



UNITED NATIONS
INDUSTRIAL
DEVELOPMENT
ORGANIZATION



REPORT

WORKSHOP

ON

AID FOR TRADE : AN INDUSTRIAL AGENDA FOR LEAST DEVELOPED COUNTRIES

Kigali, Rwanda

8-9 September 2008

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List of Acronyms and Abbreviations

ACP	...	Africa, Caribbean and Pacific Group of Nations
AfT	...	Aid for Trade
AITIC	...	Agency for International Trade Information Cooperation
ASEAN	...	Association of South East Asian Nations
BPoA	...	The Brussels Programme of Action for LDCs
CEB	...	Chief Executive Board (of the United Nations)
CTD	...	WTO Committee on Trade and Development
DDA	...	Doha Development Agenda
DF	...	Duty Free
DFQF	...	Duty Free and Quota Free
DTIS	...	Diagnostic Trade Integration Study
EAC	...	East African Community
ECOWAS	...	Economic Community for West African States
EIF	...	Enhanced Integrated Framework
EGM	...	Expert Group Meeting
EU	...	European Union
IF	...	Integrated Framework
IFAD	...	International Fund for Agricultural Development
IFSC	...	Integrated Framework Steering Committee
IFTF	...	Integrated Framework Trust Fund
IFWG	...	Integrated Framework Working Group
ITC	...	International Trade Centre
FAO	...	United Nations Food and Agriculture Organization
GDP	...	Gross Domestic Product
HACCP	...	Hazard Analysis Critical Control Point
HLTF	...	High Level Task Force (of the EAC)
IMF	...	International Monetary Fund
LDC	...	Least Developed Country
MA	...	Market Access
MVA	...	Manufacturing Value Added
NIU	...	National Implementation Unit
NPM	...	New Public Management
OECD	...	Organization for Economic Cooperation and Development
PDR	...	Peoples Democratic Republic
PEM	...	Public Enterprise Management
PSD	...	Public Sector Development
PCF	...	UNIDO's Programme Co-ordination and Field Operations Division
PRSP	...	Poverty Reduction Strategy Paper
PSD	...	UNIDO's Private Sector Development Branch
PTC	...	UNIDO's Programme Development and Technical Co-operation Division
RTA	...	Regional Trade Arrangement
SMTQ	...	Standards, Testing, Metrology and Quality
SOE	...	State-Owned Enterprise
SSC	...	South-South Co-operation
SPP	...	UNIDO's Special Programmes Group
SPS	...	Sanitary and Phytosanitary Measures
SQTM	...	Standards, Quality, Transport and Metrology
STDF	...	Standards and Trade Development Facility
Trade SWAp		(Cambodia's) Trade Sector Wide Approach
TBT	...	Technical Barriers to Trade
TRTA	...	Trade-Related Technical Assistance
UN	...	United Nations
UNDP	...	United Nations Development Programme
UNIDO	...	United Nations Industrial Development Organization
UNCTAD	...	United Nations Conference on Trade and Development
UNOPS	...	United Nations Office for Project Services
WB	...	World Bank
WTO	...	World Trade Organization

I. BACKGROUND

1. The United Nations (UN) designates 49 countries as Least Developed Countries (LDCs).
2. In recent years, many LDCs have achieved encouraging high rates of economic growth, partly due to the commodity price boom.
3. However, commodity price booms do not engender long-term, sustainable development. The uncertainties linked to commodity-based economies are underscored by the well-known phenomenon of commodity price fluctuations, and the situation is further exacerbated by the fact that, except for a few commodities, most do not belong to strategic internationally traded products that enjoy long-term stable global demand.
4. Long-term development is a function of diversification of production and trading possibilities, increased productivity and efficiency, and therefore widened economic opportunities for peoples and economies.
5. Overall, the LDCs still face a plethora of constraints, which stifle the efforts aimed at enabling them to achieve economic transformation, and therefore be in a better position to benefit from preferential MA opportunities offered by the international trading system. These constraints are manifested by, *inter alia*, concentration of production and trade in a limited product portfolio, input resources gap (labour, capital, etc.), entrepreneurship and enterprise development gaps, underdevelopment of physical infrastructure, institutional weaknesses, fragile systems of political governance and organization, etc.
6. Long-term growth and development depend on sectoral diversification, increased efficiency and productivity, and widened economic opportunities.
7. Therefore, despite the cited growth achievements, there is a general consensus that the LDCs need to build the necessary productive capacities, which will support sustainable and self-propelled growth. Invariably, they need to build capacities to produce products that they can competitively sell on domestic and foreign markets.
8. At present the situation in LDCs is characterized by concentration on specific commodities, specific markets, and low productivity. Consequently, in addition to the limited capacity to benefit from preferential MA measures, there is a vulnerability of domestic production to surges in imports.
9. The development of the Aid-for-Trade (AfT) and Enhanced Integrated Framework (EIF) programmes constitute important elements of the coordinated responses of the international community to the portrayed needs of the LDCs.
10. Against this backdrop, the LDCs Ministerial Conference, which was organized by UNIDO in collaboration with G-77, and held in Vienna from 29 to 30 November 2007, explored at length how AfT could be used to help to economically transform the LDCs. In total, 39 of the then 50 LDCs were represented at the Conference, where the Ministers deliberated on the issues identified by the Expert Group Meeting (EGM) that preceded it and was held in Ouagadougou (Burkina Faso) from 3 to 4 September 2007.
11. In the Vienna Declaration, the Ministers acknowledged support by UNIDO in these endeavours and underlined its furtherance, particularly in regard to (product and process) standardization and market compliance, so as to build the capabilities of LDCs not only to fully conform to the global trade rules and regulations, but also to optimally utilize the concessions extended to them with regard to international trade. The Ministers also urged and mandated UNIDO to press ahead with using the AfT initiative, and mobilising and using the EIF and other resources to assist the LDCs to build and/or enhance their domestic productive capacities, so as to competitively integrate in global trade. The Vienna Declaration requested UNIDO to hold follow-up Conferences in 2008 and in 2009, and on a biennial basis thereafter.
12. As the implementation of that request, the next LDCs Ministerial Conference will be held in Seam Reap, Cambodia, from 19 to 20 November 2008. The Seam Reap LDC Ministerial Conference, which will be hosted by the Government of the Kingdom of Cambodia, organized by UNIDO in collaboration with

the World Trade Organization (WTO), will focus on practical issues of the programme assistance for LDCs, particularly in the implementation of the AfT and the EIF, and the promotion of South-South Cooperation (SSC). Apart from the Ministers of Industry of all the LDCs, the Conference will bring together actors in the AfT and EIF processes: UN agencies, multilateral organizations, regional organizations, as well as donor institutions.

13. In preparation for the Seam Reap LDCs Ministerial Conference, UNIDO convened a high level technical workshop in Kigali, Rwanda, from 8-9 September 2008, in collaboration with the WTO, and generously hosted by the Government of the Republic of Rwanda. The deliberations at the Workshop focused on UNIDO's conceptualization of its interventions in connection with the AfT and EIF initiatives, in order to provide a considered basis for discussions. Hence, the proposals of the Kigali workshop will form part of the agenda of the Seam Reap LDCs Ministerial Conference.

14. The 2008 Ministerial Conference will concentrate on AfT and EIF as specific development cooperation modalities and initiatives, to support the integration of LDCs into the global economy. The deliberations will be guided by:

- (a) Two commitments of the Brussels Programme of Action for LDCs:
 - (i) *Commitment 4* (building