intervention involve the setting up of enterprise data and trade data, as well as the training of partner country national statistics offices on the collation and analysis of trade and business data.

For more information: [http://www.afristat.org/index.php?option=com\\_content&view=article&id=367&Itemid=69](http://www.afristat.org/index.php?option=com_content&view=article&id=367&Itemid=69)

## GERMANY



### Promotion of intra-regional trade potentials in the SAARC region (SAARC Trade Promotion Network, SAARC-TPN)

Commissioned by BMZ, this GIZ project is supporting the SAARC Trade Promotion Network (SAARC-TPN) and its five working groups (Non-tariff Trade Restrictions; Quality Infrastructure; Business-to-Business Initiatives; Trade Information Portal; Trade Promotion in SMEs; Donor Co-ordination) in improving strategic management and organisational development. The project promotes communication and information-sharing between network members, as well as competences for identifying priority measures to overcome trade restrictions, facilitating complex negotiations to develop solutions, and properly representing the interests of the network.

For more information: E-mail: [trade@giz.de](mailto:trade@giz.de) and <http://www.giz.de/themen/en/35717.htm>

## IRELAND



### International Trade Centre (ITC)

The ITC was established by the World Trade Organisation and the United Nations Conference on Trade and Development and its mission is to enable small business export success in developing countries. The ITC works with trade support institutions so that they are better able to support exporters and it also works directly with exporters to strengthen their competitiveness and with policy makers to help them integrate the private sector in the global economy. As part of its overall funding to ITC, Ireland is supporting an ITC pilot project in cross border trade between Liberia and Sierra Leone running from 2012 – 2014. Trade service providers, with a particular emphasis on young service providers and youth enterprises, will be supported to advise on cross-border trade requirements and to provide market information on food products.

For more information: <http://www.intracen.org/>

## NETHERLANDS



### DECP intervention in developing countries

DECP (the Dutch Employers' Cooperation Programme) is a public- private organization, funded by the Netherlands Ministry of Foreign Affairs, which has organized a number of capacity building activities for business organizations in developing countries. As part of its portfolio of projects, DECP fields fact-finding missions to, for example, Burundi, Serbia, and Nigeria; in 2008 it provided advisory services to the Suriname Trade and Industry Association (VSB). Similar activities are organized in other major developing country partners of the Dutch Government's development cooperation.

For more information: <http://www.decp.nl/web/show/id=125541>



### Developing your Business database

This is a tool developed by NL Agency. The database provides information on subsidies and grants, support for import and export activities, investments, finding experts, research facilities, networking, training and other related websites. The search function enables search by country and by keyword.

For more information: <http://www.agentschapnl.nl/en/node/109115>

### Export Coaching Programme (ECP)

The ECP, has been launched by the CBI in 2004. It aims to assist producers and exporters of fresh fruit and vegetables in developing countries enter the European market and establish sustainable trade relationships with European buyers. Through a step-by-step approach, selected companies are provided with: (i) market information in the form of market surveys published by CBI; (ii) business coaching in production, quality control, management, export marketing and market entry; and (iii) the organization, to foster market entry, of collective trade fair participation in a leading trade fair in Europe. This is a demand-driven programme which requires a onetime payment of a non-refundable commitment fee of €1,000 to CBI.

For more information: E-mail: [pgilst@cbi.eu](mailto:pgilst@cbi.eu) or [cbi@cbi.eu](mailto:cbi@cbi.eu) and <http://www.cbi.eu/?pag=27&pid=51>.

For an overview of all trade statistics used as input to this document: <http://www.cbi.eu/exportpotential>

Marketing, research and export promotion training: The CBI provides partner countries with a menu of different training programmes all year long, ranging from market research to export promotion. Below is a list of the current training programmes run by CBI:

### Marketing, research and export promotion training

Training programmes – Business Support Organizations (as marketed by CBI)

- Export Marketing Training – Introduction (FAME) – Knowing and understanding the EU market.
- Export Marketing Training – Advanced (CAPITA) – Writing a sector export marketing plan for the EU.
- Market Intelligence Training (Market Intel) – Providing exporters with the latest updates on the EU market.
- Commercial Attachés Training – Supporting exporters and business support organizations (BSOs) in increasing their exports to the EU Market.
- EU Market Access Requirements Training (MASTER) – Providing exporters with the latest information on EU market access requirements.
- CBI Network Conference (TOPIX).
- Trade Fair Participation Training (IntFair) – How to prepare for (group) participation in a European trade fair.

Training programmes – Exporters (as marketed by CBI)

- CBI Sector Workshops – CBI sector workshops in each country.
- Export Marketing Plan – How to write an export marketing plan for the EU.
- Market Access Requirements – Which EU market access requirements apply to this sector?
- Trade Fair Participation – Trade fairs in Europe: An effective tool or just an expensive way to increase exports to the EU?
- Corporate Social Responsibility – Seizing business opportunities in the EU through corporate social responsibility (CSR).
- e-Business – What e-opportunities exist for the EU market?
- Website Promotion – A company's website: an essential marketing tool for the EU.
- Market Research – How to conduct market research on EU markets on the Internet.

For more information: <http://www.cbi.eu/?pag=70&land=71>

## NEW ZEALAND



### Statistics New Zealand Helpdesk

The New Zealand Aid Programme provides support to Statistics New Zealand for a helpdesk to assist several Pacific countries to use software to monitor trade statistics. The aim of the programme is to build statistical capability in Pacific Island Countries through provision of a software system that processes foreign trade statistics simply, effectively and at minimal cost. Provision of these trade statistics assists greatly in the formulation of import duty legislation as well as providing valuable input into National Accounts statistics. These statistics are also essential for measuring and reporting on PIC economic development.

## NORWAY



### Private sector development support through the Confederation of Norwegian Enterprise (NHO)

The NHO, with support from Norad, intervenes in a host of countries, providing technical assistance in private sector development, in particular for employer, industry and business institutions, and encourages Norwegian business to seek opportunities to invest and trade with business partners in developing countries. The Secretariat for Private Sector Development (PSD) was established in 2002, with a specific mandate to focus on the role of business in alleviating poverty. Some of the recent projects executed by the NHO are: (i) cooperation with the Chamber of Commerce and Industry of Angola (CCIA) in Luanda: a series of seminars on corporate social responsibility (CSR) and health, safety and environment (HSE); (ii) cooperation on Female Future in Uganda: in 2008, NHO introduced a Female Future programme for women managers in Uganda to promote the mainstreaming of gender issues in trade and private sector development; (iii) cooperation with the Nigeria Employer's Consultative Association (NECA). NHO also plays an advisor role in an on-going process between NECA and the Manufacturers Association of Nigeria (MAN) for the setting up of a new employer and business organization.

For more information: <http://www.nho.no/private-sector-development/vietnam-article16255-352.html>

### Statistics for Development in Malawi

Together with Sweden, Norway is strengthening the capacity of Malawi's National Statistical Office to produce statistics, thereby supporting the country's national statistical system. The programme is supported by a Norwegian-Swedish co-financing agreement. The Governments of Norway and Malawi signed an Agreement in June 2003 on institutional cooperation between the Malawi Ministry of Finance, the Malawi Ministry of Economic Planning and Development, and the National Statistical Office and Statistics Norway. South Sudan: Technical cooperation project National Bureau of Statistics (NBS) - Statistics Norway (SN) Mozambique: Institutional Capacity Building in Economic Statistics and related areas, between Instituto Nacional de Estatística (INE) and Scanstat (Consortium - Statistics Denmark, Statistics Sweden and SN) Moldova: Cooperation project National Bureau of Statistics (NBS) Moldova and SN

For more information: E-mail: [ssb@ssb.no](mailto:ssb@ssb.no) and <http://www.ssb.no/int/idc.pdf>



## SPAIN

### **Assistance to the business association of vegetable export producers of Ethiopia**

The Ethiopian Horticulture Producer and Exporters Association (EHPEA) was established in September 2002 to represent the interests of its members and promote the expansion of the emerging horticulture export sector in Ethiopia. After gathering dozens of publications and rearranging the most important information, and backed by the Internet, the EHPEA Resource Centre is now ready to provide customized information assistance to its members, partners, academia, entrepreneurs, researchers and policymakers, and all others interested.

As its national mission is to contribute to the development of Ethiopia's horticulture sub-sector, EHPEA initiates and operates a number of national issues addressing projects in collaboration with relevant national and international partners. Respectively, EHPEA assumes the role of facilitating access to timely information and building the capacity of its members and partners to global standards driven by its export market linkages. For this purpose, EHPEA has been operating a mini-library and website to disseminate information since its establishment in 2002. It has also provides training and coaching to members and other users to ensure their competitiveness in international markets.

Accordingly, EHPEA has increasingly become the national centre of reference for horticulture engagements serving visitors from all segments of the economy, including private business, government offices, academia, researchers, local/international Non-Governmental Organizations (NGOs) and multilateral institutions and individuals.

EHPEA formed this resource centre with financial support from Spanish development cooperation to address increasing demands for information and training. The resource centre is now a tool for further strengthening the association's information collection, dissemination, training, promotion and linkages among all actors at local and international level.

For more information: <http://www.ehpearc.org>



## SWEDEN

### **Open Trade Gate Sweden**

Open Trade Gate Sweden is a one stop information centre for exporters in developing countries. Open Trade Gate Sweden is the result of a government initiative and was officially launched by the Minister of Trade and the Minister of Development Cooperation in March 2005. Open Trade Gate Sweden is a contact point for exporters in developing countries who need information about trade rules. It assists exporters in developing countries to overcome legal barriers to export to Sweden. The overall goal of Open Trade Gate Sweden is to facilitate trade and increase exports from developing countries to Sweden. The scope of OTGS's activities extends to all questions concerning the rules and requirements for exporting from a developing country to Sweden and the European Union.

More information: <http://www.opentradegate.se/>

## SWITZERLAND



### SIPPO advises and trains SMEs in marketing, export administration, quality

To increase the market share of developing countries' exports in the Swiss market, SECO, through the Swiss Import Promotion Programme (SIPPO), advises and trains SMEs in marketing, export administration, quality control and product design. SIPPO also organizes participation at trade fairs and forums to ensure direct contact between exporting SMEs and prospective importers.

For more information: [www.sippo.ch](http://www.sippo.ch)

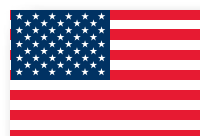
## UNITED KINGDOM



### Trade Transparency Project

This aims to make trade data more accessible so that consumers in developing countries can see how tariffs and other trade barriers impact on the price of the goods that they buy. A series of hack days held in London, Lagos and Cape Town generated mobile phone applications and online tools that make this information clearer and easier to understand. The resulting increase in transparency and citizen engagement should generate real public debate on free trade and help to make the case for open markets.

## UNITED STATES OF AMERICA



### Trade and Investment Support Project – Guyana (GTIS)

GTIS is a joint project of the Government of Guyana and the U.S. Government, which provides support to enterprises, private sector organizations and government institutions to identify new markets for Guyanese products and increase exports to regional and international markets. The project, funded by USAID, follows a market-led strategy, identifying global demands and then seeking to fulfill them according to the resources available in Guyana. GTIS works to support initiatives that address performance, capability and policy gaps that affect firms' abilities to compete in regional and international export markets. This includes: (i) partnering with international investors/buyers and pioneering domestic firms to access markets, transferring technical know-how, and increasing private sector production and processing capacity; (ii) providing technical support for firms to meet basic market requirements and achieve international certifications; (iii) supporting membership in industry associations and participation in international trade shows to gather market intelligence and network with potential buyers and investors. More specifically, GTIS works closely with the National Competitiveness Council (NCC) to improve Guyana's global competitiveness across four sectors: non-traditional agriculture, aquaculture, forestry and ecotourism. From FYs 2007-2011 USAID has invested almost US\$10 Million on this project.





# [ Trade Facilitation ]

# TRADE FACILITATION



ARGENTINA



EUROPEAN COMMISSION



RUSSIAN FEDERATION



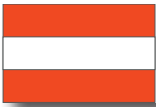
AUSTRALIA



FINLAND



SPAIN



AUSTRIA



GERMANY



SWEDEN



BELGIUM



IRELAND



SWITZERLAND



BRAZIL



KOREA (REPUBLIC OF)



TURKEY



CANADA



NETHERLANDS



UNITED KINGDOM



CHINA



NEW ZEALAND



UNITED STATES OF AMERICA



CZECH REPUBLIC



NORWAY



DENMARK



PORTUGAL

## ARGENTINA



### Technical assistance in customs matters

Support is being given through the Argentine Federal Administration of Public Revenue to the Bolivian National Customs Service from 2011. Results include:

- Strengthening of capacities and updates in questions of customs control and trade facilitation and tariff classification for public officials of the Bolivian National Customs Service;
- Training of human resources to manage the monitoring centre of customs operations;
- Design of a plan to strengthen the development of the technical laboratory for examining merchandise;
- Entry of Bolivian National Customs into the ENYSA, SINTIA and INDIRA systems, used by the customs services of Member Countries of the Common Market of the South (Mercosur) and Chile

## AUSTRALIA



### Customs International Executive Management Programme (CIEMP)

Australian Customs and Border Protection Service (Customs and Border Protection) has been conducting the CIEMP for officers of regional customs administrations since 1989. This is one avenue through which Customs and Border Protection works closely with regional partner administrations to develop customs capacity and enhance border management processes. The course curriculum includes modules on trade facilitation and revenue collection.

For more information: E-mail: [information@customs.gov.au](mailto:information@customs.gov.au)

### Pacific Customs Management Programme (PCMP)

PCMP is a management programme specifically designed for officials from Pacific customs administrations who have been identified as having potential for promotion. Its underlying philosophy is to identify and provide development opportunities for potential leaders of Pacific customs administrations to support long-term organizational change and improved regional relationships. PCMP is managed by Customs and Border Protection and, like CIEMP, includes a focus on improving trade facilitation. PCMP 2010 is principally funded through AusAID's Public Sector Linkages Programme.

### PNG Border Security Project (BSP)

This is a US\$7.84 million Australian Government initiative, managed by

Customs and Border Protection and aimed at enhancing Papua New Guinea (PNG) Customs border security capabilities over a four-year period from 2007 to 2011. Whilst this programme has a strong border security focus, some trade facilitation benefits have been derived through upgrading cargo examination facilities and providing detection technologies and associated training.

For more information: <http://www.ausaid.gov.au/country/pacific/trade.cfm>

### PNG-Australian Customs Twinning Scheme (PACTS)

PACTS is an AusAID-funded programme designed to enhance the skills and knowledge of PNG customs officers and Australian Customs and Border Protection officers. The scheme is managed by Customs and Border Protection, and exchanges focus on developing capacity and skills through operational training and awareness building in specific areas of customs management.



Twinning activities range from delivering training relating to border security to the operation of cargo x-ray equipment, which had been provided to the PNG Customs Service under the Border Security Project. The efficient operation of the cargo x-ray examination equipment will assist in streamlining trade facilitation processes by better targeting examinations and reducing processing times for cargo selected for examination.

For more information: <http://www.ausaid.gov.au/country/png/governance.cfm>

#### **Regional Assistance Mission to Solomon Islands (RAMSI)**

As part of RAMSI, two Customs and Border Protection officers are embedded in the Solomon Islands Customs and Excise Division with the aim of improving revenue collection and border protection controls. Customs and Border Protection has been allocated US\$7.35 million over a four-year period from 2009 to 2013 to deliver this initiative.

#### **Strongim Gavman Programme (SGP)**

The SGP is a whole-of-government engagement programme involving Australian Government agencies who provide capacity development assistance and advice to counterpart PNG Government agencies. Under this program, four Customs and Border Protection officers are embedded in the PNG Customs Service, providing assistance to strengthen governance arrangements, manage borders and facilitate trade and revenue collection.

#### **Australia China Customs Partnership Program (through North Asia Public Sector Linkages Programme)**

Works to develop best practice in trade facilitation and security by accelerating the modernisation of border management in China (\$272,000 over 2012 to 2013)

#### **International Finance Corporation (IFC) Trade Logistics Programme – Caribbean**

With funding of (\$1.5 million over 2011 to 2013) the programme provides a more systematic approach to lower the cost of trade in the Caribbean through better customs and border control cooperation, and consultation with the private sector.

## AUSTRIA

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#### **New computerized transit system (NCTS) for Croatian Customs**

This is a joint EU and Austrian Ministry of Finance programme set up to support the upgrading of Croatian customs systems, specifically to upgrade the existing national customs IT system for tracking and controlling goods in transit to a system that is compatible with the NCTS system in the EU countries and in signatory countries of the Convention on a common transit procedure. The project was launched in 2008 with a budget of 500,000, financed by the EU and is being carried out with experts from the Austrian Ministry of Finance. It aims to reduce administrative red tape at the customs border and facilitate the smooth flow of trade within the region. Its specific objectives are to: (i) enhance the capacity and efficiency of the transit procedures; (ii) reinforce the fight against fraud; (iii) accelerate cross border traffic; (iv) facilitate trade for the economy (import/export); (v) save time (and therefore cost) for traders; and (vi) have a prototype for future e-customs projects (“paperless customs”).

For more information: <http://www.delhrv.ec.europa.eu/?lang=en&content=1475>

## BELGIUM



### Cooperation agreement with the East African Community (EAC)

In early 2009, the Minister of Development Cooperation Charles Michel signed a cooperation agreement with the East African Community (EAC). Besides Kenya, 4 partner countries of Belgian Development Cooperation belong to this regional economic community: Burundi, Rwanda, Uganda and Tanzania. South-South trade could become a key instrument for the region's development. Belgium – together with its British counterparts – is helping Burundi, in particular, to integrate its economy into the EAC.

[http://diplomatie.belgium.be/en/policy/development\\_cooperation/topics/aid\\_for\\_Trade/](http://diplomatie.belgium.be/en/policy/development_cooperation/topics/aid_for_Trade/)

### Port Friendship through Port Knowledge

The Antwerp/Flanders Port Training Center (APEC) runs a series of training programmes in port management. Its standard training activities include 14 management sessions and seminars of 2 weeks each and cover a wide range of port-related topics. APEC provides specific tailor-made sessions, based on partner countries' needs and requests, and organizes tailor-made study visits (1/2 day to 2 days). Recently, it introduced a new concept: lectures abroad, where an APEC expert tackles specific topics during a short seminar session abroad. Through its cooperation with the Flemish Community, the Belgian Technical Cooperation (BTC) and the Province of Antwerp, APEC has established a broad system of scholarships. The Flemish Community offers scholarships for the APEC programmes to candidates from all of its partner countries worldwide (see website scholarship section for details). These scholarships enable candidates from around the world to find the professional course of their choice in Flanders. Candidates from partner countries of the Belgian Technical Cooperation can apply for a scholarship at the local representation of BTC. The Province of Antwerp provides a number of scholarships for candidates from French-speaking African countries.

For more information: [http://www.portofantwerp.be/apec/html\\_en/en\\_beurzen.html](http://www.portofantwerp.be/apec/html_en/en_beurzen.html)

## BRAZIL



### Institutional and Technical Strengthening of Mozambique's National Institute of Standardization and Quality (INNOQ)

Triangular cooperation with Brazil, Germany and Mozambique on strengthening INNOQ (from September 2010 to December 2013 (see Trade Facilitation) also included:

- Support to the Mozambican Enquiry Point for the WTO at INNOQ to work according to international rules;
- Enabling INNOQ's Standardization Department to give advice to relevant sector commissions to adopt minimum quality requirements (food, agribusiness, electronics and civil construction);
- Definition and execution of efficient management structures and procedures inside INNOQ.

### Local Currency Payment System (SML)

In 2007, Decision 25 of Mercosur's Common Market Council allowed the establishment of the SML between the members of Mercosur as voluntary bilateral agreements between central banks. In October 2008, Brazil and Argentina signed the agreement establishing the SML between the central banks of Brazil and Argentina, allowing for trade settlements in local currency to be conducted through the mechanism. The proposed development of a winding mechanism using national currencies aimed to promote financial integration and consequently increase trade among Member Countries, mainly encouraging micro and small entrepreneurs to participate in foreign trade by providing infrastructure that allows for trade settlement in local currencies at minimal cost.

The SML allows Brazilian and Argentinean exporters to set their price in their own local currency, and allows importers from both countries to pay exporters in their local currencies as well. The SML has a direct interface with the national payment systems in Brazil and Argentina, with the central banks of both countries acting as

clearing houses, and it does not demand additional requirements from financial institutions. The SML rate is published daily and it is a cross-rate between the Brazilian PTAX rate (BRL/US\$) and the Argentinean Reference Rate (ARS/US\$) used by the central banks to settle daily the total net value of the transactions. Currently, the SML allows the settlement of trade transactions in goods, including services related to them, to pay up to 360 days. The possibility of incorporating other kinds of operations is foreseeable.

Since the launch of the system until October 2012, the SML registered more than 14,800 operations, with 75 per cent of the transactions having an individual value below US\$50,000. Total transactions amounted to R\$5 billion (or US\$2.5 billion). The establishment of a SML with other countries and the inclusion of other types of operations are the next challenges, including the establishment of a SML between Brazil and Uruguay.



## CANADA

### Capacity Development for Facilitating Palestinian Trade: \$2.15 million, 2011-2015

The objective of this project is to enhance the competitiveness of Palestinian companies by helping them move their goods across borders and reducing the costs associated with accessing domestic and international markets. By providing technical assistance and training to the Palestinian Shippers Council (PSC), CIDA is helping to strengthen the organization's knowledge of trade regulations, standards and international best practices, expand the reach and scale of its advocacy work, and improve the services it offers to Palestinian companies.

### Programme for Building African Capacity for Trade (PACT II): \$19.8 million, 2008-2014

This project aims at improving cooperation and coherence across three Regional Economic Communities (RECs) – the Common Market for Eastern and Southern Africa (COMESA), the Economic Community of Central African States (ECCAS), and the Economic Community of West African States (ECOWAS). The project provides the following capacity building support: (i) training and certifying African trainers in a range of trade development tools; (ii) training RECs staff on the assessment of export potential; (iii) developing regionally based trade support networks; and (iv) engaging trade support organizations in a trade information network. The project also trains and provides advisory services to small and medium-sized enterprises (SMEs). The project is implemented by the International Trade Centre in Geneva.

### African Development Bank (AfDB) – Aid for Trade: \$15 million, 2011-2012

The AfDB plays a leadership role in the implementation of AFT in Africa by addressing soft and hard infrastructure constraints through operational activities, assisting in institutional capacity building, and improving cross-country coherence through knowledge sharing. The AfDB currently does this through a variety of separate programs, very few of which focus exclusively on trade facilitation and standards.

CIDA has led the way in helping the AfDB create an AFT trust fund, focussed on trade facilitation and standards and modelled on a similar fund at the IDB. The contribution serves as a catalyst for the creation of a much larger, more focused multi-donor trust fund. The grant would target AFT-related areas where Africa is lagging, namely in trade facilitation and in helping exports to meet international standards, particularly in agriculture. In addition, 25% of the funds are earmarked for gender-specific programming.

### Inter-American Development Bank (IDB): The Regional Infrastructure Integration Fund 2012: \$10 million, 2012-2017

The IDB's new Regional Infrastructure Integration Fund (RIIF) is a multi-donor trust fund whose objective is to provide technical assistance to support the preparation of infrastructure projects in Latin American and the Caribbean. The Fund will support the following priority areas: strengthening best practices in regional regulatory frameworks by removing regulatory bottlenecks at border crossings; promoting investments that

reduce the logistics costs of regional trade by investing in infrastructure corridors, ports and maritime services, and improving market structures for air cargo services; and enhancing transnational regulatory frameworks for key regional markets, such as energy and telecommunications.

This project aims to improve the export competitiveness and readiness of 55 SMEs in Bolivia, Burkina Faso and Guyana that employ approximately 4,000 people, with a particular emphasis on businesses led by women. The project aims to provide trade-related advisory services to these firms and to help them establish connections with international markets, particularly in Canada, which in turn helps them generate new export sales and ultimately contribute to increased or improved employment opportunities in their own countries. Finally, the project aims to increase the capacity of five local trade support institutions to deliver improved services that benefit local exporters in a sustainable way. It is implemented by the Trade Facilitation Office Canada in collaboration with the Canadian Executive Services Organization (CESO).

#### **Inter-American Development Bank (IDB) - Aid for Trade Strategic Fund: \$10 million, 2009-2012**

The IDB instituted an AFT Strategic Fund in 2009 to help countries in the Americas benefit from liberalized trade and increased market access by using grant resources to overcome supply-side constraints. The trust fund is the first of its kind created by a multilateral organization and is predicated on the notion that trade can be an engine for growth and poverty reduction when accompanied with appropriate public and private sector policies. CIDA has invested in this leading-edge trust fund. The grant is directed to trade facilitation and standards, with one quarter devoted specifically to gender-based programming.

#### **Aid for Trade Initiative - World Bank Trade Facilitation Facility: \$5 million, 2011-2012**

This grant is Canada's contribution to the World Bank Trade Facilitation Facility (TFF) in support of the Aid for Trade Initiative. The Trade Facilitation Facility is a multi-donor trust fund launched in April 2009 to help developing countries take better advantage of global trade opportunities by reducing trade costs. The Facility enables the World Bank Group to respond to increased demands from developing countries to overcome trade bottlenecks that stem from weaknesses in trade logistics, customs, testing and certification, and other aspects of trade facilitation.

#### **East African Community Partnership Fund: \$3.3 million, 2009-2013**

This project assists the East African Community (EAC) to promote and coordinate the adoption by member states of harmonized policies and regulations on customs, tariffs and other trade matters. The project also supports the joint negotiation of extra-regional trade agreements (e.g. with the European Union), and the full participation in the EAC of the new Partner States, Rwanda and Burundi.

## CHINA



### **Container inspection equipment**

The container inspection equipment provided to Ethiopia, Egypt, Chad, Cape Verde, Zambia and Serbia improves the recipients' ability to inspect and clear goods at the border and thereby promote trade facilitation.

Container inspection equipment, Egypt

Two sets of equipment were delivered, installed and tested in December 2011. The equipment played an important role in helping Egypt improve the efficiency of trade cargo inspection and clearance and enhance trade facilitation.

*Source: China and Aid for Trade, 2013/7, Ministry of Commerce of the People's Republic of China*

### Angola International Trade Center

The construction of the Angola International Trade Center, jointly initiated by Chinese and local enterprises, has started. When completed, the project will be the largest commercial logistics, convention and investment service center in southwest Africa. There are now also a large number of small and medium-sized Chinese investors engaged in agricultural and sideline product processing and small-scale commodity production in Africa.

*Source: China-Africa Economic and Trade Cooperation (2013, page 4, Information Office of the State Council, The People's Republic of China, August 2013 Beijing*



## CZECH REPUBLIC

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### Initiatives to support tax reforms

The Czech Republic has developed new initiatives to support tax reforms:

- In September 2011, a three-day training was provided to five customs experts from Kosovo on the issue of customs value and post-clearance controls in the framework of TAIEX.
- In October 2011, a three-day study visit was organized for five Serbian customs experts on the issue of customs proceedings and customs IT systems in the framework of Customs 2013.
- In November 2011, a three-day study visit was organized for two Turkish customs experts on the issue of customs proceedings and customs IT systems in the framework of Customs 2013.

For more information: <http://www.ec.europa.eu/europeaid/>



## DENMARK

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### Support Programme for Enterprise Empowerment and Development (SPEED) – Ghana

SPEED Ghana is jointly supported by the Ghanaian Ministry of Finance and Economical Planning, the German Association for Technical Cooperation (GTZ) and DANIDA. It supports intermediaries, such as business development service (BDS) providers and microfinance institutions, to deliver market-oriented and sustainable technical and financial services. It also provides technical assistance to participating financial institutions to further develop the capacity of BDS providers, and supports the Innovation and Development in Enterprise Assistance Scheme (IDEAS), the objective of which is to present a market-oriented approach to business development services as a viable alternative to subsidies.

For more information: <http://www.speedghana.org/index.php?option=content&Itemid=7>



## EUROPEAN COMMISSION

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### Single Window for the External Trade of Peru

Supporting the creation of the Single Window was the main objective of component 3, support to the Master Plan for Trade Facilitation (MPTF), of a project called Support to the National Export Strategy Programme of Peru (PENX 2003-2013). The total amount of the project was €14 million (with a €10 million contribution from the European Commission). The contribution of the EU for the support to the Single Window amounted to € 500 000.

The general objective of the creation of the Single Window was the integration and simplification of processes and services of government institutions related to external trade, in order to secure an efficient management of operations. The specific objectives were integrated, simple, fast and transparent procedures, the validity of documents generated in the Single Window, integrated electronic channels, integrated controls allowing effective risk management, security and availability of services.

The Single Window allowed for the integration of 82 procedures from seven institutions, which meant a reduction of 5% in costs and 25% in time. In 2011, 30% of transactions were done outside of office hours. The Single Window also reviews and issues certificates of origin. For restricted goods, it facilitates licenses and required authorizations for import/export of restricted goods. For port services, it reduces time and allows users, through the internet, to learn the process for a ship to be welcomed, stay and depart a harbour. The annual saving was estimated close to €4 million for the public sector and around €4 million for the private sector.

A new phase of development started, with the objective to achieve the integration of all restricted merchandise and administrative procedures before end of 2015. This calls for the integration of 252 transactions and the incorporation of the 17 entities involved. The authorizing legislation provides ultimately for a comprehensive system including electronic payment of duties and taxes and the potential for coordinated border management with other countries.

## FINLAND



Finland is involved in the following activity:

### **Support to WCO's programme in customs modernization in East and Southern Africa**

## GERMANY



### **Supporting economic development through trade in Central Asia**

On behalf of BMZ, GIZ is supporting four Central Asian countries in their efforts to reduce administrative barriers to trade (ABT), through the development of effective administrative procedures in the relevant ministries and agencies involved in the regulation of foreign trade. This helps to reduce the bureaucratic burden and costs of entrepreneurs, improve the investment climate and competitiveness of the region.

For more information: E-mail: [trade@giz.de](mailto:trade@giz.de) and <http://www.trade-ca.org/index.php/en/>

## IRELAND



### **United Nations Conference on Trade and Development TrainForTrade Port Training Programme for the port communities of English-speaking developing countries**

Ireland has supported this programme since 2007. The programme focuses on developing the capacity of port facilities in a number of English speaking countries through the provision of training and capacity-building for port communities in Asia and Africa. Belfast Harbour Commissioners, the Port of Cork and Dublin Port Company are providing technical assistance and training to the programme.

For more information: <http://learn.unctad.org/>



## KOREA (REPUBLIC OF)

### Promoting the narrowing of the information gap through ICT assistance—Morocco

Korea dispatched an ICT expert to Morocco in 2003 in order to provide advice to the Moroccan Government on setting up Public Key Infrastructure (PKI) technology for authorized e-certification. Funded through KOICA, the project consisted of capacity building for the authorities on security policy and e-certification standardization for the computerization of the Moroccan Administration.

For more information: <http://www.mofat.go.kr/webmodule/htsboard/template/read/korboardread.jsp?typeID=12&boardid=312&seqno=305867>

### Project for the modernization of Tanzania customs administration—Tanzania

From 2010 to 2012, Korea implemented a \$ 3.26 million-project in Tanzania through KOICA, which objective was to develop and introduce a cargo management system and risk management system for the Tanzania Revenue Authority (TRA), and eventually to improve efficiency and transparency of TRA's administrative process. The scope of the project included (i) the development of the mentioned systems, (ii) procurement of related facilities, (iii) dispatch of experts to the project field, and 4) invitational training programs in Korea. The uses of integrated cargo management and risk management systems are expected to ensure tighter controls on smuggling and duty evasion while collect more revenue.

For more information: <http://www.ippmedia.com/frontend/index.php?l=31149>

Other projects in this category include:

- Digitalization of Customs Service System Project – Dominican Republic
- Establishment of Intelligent Transportation System in Santo Domingo Project – Dominican Republic
- Laguindingan Airport Air-Navigation System and Support Facilities Supply Project – Philippines
- Intelligent Transportation System Project for Ho Chi Minh-Trung Luong Expressway – Vietnam



## NETHERLANDS

### Trade Facilitation Facility (TFF)

The Trade Facilitation Fund is a World Bank multi-donor trust fund launched in 2009. It is aimed at improving the competitiveness of developing countries by improving trade facilitation systems and reducing trade costs. Projects are based on demand of local governments and mostly consist of trade facilitation and or capacity building.

### TradeMark East Africa (TMEA)

TradeMark East Africa is a multi-donor initiative aimed at increasing trade and regional integration within the East African Community. It is a combination of physical infrastructure, systems integration and optimization, and institutional support. The prioritization of intervention is based on analysis of the binding constraints to trade, political economy and stakeholder interests. Examples of projects are cross-border harmonization of custom procedures, One Stop Border Posts and streamlining of cargo handling in the ports of Mombasa and Dar es Salaam.

## NEW ZEALAND



### Pacific Trade Facilitation

Under the Pacific Agreement for Closer Economic Relations (PACER), the New Zealand Aid Programme is supporting trade facilitation activities in the Pacific. This includes work in three areas: (i) customs procedures; (ii) sanitary/phytosanitary (animal and plant hygiene) requirements; and (iii) standards and conformance. The support to customs is via the Oceania Customs Organization (OCO) and aims to strengthen customs administrations and streamline customs procedures in Pacific Island Countries. The quarantine component aims to enhance the capacity of Pacific Island Countries' quarantine services to establish sanitary and phytosanitary pathways for their agriculture exports. It is also helping to enable technically rigorous import risk analysis and the development of sound import conditions. For more information: <http://www.nzaid.govt.nz/programmes/r-pac-trade.html>.

### FAO/WTO Round Table Meeting

The New Zealand Aid Programme provides support towards for the participation of Pacific country representative to attend the Round Table Meeting (RTM) held annually in New Zealand. The overall aim of the RTM series is to increase awareness and understanding of multilateral and regional trade agreements and provisions relating to agriculture, fisheries and forestry. The RTM series promotes awareness of the implications of the multilateral trading system on the agriculture, fisheries and forestry sectors and, in particular, on agricultural and food trade in the region.

## NORWAY



### Establishment of SEATAC (Southern and Eastern African Technical Automated System for Customs Data (ASYCUDA) Centre)

Based in Dar Es Salaam, Tanzania, SEATAC is hosted by the Tanzania Revenue Authority and staffed by an UNCTAD support coordinator. The ASYCUDA programme was launched in 2006 with funding of US\$ 800,000 from the Norwegian Government. It is directed at reforming the customs clearance processes of user countries (Botswana, Burundi, Ethiopia, Madagascar, Malawi, Namibia, Rwanda, Sudan, Tanzania, Uganda, Zambia and Zimbabwe) with the aim of: (i) speeding up customs clearance by introducing computerization and simplifying procedures, thus minimizing administrative costs to the business community and the economies of countries; (ii) increasing customs revenue by ensuring that all goods are declared, that duty/tax calculations are correct and that duty/exemptions, preference regimes, etc., are correctly applied and managed; and (iii) producing reliable and timely trade and fiscal statistics to assist in the economic planning process as a by-product of the customs clearance process. SEATAC provides real time technical support to customs officers in the region; complex technical queries are relayed to Geneva via the ASYCUDA, Geneva hotline. SEATAC has the broader aim of building national capacity within the region. The project also provides for the secondment of selected national IT staff to SEATAC Regional Centre for training and familiarization with the system – an important aim is to implement the systems as efficiently as possible with a full transfer of know-how to national customs administrations at the lowest possible cost for countries and donors.

For more information: <http://www.unctad.org/Templates/Projects.asp?mode=showprojectinfo&advSearch&frmProjTitle=&status=subject&smplSearch=&intItemID=1451&intProjectID=1356>

Norad support to the **World Customs Organization's Columbus Programme Phase II – Capacity Building for WCO members**. The goal of the programme is to modernize customs administrations in participating member countries and ensure that they apply modern management and custom practices in a specific area.



Capacity building activities will take place in Liberia, Rwanda, Tanzania, Mozambique, Vietnam and East Timor. The total budget allocated by Norway is approx. US\$ 2.8 million for 2012-2015..

For more information: [http://www.wcoomd.org/home\\_wco\\_topics\\_cboverviewboxes\\_cbnews\\_cbcooperationnoradnews.htm](http://www.wcoomd.org/home_wco_topics_cboverviewboxes_cbnews_cbcooperationnoradnews.htm)



## PORTUGAL

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### **Programmes on public financial management technical cooperation**

Programmes on public financial management technical cooperation have been signed with 5 countries. These have paid particular attention to technical assistance and training to customs departments. The amounts disbursed between 2008 and 2012 amount to about € 2.100 million.

### **Institutional and technical capacity building activity undertaken by the Administração do Porto de Lisboa**

Institutional and technical capacity building activity undertaken by the Administração do Porto de Lisboa in Mozambique's Porto da Beira, aimed at improving the institutional and technical capacity of the later. March 2011.

For more information: E-mail: [dgae@dgae.pt](mailto:dgae@dgae.pt)



## RUSSIAN FEDERATION

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### **Support of IMF- AFRITAC programme aimed at strengthening the capacity of the sub-Saharan countries**

In 2006-2009, Russia supported the IMF-AFRITAC programme, aimed at strengthening the capacity of Sub-Saharan countries to design and implement their poverty-reducing strategies, including facilitating trade through better customs administration.



## SPAIN

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### **Internship for Latinamerican harbour professionals – Latin America**

Spanish Port System Authority offers a diverse field of internship opportunities for Latin American harbour professionals. The internship programme is designed to provide qualified training and hands-on experience on port management by working in Spanish ports and public institutions related to Spanish Port System.

Eligible members of the Foro, within the Latin American geographical area, are as follows:

- Governmental organisations with jurisdiction over maritime and/or port matters.
- Port Authorities and/or entities responsible for port management and operation, irrespective of whether they are from the public or private sectors.
- Any legal entity or individual from the public or private sector with powers over or engaged in activity in the fields of port planning, engineering, construction, management, financing and operation.

For more information: <http://www.puertos.es/en>

## SWEDEN



### Support to World Customs Organization (WCO)

Sida is contributing to regional implementation in Africa of Phase 2 of WCO's "Columbus Programme", which is designed to assist the member countries of the EAC, SADC, and ECOWAS regions. This programme, is a customs capacity building program to promote customs modernization and implementation of their World Customs Organization standards to secure and facilitate world trade. The overall objectives of the regional implementation in Africa of Phase 2 of the Columbus Programme are the development of a sustainable and improved economy in Africa with regard to trade, security and social protection through development of Customs authorities as fair and effective trade management partners as well as modern social protection and revenue collection services.

For more information: [www.wcoomd.org](http://www.wcoomd.org)

### Training Programme on Trade Facilitation

The one-year Training Programmes are organised by the National Board of Trade and has been running since 2008. The programme's long term objective is to contribute to strengthening participating countries' capacity to participate in regional and international trade. Thus the programme objective is enhanced competence of Trade Facilitation among Training Programme participants. The training programme (2011-2012) are targeting the South African Customs Union (SACU); South Africa, Botswana, Namibia, Swaziland and Lesotho. Zambia is a new participating country for the programme 2012-2013. The programme is directed towards policy-makers, trade and customs advisors in government agencies and ministries, as well as key persons in trade organisations and the private sector. The programme included a 2-weeks training in Stockholm, Sweden, followed by a one week regional training in Cape Town, South Africa after six months. Expected results after the one year training programme is i) enhanced knowledge of Trade Facilitation on an international, regional and national level, ii) enhanced knowledge on project management in the field of Trade Facilitation and iii) to contribute to the setup of a regional network of experts in Southern Africa. The training programme is financed by the Swedish International Development Agency.

For more information: <http://www.kommers.se/In-English/Training-Programmes-TP/International-Training-Programme-on-Trade-Facilitation/>

### Trade Facilitation Implementation Guide

The Trade Facilitation Implementation Guide (TFIG) was developed by the United Nations Economic Commission for Europe (UNECE), with contributions from its UN Centre for Trade Facilitation and Electronic Business (UN/CEFACT) and with financial support from the Swedish International Development Cooperation Agency, Sida. The Guide is a publicly available web-based interactive tool and is aiming to help users to identify, examine and select available solutions and possible paths for policy objectives when implementing trade-facilitation reform. The Guide introduces trade facilitation and its benefits, and the main steps that need to be taken to put it into place. It presents a variety of concepts, standards and recommendations that can simplify trade throughout the international supply chain, and sets out implementation approaches and methodologies.

For more information: <http://tfig.unece.org/tool-simplifying-crossborder-trade.htm>



## SWITZERLAND

To enhance partner countries' customs capacity, efficiency and transparency, SECO supports the setting up of modern and sustainable capacity building systems (customs upgrading).

### Selected projects:

- Training for custom officers: Egypt, Tunisia; Swiss Customs Authorities



## TURKEY

### Trade facilitation in the ECO region

Together with Iran and Pakistan, Turkey formed the Economic Cooperation Organization (ECO) in 1985. This was expanded to include Afghanistan, Azerbaijan, Kazakhstan, the Kyrgyz Republic, Tajikistan, Turkmenistan and Uzbekistan in 1992. The main stated purpose of the ECO is to foster sustainable socio-economic development, and cooperation projects have been launched in priority areas including energy, trade and transportation.

Recently, efforts have started to sign a Trade Facilitation Agreement for the ECO region. Formal negotiations on a draft agreement begun in 2013.

[http://www.mfa.gov.tr/turkey\\_s-development-cooperation.en.mfa](http://www.mfa.gov.tr/turkey_s-development-cooperation.en.mfa)

Trade Policy Review, Report by Turkey, World Trade Organization (WTO), Trade Policy Review Body, WT/TPR/S/259/Rev.1, 7 March 2012

Trade Policy Review, Report by Turkey, World Trade Organization (WTO), Trade Policy Review Body, WT/TPR/S/259, 3 February 2012



## UNITED KINGDOM

### Trade Mark East Africa (TMEA)

TMEA is a not for profit organisation that gives technical and monetary support to the EAC Secretariat, national governments, private sector and civil society so they can enhance trade and markets in the region for the benefit of all East Africans. A multi-donor programme, it covers trade policy reform, trade-related infrastructure, regional investment climate harmonization, export development, trade facilitation, and coping with the social and environmental adjustment costs of deeper integration and rapid export-led growth.

### Trade Mark Southern Africa (TMSA)

The main objective is to improve trade performance and competitiveness of the Eastern and Southern Africa regions – contributing to sustainable, rapid and inclusive growth and poverty reduction. It supports the work of the 26-member Tripartite of the Common Market for Eastern and Southern Africa (COMESA), the East African Community (EAC) and the Southern African Development Community (SADC). The £100m, 5-year programme is funded by the UK's Department for International Development (DFID) as a follow-on from the Regional Trade Facilitation Programme (RTFP), funded by DFID between 2003 and 2009.

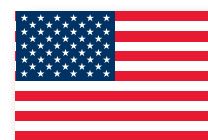
**Support for West African Regional Integration (SWARIP)**

SWARIP is an £11m DFID programme to support institutional capacity building, trade facilitation, aid for trade and the expansion of evidence and policy dialogue on regional integration in the ECOWAS region.

**South Asia Regional Trade and Integration Project (SARTIP)**

SARTIP is a £20million project that supports trade facilitation across West, Central and South Asia. This is a new project that will run for the next 4 years. This is being implemented by the IFC, World Bank and ADB, and also involves working with the private sector.

## UNITED STATES OF AMERICA

**ASEAN Single Window (ASW) Programme**

This USAID programme supports the establishment of national single windows (NSWs) among the Association of Southeast Asian Nations' ten Member States. The programme was launched in 2008 and it is expected to run until 2012. The five-year ASW programme operates under the five-year US State Department/USAID ASEAN Development Vision to Advance National Cooperation for Economic Integration (ADVANCE) Programme. The ASW programme will support the implementation of the ASW (as outlined in the ASEAN Economic Community Blueprint) through five activity streams: (i) Technical implementation support will focus on data harmonization and the development of protocols for collecting and transmitting customs clearance data as well as on support for the pilot and final ASW implementation. (ii) Legal implementation support will focus on ensuring that all ASEAN Member Countries have the e-commerce framework necessary to support the ASW. (iii) Support for the NSWs will direct technical assistance to Member States that are still implementing single windows. (iv) The Private Sector Engagement and Public Awareness Campaign will explain the benefits of the ASW to government agencies and the private sector. From FYs2008-2011, USAID spending is over US\$3 Million.

For more information: [http://www.usaid.gov/rdma/documents/ASEAN\\_Single\\_Window\\_Briefer\\_200805\\_508.pdf](http://www.usaid.gov/rdma/documents/ASEAN_Single_Window_Briefer_200805_508.pdf)

**Regional Trade Liberalization and Customs Project - Central Asian Republics**

RTLC Project works to foster economic growth and improve competitiveness through improving conditions for international and cross-border trade and transit. Specific 2009 results included continued assistance with Kazakhstan and Tajikistan's accession into WTO and Kyrgyzstan's post accession compliance; revision of KZ Customs Code and promoting Pre Customs Single Window and Single Administrative Document and assistance on improving WB Doing Business ratings in all three countries.

**Worldwide Support for Trade Capacity Building (TCBoost)**

Worldwide Support for Trade Capacity Building (TCBoost) helps developing countries to determine their trade-related assistance needs and to design and implement TCB programmes. Over a two-year period, the projects received US\$5.6 million throughout sub-Saharan Africa. TCBoost provides expertise in: trade facilitation and customs reform; trade policymaking and negotiations; export diversification and competitiveness; economic adjustments to trade liberalization; labour, environment, and gender-specific effects in trade; and sector analysis: services, intellectual property, textiles and apparel. It is a rapid response mechanism that addresses a wide variety of needs in developing countries. It's pioneering analysis, practical tools, and customized training fill information and knowledge gaps, generate demand for services, and enhance the USAID Office of Economic Growth and Trade (EGAT)'s reputation as a thought leader and premier practitioner in trade capacity building. More information:

<http://tcboostproject.com/>

#### **USAID Partnership for Trade Facilitation**

USAID's commitment to customs capacity building as part of their Trade Facilitation and "Aid for Trade" agenda includes the USAID Partnership for Trade Facilitation which specifically targets WCO and client-country priorities in the areas of Advance Rulings, Pre-Arrival Processing and Internet Publishing. Projects are currently under design or being implemented in 17 low income and lower middle income countries.

#### **Authorized Economic Operator Handbook**

Authorized Economic Operator (AEO) programmes emphasize voluntary compliance and improve supply chain security through Customs-to-Customs and Customs-to-business partnerships. Based on the WCO SAFE Framework of Standards, the Authorized Economic Operator (AEO) Handbook presents a prototype implementation plan for AEO programs that can readily be adapted to local issues and priorities. Using case studies, the handbook relates the experiences of countries that have designed and implemented AEO programs. The handbook also includes "best-practice" reference materials and sample forms and documents from Customs administrations implementing AEO programs around the world. The AEO Handbook was launched at a regional WCO event in Guatemala City and has been translated into French and Spanish. It has been distributed broadly by the WCO and used in USAID- and World Bank-funded assistance programs, including in Africa.

#### **Post-Clearance Audit Handbook**

Post clearance audit (PCA) is a modern control approach that strengthens Customs ability to validate risk assumptions and to address specific technical issues in a more sophisticated way. The Post Clearance Audit Handbook offers a step-by-step guide for customs administrations to build PCA capacity to complement its risk management programme. It provides guidance for examining the legal, institutional, organizational, and capacity building requirements for establishing PCA capability. The PCA Handbook, broadly distributed by the WCO and USAID around the world, was successfully used in a regional training for customs authorities in the Caribbean region. It is available in English and Spanish.

#### **Border Management ICT Tool**

Customs automation helps increase the efficiency and transparency of border management, benefiting customs and the private sector alike. However, in developing countries, many customs authorities lack the information to make informed decisions for ICT procurement. TCBoost designed a web-based, interactive tool to help customs authorities take a needs-based, business-case approach to choosing customs automation software solutions. The tool also features an ICT Procurement Guidebook providing clear advice on procuring ICT hardware and software efficiently and transparently. The tool and guidebook have been showcased at two successive WCO ICT Conferences in Seattle (2011) and Tallinn, Estonia (2012), used by the Egyptian General Organization for Export and Import Control (with USAID assistance) and endorsed by the WCO. At the end of TCBoost, the WCO assumed responsibility for the management and upkeep of the tool, ensuring broad exposure and access and the tool's continued use.



# [ Physical Trade Infrastructure ]

# PHYSICAL TRADE INFRASTRUCTURE



AUSTRALIA



FRANCE



NEW ZEALAND



AUSTRIA



GERMANY



PORTUGAL



BRAZIL



IRELAND



SPAIN



CANADA



ITALY



SWEDEN



CHINA



JAPAN



SWITZERLAND



DENMARK



KOREA  
(REPUBLIC OF)



UNITED KINGDOM



EUROPEAN  
COMMISSION



MEXICO



UNITED STATES  
OF AMERICA



FINLAND



NETHERLANDS

## AUSTRALIA



### Mekong Transport Infrastructure Development Project77

The objective of this project is to help increase trade in targeted economic corridors by reducing transport costs for businesses, farmers and the poor. The project does so by reducing key physical and institutional bottlenecks in the main transport corridors (roads and waterways) in 13 provinces of the Mekong Delta. This project run from 2007 to 2013, with a co-funding of US\$48 million from AusAID.

For more information: E-mail: [duc-cong.vu@ausaid.gov.au](mailto:duc-cong.vu@ausaid.gov.au) and  
<http://www.ausaid.gov.au/vietnam/projects/mekongtransport.cfm>

### Pacific Region Infrastructure Facility (PRIF)

The Pacific Region Infrastructure Facility (PRIF) is a multidonor facility developed jointly by Australia, New Zealand, the ADB and the World Bank Group to better coordinate existing and planned assistance to improving infrastructure services in the Pacific, including in transport, water and sanitation, energy and telecommunications. Australia will contribute US\$127 million in 2008-12. The Facility will assist both with much needed investments in infrastructure and with meeting the longer-term challenges of maintaining and managing infrastructure. A core component will be the delivery of technical assistance for infrastructure to the Pacific Island Countries.

For more information: <http://www.ausaid.gov.au/country/pacific/infra.cfm>

### Transport Sector Support Program (PNG)

Australia is focusing its support to the transport sector on the maintenance and rehabilitation of 16 national priority roads. This assistance includes direct funding assistance for road maintenance, building the PNG Government's capacity to manage and deliver transport infrastructure, and support to ensure that maritime and aviation transport systems are safe and secure. The current phase of the program is scheduled to end in 2012, and it is expected to move straight into another five-year phase (2011 to 2013, \$65 million per annum).

### Domestic Maritime Support Project (Solomon Islands)

Contribution made (\$4 million over 2012 to 2014) to an ADB-led project to improve the safety and efficiency of domestic maritime transport services. Australian funds are directed to rebuilding or rehabilitating six provincial wharves.

### Rural Access to Development for Tarin Kot (RAD-TK) (Afghanistan)

Supporting the National Rural Access Program (NRAP) to construct and rehabilitate roads and bridges in Uruzgan. The project is expected to deliver 25km of gravel roads, 110 drainage structures (eg, culverts and retaining walls), one 85 metre long bridge generating over 80,000 labour days (\$2.97 million over 2009 to 2013).

## AUSTRIA



### Austrian participation in the EU-Africa Trust Fund for Infrastructure

In April 2007, the European Commission, the European Investment Bank (EIB) and seven EU Member States signed an agreement to set up the EU-Africa Trust Fund for Infrastructure. As a founder member, Austria has made an initial contribution of US\$1.38 million. The Trust Fund is a major pillar of the EU-Africa Strategy as well as the EU-Africa Partnership for Trade, Regional Integration and Infrastructure. Through a combination of subsidies and loans, it finances trans-regional large-scale projects in energy, transport, information



technology and water and constitutes a major field of cooperation between Austrian Development Cooperation and the new Austrian Development Bank.

For more information: [http://www.entwicklung.at/uploads/media/ADC\\_and\\_EU\\_Sept2009\\_01.PDF](http://www.entwicklung.at/uploads/media/ADC_and_EU_Sept2009_01.PDF)

#### **Austrian participation in the PIDG**

The Austrian Development Agency (ADA) provides support to the Private Infrastructure Development Group (PIDG), a coalition of donors mobilising private sector investment to assist developing countries provide infrastructure vital to boosting their economic development and combating poverty. PIDG works in partnership with other donors, local operators and government bodies to deliver critical infrastructure and raise funds for infrastructure development in the poorest countries in the world. In 2007, ADA joined the facility and is contributing more than US\$10 million to date.. Austrian support of PIDG has been prolonged for the next 4 years.

For more information: <http://www.pidg.org/sitePages.asp?step=4&navID=2&contentID=10>



## BRAZIL

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Integration of Regional Infrastructure in South America (IIRSA)

The IIRSA Initiative is another cooperation programme in which Brazil actively participates. IIRSA is a dialogue forum among South American countries that seeks to promote the development of transport, energy and telecommunications infrastructure from a regional perspective, aimed at the physical integration of the 12 South American countries and the achievement of an equitable and sustainable territorial development pattern.

Other projects under this category include  
Pilot project – Institutional Strengthening of the Port Sector of Benin



## CANADA

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**Les Cayes-Jérémie Road, Haiti \$75 million.**

This CIDA-funded project is part of the Inter-American Development Bank's Road Infrastructure Rehabilitation Program in Haiti. CIDA's contribution supports the construction of a road connecting the cities of Jérémie and Les Cayes in the southwestern region of the country. The project aims to create jobs and make the region more competitive by facilitating the transport of an increased volume of merchandise and passengers.

**NEPAD Infrastructure Project Preparation Facility – Phase II (IPPF II) (Africa multiple countries): \$15.25 million, 2012-2015**

The ultimate aim of the NEPAD-IPPF is to enhance regional economic development and integration through the increased implementation of regional infrastructure projects. The purpose of NEPAD IPPF II is to provide support to regional economic communities (RECs) and their specialized regional institutions such as the West African Power Pool, for the preparation of 'bankable' infrastructure projects in the energy, transport, and telecommunications sectors in Africa. 'Bankable' projects are those which have gone through high-quality project preparation processes, which include support for feasibility and engineering studies, environmental impact assessments, structured financing plans, legal analysis and financial transaction plans. NEPAD-IPPF is also working with the RECs to increase their capacities to cooperate in complex public-private partnerships. These efforts help sustain progress towards meeting Africa's infrastructure financing needs.

**West Africa Regional Market Development: \$3.1 million, 2005-2012**

The goal of the West Africa Regional Financial Market Development Program is to help reduce poverty, and to contribute to sustainable economic and monetary growth within the West African Economic and Monetary Union (WAEMU). This program was developed under the auspices of the West African Development Bank (WADB) and the World Bank. Most of the funding is allocated for regional road repairs (e.g., paving of dirt roads and rehabilitation of paved roads, hydro and irrigation dams). This comprehensive program has three components: technical assistance and institutional support, development loans, and a guarantee facility. Canada's support focuses on technical assistance and institutional support.

**CHINA**

In 2012, Chinese enterprises completed construction contracts worth US\$40.83 billion in Africa, an increase of 45% over 2009, accounting for 35.02% of China's overseas contract work completed. Africa has been China's second largest overseas contract market for four successive years.

Chinese communication enterprises have participated in the construction of communication facilities in Africa, such as backbone fiber-optic transmission networks, fixed-line telephone lines, mobile communication and Internet facilities, expanding the coverage of Africa's telecommunication network, raising the network's performance quality and reducing communication costs.

China has also worked closely with African countries in building hydropower stations and power grids. Some of the recent infrastructure projects include:

**Railway project, Angola**

Chinese enterprises undertook the contract for a project that involved repairing a railway running from east to west through the country.

**Fiber-optic transmission backbone network, Tanzania**

A contract to build a fiber-optic transmission backbone network in Tanzania was also taken on by Chinese enterprises. The network will cover major provinces and cities in Tanzania, link it with six neighboring countries and connect it to seabed optical cables in East and Southern Africa. After the network is completed, there will be three backbone loops, one each in northern, southern and western Tanzania, and eight international transit links, making communications of East Africa more integrated.

**Malabo Gas Plant, Equatorial Guinea**

In 2010, Chinese enterprises started to build the Malabo Gas Plant in Equatorial Guinea. After the plant is completed, the country will have a complete power supply system, from power generation to power transmission and power transformation. This will improve the power supply conditions of Malabo City and Bioko Island while promoting agricultural irrigation and ecological tourism in surrounding areas.

*Source: China-Africa Economic and Trade Cooperation (2013, page 5, Information Office of the State Council, The People's Republic of China, August 2013 Beijing)*

In the last three years, around 90 of the various projects aided by China were large and medium-sized infrastructure projects related to trade. For example, the Lome airport of Togo, the Hambantota International Airport of Sri Lanka, the Thika Highway of Kenya, the Third Bridge in Bamako, Mali, the airport expressway

of Bahamas and expansion of the Mauritania Friendship Port improve the recipients' transport infrastructure for trade. The Investor Service Building in the Gulf of Suez Northwest Economic Zone (Egypt), among other projects, enables one-stop services for resident companies.

**Hambantota International Airport of Sri Lanka, 2013**

The scope of construction includes the terminal building, control tower, depots, service area and support facilities and parking area. The project was completed in April 2013. Its completion effectively increased the transportation capabilities of Sri Lanka.

**Airport Expressway, Bahamas, 2013**

The expressway is 13 km long. Once completed, it will significantly improve the transport condition for trade within the Bahamas.

**The Investor Service Building in the Gulf of Suez Northwest Economic Zone (Egypt)**

With a total floor area of 16,050 square metres, the building was completed in May 2010 to provide one-stop service for resident companies of the economic zone.

**Third Bridge in Bamako, Mali**

Built in September 2011 and spanning the river Niger, this bridge, now called "China-Mali Friendship Bridge" has a total length of 2,200 meters and width of 24 meters, with both ends connected to an interchange fly-over. The completion of the project significantly increased the transportation infrastructure of Mali.

**Backbone optic fiber transmission networks built in Tanzania, the Democratic Republic of Congo, Laos, Cambodia and Burma** upgrade the countries' ICT infrastructure and increase their information access to the rest of the world.

**National optic fiber backbone network in transmission network in the Democratic Republic of Congo**

Phase I of the project was already completed in 2010, which had a 650 km of optic fiber installed and 8 SDH stations built. Phase II is expected to be completed by 2015 and will have 3,250 km of optic fiber installed and 36 SDH stations built. Once completed, the project will significantly improve the ICT infrastructure in the Democratic Republic of Congo.

*Source: China and Aid for Trade, 2013/7, Ministry of Commerce of the People's Republic of China*



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## DENMARK

**Reconstruction of the Takoradi – Agona junction road and improved axle load control – Ghana**

The Takoradi – Agona junction road project will be co-financed with the Government of Ghana to a total budget of US\$32.27 million. The Danish contribution is a fixed amount of US\$23.30 million, while Ghana has committed to pay for any additional cost, estimated at approximately US\$8.96 million. The project road is a part of the Trans West African Coastal Highway linking the coastal strip and harbours with neighbouring countries and Ghanaian up-country areas and is a vital link for the export of primary and processed materials.

## EUROPEAN COMMISSION



### EU-Africa Partnership on Infrastructure

The EU-Africa Infrastructure Trust Fund (€393 million) was set up by the European Commission (€309 million from the European Commission and €84 million from EU Member States) as a regional loan grant blending instrument of the EU-Africa Partnership on Infrastructure. It was aimed to support the implementation of this partnership.

As of October 2012, 68 grant operations have been approved by the Executive Committee of the Trust Fund, amounting to grant contributions of about €348 million which have the potential to generate up to 12 times more in total investments. On the projects currently in investment phase, approximately €1.7 billion in EU-loans and about €2.2 billion in additional financing could be mobilised to finance projects costing about €4.3 billion. The Commission plans additional contributions of €329 million to the Trust Fund in support of the UN secretary general's "Sustainable Energy for All initiative" (SE4All). The target infrastructure sectors are energy, water, transport and telecommunications. Projects are identified jointly by the beneficiary country, the EU delegation and the project financier(s). In this context, the Trust Fund also actively supports the "Programme for Infrastructure Development in Africa" (PIDA), which has identified priority infrastructure needs on the African continent until 2040. The Trust Fund benefits cross-border and regional infrastructure projects in sub-Saharan Africa and is about to be opened for national projects in the context of SE4All.

For more information: [ww.eu-africa-infrastructure-tf.net](http://ww.eu-africa-infrastructure-tf.net)

## FINLAND



Finland is involved in the following activities:

- Support to Private Sector Development Reform Programme II in Zambia in developing trade infrastructure
- Support to agriculture and rural development programs in Cambodia, Kenya, Nicaragua and Zambia in developing rural infrastructure
- Support to EBRD's NIF and ETC Trust Funds in developing infrastructure
- Support to EU-Africa Infrastructure Trust Fund in developing infrastructure
- Support to EIF's analytical and coordination work in trade and economic infrastructure
- Support to roads construction, bridges, ports and electrification projects in developing countries funded from concessional credits

## FRANCE



In addition to support to the energy sector, transport is a sector in which France traditionally intervenes. Its strategy includes other dimensions than trade such as improving communications for local populations to give them better access to basic goods and services, as well as protecting the local and global environment by promoting cleaner forms of energy.

In addition to helping finance infrastructure facilities, the AFD supports for instance reforms to improve the management of the sector, with priority being given to a pragmatic context-specific approach that is negotiated with the partner governments and users, and elaborated in consultation with other donor agencies. These initiatives cover all forms of transport.

#### **Agence Nationale des Ports (ANP) in Morocco**

As part of its strategy, the ANP is planning to implement major upgrading and development operations as described in its investment plan for 2012-2016, worth DHS 2,7 billion. This investment programme includes: the maintenance of its port assets, the strengthening of the competitiveness of the ports through capacity increase and the promotion of fair competition between operators, the upgrading of ports in terms of security and safety. The financing of this investment programme is supported by the French Development Agency (AFD) with a EUR 50 million loan and a EUR 300 thousand grant to support ANP in the implementation of its social and environmental policy. Through this financing, the AFD is contributing to ANP's efforts to stimulate ports, at the regional level in particular, in order to foster economic development in those regions. This is especially true of the Region Sous-Massa, which is highly dependent on the port in Agadir.

Investment financed through the AFD loan covers interventions for rehabilitation, upgrading and development of port infrastructure. The main interventions are located as follows: Nador Port (extension of platform, reinforcement of dikes and piers), Cala Iris Port (reinforcement of protection works), Kenitra Port (technical study), JorfLasfar Port (reinforcement of protection works), Safi Port (reinforcement of platform, leveling of cales de halage), Agadir Port (rehabilitation of the platforms in the commercial area, extension of multipurpose platforms, rehabilitation of platforms in the fishing area, and construction of the third gate).

#### **Road Development Authority in Sri Lanka**

The road network in Sri Lanka consists in about 100,000 km of roads. Major investments have been made by the Government of Sri Lanka to improve this infrastructure and make it able to meet the increasing mobility needs. The program consists in the furniture of 46 steel bridges, the rehabilitation of which being considered as a priority being in poor condition. The financing of this investment programme is supported by the French Ministry of Finance with a €22 million loan. Through this financing, the French Ministry of Finance is contributing to RDA's efforts to open up rural regions and thus foster their economic development.

#### **Agence pour la sécurité de la navigation aérienne en Afrique et à Madagascar (ASECNA)**

Safe and efficient air travel is essential for economic growth and international business activity in Africa. Air traffic control facilities across Africa will be upgraded to international standards, improve safety and reliability and ensure more efficient air transport through the African air traffic control agency ASECNA. This will improve navigation and control systems, meteorological systems and security infrastructure in airspace managed by ASECNA in West Africa, the Atlantic and Madagascar. This project to upgrade and improve air traffic control infrastructure is supported by a € 2 million technical assistance grant from the EU-Africa Infrastructure Trust Fund, a EUR 40 million loan from the French Development Agency, AFD and a EUR 40 million loan from Europe's long-term lending institution, the European Investment Bank.

Growth in air traffic in ASECNA airspace grew by more than 7% over the last decade, more than the global growth rate. African air travel is expected to continue to grow over coming years and long-term investment planning by ASECNA takes account of this. ASECNA is a multinational air-traffic control agency covering airspace 1.5 times the size of Europe from flight centres in Dakar, Brazzaville, Niamey, N'Djamena and Antananarivo. ASECNA manages 10 regional air traffic control centres, 57 control towers, 25 international and 76 national airports. The upgrading will replace outdated assets and improve safety, efficiency and air traffic services in all 17 Africa states belonging to ASECNA. Investment by the agency will include improved air traffic management software and radio links, implementation of a secure broadband satellite network, improved runway and approach lighting, better weather radar and aerodrome area weather systems and building renovation. The project is expected to be fully implemented by 2015.

#### **Second Rural Access and Mobility Project (RAMP) in Nigeria**

The objective of the Second Rural Access and Mobility Project for Nigeria is to improve transport conditions and bring sustained access to the rural population through rehabilitating and maintaining key rural transport

infrastructure in a sustainable manner in selected Nigerian states. The project has three components. (1) Upgrading and Rehabilitation of Rural Transport Infrastructure component will finance the upgrading and/or rehabilitation of an estimated 1,450 km of rural roads in tier-one states. In addition, about 65 river-crossings will be financed under this component in order to ensure minimal access at locations selected for their importance for agricultural productivity or to give access to social services. (2) Community-based road maintenance and annual mechanized maintenance component will finance the maintenance of the roads rehabilitated under Component 1, as well as a few other pilot roads to build up the maintenance system while the roads are being rehabilitated. Pilot programs will be initiated in each one of the tier-one states for up to 50 km of rural roads rehabilitated through other means. (3) Project Management and Strengthening of State and Federal Road Sector Institutional, Policy and Regulatory Framework component will provide a comprehensive institutional development package at the state and federal levels to: (a) support an effective implementation of the project (including through technical audits, whenever needed); (b) design and implement sound rural transport policies; (c) improve the planning and execution of public expenditures in rural transport; and (d) promote the dissemination of best practices, as well as to prepare a possible scaling up of the project in tier one and tier two states. This project is supported by a USD 60 million loan from the French Development Agency, AFD and a USD 170 million credit from the International Development Association (IDA).

## GERMANY



### Transport corridors – Namibia

In Namibia the former fishing port of Walvis Bay was expanded into an international container and general cargo terminal with the help KfW, using funds from BMZ. An efficient transport infrastructure is an indispensable prerequisite for economic growth, high transport costs on the other hand hamper regional cooperation and participation in globalisation. Particularly in poor countries, growth is stifled by inadequate or non-existent infrastructure. High import and export duties and long delays in border clearance often exacerbate the situation. Only through transport infrastructures such as seaports and airports, efficient roads and railroads can a country trade with neighbours and the world and diversify its economy in the first place. Walvis Bay now forms a key node to global trade for three important transport corridors that connect Namibia and the port with the neighbouring states of Angola, Botswana, Zambia and South Africa.

For more information: [http://www.kfw-entwicklungsbank.de/ebank/EN\\_Home/Topics/Global\\_economy\\_and\\_development/Project\\_examples.jsp](http://www.kfw-entwicklungsbank.de/ebank/EN_Home/Topics/Global_economy_and_development/Project_examples.jsp)

### Markets – Bangladesh

In Bangladesh only 13 per cent of the roads are weatherproof. This has dire consequences. Trade nearly comes to a stand-still during the rainy season. In the northern districts of Bangladesh (where the poverty rate is particularly high), KfW Entwicklungsbank carries out a transportation project together with the Asian Development Bank (ADB). BMZ funds are invested into upgrading rural roads and markets in order to make them usable throughout the entire year: paving rural roads, weather-proof upgrading of markets, maintenance or construction of bridges. The works are carried out by small entrepreneurs, creating jobs for the local population. The success of this approach is evident: commodity sales on the markets in the project districts partly have more than doubled, whereas transportation costs have reduced significantly. Average income in the districts has risen considerably – for 6.5 million people in the project district living conditions have improved notably.

For more information: [http://www.kfw-entwicklungsbank.de/ebank/EN\\_Home/Sectors/Transport/Project\\_Examples/Projects\\_-\\_Markets\\_in\\_Bangladesh.jsp](http://www.kfw-entwicklungsbank.de/ebank/EN_Home/Sectors/Transport/Project_Examples/Projects_-_Markets_in_Bangladesh.jsp)



## IRELAND

### Road Rehabilitation – Ethiopia

In Ethiopia under the Protection of Basic Services programme (PBS), Irish Aid and other development partners are supporting the Government of Ethiopia in its efforts to improve the delivery of social services at a local level and to strengthen the Government’s accountability. The expansion of road networks is critical to promoting access of social basic services such as health, education, agricultural extension and marketing, etc. The government has demonstrated strong commitment to improving access through construction of rural roads under the Universal Rural Road Access Project (URRAP). The proportion of kebeles (neighborhood/villages) connected by all-weather roads has increased from 39% in 2009/10 to 42% in 2010/11. About 854 kms all-weather roads were constructed in 2010/11. Through PBS support about 500 woreda road desks were established. The PBS III will contribute to build management capacity at woreda (district) level. More woreda (district) road desks with appropriate staff and resources will be recruited to enhance the woreda’s capacity to administer management of road maintenance. Road transport is the dominant mode of transport in Ethiopia and plays a pivotal role in supporting economic and social development, with roads carrying about 95 percent of the country’s passenger and freight traffic and providing the only form of access to most rural communities.

For more information: <http://go.worldbank.org/NCJ3KXP0A0>



## ITALY

In the period 2010 -2012 Italian Cooperation has allocated approximately € 40 million for 14 initiatives classifiable in this category.

Significant programmes are the following:

- Road rehabilitation programme (Kabul – Bamyan) - Afghanistan
- Project facility for infrastructure feasibility studies - Albania;
- Training to the personnel of the big harbor of Al Faw - Iraq
- Rehabilitation of infrastructures of harbor and roads of Bosasso in the State of Puntland – Somalia. Multilateral financing to UN-Habitat
- Contribution of € 500,000 to EIB for the EU – African Infrastructure Partnership Trust Fund



## JAPAN

### Enhancing Private Sector Assistance for Africa (EPSA)

EPSA is a multi-donor framework supporting the AfDB’s Private Sector Development Strategy. Drawing on successful development experience in Asia and around the globe, EPSA was conceived in partnership with the Government of Japan. A concessional loan has been set up with AfDB under the EPSA Non-sovereign Loan (NSL) component. The NSL component helps finance the Bank’s private sector operations through a line of credit from JICA to the Bank on concessional terms. The first loan, for approximately US\$100 million, was signed on 20 February 2007 and closed in October 2008. This was followed by a second Private Sector Assistance Loan under the joint initiative titled, “EPSA for Africa”, for an amount equivalent to US\$300 million. The EPSA Non-Sovereign Loans have supported the investment and financing of a number of regional infrastructure and financial sector projects as well as clean energy projects in Uganda and Madagascar, and SME/microfinance projects in Nigeria and Tanzania. Additionally, 1 billion US dollar worth Japanese yen loan over 5 years was pledged in 2012.

For more information: <http://www.afdb.org/en/topics-and-sectors/initiatives-partnerships/enhanced-private-sector-assistance-for-africa-epsa-initiative/>  
[http://www.mofa.go.jp/announce/announce/2012/5/0522\\_01.html](http://www.mofa.go.jp/announce/announce/2012/5/0522_01.html)

## KOREA (REPUBLIC OF)



### KOAFEC Infrastructure and Sustainable Natural Resources Development Projects:

KOAFEC engages in extensive consultations with African countries for infrastructure development. It provides financial facilities to a wide range of projects from transportation, telecommunications and sanitation facilities to energy and sustainable natural resources development. Some of the projects under planning and implementation are:

- Angola: Port Establishment Project; US\$80 million; funded through the EDCF;
- Madagascar: Tamatave-Beforona 230KV Transmission Line Project; US\$80 million; funded through the EDCF;
- Mozambique: Nacala Road Upgrading Project; US\$20 million; co-funded through EDCF and JBIC.

For more information: <http://www.koafec.org/en/actionplan/development2010.jsp?menu=AC11>

### Modi Khola Hydropower Station – Nepal

This 15MW hydroelectric project is funded by the Government of Nepal, the Nepal Electrical Authority (NEA) and Korea through the EDCF to a combined sum of US\$30,000,000. It was launched in 1996, began its commercial operation in 2000, and was implemented by Hyundai. The project has been followed by a Joint Development Agreement (JDA) made by Korea Electric Power Corporation (KEPCO) and Nepal Electrical Authority (NEA) to develop a 42MW project in Upper Modi Khoa in Nepal.

The Government of Korea also provides support to the NEA Training Center.

For more information: <http://www.nrn.org.np/medianewsdetail.php?id=2047>

### Northern GMS Transport Network Improvement Project – Laos

This project is funded jointly by Korea, ADB Sweden, Australia and Thailand. In 2010, Korea provided a supplementary grant of US\$22 million. The project will improve 367 kilometers of Route 4 from Xiang Ngeun in northern Lao PDR (near Louangphrabang) to Nakha, which sits at the border the country shares with Thailand. The project also involves the construction of a bridge over the Mekong River as part of the project road, and the improvement of some 100 kilometers of rural access roads. The project will also provide financing for the improvement of road safety along the project road and throughout the country, periodic maintenance of the national road network, and a programme to reduce the risk of HIV/AIDS and other sexually transmitted diseases as well as human trafficking that may develop during the improvement and operation of the road. The project will increase trade and economic growth in the northern part of Lao PDR

For and the surrounding region through more efficient transport on the regional and national road networks. The total project cost is estimated at US\$88.5 million.

For more information: [http://www.mekongtourism.org/site/news/latest-news/news/browse/12/?tx\\_ttnews%5Btt\\_news%5D=21&tx\\_ttnews%5BbackPid%5D=140&cHash=3638fe30d2](http://www.mekongtourism.org/site/news/latest-news/news/browse/12/?tx_ttnews%5Btt_news%5D=21&tx_ttnews%5BbackPid%5D=140&cHash=3638fe30d2)

Other projects in this category include:

- Pailon-San Jose Highway Construction Project – Bolivia
- Banegas Bridge Construction Project – Bolivia



- Beni River Bridge Construction Project – Bolivia
- Madre de Dios River Bridge Construction Project – Bolivia
- Improvement of National Road No. 31 and 33, Provincial Road No. 117 and Kampot Bypass Project – Cambodia
- GMS Cambodia Northwest Provincial Road Improvement Project – Cambodia
- Improvement of National Road No.21 – Cambodia
- Padang By-pass Expansion Project – Indonesia
- Nacala Road Corridor Upgrading Project – Mozambique
- Malakand Tunnel Construction Project – Pakistan
- Laguindingan Airport Development Project – Philippines
- Bacolod-Silay Airport Access Road Project – Philippines
- Puerto Princesa Airport Development Project – Philippines
- North-South Rail Linkage Project – Philippines
- Samar Pacific Coastal Road Project – Philippines
- Baler-Casiguran Road Improvement Project – Philippines
- Improvement of Padeniya-Anuradhapura Road Project – Sri Lanka
- Hatton-Nuwara Eliya Road Improvement Project – Sri Lanka
- Malagarasi Bridge & Associated Roads Project – Tanzania
- Construction of Hanoi-Haiphong Expressway Project – Vietnam
- GMS Southern Coastal Corridor Project – Vietnam
- Lo Te-Rach Soi Highway Construction Project – Vietnam
- Construction of Vinh Thinh Bridge Project – Vietnam
- Vam Cong Bridge Construction Project – Vietnam



## MEXICO

The Mesoamerican Integration and Development Project (MIDP) is a proposal developed by 10 Mesoamerican countries to strengthen regional integration and promote the economic and social development of the participating countries. The objective is to improve conditions and human prosperity for the region's population.

Within the MIDP's actions, which have had a positive impact on trade capacity in Central America, in 2012 the Mexican government granted financial support through the Infrastructure Fund for Central American Countries and the Caribbean. Resources of US\$88 million were approved in 2012 to complete the following projects:

- A credit was given to Honduras for US\$49 million, through the Central American Bank for Economic Integration (BCIE), for the construction of the road Villa San Antonio–Goascorán sections IA and IB – a stretch of highway that is part of the Dry Canal of the International Road Network of Mesoamerica (RICAM).
- Nicaragua was awarded enhanced funding of US\$38.6 million for the rehabilitation and improvement of the road section Empalme Nejapa–Empalme Puerto Sandino, a component of the Pacific Corridor of the RICAM. The funding was awarded through the BCIE.
- Belize was granted a simple donation of \$7 million pesos for the construction of a road of 551 metres and its confinement with 1,720 meters of chain link. This operationalized the new border port of Chac-Temal between Mexico and Belize in 2013.

## NETHERLANDS



### TradeMark East Africa (TMEA)

TradeMark East Africa is a multi-donor initiative aimed at increasing trade and regional integration within the East African Community. It is a combination of physical infrastructure, systems integration and optimization, and institutional support. The prioritization of intervention is based on analysis of the binding constraints to trade, political economy and stakeholder interests. Examples of projects are cross-border harmonization of custom procedures, One Stop Border Posts and streamlining of cargo handling in the ports of Mombasa and Dar es Salaam.

### Facility for Infrastructure Development (ORIO)

ORIO is a grant facility for investments in the development, implementation and exploitation of public infrastructure in developing countries (both physical infrastructure and utilities). The governments of developing countries are the applicants for the grant, they need to procure the works.

### Infrastructure Development Fund – FMO

Fund for the financing of private investments in commercially feasible infrastructure in developing countries.

## NEW ZEALAND



### Pacific Region Infrastructure Facility (PRIF)

The Pacific Region Infrastructure Facility (PRIF) is a US\$200 million multi-donor facility being jointly developed by Australia, New Zealand, the ADB and the World Bank Group to better coordinate existing and planned assistance to infrastructure services in the Pacific region, including in transport, water and sanitation, energy and telecommunications. The Facility will assist with much needed investments in infrastructure as well as in meeting the longer-term challenges of maintaining and managing infrastructure. A core component of PRIF will be the delivery of technical assistance for infrastructure to the Pacific island Countries. For more information: <http://www.usaid.gov/au/country/pacific/infra.cfm>

### Tuvalu Ship to Shore project

This project receives funding of US\$4.2 million through the New Zealand Aid Programme and will be implemented by the Government of Tuvalu over a five-year period with support from New Zealand. The project aims to “improve the quality, safety and cost effectiveness of the transport services to the outer islands”, making safety improvements for the transfer of passengers from ship to shore and speeding up transport operations to the outer islands of Tuvalu through improvements in cargo packaging and handling.

For more information: <http://enews.nzaid.govt.nz/index.php?id=219>



## PORTUGAL

### Seminar on Management and Financing for the Road Sector of Mozambique

Organization of a seminar on Strategic Planning and Operational Management, in the framework of a development project aimed to develop a model of Management and Financing for the Road Sector of Mozambique (Instituto Nacional de Infra-Estruturas Rodoviárias of Portugal and Administração Nacional de Estradas of Mozambique). 2011. For more information: E-mail: [dgae@dgae.pt](mailto:dgae@dgae.pt)

Concessional loans - Cape Verde and Morocco

Portugal has extended concessional loans to Cape Verde and Morocco, which have been used to finance the construction and rehabilitation of harbors and other related infrastructure projects. The amounts disbursed are the following: Cape Verde € 23.6 million/2010; € 49.9/2011; € 37.1 million/2011; Morocco € 65.9 million/ 2008 and € 13.4/2009).

### Improvement of trade infrastructure through renewable energy:

The following projects aims to improve the trade infrastructure through renewable energy:

Renewable Energy Community Program in Bambadinca, Guinea-Bissau. The program aims to provide the Bambadinca population with access to electricity through renewable energies and introduce a sustainable energy management model. The cost involved from 2009 to 2012 amounts to € 229,265.

- Setting up Solar Photovoltaic Systems/Equipment in Mozambique – the project will equip schools, health centers and associated facilities in 50 remote villas in all of the country's provinces with solar photovoltaic systems. The cost of the project amounts to about € 2 million.
- Renewable Energy Atlas for Mozambique – renewable energy sources mapping and evaluation, including wind, water, solar, geothermic, biomass and waves. Project costs 2011/2012 total nearly € 1.664 million.
- Maintenance of the Navigation Visual Aid Networks in São Tome and Principe, which includes support and maintenance of the lighthouses network in the country. Amount disbursed 2009/2012 totals € 140, 932.

For more information: E-mail: [cooperacao.portuguesa@camoes.mne.pt](mailto:cooperacao.portuguesa@camoes.mne.pt); [maria.caiado@camoes.mne.pt](mailto:maria.caiado@camoes.mne.pt)



## SPAIN

Projects in this category include:

- Upgrading and rehabilitation of airports and civil aviation infrastructure in Namibia
- Design, supply, installation and operation of a system for maritime traffic, enabling Cape Verde to ensure greater security in the coastal zone, Cabo Verde
- Telecommunication system for a railway hub, Bangladesh
- Enlargement of the fishing port of Nouadhibou, Mauritania
- Enlargement of the high speed railway line Ankara-Istanbul, Turkey
- Supply of components for the construction of 26 bridges in Ghana
- Urban traffic integral security and control systems of Shanxi, China

## SWEDEN



### Information and Communication Technology for Rural Development (ICT4RD)

This is a research and development project with a vision of improving services by making information easily available and accessible in the rural public sector. ICT4RD's mission is to design and validate a strategy for the creation of sustainable broadband markets in rural areas of Tanzania. It is funded mainly by Sida and managed by a management committee formed by heads of Dar es Salaam Institute of Technology (DIT), the Tanzania Commission for Science and Technology (COSTECH) and the Royal Institute of Technology – Sweden (KTH).

### Facilitating Sustainable Environment – Friendly Regional Power Trading (RPT) in the Greater Mekong Subregion

This joint programme between ADB and the Swedish International Development Cooperation Agency

(Sida) has assisted in setting up a competitive and efficient regional power market and in ensuring proper control of environmental impacts while developing power projects for regional interconnection and trading.

The partner countries involved are Cambodia, Lao PDR, Myanmar, China, Thailand, and Vietnam.

## SWITZERLAND



SECO's infrastructure financing aims at providing reliable, sustainable and climate-friendly infrastructure to the economic sector and to the population in order to support the economic growth of the beneficiary country and its supply capacities. More specifically, in the energy/electricity sector, SECO supports the physical infrastructures and institutional strengthening to ease the integration of the partners in their regional energy sector, in particular for the electricity trade.

### Selected projects:

- Serbia: Rehabilitation of the National Control Center (key electricity dispatch center for the Western Balkan region, essential to enable Serbia to play its role in the energy trade)
- Albania: Dam Safety Programme (a continuation of the physical rehabilitation of the electricity production Infrastructure - gives Albania the means to be a reliable and credible peak (hydro) power producer in the Western Balkan region)
- Central Asia – Water-energy Nexus Study. (This study will give the countries of the region a reliable basis for establishing a trade in energy and water, as well as ensuring their energy security throughout the year).



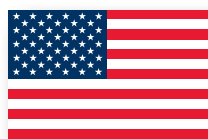
## UNITED KINGDOM

### Mozambique Regional Gateway Programme

Mozambique Regional Gateway is a £12m programme to improve transport, energy and ICT (Information and Communication Technology) infrastructure grids operating under an improved/complementary regulatory environment to serve Mozambique, as well as countries in the wider region for which Mozambique is a transit route for international trade

### Regional Infrastructure Programme for Africa (RIPA)

RIPA is a key component of the African Free Trade initiative (AFTi), RIPA will bring down the physical barriers to trade by cutting the costs that poor transport infrastructure imposes on importers and exporters. RIPA will work closely with DFID (and other donor) programmes designed to bring down the regulatory and other barriers to African trade. Support is channelled through the Infrastructure Project Preparation Facility (IPPF), the EU Africa Infrastructure Trust Fund (ITF) and the Infrastructure Consortium for Africa (ICA). A number of DFID employees will also be seconded to work on regional infrastructure in the African Development Bank, World Bank and other international organisations.



## UNITED STATES OF AMERICA

### African Global Competitiveness initiative (AGCI) – infrastructure component

The infrastructure component of the AGCI aims to provide timely, targeted technical assistance and expertise to help overcome constraints and leverage non-USAID funds to finance infrastructure projects. USAID has partnerships with a range of national government agencies, regional institutions and the private sector with a view: to improving the enabling environment for private investment in infrastructure; to improving regulator capacity to design and manage complex infrastructure projects; and to bringing projects to financial closure. To advance its aims, the infrastructure component works in several ways to help overcome infrastructure constraints, including: (i) partnering with private companies and other infrastructure initiatives focused on Africa; (ii) serving as an analytic leader in developing regional infrastructure solutions, including through supporting sub-Saharan Africa's power pools and transport corridors; (iii) drawing on technical expertise from other U.S. Government (USG) agencies where appropriate; and (iv) fielding a broad range of technical experts to advance infrastructure projects on a demand-driven basis. Launched in 2006, AGCI contributions to overcoming African infrastructure constraints have included helping to conclude late-stage transactions in energy investment, expanding access to ICT, and conducting the technical analyses and capacity building needed to create efficient transport corridors and cross-border customs administration.

For more information: [http://www.usaid.gov/locations/sub-saharan\\_africa/initiatives/infrastructure\\_constraints.pdf](http://www.usaid.gov/locations/sub-saharan_africa/initiatives/infrastructure_constraints.pdf) and [http://www.usaid.gov/locations/sub-saharan\\_africa/initiatives/infrastructure.html](http://www.usaid.gov/locations/sub-saharan_africa/initiatives/infrastructure.html)

### Africa Infrastructure Program (AIP)

This is a programme set up by USAID under the African Global Competitiveness Initiative (AGCI). AIP aims to develop new African electricity sources. It will support both electricity generation and transmission transactions in the advanced stages of development. The programme seeks to help commercially viable and environmentally sound electricity projects overcome barriers preventing their reaching financial closure and construction. It provides funding and experts in non-recourse project finance to help advance sub-Saharan African projects. Typical AIP support includes: (i) capacity-building assistance in the areas of policy/investment framework, regulatory reform, tariff formulation, sample contract terms, and intermittence/integration analysis;

(ii) project support and transaction advisory assistance in technical, financial, commercial, regulatory, legal, and environmental areas related to project structuring, risk mitigation, financial engineering, contract negotiation support, stakeholder mobilization, and funds mobilization. Currently, AIP is working in Ghana, Nigeria, Mozambique, Namibia, and Kenya. Major AIP initiatives include, amongst others: Ghana: Tema IPP – support to GRIDCo; Ghana: technical assistance to the Ministry of Energy; Namibia: support to ECB in wind energy; Nigeria: energy and climate change – gas flaring reduction; Botswana: Mmamabula Coal-to-Power.

For more information: [jhumber@usaid.gov](mailto:jhumber@usaid.gov) and [pdf.usaid.gov/pdf\\_docs/PDACM674.pdf](https://pdf.usaid.gov/pdf_docs/PDACM674.pdf) and [http://www.usaid.gov/locations/sub-saharan\\_africa/initiatives/aip\\_brief.pdf](http://www.usaid.gov/locations/sub-saharan_africa/initiatives/aip_brief.pdf)

#### **Economic Growth Hubs Infrastructure and Competitiveness**

This is a 3-year cooperative agreement with The Asia Foundation to undertake activities to support implementation of reforms in key policy issues aimed at promoting growth, investment and competitiveness of the Philippines. The project will work for the better provision of key infrastructure, improve the performance of logistics and economic hubs; and support other economic reforms to improve the country's investment climate and competitiveness.

#### **Rwanda Rural Feeder Roads Improvement Program (RFRIP)**

The Rural Roads Project will directly support the Program Strategic Transformation de L'Agriculture (Strategic Plan for the Agriculture transformation) sub-program objective of improving market oriented rural infrastructure. This project will expand access to transporters, input suppliers, purchasers, and technical services in previously underserved areas.





# [ Trade-Related Financial Services ]



# TRADE-RELATED FINANCIAL SERVICES



AUSTRALIA



GREECE



PORTUGAL



AUSTRIA



IRELAND



SLOVENIA



BELGIUM



ITALY



SPAIN



DENMARK



JAPAN



SWEDEN



EUROPEAN COMMISSION



KOREA (REPUBLIC OF)



SWITZERLAND



FINLAND



LUXEMBOURG



UNITED KINGDOM



FRANCE



NETHERLANDS



UNITED STATES OF AMERICA



GERMANY



NEW ZEALAND

## AUSTRALIA



### Enterprise Challenge Fund (ECF) (Pacific and South East Asia)

The ECF is a six year (2007-2013) Australian Government pilot program that provides funds directly to businesses in Asia and the Pacific. Grants are provided on a competitive basis for innovative solutions to address market failures and for long term inclusive pro-poor economic growth. Businesses must contribute at least 50% of the total project costs and funds are distributed against agreed milestones. More than \$12 million has been approved for 22 projects operating in 8 countries across the Asia Pacific. Due to high demand and a consistently high quality of bids, all available ECF grant funding (a total of AU\$14.5 million since July 2007) has been allocated.

Further information on ECF can be found at: <http://www.enterprisechallengefund.org>

## AUSTRIA



### Austrian Development Bank (OeEB/ADB) Microfinance Enhancement Facility (MEF)

The Austrian Development Bank invests in the Microfinance Enhancement Facility (MEF), a US\$500 million fund founded by KfW and IFC, which aims to boost the pool of refinancing available to the microfinance industry. In 2009 the ADB committed a financial envelope of €20 million to the fund. Together with the two founders, IFC and KfW, it was the first institution to subscribe to the fund. This investment is in line with ADB's focus on strengthening microfinance institutions. The funds will be used to support microfinance institutions in South East Europe, Central Asia, Africa and Central and Latin America.

For more information: <http://www.oe-eb.at/en/projects/financing-projects/Pages/oeeb-investsmicrofinance-enhancement-facility-mef.aspx>

### Support to the Unibank – Azerbaijan

In 2009 the Austrian Development Bank, the European Bank for Reconstruction and Development (EBRD), the Deutsche Investitions- und Entwicklungsgesellschaft (DEG) and the Dutch development bank, FMO, signed a financing package for Unibank in Azerbaijan of US\$83 million, with a €10 million investment from the Austrian Development Bank. This financing aims to strengthen Unibank's capital base and assist it to carry on lending to the real economy in the current difficult environment.

For more information: <http://www.oe-eb.at/en/projects/financing-projects/Pages/creditline-unibank.aspx>

## BELGIUM



### Access to Coordinated Credit and Enterprise Support Services in Vietnam

This project is funded by the Belgian Government and the Vietnam Women's Union, and jointly executed by the Belgian Technical Cooperation and the Department of Family Welfare, with the participation of 17 provinces, 87 districts, and 207 communes. The Belgian Government provided €3 million towards its financing, with the remainder coming from the Vietnamese, €670,866, and the Counter Value Fund, €230,864. The project had its head office in Hanoi and 17 branch offices in the provinces. It met its objective to reduce poverty in the 17 provinces it covers by providing access to high quality and diversified financial and business services to at least 100,000 households in these provinces by 2010. It worked in close cooperation with the Women's Union to strengthen its micro-finance programme for the medium and long term. The primary beneficiaries of the project were the

rural poor and ethnic populations of the 17 provinces. It targeted four areas: access to financial services, access to business services, access to micro-finance, and efficient programme management.

For more information: [http://www.btctb.org/doc/UPL\\_2009100816582620319.pdf](http://www.btctb.org/doc/UPL_2009100816582620319.pdf)

#### **BIO loan support to AGB Technoprint – DRC**

This is a direct loan of €700,000 and technical assistance of €17,000 to AGB Technoprint Group to modernise their printing equipment and hone their publishing skills.

The contract between BIO (The Belgian Investment Corporation for Developing Countries) and AGB was signed on December 2008, with an 8-year term for the loan, which allows a longer time to realize an adequate return on investment. The objective of the project is to provide import substitution in the area of print and to create local jobs and home-grown skills. The improvement in machinery and publishing skills will enable AGB to be competitive at all levels for tenders.

For more information: <http://www.bio-invest.be/Home.aspx?lang=es>

#### **BIO loan support to SOADF Industry SA – Mali**

This is a direct loan by BIO of €700,000 to SOADF Industry SA

to modernize its production chain and increase pasta production from 3,000 to 5,000 tonnes per year. In addition, the plant intends to use the loan to finance a quality laboratory which should enable it to produce high quality pasta. The term of the loan is 8 years, which is substantially longer than the traditional loans available to SMEs. BIO is also engaged in part-financing of up to €15,000 worth of technical assistance to

SOADF to streamline their production process. The financing will result in job creation and reduce reliance on imported pasta.

For more information: <http://www.bio-invest.be/CaseStudiesBanco.aspx?lang=en>

#### **BIO Loan to Banco Comercial e de Investimentos (BCI)**

BIO has granted a USD 15m senior loan to Banco Comercial e de Investimentos (BCI), a commercial bank in Mozambique. The loan has been extended in local currency through a swap with TCX, and will be used by BCI for on-lending to SMEs. This is the first sizeable local currency transaction by a foreign lender, and also BIO's first investment in Mozambique (a partner country of the Belgian Development Cooperation). BIO's loan will enable BCI to provide loans in local currency with longer tenors to 15-20 SMEs, hereby contributing to maintaining or creating approximately 450 jobs. It will also demonstrate the viability of long-term local currency financing from foreign sources, and hence contribute to increasing access to financing by SMEs, which have essentially local currency revenues and require long-term financing for investment purposes. This project is in line with BIO's strategy of supporting private banks that contribute to the enhancement of financial inclusion in developing countries, more specifically through the financing of SMEs.

<http://www.b-i-o.be/en/publications/press-releases/publication/83-promoting-local-currency-financing-for-smes.html>

#### **Micro-Finance Support Project – Senegal (PAMIF 1)**

This project is funded by the Governments of Belgium and Senegal and executed by the Belgian Technical Cooperation in partnership with the Ministry of Finance and the Ministry for Small and Medium enterprises, Women's Entrepreneurs, and the Micro-Finance Directorate. Other participants include the savings and loan

sector, the Professional Association of Decentralized Financial Systems, and the National Committee on Micro-Finance coordination. The project's objective is to reduce poverty in the Diourbel, Fatick, and Kaolack regions by reinforcing the financial institutions in the micro-finance sector and improving access to finance in the rural regions. It was launched in 2008 and is expected to last four years at a cost of €2,050,000, of which the Belgian Government is contributing €1,600,000 and the Senegalese €450,000.

For more information: <http://www.btcctb.org/showpage.asp?iPageID=323>

## CHINA



China's financial institutions have actively expanded financing support for Africa. At the Fourth Forum on China-Africa Cooperation (FOCAC) Ministerial Conference in 2009, China announced the establishment of "a special loan for small and medium-sized African businesses."

By the end of 2012, China's direct investment in Africa's financial sector had reached US\$3.87 billion, accounting for 17.8% of its total investment volume in Africa.

### Concessional loans

China has made concrete efforts to fulfill its promise to build up Africa's financial capabilities. By May 2012, China had approved US\$11.3 billion in concessional loans for 92 projects, fulfilling its promise six months early. These loans are mainly used for funding infrastructure and social development projects in Africa.

### Special loan for the development of small and medium-sized businesses in Africa

By the end of 2012, the special loan service had promised to offer loans totaling US\$1.213 billion, with contract value of US\$1.028 billion and loans granted worth US\$666 million, providing strong support for the development of agriculture, forestry, animal husbandry, fishing, processing and manufacturing, trade and logistics, and other industries closely associated with people's livelihoods in Africa. US\$2 billion had been collected for the second tranche of China-Africa Development Fund. China has canceled debts of interest-free government loans that matured by the end of 2009 owed by all heavily indebted poor countries and least developed countries in Africa that have diplomatic relations with China.

### Concessional and commercial loans to Africa for infrastructure construction

The Chinese government and Chinese financial institutions have offered a great number of concessional and commercial loans to Africa for its infrastructure construction. From 2010 to May 2012, China approved concessional loans worth a total of US\$11.3 billion for 92 African projects. For example, the Addis Ababa-Adama Expressway of Ethiopia and the Kribi Deep-water Port of Cameroon were both funded by concessional loans from China. Some of China's main commercial banks have also started buyer's credit businesses in Africa, supporting the power grid in Ghana, hydropower stations in Ethiopia, a west-east expressway in Algeria, and other projects.

In the future, China will further expand investment and financing cooperation with Africa, fulfill its commitment on the provision of US\$20 billion-worth of loans to Africa, which will be used for infrastructure construction, as well as the development of agriculture, manufacturing and small and medium-sized enterprises. China will give guidance to its enterprises on the establishment of processing and manufacturing bases in Africa, and increase investment in business services, transport, consultation management and other service industries.

*Source: China-Africa Economic and Trade Cooperation (2013, pages 3,4,5 and 8, Information Office of the State Council, The People's Republic of China, August 2013 Beijing*



## DENMARK

### **African Guarantee Fund (AGF) for Small and Medium Enterprises**

The Africa Commission has called for the establishment of an African Guarantee Fund (AGF) for SMEs. This initiative was set up in the second quarter of 2010 in partnership with the African Development Bank (AfDB), the Danish Government (DANIDA) and the International Finance Corporation (IFC), who are currently implementing the initiative. The objective of the AGF, as envisaged by the Africa Commission, is to set up a regional conduit for channeling guarantees and technical assistance for both financial institutions and the SME sector which will permanently improve access to finance for SMEs. AGF financial support to the African SME sector and to the partner lending institutions (PLIs) will be through an appropriate and balanced mix of interventions. In doing so, the AGF will contribute to setting the conditions for increasing employment, especially among the youth, and to the development of the financial sector, ultimately increasing the income, productivity and competitiveness of African economies.

The AGF will provide: (i) loan portfolio guarantees to PLIs; (ii) financial guarantees to PLIs; (iii) capacity development support for PLIs; and (iv) capacity development support for SMEs. Through the supply of these products and services, the AGF will help improve access to credit for SMEs as they start up and grow their businesses.

For more information: <http://www.afdb.org/en/topics-sectors/initiatives-partnerships/african-guarantee-fund-for-small-and-medium-sized-enterprises/> and  
E-mail: [p.calice@afdb.org](mailto:p.calice@afdb.org) and [v.giardina@afdb.org](mailto:v.giardina@afdb.org).



## EUROPEAN COMMISSION

### **ACP Investment Facility**

The ACP Investment Facility, a €3.1 billion<sup>79</sup> risk-bearing revolving fund geared to fostering private investment in ACP countries, is financed by EU Member States through the European Development Fund (EDF). The Facility was launched in April 2003 by the ACP and EU partners and is managed by the European Investment Bank (EIB). The Facility, a risk-sharing financial instrument, replaced the former risk-capital funds of the Member States, which were also managed by the EIB. The initial five-year financial protocol governing the first tranche of funds has been replaced by a second financial protocol (covering the period 2008-2013). To date, the EIB is entrusted with the management of the ACP Investment Facility and grants for financing interest rate subsidies worth €400 million (of which up to €40 million can be used to fund project-related technical assistance). In view of the phasing-out of the EU-ACP sugar protocol, up to €100 million can be allocated to assist ACP sugar producers in adapting to changing world market conditions. In addition to the Investment Facility, the EIB can lend up to a further €2 billion from its own resources in ACP countries over the period 2008-2013. Operations carried out under the Bank's own resources are covered by a specific guarantee from EU Member States.

For more information: [http://www.eib.org/projects/regions/acp/investment\\_facility/index.htm](http://www.eib.org/projects/regions/acp/investment_facility/index.htm)

### **Latin America Investment Facility (LAIF)**

The Latin America Investment Facility (LAIF) is an innovative financial mechanism from the Development Cooperation Instrument (DCI). The primary objective of LAIF is to finance with a mix of grants and loans, from European and regional development banks as well as contributions from partner countries, key infrastructure projects in transport, energy, social and environmental sectors, as well as to support private

sector development in the Latin American region. Particularly by financing transport infrastructure and SME development projects, it contributes also to trade capacity building activities in this region.

The total LAIF program budget for the period 2009-2013 was approved at €125 million, from which €40 million were allocated for 2011. A total project volume of more than €4.3 million has been leveraged until 2012, within the respective facility.

For more information:

[http://ec.europa.eu/europeaid/where/latin-america/regional-cooperation/laif/index\\_en.htm](http://ec.europa.eu/europeaid/where/latin-america/regional-cooperation/laif/index_en.htm)

### **Central Asia Investment Facility (IFCA) and Asian investment Facility (AIF)**

The Central Asia Investment Facility (IFCA) and Asian investment Facility (AIF) are innovative financial tools from the financing instrument for development cooperation (DCI).

Both IFCA and AIF aim at supporting focal priorities for Asia such as economic development or trade and infrastructure investments via support to SMEs. Until now, grants and loans from European Finance Institutions as well as own contributions from the Asia partner countries and co-financing from other sources have been used to leverage about €314 million of total project volume within the IFCA and €177 million in the AIF. The European Commission has reserved an amount of €65 million for the IFCA for the period 2010-2013. The contribution to AIF was until now of €30 million out of the DCI regional envelopes.

For more information: [http://ec.europa.eu/europeaid/where/asia/regional-cooperation-central-asia/index\\_en.htm](http://ec.europa.eu/europeaid/where/asia/regional-cooperation-central-asia/index_en.htm)

[http://ec.europa.eu/europeaid/where/asia/regional-cooperation/index\\_en.htm](http://ec.europa.eu/europeaid/where/asia/regional-cooperation/index_en.htm)

### **Neighborhood Investment Facility (NIF)**

The EU also supports investment projects in the partner states in its neighbourhood. To this end, the EU has created the Neighbourhood Investment Facility (NIF), whose purpose is to use grant resources from the European Commission and additional grants from EU members to leverage loans from European finance institutions as well as own contributions from partner countries.

For the period 2007-2013, the European Commission has allocated €745 million to the NIF together with additional contributions from EU member states which amount to €70 million. These grants leverage a total project volume of more than €18 billion to infrastructure and private sector projects which represent an important element of the trade capacity building activities and investments facilitating trade operations.

For more information: [http://www.enpi-info.eu/mainmed.php?id\\_type=10&id=321](http://www.enpi-info.eu/mainmed.php?id_type=10&id=321)

[http://ec.europa.eu/europeaid/where/neighbourhood/regional-cooperation/irc/investment\\_en.htm](http://ec.europa.eu/europeaid/where/neighbourhood/regional-cooperation/irc/investment_en.htm)

## FINLAND



Finland is involved in the following projects:

- Support to EBRD's ETC Trust Fund in developing trade-related financial services
- Support to International Trade Centre's (ITC) program on Trade Finance"



## FRANCE

Supporting the private sector constitutes one of the key priorities for AFD and Proparco, its private sector financing subsidiary company. They have developed a broad range of financial products in order to effectively promote investment in this sector. Products have been tailored to the needs of enterprises, whatever their size: equity capital financing, long-term loans, credit lines, guarantee mechanisms, investment capital.

### **Risk-sharing tool Facilitation Access to Bank Credit – ARIZ**

ARIZ is a guarantee mechanism designed to give small and medium enterprises (SMEs) and Microfinance institutions (MFIs) better access to financing. ARIZ aims to be a lever for economic growth thanks to partnerships built with banks, financial institutions and private equity investment entities in developing countries. It supports business start-ups and development projects by scaling up banks' participation in their financing. ARIZ is one of the main mechanisms for France's Initiative for Growth and Employment in Africa launched by the French President in Cape Town, South Africa, on 29 February 2008. The Initiative aims to support economic growth and job-creating start-ups. ARIZ's intervention capacities have been scaled up and its range has been extended to include private sector. ARIZ is present in over 35 countries, mainly in Africa with some 80 partner banks worldwide. Since 2000, ARIZ commitments reach €327 million, for a total of 613 guarantees. Between 2008-2010, ARIZ translated into €700 million finance for small and medium business finance, giving access to finance to 1,650 SMEs and representing 74,500 jobs. €108.4 million of guarantee have been engaged in 2012.

For more information: [http://www.afd.fr/webdav/site/afd/shared/PORTAILS/PUBLICATIONS/PLAQUETTES/AFD\\_ARIZ\\_GB2011.pdf](http://www.afd.fr/webdav/site/afd/shared/PORTAILS/PUBLICATIONS/PLAQUETTES/AFD_ARIZ_GB2011.pdf)

### **The Mediterranean SME Guarantee Facility**

The project is a joint and regional response to the recent Arab spring events and is developed together with the European Investment Bank and the International Finance Cooperation (all together the IFI Partners). It is a multi-year risk sharing facility with local commercial banks. Several risk sharing operations will be signed under the Facility with respect to portfolios of SME loans arranged by the selected banks. And under each risk sharing operation, the IFI partners will severally guarantee the payment of up to 50% of the losses incurred by the banks under the guaranteed portfolio. The Facility will initially target five countries: Egypt, Jordan, Lebanon, Morocco and Tunisia. The Facility will have a mobilization impact (access to finance) by enabling the local banks to provide local currency loans on a sustainable basis. It will give the banks an effective risk management tool and thereby enhance their capacity to absorb the increased level of demand affecting SMEs. The aim of the Facility is to help bridge the financial services gap for small businesses and to make a meaningful contribution towards greater financial inclusion in the Mediterranean Partner Countries. The first phase of the project costs €200 million, which is financed by EIB and other development institutions (€50 million by AFD).



## GERMANY

### **Access to trade financing, e-commerce and market analyses**

DEG contributes to trade promotion programmes, working together with international private and development banks, which back up letters of credit (L/C) by selected local banks in developing countries. DEG and the donor banks have direct contractual relationships with each of the local banks involved and assume a share of the risk of default arising from L/C confirmation in each case.

**Banking and financial services**

As a component of a programme fostering broad-based economic growth in Namibia, German development cooperation is promoting a microfinance bank that offers financial services tailored to meet the needs of rural areas. In this cooperative project, GIZ supports the establishment of the bank's institutional structure and provides a specialised advisor on site, while KfW provides equity participation and fosters efforts to attract investors. Improved access to financial and non-financial services is intended to enhance the framework conditions for entrepreneurial action and stimulate economic cycles through which small enterprises should also be able to participate in trade with neighbouring Angola and within the Southern African region.

**Establishment of financial services for small enterprises**

A programme for the promotion of sustainable economic development in Algeria is supporting the establishment of financial services for small enterprises. In cooperation with government authorities, a financing institution is being supported, which will make modern, market-based financial services available to small enterprises. The aim of these efforts is to improve the institutional framework to support the process of modernising Algeria's private sector and promote the competitiveness of SMEs, thereby also tapping new markets within the Euro-Mediterranean Free Trade Area.

For more information: E-mail [trade@giz.de](mailto:trade@giz.de) and <http://www.giz.de/themen/en/16992.htm> for the programme in Namibia or <http://www.giz.de/themen/en/20652.htm> for the programme in Algeria.

**Financial System Development (FSD) Programme**

The economic development of SMEs in Uganda is severely hampered by an underdeveloped financial sector. The FSD Programme aims to address the constraints faced by SMEs in Uganda's financial sector. The Programme is assisting Uganda in the area of micro-finance to develop a legal framework, improve refinancing options, develop the payment transactions system, introduce leasing products. This project is co-funded by BMZ and Sida (Swedish Agency for International Development Cooperation) and the lead agency is the Bank of Uganda.

For more information: E-mail: [trade@giz.de](mailto:trade@giz.de) and <http://www.giz.de/themen/en/16458.htm>

**GREECE****International activity of the National Bank of Greece Training Centre**

In 2009, the NBG Training Centre implemented five training programmes for trainees from the banking and business sectors of Egypt, Georgia, the Ukraine and Montenegro, in collaboration with the Ministry of Economy and Finance in the framework of the Hellenic Bilateral Development Assistance Programme 2009. The training programmes are:

- Egypt: Credit Products for Small Business, Credit Guarantee Systems;
- Georgia: Financing Entrepreneurship, the Case of Credit Guarantee Systems;
- Ukraine: Financing Entrepreneurship, the Case of Credit Guarantee Systems;
- Montenegro: Commercial Lending, Credit Analysis and Evaluation; and
- Montenegro: Internal Audit for Banks.

For more information:

<http://www.ekete.gr/files/kek/Κατάλογος%20Τραπεζικών%20Προγραμμάτων%20ΕΝ.pdf>





## IRELAND

### TRADE-RELATED FINANCIAL SERVICES

#### **The International Finance Corporation (IFC) Conflict-Affected States in Africa (CASA) Initiative**

This initiative encourages the development of private enterprise in conflict affected countries. The initiative takes into account the particular obstacles faced by the private sector in fragile and post-conflict countries. Part of the focus of the initiative is on rebuilding financial markets, banks and other financial institutions.

For more information:

[http://www1.ifc.org/wps/wcm/connect/region\\_\\_ext\\_content/regions/sub-saharan+africa/advisory+services/strategicinitiatives/casa](http://www1.ifc.org/wps/wcm/connect/region__ext_content/regions/sub-saharan+africa/advisory+services/strategicinitiatives/casa)



## ITALY

In the period 2010 -2012 the Italian Cooperation has allocated approximately € 1.2 million for five initiatives classifiable in this category.

Significant programmes are the following:

#### **Credit access and support to the commercialization of agricultural production in Quiché - Guatemala**

The project, implemented by "Istituto Agronomico d'Oltremare", aims at improving trading and marketing of agricultural products in the Region of Quiché. A particular focus has been given to specific initiatives carried out to enhance the competitiveness of agricultural producers by providing technical assistance, financial credits and marketing, in order to improve food safety and income of the rural communities.

Main activities are the following: credit access; technical assistance; training and tutoring to rural communities; equipment assistance (greenhouses, irrigation plants, cold storehouses); handicraft promotion.

Beneficiaries are the following: rural communities of the municipality, 33 farmers associations, 1,686 direct beneficiaries and about 10,000 indirect beneficiaries.

Particular attention has been paid to women entrepreneurship.

For more information:

Web link: <http://www.iao.florence.it/coop/dgcsprojects/projectpage.php?key=39>

#### **Credit access in the sector of microfinance (Soft loan plus grant) - Peru**

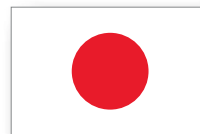
The project aims at reducing the high levels of exclusion of rural communities in the regions of Huancavelica, Ayacucho and Apurimac (Centre-South) from formal financial systems, in order to improve standards of living and facilitate trade and access to market. The project relies upon a twofold strategy designed to strengthen both demand and supply by means of an inclusive and gender-based approach.

Main activities are the following:

- Financial literacy support to direct beneficiaries;
- Activation of a micro-credit/grant fund operating with local Micro Finance Institutions (MFIs);and
- Capacity building and technical assistance to local MFIs.

Local partners are the Ministry of Economy and Finance, the Development Financial Corporation – COFIDE and MFIs.

## JAPAN



### Facilitating trade and investment in Africa – JBIC (Facility for African Investment (FAI) )

In April 2009, JBIC (Japan Bank for International Cooperation) launched its Facility for African Investment (FAI) , which will provide financial support totalling US\$2.5 billion to the region over a 5-year period. The FAI is expected to facilitate JBIC's active engagement in making equity investments, providing guarantees for loans by private financial institutions and offering advisory service on the African continent.

For more information: <http://www.jbic.go.jp/en/about/topics/2008/0610-01/01.pdf>

## KOREA (REPUBLIC OF)



### Project to assist the establishment of a stock exchange in Vietnam

Korea contributed a total of US\$1.2 million, covering a 7 year-period (96-02), to the Vietnamese government to set up a stock exchange. Assistance came in the form of the human resource training needed for building various systems related to the stock exchange and managing the stock market. The project, implemented by KOICA, made a significant contribution to building Vietnam's stock market system, to the country's successful entry into the market economy, and to promoting economic exchange by facilitating mutual exchanges between securities and financial businesses, and between participants and investors from both countries. Assisted by the project, the Hochimin Stock Exchange and the Hanoi Stock Exchange are now in operation.

For more information: <http://www.mofat.go.kr/webmodule/htsboard/template/read/korboardread.jsp?typeID=12&boardid=312&seqno=305867>

## LUXEMBOURG



### Awareness campaign on microfinance

Millennium Development Goal 8 focuses on furthering an open, rulebased, predictable, non-discriminatory trading and financial system. Appui au Développement Autonome (ADA), the Luxembourg microfinance expertise, is engaged in awareness-building activities in the area of microfinance in Luxembourg. It organizes regular seminars in partnership with the Banque de Luxembourg and with the support of the Luxembourg Cooperation, in order to raise public awareness of the microfinance field in Luxembourg.

For more information: <http://www.microfinance.lu/311.html?&L=1>

### Discover the Luxembourg Financial Centre Programme

The Agence de Transfert de Technologie Financière

(ATTF) offers training and consultancy programmes in financial matters (including microfinance) in its partner countries or in Luxembourg. It also offers specific study visits to Luxembourg through a "Discover the Luxembourg Financial Centre" programme which focuses on general or specific topics related to the financial services and the financial sector. The final objective is to help strengthen the financial structure and to support sustainable development in the partner countries. ATTF cooperates with about 36 partner countries all over the world. In each of these, it has official counterparts which represent the whole banking or financial community of the country. Within the framework of its second objective, which is focused on

institutional networking, the ATTF helps develop contacts and links between banks and bankers based in Luxembourg and in its partner countries/regions. It also participates in official missions abroad and in the reception of and presentations to official foreign delegations in Luxembourg.

For more information: [http://www.attf.lu/our\\_events\\_seminars.php?sel\\_year=2009](http://www.attf.lu/our_events_seminars.php?sel_year=2009)

#### **Ministry of Foreign Affairs (MFA) Advocacy**

MFA has been promoting microfinance over the past fifteen years by supporting and financing the activities of microfinance institutions and through advocacy efforts in international and national forums. Microfinance is prominently mentioned in the government programme for the period 2009 – 2014. The MFA is thus encouraged to reinforce its role as a facilitator and coordinator for microfinance and inclusive financial sectors in Luxembourg, and is open to exploring new initiatives in this field. Based on its recently published strategy, it is focusing on financial support for microfinance institutions, capacity and institution building, advocacy and research.

For more information: <http://cooperation.mae.lu>



## NETHERLANDS

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#### **Micro & Small Enterprise Fund (MASSIF)**

MASSIF is funded by the Dutch Ministry for Foreign Affairs and managed by FMO on behalf of the Dutch Government. It contributes to the development of financial services for small businesses and micro-entrepreneurs (SMEs) by increasing the financial resources available to these financial intermediaries. It helps to build and strengthen local financial institutions in developing countries to allow them to diversify and expand the reach of their services and products, which can range over credit, guarantees, mortgages, leasing and insurance, etc. Through MASSIF, the FMO assists in strengthening the micro and small business sector. FMO offers the local financial intermediaries long-term debt and equity in local currency and assumes the currency risk. This makes it possible for the financial intermediaries to provide the SMEs with local currency products, in this way reducing their business risks.

For more information: E-mail: [phm@fmo.nl](mailto:phm@fmo.nl) and <http://www.fmo.nl/smartsite.dws?id=394>



## NEW ZEALAND

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#### **Pacific Private Enterprise Partnership (Pacific PEP)**

New Zealand provides support to Pacific PEP, a multi-donor funded initiative managed by the International Finance Corporation (IFC). The primary objective of PEP-Pacific is to improve the business environment for small and medium enterprises by increasing access to finance and stimulating private sector investment through targeted programmes. A major focus of its work has been improving the access of SMEs to financial services, through working with commercial banks and credit unions and helping to establish the Pacific's first funds manager in Samoa. IFC have aligned all activities in the region under one umbrella, IFC Advisory Services (Pacific). This includes Foreign Investment Advisory Services (FIAS), referred to under "Legal and Regulatory Framework". Discussions are underway as to what form any continuation of this activity will take in the future. For more information: <http://www.ifc.org/ifcext/pacificdf.nsf/Content/Programs>

#### **Woman's World Banking**

New Zealand provides support to the Women's World Banking (WWB) network of microfinance institutions. It has 39 member institutions reaching 24 million clients, 80% of whom are women. Their technical services are aimed at

helping the sector reach and impact women and girls. New Zealand has provided funding to support Women's World Banking to do the following: Undertake research on women's ability to access and control financial resources in Papua New Guinea and Samoa (partnering with Nationwide Microbank in Papua New Guinea and Women in Business Development, Inc. in Samoa); Host a Regional Forum in Auckland involving representatives of the Pacific microfinance sector and New Zealand and Australian banks to discuss issues facing microfinance institutions in the Pacific and share Best Practice; Provide Senior Management Training to senior management in Micro-Finance Institutions (MFIs) in the Pacific and host a Women in Leadership Workshop; Provide scholarships for two microfinance leaders from the Pacific region to attend WWB's two senior leadership courses. For more information: <http://www.swwb.org/>

### **Pacific Financial Capability Project (MoneyPacific)**

The objective of this initiative is increased understanding of and access to financial services and products within the Pacific region, achieving improved financial outcomes for income-poor Pacific peoples and ultimately supporting economic growth. This will be achieved through a targeted financial capability programme, building knowledge of the financial sector in the region and by fostering partnerships with Pacific central banks and Government Departments. Specifically tailored financial education messages will be delivered to Pacific peoples via the radio and printed calendars to improve their financial knowledge, skills and financial behaviors. For more information: <http://www.moneypacific.org/pacific-projects/>

## **PORTUGAL**



### **Strengthening the institutional and technical capacity of monetary institutions**

Technical Assistance provided by the Portuguese Central Bank to Central Banks in Angola, Mozambique, Cape Verde, São Tomé and Príncipe and East Timor. Cooperation activities between the Portuguese Central Bank and the Central Banks in these countries aim to strengthen their institutional and technical capacity in the Banks's different activity areas. The amounts disbursed between 2009 and 2012 amount to € 1.100 million.

## **SLOVENIA**



### **Leveraging Private Flows for Development**

Slovenia has used the following tools:

- The Western Balkans Investment Facility;
- EDF/European Investment Bank (EIB) own resources;
- The International Centre for Promotion of Enterprises.

### **Sources of information**

Slovenian development cooperation, Slovenia, [www.mzz.gov.si/en/foreign\\_policy/foreign\\_policy/international\\_development\\_cooperation\\_and\\_humanitarian\\_assistance/](http://www.mzz.gov.si/en/foreign_policy/foreign_policy/international_development_cooperation_and_humanitarian_assistance/)

Slovenia Donor Profile, EU, [www.ec.europa.eu/europeaid/](http://www.ec.europa.eu/europeaid/)

Special Review of Slovenia's Development Cooperation (2011), 18 April 2012, <http://www.oecd.org/dataoecd/3/35/50110911.pdf>

Trade Policy Review, Report by Slovenia, World Trade Organization (WTO), Trade Policy Review Body, WT/TPR/G/98, 17 April 2002



## SPAIN

### Spain–IIC Haiti SME Development Fund

The Spain–IIC Haiti SME Development Fund, established by the Spanish government and IIC in 2011 to carry out operations over a period of 12 years, is designed to increase the availability of loans for Haitian SMEs while reducing borrowing costs.

Micro, small and medium-sized enterprises (MSMEs) will benefit from a more affordable rate established by blending the market rate charged by the financial institution in question with the Fund's lower rate. The Fund will partner with local financial institutions, sharing the risks and disseminating lessons learned on how to better serve the needs of MSMEs.

For more information: <http://www.iic.org/en/key-initiative/spain-iic-haiti-sme-development-fund>  
<http://www.iic.org/en/media/news/spain-iic-haiti-sme-development-fund-initiates-operations-0>



## SWEDEN

### Efficient Securities Markets Institutional Development (ESMID) Africa

Efficient Securities Markets Institutional Development (ESMID) Africa is a joint IFC and World Bank program funded by the Swedish International Development Cooperation Agency (Sida) to develop well functioning securities markets to finance priority sectors such as infrastructure, housing and microfinance. The objectives of the programme are:

- To provide regional capital markets integration to help address market fragmentation facing many small developing countries and increase the pool of potential issuers and investors;
- To improve the regulatory environment for issuing and trading bonds, thereby enabling more bond issues to come to market;
- To provide pro-active, 'hands-on' transaction support for carefully selected non-government bond transactions, which are seen as having strong 'demonstration' impact and are likely to be successful as well to be replicable;
- To strengthen the secondary market and related infrastructure for non-government bonds; and
- To increase the demand and supply of securities products by increasing knowledge and capacity of market participants.

ESMID operates as a regional program in East Africa (covering Kenya, Uganda, Tanzania and Rwanda) and in Nigeria. ESMID adopts an innovative approach to bond market development that links efforts to strengthen the enabling environment (regulatory framework, market infrastructure, market participants, and regional integration) with supporting 'demonstration' bond transactions, which pave the way for more issues to come to market.

The Swedish support has enabled the realization of:

- Harmonized regulations, institutions and infrastructure to create a single marketplace across the East African Community;
- Increased knowledge and skills of market participants;
- Improved regulations for primary and secondary markets of non-government bonds;
- Increased transparency and efficiency in non-government bond transaction;
- Increased issuance of local-currency non-government bonds as a result of ESMID transaction support;
- Reviewed Assets backed Securities (ABS) regulations in Rwanda as requested by Capital Markets Authority (CMA) Rwanda and facilitated a workshop to discuss ABS regulations and transactions;

- Support of the Retirement Benefits Authority in Kenya with the revision of investment guidelines for pension funds; and
- Support of amendment to the licensing regulations in Kenya to allow other institutions such as banks to participate as Authorized Securities Dealers (ASD) in the bond market as part of the implementation of the hybrid bond market that included Over-the-Counter (OTC) trading of bonds.

For more information: [www.ifc.org/esmid](http://www.ifc.org/esmid)

### The FIRST Initiative

FIRST supports low- and middle-income countries in their efforts to strengthen financial sectors and ultimately achieve greater economic development and poverty alleviation. The program offers small scale and short-term grants for Technical Assistance (TA) projects that contribute to more stable, more efficient and more inclusive financial systems. Some of the sectors that are covered include: Banking, Insurance, Capital Markets, Other Nonbank Financial Institutions (NBFIs), Pensions, Financial Architecture, Crisis Preparedness, Access to Finance and Multisector/Others. The programme is based at the World Bank and is funded by Sida, the Department for International Development (DFID), the Federal Ministry for Economic Cooperation and Development (BMZ) the International Monetary Fund, the Luxembourg Ministry of Finance, the Netherlands Ministry of Foreign Affairs (MFA) and the State Secretariat for Economic Affairs (SECO).

FIRST assists recipients in preparing prioritized action plans addressing financial sector development and the sequencing of reforms (for example as a followup to Financial Sector Assessment Program (FSAPs)), and advise clients, especially in low-income countries, on the implementation of financial sector development programs. The program promotes coordination in the delivery of financial sector Technical Assistance (TA) and capacity building, drawing particularly on private sector expertise. FIRST supports research on and the dissemination of best practices and useful tools related to financial sector reform and development in low- and middle-income countries.

It works with international standard-setting bodies and other relevant partners to broaden the base of providers supporting countries' efforts to implement standards and codes in accordance with FSAP and Report on the Observance of Standards and Codes (ROSC) recommendations and strengthen their financial systems. Sida's support is specifically targeted to interventions in Sub-Saharan Africa.

This program has resulted into a growing recognition by donors and policy makers of the financial sector's important role in creating stability, fostering economic growth, and supporting job creation—and thereby accelerating poverty reduction. FIRST's quick response to client countries' specific demands through TA projects has proven successful in addressing concrete, identified needs in financial sectors. FIRST has supported reform efforts that started by addressing pressing needs and built from there.

For more information: [www.firstinitiative.org](http://www.firstinitiative.org)

### Making Finance Work for Africa (MFW4A) Initiative

The Macroeconomic and Financial Management Institute of Eastern and Southern Africa (MEFMI) is a regionally owned institute currently with 13 member countries: Angola, Botswana, Kenya, Lesotho, Malawi, Mozambique, Namibia, Rwanda, Swaziland, Tanzania, Uganda, Zambia and Zimbabwe. The overall objective is to contribute towards human and institutional capacity development in the critical areas of macroeconomic and financial management for good governance and sustainable poverty reduction process. The specific objectives are:

- To build human and institutional capacity in macroeconomic and financial management of MEFMI member countries;
- To facilitate the development and implementation of sound and stable macroeconomic and financial management policies, systems and databases;
- To create awareness among officials of member states and other stakeholders of latest development in macroeconomic and financial management; and

(d) To establish MEFMI as a sustainable centre of excellence in capacity building. As a result of these interventions, it is expected that there will be (i) strengthened institutional capacity in macroeconomic management in Central Banks and Ministries of Finance and Planning; (ii) strengthened institutional capacity in Financial Sector Management in Central Banks and Ministries of Finance and Planning; and (iii) strengthened institutional capacity in debt management in Central Banks and the Ministries of Finance and Planning.

As a Financial Cooperating Partner to MEFMI's capacity building activities, SIDA provides funding to supplement member countries' contributions. This support has assisted MEFMI member states to among others realize (i) improved policy delivery using financial programming frameworks in many countries and notably Tanzania, Kenya, Malawi and Uganda; (ii) a pool of regional experts has been developed comprising three accredited fellows and three graduate fellows from Kenya, Lesotho, Malawi, Zimbabwe and Tanzania. These experts are available and are effectively used in regional capacity building activities; (iii) all the 13 member countries have been able to operate a Real Time Gross Settlement system (RTGS); (iv) increased awareness as well as improved quality of growth and poverty reduction strategies in the region due to regional capacity building activities conducted jointly with the World Bank Institute; (v) countries have significantly improved Balance of Payment (BOP) methodology by achieving very high data quality in terms of coverage and periodicity in line with international data requirements - General Data Dissemination System (GDDS) and Special Data Dissemination System (SDDS).

MEFMI ([www.mefmipcis.org/secretariat/](http://www.mefmipcis.org/secretariat/))



## SWITZERLAND

The capacity to trade is significantly affected by the availability and cost of financing as well as the required expertise in trade finance. Many developing countries have very limited capacity to address national trade finance shortages on their own. SECO supports actions beyond short-term measures which are necessary to strengthen trade finance institutions, not least in their human capacity, and to improve the availability of trade finance for fair-trade and organic produce from emerging and transition countries. To facilitate SMEs' access to finance, SECO, on the one hand, invests in private equity funds on commercial terms through the private management company Swiss Investment Fund for Emerging Markets (SIFEM) and, on the other hand, uses grant money to finance innovative schemes which facilitate financial access for SMEs and are operated by local financial intermediaries (banks, microfinance institutions as well as other nonbank institutions).

### Selected projects:

- Eastern Europe: EBRD Trade Finance Facility, since 1999
- Global: IFC Global Trade Finance Advisory Services Facility, 2010 – 2012
- Global: Triodos Sustainable Trade Fund, 2009 – 2019



## UNITED KINGDOM

### FinMark

FinMark's purpose is 'Making financial markets work for the poor, by promoting financial inclusion and regional financial integration'. It does this by conducting research to identify the systemic constraints that prevent financial markets from reaching out to these consumers and by advocating for change on the basis of research findings. Thus, FinMark Trust plays a catalytic role, driven by its purpose to start processes of change that ultimately lead to the development of inclusive financial systems that can benefit all consumers.

## UNITED STATES OF AMERICA



### FS Share

FS Share will identify financial sector best practices, aggregate these best practices, share them with missions, and then provide model scopes of work for financial sector development. FS Share is a mechanism that assists Missions to improve their financial sector activities. The dual overarching objectives are to: (1) Increase access to financial services, and (2) Develop well-functioning financial markets.

### Moldova Business Regulatory and Tax Administration Reform Project (BIZTAR)

BIZTAR supports broad-based economic growth by reducing the costs of doing business and minimizing opportunities for corrupt practices. BIZTAR increases transparency and reduces administrative burdens in relation to business licensing, tax reporting, tax compliance, construction permitting, etc. Three additional focus areas are regulatory reform, tax and customs administration reform. Finally, BIZTAR works with the State Tax Service to increase information, efficiency and customer service.

### Development Credit Authority (DCA)

DCA is a USAID entity that is used to stimulate lending through the use of partial credit guarantees. These guarantees, which cover up to 50% of defaults on loans made by private financial institutions, use the wealth that already exists in developing countries – money held in local financial institutions – to stimulate broad-based development that is truly sustainable. The guarantees have been used in a variety of ways, for example to support municipal lending in countries with recently legislated decentralization reforms; to enable health clinics to borrow money to invest in medical equipment; and to enable businesses and families to recover after natural or man-made disasters. In 2012 alone, Development Credit Authority approved 38 new partial credit guarantees to mobilize a record \$700 million in commercial capital in 23 countries. For more information: [http://www.usaid.gov/our\\_work/economic\\_growth\\_and\\_trade/development\\_credit/overview.html](http://www.usaid.gov/our_work/economic_growth_and_trade/development_credit/overview.html).

### Technical Assistance: Honduras - Revenue Administration and Policy

The main components of the project are to: i) provide advice and recommendations on, operations and productivity of the Large Taxpayer Organization (LTO); ii) broaden the LTO Revenue Tax Base; iii) implement recurring collection programs; iv) review risk assessment/audits selection to provide the audit selection process for adequacy and transparency; and v) improve the audit through reengineering current case closing/appeal process. HR reforms focus on legislation, staffing, position management, pay reform, and performance management.







# [ South-South and Triangular Cooperation ]

## SOUTH-SOUTH AND TRIANGULAR COOPERATION



ARGENTINA



INDONESIA



SWEDEN



BRAZIL



JAPAN



SWITZERLAND



CHINA



MEXICO



UNITED KINGDOM



DENMARK



NEW ZEALAND



UNITED STATES  
OF AMERICA



EUROPEAN  
COMMISSION



RUSSIAN  
FEDERATION



GERMANY



SPAIN

## ARGENTINA



South-South Cooperation financed by FO.AR include the following:

Sending Argentine Experts:

- Sending experts from Argentine institutions to assist and collaborate with technical staff of foreign institutions in their development strategies;

Inviting foreign professionals:

- Inviting technical staff from partner countries to visit Argentine organizations so they can acquire knowledge of processes, practices and specific experiences of possible use for their own organizations; and
- Providing support to international seminars
- Organizing and implementing international seminars.

For more information please refer to the sections on General information on Argentina's development cooperation and the functions of FO.AR.

<http://www.foargentina.cancilleria.gov.ar/instrumentacion.php?&lang=EN>

Sources of information

- Ministry of Foreign Affairs and Worship of Argentina
- <http://www.mrecic.gov.ar>
- South-South and Triangular Cooperation Fund
- <http://www.foargentina.cancilleria.gov.ar>
- South-South and Triangular Cooperation of Argentina Journal nr. 10 – 2010, Special Bicentenary Edition, Ministry of Foreign Affairs, International Trade and Worship, Secretariat of Coordination and International Cooperation, Directorate-General of International Cooperation, FO.AR)
- <http://www.cancilleria.gov.ar/portal/secin/dgcin/docs/foar-revista-10-ingles.pdf>

## BRAZIL



Triangular cooperation has grown in recent years owing to the interest that developed countries have in associating themselves with the successful Brazilian model of horizontal cooperation. Triangular cooperation provides a space for development cooperation actors to coordinate efforts and optimize technical and financial resources, resulting in projects with more impact. Brazil has increased its triangular partnerships, either with developed countries such as Japan, Germany and the US, or with multilateral agencies, such as the United Nations Development Programme (UNDP), United Nations Population Fund (UNFPA), International Labour Organization (ILO), Food and Agricultural Organization (FAO), World Food Programme (WFP), Organization of American States (OAS) and World Health Organization (WHO) and, more recently, with the Office of the UN High Commissioner for Human Rights (UNHCHR) and the World Intellectual Property Organization (WIPO). The majority is funded by Brazil.

Examples of selected TCB initiatives with Brazilian participation in triangular and South-South cooperation

### Supply capacity

- Project – Support to the Development of the Culture of Rice in Senegal;
- The “Cotton-4 Project”, which increases the competitiveness of the productive chain of cotton in Benin, Burkina Faso, Chad and Mali.

### Physical trade infrastructure:

- Pilot-project – Institutional Strengthening of the Port Sector of Benin.

Examples of more projects in triangular and South–South Cooperation with Brazilian participation can be found integrated into the trade-related categories below.

The beneficiary country and two partners (Brazil and a third party) work together in all phases of the triangular South–South cooperation project cycle (identification, preparation, implementation, monitoring and evaluation).

The set of initiatives that are part of Brazil’s South–South cooperation includes most of the Aft components. However, the monitoring systems used by Brazil do not specifically address Aft initiatives. ABC keeps two specific systems, which contain the profile of each initiative/project and the financial management of the South–South portfolio.

*Source: Questionnaire for South-South Cooperation, WTO, DDF documents/t/WT/AFT/1./doc, 2007*

Moreover, since January 2007, Brazil has been donating US\$70 millions annually to the Mercosur Structural Convergence Fund (FOCEM).

*Source: <http://www.planejamento.gov.br/secretaria.asp?cat=156&sub=279&sec=10>*

Brazil strives to develop South–South cooperation programmes on the basis of mutually beneficial relationships. In this sense, ABC and other government agencies have undertaken efforts to select cooperation activities that are bound to result in the promotion of trade in partner countries. The government has also invested technical resources in developing a methodology to quantify Brazilian flows of development cooperation in a manner that fits the proxies of the Donor Report System associated with the WTO/Organisation for Economic Co-operation and Development (OECD) Aft accounting exercise, even though Brazil does not consider itself a donor country.

Triangular cooperation provides a space for development cooperation actors to coordinate efforts, and optimizes their respective resources, resulting in projects that have, in principle, more impact. Moreover, triangular cooperation gives the opportunity for donor countries in to get in touch with South–South cooperation practices.

### Sources of information

- Trade Policy Review, Report by Brazil, World Trade Organization (WTO) Trade Policy Review Body, WT/TPR/G/212, 2 February 2009
- Trade Policy Review: Report by Brazil, World Trade Organization, WT/TPR/S/212, 2 February 2009
- South Africa and Brazil: Furthering South–South Trade, ITC QUARTERLY MAGAZINE, International Trade Forum, Issue 2/2010
- <http://www.odi.org.uk/opinion/details.asp?id=4952&title=brazils-development-cooperation-south-global-model-waiting>
- <http://www.globality-gmu.net/archives/2726>
- [www.die-gdi.de/CMS-homepage/openwebcms3.nsf/\(ynDK\\_contentByKey\)/ANES-83EH29](http://www.die-gdi.de/CMS-homepage/openwebcms3.nsf/(ynDK_contentByKey)/ANES-83EH29)

## CHINA



### Main Objectives and elements of China's South-South Cooperation policy

As a developing country striving for its own socio-economic development, China has been actively engaged in economic and technical cooperation with other developing countries under the framework of South-South Cooperation, aimed at building sustainable and self-reliant economies. In providing assistance to other developing countries, China follows the principle of equality and mutual benefit, strictly respecting the countries' sovereignty and non-interference in their internal affairs. In providing assistance to other developing countries, China follows the principles of equality and mutual benefit, strictly respecting recipient countries' sovereignty and non-interference of their internal affairs.

China highly values the fulfillment of MDGs. China's assistance is committed to helping other developing countries for poverty reduction, general primary education, improving health conditions, environmental protection and realizing sustainable development.

Since 1950, China has provided assistance to more than 100 countries of Africa, Asia, Latin America and the Pacific region. China has helped these countries to complete about 2,000 projects, covering a wide variety of fields, such as industry, agriculture, education, sanitation, communication, energy, transportation, etc. China has provided a great quantity of aid in kind and also foreign currency cash assistance. In addition, China has contributed to HR development by providing training for more than 10,000 managerial and technical persons from developing countries. In recent years, China has unconditionally cancelled 374 debts for 49 countries.

*Source: Questionnaire for South-South Cooperation, OECD-WTO, 2009*  
<http://www.oecd.org/trade/aft/43148076.pdf>

In March 2013, China's President Xi Jinping visited Africa and announced a series of new measures to support Africa's development, providing further impetus for the advancement of China-Africa economic and trade relations.

*Source: China-Africa Economic and Trade Cooperation (2013, page 1) Information Office of the State Council, The People's Republic of China, August 2013 Beijing*

China's triangular cooperation is mainly conducted under the framework of the United Nations.

*Source: Questionnaire for South-South Cooperation, OECD-WTO, 2009*  
<http://www.oecd.org/trade/aft/43148076.pdf>

Since 2005, China has carried out exchanges in development assistance with many international multilateral organizations and countries. It has sent delegations to participate in conferences and dialogues on international development and cooperation such as the UN High-Level Meeting on Financing for Development, UN High-Level Meeting on the Millennium Development Goals, UN Development Cooperation Forum, High-Level Forum on Aid Effectiveness, Heiligendamm Process Dialogue between G8 and the five most important emerging economies, and WTO Global Review on Aid for Trade, to strengthen its communication and exchanges with other aid providers and promote South-South cooperation.

In addition to developing bilateral aid, China gets involved in trilateral and regional cooperation with some multilateral organizations and countries in capacity building, training and infrastructure construction that give full play to the advantages of all participants. Positive results have been achieved. In 1981, China worked with UNDP (United Nations Development Programme) to implement the Technical Cooperation among Developing Countries (TCDC) program in China, it has trained more than 6,000 technicians for other developing countries in more than 20 years.

Since 1996, China has cooperated with FAO (United Nations Food and Agriculture Organization) for sending Chinese agricultural experts to developing countries. By the end of 2009, China had sent more than 700 agricultural experts and technicians to Africa, the Caribbean and the Asia-Pacific area. In the field of training, China has conducted effective cooperation with multilateral organizations such as the World Bank, the UN Conference on Trade and Development, the UN Industrial Development Organization and Singapore. Within the framework of the Greater Mekong Sub-regional cooperation, China, together with Thailand and the Asian Development Bank, raised funds to build the Laos section of the Kunming-Bangkok Highway, which was opened to traffic in March 2008. China, Thailand, Laos and the Asian Development Bank are working together to build a bridge over the Mekong River for the Kunming-Bangkok Highway. At present, the scope of international aid for development is being gradually expanded. South-South cooperation is developing rapidly, becoming an effective and beneficial supplement to South-North cooperation. Under the framework of South-South cooperation, China will work with all parties concerned to conduct complementary and fruitful trilateral and regional cooperation on the basis of respecting the needs of recipient countries and jointly promote the process of global poverty alleviation.

*Source: Section VI., "International Cooperation in Foreign Aid", China's Foreign Aid, Information Office of the State Council, People's Republic of China April 2011, Beijing*

China is an active participant in the Asia-Pacific Economic Cooperation, the Association of Southeast Asian Countries (ASEAN) meetings with China, Japan and the Republic of Korea, the East Asia Summit, Forum on China-Africa Cooperation, Greater Mekong Sub-region Economic Cooperation Committee, Central Asia Regional Economic Cooperation Committee, Greater Tumen Initiative, and other regional and sub-regional economic cooperation mechanisms (paragraph 118).

*Source: Trade Policy Review: report by China, World Trade Organization, WT/TPR/G/264, 8 May 2012*  
[https://docs.wto.org/dol2fe/Pages/FE\\_Search/FE\\_S\\_S006.aspx?Query=%28@Symbol=%20wt/tp/g/\\*%29%20and%20%28%28%20@Title=%20china%20%29%20or%20%28@CountryConcerned=%20china%29%29&Language=ENGLISH&Context=FomerScriptedSearch&languageUIChanged=true#](https://docs.wto.org/dol2fe/Pages/FE_Search/FE_S_S006.aspx?Query=%28@Symbol=%20wt/tp/g/*%29%20and%20%28%28%20@Title=%20china%20%29%20or%20%28@CountryConcerned=%20china%29%29&Language=ENGLISH&Context=FomerScriptedSearch&languageUIChanged=true#)

China has closely cooperates with multilateral organizations including the United Nations (UN) and the World Bank (WB) to provide aid to African countries.

China was the first country to form a strategic alliance with the FAO to foster South-South cooperation. In 2008, China decided to contribute 30 million U.S. dollars to the FAO to set up a trust fund. This fund, which is particularly beneficial to Africa, is used to support South-South cooperation between China and African countries under the framework of the FAO Special Program for Food Security. By the end of 2012, under the said framework, China had sent many agricultural experts and technicians to Ethiopia, Mauritania and Mali to provide technical assistance in the areas of irrigation and water conservation, crop production, animal husbandry, aquaculture and agricultural product processing, which has resulted in improving the agricultural production capacities and food security of these countries.

In addition, China works cooperatively on climate change and disaster reduction with international organizations, including the United Nations Environment Programme and the secretariat of the International Strategy for Disaster Reduction.

In 2012, China promised to contribute US\$10 million to the International Monetary Fund (IMF) to provide technical assistance to Africa and improve the macroeconomic management of African countries. Chinese financial institutions established an all-round cooperation framework with the WB in May 2007. The two sides are carrying out feasibility studies on some infrastructure construction projects in African countries. Chinese financial institutions also maintain a good cooperative relationship with the International Finance Corporation (IFC), which is a member of the WB Group, to provide co-financing to telecommunications projects in West Africa and push forward the development of the communications industry in this region.

China works closely with the AU and African sub-regional organizations not only in traditional areas like infrastructure construction, agriculture and personnel training, but also in emerging fields like finance,

disaster reduction and intellectual property. The relationship between China and the AU plays an important role in the China-Africa new-type strategic partnership. Since the AU Commission joined the FOCAC in 2011, cooperation between China and the AU has been enhanced. China's largest construction aid project in Africa, the AU Conference Center, was inaugurated in January 2012, at which time the Chinese government decided to provide 600 million yuan in aid to the AU over the next three years.

In recent years, cooperation between China and African regional organizations has been strengthened and become institutionalized. Since 2011, the Chinese government has signed Framework Agreements on Economic and Trade Cooperation with both the East African Community (EAC) and the Economic Community of West African States (ECOWAS), to expand cooperation in promoting trade facilitation, direct investment, cross-border infrastructure construction and development aid.

Evidence of China's efforts in the area of financial cooperation includes China's status as a member state of the African Development Bank (AfDB), the West African Development Bank, and the Eastern and Southern African Trade and Development Bank. China has promised to contribute 615 million U.S. dollars to the African Development Fund (ADF), which is the soft-loan window of the AfDB, and has actively participated in the ADF's Multilateral Debt Relief Initiative to support poverty reduction and regional integration in Africa. The China Development Bank (CDB) has signed an Agreement on Development Financing Cooperation with the Development Bank of Southern Africa, and an agreement to loan 60 million Euros to the West African Development Bank for the development of small and medium-sized enterprises in countries belonging to the West African Economic and Monetary Union (WAEMU). The Export-Import Bank of China and the Agricultural Bank of China have both signed cooperation framework agreements with the AfDB to cooperate on infrastructure project financing and the development of small and medium-sized enterprises.

In addition, China has reached agreements with African intellectual property organizations, for the advancement of China-Africa economic and trade relations.

*Source: China-Africa Economic and Trade Cooperation (2013, page 7-8) Information Office of the State Council, The People's Republic of China, August 2013 Beijing*

Chinese bilateral aid is mainly focused on Africa. The Chinese government encourages and supports enterprises and financial institutions to increase investment in Africa, striving to improve the quality and level of China-Africa cooperation.

Since 2009, Africa has seen a decrease of foreign direct investment, but an accelerated growth of direct investment from China during this same period. From 2009 to 2012, China's direct investment in Africa increased from US\$1.44 billion to US\$2.52 billion, with an annual growth rate of 20.5%. Over the same period, China's accumulative direct investment in Africa increased from US\$9.33 billion to US\$21.23 billion, 2.3 times the 2009 figure. The rapid growth of China's direct investment in Africa is indicative of Africa's development potential and investment appeal, and also points to the mutually beneficial nature of China-Africa cooperation.

While increasing aggregate investment, China is also improving the level of its investment in Africa. Currently, over 2,000 Chinese enterprises are investing and developing in more than 50 African countries and regions, and cooperation fields have expanded from agriculture, mining and building industry to intensive processing of resource products, industrial manufacturing, finance, commercial logistics and real estate.

In recent years, China has improved its mechanisms for investment in Africa. By the end of 2012, China had signed bilateral investment treaties (BIT) with 32 African countries, and established joint economic commission mechanisms with 45 African countries. The China-Africa Development Fund, established as one of the eight pledges China made at the Forum on China-Africa Cooperation (FOCAC) Beijing Summit, had by the end of 2012 agreed to invest US\$2.385 billion in 61 projects in 30 African countries, and had already invested US\$1.806 billion for 53 projects. According to preliminary statistics, the agreed upon investment projects will bring US\$10 billion worth of investment to Africa, increase local exports by about US\$2 billion annually,



and benefit more than 700,000 people. China’s financial institutions have actively expanded financing support for Africa. At the Fourth FOCAC Ministerial Conference in 2009, China announced the establishment of “a special loan for small and medium-sized African businesses.” By the end of 2012, the special loan service had promised to offer loans totaling US\$1.213 billion, with contract value of US\$1.028 billion and loans granted worth US\$666 million, providing strong support for the development of agriculture, forestry, animal husbandry, fishing, processing and manufacturing, trade and logistics, and other industries closely associated with people’s livelihoods in Africa.

*Source: China-Africa Economic and Trade Cooperation (2013, page 3) Information Office of the State Council, The People’s Republic of China, August 2013 Beijing*



## DENMARK

Denmark actively participates in trilateral cooperation within its AfT activities, especially within the Enhanced Integrated Framework (EIF), for trade-related assistance to the LDCs.



## EUROPEAN COMMISSION

The EU is in favour of Triangular Cooperation (TrC) recognizing the potential value of such cooperation in strengthening the link between North-South cooperation and South-South cooperation and in improving aid relevance and efficiency. The possibility to implement TrC activities has been ensured in Commission’s proposals for future external financial instruments. However, for the moment the TrC is at early stage.

Promising fields for TrC might be in the areas of technical assistance and supporting the transfer of knowledge from emerging economies to other developing countries.



## GERMANY

South-South technology transfers can be a particularly effective way of introducing trade systems innovation to a developing economy. Such transfers are being encouraged and sponsored by German Development Cooperation agencies on behalf of BMZ.

### Case story in the area of AfT

#### “Using Senegalese Knowledge and Experience to Improve Trade Administration Systems in Central Asia”

This case story in the category of trade facilitation is a successful case of three-party South-South cooperation in the area of removing administrative barriers to trade, involving considerable know-how transfer from an African country to Central Asian countries, facilitated by GIZ on behalf of BMZ.

Central Asia is generally accepted as one of the most difficult regions for international trade due to its distance from the sea and the heavy burden of bureaucracy. The Kyrgyz government used practical

examples and consultants from Senegal to introduce a pre-customs single window as a trade facilitation measure. The Senegalese model of a single window was found to be far better suited to the Central Asian context than examples and expertise from the more classical, leading trading nations. Since the start of the programme in 2006, Kyrgyzstan has reduced by 60% the selection of forms that need to be filled out for foreign trade Tajikistan also shows similarly impressive results. German development cooperation played a key role in promoting and financing this South-South cooperation. The knowledge resulting from the project has since been used in other countries both in the region and in Central America.

For a more detailed description, see: <http://www.oecd.org/aidfortrade/47405883.pdf>

## INDONESIA



The implementation of South-South and Triangular Cooperation (SSTC) Indonesia is coordinated by National Coordination Team (NTC), Co-chaired by the Minister of National Development Planning/Chairperson of Bappenas and the Minister of Foreign Affairs. Vice Minister of National Development Planning/Vice Chairperson of Bappenas act as the Vice Chairperson I, Vice Minister of Foreign Affairs as the Vice Chairperson II, and members consisting of Echelon I Line Ministries, and private sector representatives. The NCT has appointed Director of International Development Cooperation, Bappenas as a Chair of Technical Committee to implement the coordination of SSTC on daily basis.

The NTC consist of 3 Working Group (WG) which covers Institutional Framework in WG1, Program and Funding in WG2, and Monitoring Evaluation and Publication, Knowledge Management in WG3. The NCT on South-South Cooperation has established a website as source of information on Indonesia South-South Cooperation which can be accessed at <http://www.ssc-indonesia.org>.

At present, an inter-ministerial team is finalising a grand design for Indonesia's South-South Cooperation through to 2025. Donor countries (Indonesia's development partners) have a unique opportunity to help shape the future direction of Indonesia's provision of foreign aid. To be effective, development partners will need to engage with Indonesia on equal terms on areas of mutual interest, such as the provision of assistance in the region, to countries such as Myanmar.

In 2012, Indonesia hosted a high-level forum on knowledge exchange involving more than 300 policy-makers and practitioners from 46 countries. To further signal to its commitment on South-South and Triangular Cooperation, Indonesia also agreed to contribute substantially to the World Bank's South-South Exchange Facility, a multi-donor trust fund executed by the World Bank Institute.

<http://www.lowyinterpreter.org/post/2012/07/25/Indonesia-emerging-aid-donor.aspx>

Since 1981, Indonesia has been improving institutional capacity along with the development of human resources. Indonesia cooperated with the Japanese Agency for International Development to provide TCDC technical assistance for developing countries in Africa, Asia, the Pacific Ocean region and Latin America in the form of educational programmes and training for specialists. Thousands of participants visited Indonesia and have been trained on various programmes.

The conference, Towards Country-Led Knowledge Hubs, which took place 10-11 July, focused on how to build stronger institutions that play a key role as 'knowledge exchange hubs'—gathering lessons learned and building networks to share them more systematically. This first global high-level meeting to boost knowledge exchange between developing countries was attended by at least 200 policy-makers and representatives from 40 countries.

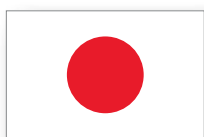
At the two-day meeting organized by the Government of Indonesia, the World Bank, the Japan International Cooperation Agency (JICA) and the UN Development Programme (UNDP), participants presented several institutional arrangements for knowledge sharing. They ranged from Singapore's Cooperation Enterprise and Brazil's agricultural research and technology transfer hub (Embrapa) to the international development cooperation agencies established by Colombia, Mexico and South Africa.

The high-level meeting acknowledges the crucial role of knowledge exchange in the development agenda. Today, countries want to learn from the practical experiences of their peers and practitioners increasingly want to be connected to each other, across countries, across regions.

<http://www.undp.org/content/undp/en/home/presscenter/pressreleases/2012/07/10/indonesia-undp-and-partners-boost-knowledge-exchange-between-developing-countries/>

In 2011, Indonesia and Vanuatu signed an Agreement between the countries on the Framework for Development Cooperation Agreement (DCA). The Agreement serves as the umbrella of agreement and encompasses a wide range of cooperation and partnership including agriculture, marine affairs and fisheries, forestry, education, trade and investment, technical cooperation, tourism, transportation, police, cooperation in international organizations related to development issues.

<http://www.dailypost.vu/content/vanuatu-signs-development-cooperation-agreement-indonesia>



## JAPAN

All JICA activity, including Triangular Cooperation, are formulated based on the needs of Partner countries and their requests. Every JICA office consults every year with partner (Pivotal and Beneficiary) countries for formulating programs in a coming year. In addition, JICA facilitates inter-regional need-resource matching in Latin America. In South-East Asia, JICA align to the work of ASEAN secretariat to identify development needs of member countries and resource to address these needs.

In JICA's SSC support, three types of cooperation are identified,

1. Two step knowledge transfer - knowledge is transferred from Japan to pivotal countries (emerging donors), and then those pivotal countries transfer localized knowledge to neighbors.
2. Joint cooperation with complementary parallel efforts - Japan and a pivotal country promote a joint project in which each actor transfers its knowledge based on the principle of comparative advantages.
3. Strengthening the regional/interregional partnerships - Japan supports pivotal countries in formulating a cooperation framework and strengthening networking among stakeholders.

These are conducted mainly in the forms of dispatch of experts and training programmes hosted by public institutions/universities of the pivotal countries. Cost of these types of cooperation are shared under a parallel funding arrangement, which is prepared for each project/programme, and defines budget items to be borne by JICA and a pivotal country.

In FY2011, 105 experts were dispatched as part of JICA's triangular cooperation and 3,780 personnel participated in the training-type programme, in collaboration with 42 pivotal countries (Angola, Argentina, Bolivia, Botswana, Brazil, Cambodia, Chile, China, Colombia, Costa Rica, Dominican Republic, Egypt, El Salvador, Fiji, Guatemala, Haiti, Honduras, India, Indonesia, Iran, Israel, Jordan, Kenya, Kyrgyzstan, Lebanon, Madagascar, Malawi, Malaysia, Mexico, Morocco, Mozambique, Nicaragua, Paraguay, Philippines, Senegal, Singapore, Syria, Tanzania, Thailand, Tunisia, Turkey, Uganda, Vietnam).

Triangular cooperation, along with other technical cooperation projects, is subject to the terminal evaluation and ex-post evaluation in accordance with rules and guidelines of JICA. Terminal evaluation is performed upon the completion of a project, focusing on its efficiency, effectiveness, and sustainability, while ex-post evaluation is conducted after a certain period has passed since the completion of a target project with emphasis on the effectiveness and sustainability of the project.

For more information:

[http://www.jica.go.jp/english/our\\_work/evaluation/tech\\_and\\_grant/project/term/index.html](http://www.jica.go.jp/english/our_work/evaluation/tech_and_grant/project/term/index.html)

[http://www.jica.go.jp/english/our\\_work/evaluation/tech\\_and\\_grant/project/ex\\_post/index.html](http://www.jica.go.jp/english/our_work/evaluation/tech_and_grant/project/ex_post/index.html)

A case study of best practices of south-south cooperation/triangular cooperation:

Zambia Investment promotion Project - Triangle of Hope (ZIPP-ToH) aims to create investment friendly environment in Zambia in cooperation with Malaysia. The project works in developing capacity of ZDA (Zambian Development Agency) in Investment Promotion and providing advisory services for policy making.

For more information: <http://www.jica.go.jp/project/english/zambia/0901055/index.html>

## MEXICO

In a more horizontal scheme, a Joint Cooperation Fund with Chile set out to promote actions on competitiveness, public administration, culture and environment. The success of this Joint Fund encouraged the creation of another one with Uruguay.

In 2012, a total of 24 triangular projects, with Japan, Spain, Germany and multilateral organizations as partners, were implemented: 12 in Central America, 6 in the Caribbean and 6 in South America. The topics were environment, agriculture and civil protection.



## NEW ZEALAND

New Zealand is a small donor on a world scale and therefore works in partnership with other agencies to coordinate TCB initiatives with southern donors. Working in partnership with other agencies also allows New Zealand to extend its reach and respond to development needs around the globe.

The financing mechanisms for triangular cooperation are the following:

The New Zealand Aid Programme provides core funding to several multilateral agencies. Core funding is used to implement programmes in developing countries and across each agency's operations to support priorities agreed by board members. Additional funding is sometimes provided to agencies to help them respond to specific emergencies or significant new work, for example natural disasters, health crises and conflict. Funding for these organizations is usually provided through the use of various contracting instruments. An example of an on-going project is the Mekong Institute in Thailand, established by governments of New Zealand and Thailand to provide human resource development opportunities to government officials, private sector associations and academics from the Greater Mekong Sub-region (GMS), specifically Cambodia, Lao PDR, Myanmar, Thailand, Viet Nam and the Yunnan Province and Guangxi Zhuang Autonomous Region of China (details are provided under Trade Policy Development)

The New Zealand Aid Programme is made up of 24 individual programmes. These programmes apply the overall New Zealand Aid Programme mission to specific countries, regions, sectors and themes. Regional programmes



allow the New Zealand Aid Programme to have a coordinated approach to region-wide issues. Country programmes are New Zealand's bilateral aid to a country. They focus on a country's specific needs and context. More information about the budget, focus areas and strategy for each programme is available at the following link: <http://www.aid.govt.nz/about-aid-programme/how-we-work/programme-framework>.

Monitoring and data collection: In the example of The Mekong Institute (MI) above, the Institute has mechanisms for internal data collection and reporting to its Council. New Zealand receives copies of this. The Institute has its own monitoring and evaluation mechanisms; reporting to New Zealand is on the basis of a results framework which describes the outputs, outcomes and goal of the Institute.



## RUSSIAN FEDERATION

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Russia supports the World Bank Institute's South-South Experience Exchange Facility that covers a wide range of topics including south-south cooperation initiatives in Industry and Trade.

As member of BRICS, the Russian Federation is involved in the process of creation of a new BRICS Development Bank for mobilizing resources for infrastructure and sustainable development projects in BRICS and other emerging economies and developing countries.



## SPAIN

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### **The Ibero-American Programme for Science, Technology and Development (CYTED)**

The Ibero-American Programme for Science, Technology and Development (CYTED) was created in 1984 through an International Framework Agreement signed by 19 Latin American countries, Spain and Portugal.

The CYTED Programme is a common instrument of national Science and Technology Systems in the Latin America region, creating a platform for the promotion and support of multilateral cooperation aimed at the transfer of knowledge, experience, information, solutions and technology.

CYTED promotes Research and Innovation as essential tools for Social and Technological Development, as well as for productive modernization and greater competitiveness for economic development.

The CYTED Programme has so far created 278 Thematic Networks, 197 Coordination Activities, 6 Consortium Research Projects, 3 Actions of Transfer of technology to the business area and 851 certificates IBEROEKA Innovation Projects, involving the participation of over 8,300 research groups and over 27,300 Latin American scientists and technicians.

<http://www.cyted.org>

## SWEDEN



Examples of south-south cooperation include Trade Policy Training Centre in Africa (Trapca) run by ESAMI and the World Customs Organization and its twinning arrangement between Ghana and Liberia.

## SWITZERLAND



Switzerland has a few TCB cooperation initiatives in partnership with southern donors. For example, triangular cooperation in the area of intellectual property rights between Switzerland-Vietnam-Lao, the project "Promoting the Use of Intellectual Property in Vietnam as a Tool to Foster Trade"

(details provided under Legal and Regulatory Framework below).

## UNITED KINGDOM



Little is done in this area yet, though DFID India works with the Indian government to help African countries gain greater market access to India under the category of Supply Capacity.

## UNITED STATES OF AMERICA



Most of USAID's partnerships with southern donors are either of a multilateral (including international financial institutions) or bilateral nature. USAID also works with and support a number of international and regional organizations (African Union, East African Community, ASEAN...). We also finance a number of mechanisms whereby a client has a say in selecting technical assistance of training capacity from a southern country. However, with respect to TCB, USAID has some examples where we cooperate with a southern donor to implement TCB activities in a third country. The USG has a wide variety of TCB programs managed through trilateral processes; processes where by it facilitates cooperation between a "southern" donor and a "southern" recipient. The list and variety of programs are numerous with the following being some recent examples:

On February 23, 2012 USAID and Chile's International Cooperation Agency, signed an agreement to improve Paraguay's export promotion capacity, customs administration, and agricultural and rural credit extension services. Chile's successful experience in these sectors is considered particularly relevant and replicable in Paraguay, a country where roughly a quarter of its 6.5 million people derive a living from the agriculture industry, much of it subsistence farming. USAID is working with the governments of Chile and Paraguay to address issues in three governmental agencies.

First, USAID's work under the MCC Threshold program to reduce corruption in Paraguay, is working with Paraguayan Customs to strengthen internal controls and audit functions. The government of Paraguay has already seen significant increases in customs revenue collection. Under the trilateral initiative, further gains in revenue and reductions in corruption are expected.

Second, with the Ministry of Agriculture and Livestock (MAG), USAID and Chile are working to improve the delivery of agricultural extension services, which are currently haphazardly provided to less than 20 percent of the farmers in Paraguay. Chile is helping the MAG to refine their strategy for service delivery. USAID will provide training to the agricultural extension workers in best agricultural practices.

Third, the Paraguayan Export Promotion Agency (REDIEX) is a rather young agency with fairly basic capabilities. Chile, which has a well-developed export promotion capability, is providing training to REDIEX to improve their capabilities in this area. To complement this training, USAID is developing a registry of exporting firms and their offerings complete with product attributes, quality levels, and production capacity. Paraguay plans to develop a Web-based tool to store the export registry data, and enable export promotion officers to access and analyze the data. This will allow the officers to promote Paraguayan products abroad in a more systematic way. As part of the effort, all three countries provide resources to implement programs and exchange staff.

Trilateral agreements involving the United States and Chile are also being deployed in other parts of the region. In Guatemala, officials hope to transform the current pre-inspection system for agriculture so that importers of products from Guatemala can be assured that the plants and warehouses these products are processed at comply with sanitation and food safety standards of the importing country. The systems will become more sustainable, and will be able to accommodate more products and assure the safety of the products for export markets. Guatemalan officials already have visited their counterparts in Chile and begun to learn how Chile has successfully improved the quality and sanitation around their export products.

USAID has also established a trilateral relationship with South Africa's development partnership agency to provide assistance to the broader region. This partnership is broader than trade capacity building. Funding levels were 30m Euro in 2008, and up to 45m Euro in 2011-12 period and some of the clients included regional organizations, such as Southern African Development Community (SADC), African Union (AU) and Southern African Customs Union (SACU). Coordination is carried out through regular meetings. It furthers aid effectiveness principles of mutual ownership, alignment and accountability by joint USG-SAG review of proposals to assist third countries based on demand. Examples of programs include Malawi pathogen free potato research and sea cage farming technical assistance in Mozambique.

In a final example, on January 27, 2012 USAID-Brazilian cooperation Agency (ABD) partnered to begin support to improve productivity in Mozambique's agricultural sector. The kick-off focused on how to best leverage the expertise of the various institutions, including the University of Florida and the Brazilian Agricultural Research Corporation (Embrapa), who had assessed how farmers in Mozambique could benefit from new practices in the production of food, especially the introduction of Brazilian cultivars that are adapted to the tropical climate, and from improvements in the processing of their production.

The researchers believe that the way to achieve these improvements is to train technicians from the Mozambican Agricultural Research Institute (IIAM), who could in turn train farmers and small scale producers. Embrapa researchers also identified problems in the use of pesticides and chemical fertilizers and in the irrigation systems, which can be corrected with training. They also expect to improve the distribution of the products to local markets, including schools, which will contribute to increase the quality of meals served to students.





# [ Other Trade-Related Activities ]



# OTHER TRADE-RELATED ACTIVITIES



BELGIUM



NORWAY



UNITED KINGDOM



CANADA



PORTUGAL



EUROPEAN  
COMMISSION



SWEDEN

## BELGIUM



### Trade Development Centre

The former Fair Trade Centre is to be transformed into a Trade for Development Centre. This entails an extension of the centre's mandate, so as well as being involved in existing fair-trade-related activities, it will also supply expertise for programmes in partner countries, thus integrating the trade aspect into bilateral development cooperation.

[http://diplomatie.belgium.be/en/policy/development\\_cooperation/topics/aid\\_for\\_Trade/](http://diplomatie.belgium.be/en/policy/development_cooperation/topics/aid_for_Trade/)

## CANADA



### Fostering Entrepreneurship and Sustainable Livelihoods in Sub-Saharan Africa: \$1.5 million, 2011-2015 (IDRC Project)

The main objective of this project is to promote evidence-based policies and interventions that foster entrepreneurship and sustainable livelihoods in Sub-Saharan Africa, with an emphasis on youth. Using an internationally recognized and tested approach developed by the Global Entrepreneurship Monitor, the project generates new knowledge about entrepreneurship and SME development in the region. This constitutes the first systematic effort to collect data and to understand the dynamics of entrepreneurship and enterprise creation in 10 countries in sub-Saharan Africa. The work is coordinated by the University of Cape Town's Centre for Innovation and Entrepreneurship.

## EUROPEAN COMMISSION



### Promoting Olive Oil Production and Market Access for Small-Scale Olive Farmers

Production of olive oil in Palestine varies from year to year and faces logistical challenges, as movement restrictions lead to high transport and distribution costs. To increase the income of some marginal olive farms, the EU funded a three-year project targeting almost 2,400 olive-farming households in ten villages in the West Bank. The project aimed to improve efficiency providing olive farmers with training on pruning techniques and pest control, to improve product quality by clamping down on adulteration, and to phase out the practice of storing harvested olives in plastic bags. Delays in sending collected harvest to presses were reduced and hygiene at olive presses was improved. A number of olive mills in the area were refurbished and provided with spare parts and technical training. To offset high production and distribution costs, the target switched towards the high end of the market, particularly fair-trade and organic markets. Further, a special marketing niche for Palestinian extra-virgin olive oil was set up.

Production at the farms of certified organic fair-trade olive oil increased from 112 tonnes in the first year to 282 tonnes in the third year of the project. By the end of the project, 467 new farmers became certified as organic producers and the area of land dedicated to growing olives using the organic system increased by 338% as against a target of 200%. With the help of olive oil experts, farmers concentrated on single varieties of olives and the skills of the country's national olive oil tasting panel improved. Product quality improved through the identification of the best harvesting date for particular cultivars and the optimum amounts of irrigation water needed. The project is widely seen as a success with olive oil from area recently taking a number of national and international awards for its quality.



## NORWAY

### **Strategic Fair Trade Funding Programme, Phase II**

This is a global programme implemented by the Fair Trade Labelling Organization (FLO). The goal of the programme is to make fair trade a global movement for change that contributes to making trade fair, enabling producers to enjoy sustainable livelihoods. The purpose is to strengthen the disadvantaged producers connection to consumers, improve market access and empower them to combat poverty. The objectives of the programme are to strengthen, streamline and maximize direct impact and leverage for changes. The Norwegian Government allocated approximately US\$ 1.4 million to phase II of the programme for 2010-2013.

### **Global Organic Market Access (GOMA)**

The Government of Norway is supporting this programme with approximately US\$ 1.4 million for the period 2009-2012. The goal of the programme is to facilitate organic trade and access of developing countries to international markets. The purpose is to reduce barriers to organic trade that have arisen as a result of multiple organic standards and technical regulations through implantation of the results of the International Task Force on Harmonization and Equivalence in Organic Agriculture in selected countries. The programme is implemented by IFOAM (International Foundation for Organic Agriculture Movements).



## PORTUGAL

### **Promoting entrepreneurship technical training**

Portugal has been supporting UNIDO's activity in African Portuguese Speaking Countries. A contribution of Portugal to UNIDO, in the amount of € 1 million, is helping to set up One Stop Shops in the districts of Lumbo and Mossuril and to promote entrepreneurship technical training. This intervention in the Mozambique Island and Moussuril District aims to boost economic activity and foster private sector development and business-related opportunities.

### **Supporting entrepreneurship courses in secondary school curricula in Angola**

Through its contribution to UNIDO, Portugal has also been supporting the introduction of entrepreneurship courses in secondary school curricula in Angola. The project has initially targeted about 40 schools (pilot phase) in different provinces and it also includes teachers' training and training of technical staff from the Ministry of Education, including from the Secretary of State for Higher Education and other government entities. So far about 2.400 students have benefited from this entrepreneurship projects. The aim is to broaden the project's scope to include these changes at the national level.

### **Financing a Master's Programme in Mozambique on hydraulics and water resources**

Portugal is financing a Master's Programme at Eduardo Mondlane University, in Mozambique, on hydraulics and water resources, with the aim of increasing the number qualified local professionals that can teach, design projects and carry out other activities, both at the academic level as well as in the field of hydraulic infrastructure. The cost involved in financing this initiative amounted to € 93,136.

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## SWEDEN



### Training Programme on Rules of Origin

The long-term objective of the Training Programme on Rules of Origin is to strengthen and support developing countries' capacity to participate in regional and international trade by increasing participants' skills on rules of origin and other related areas. During year 2012-2013, the National Board of Trade will organize the fourth Training Programme on Rules of Origin, inviting participants from countries in the Southern part of Africa. The objectives of the programme are to raise awareness and to build capacity in the area of Rules of Origin as well as to facilitate in development and implementation Rules of Origin Change Projects in partner countries. The programme included a 2-weeks training in Stockholm, Sweden, followed by a one week regional training in Cape Town, South Africa after six months.

For more information: <http://www.kommers.se/In-English/Training-Programmes-TP/International-Training-Programme-on-Rules-of-Origin-ITP/>

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## UNITED KINGDOM



### Responsible and Accountable Garment Sector Challenge Fund (RAGS)

The Responsible and Accountable Garment Sector (RAGS) Challenge Fund supports projects aimed at improving conditions of vulnerable workers in the ready-made garment (RMG) production sector. The fund aims to benefit workers in low- and lower-middle-income countries in Asia and Sub-Saharan Africa that supply the UK market



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Greece  
Hungary  
Indonesia  
Ireland  
Italy  
Japan  
Korea, Republic of  
Luxembourg  
Mexico  
Netherlands  
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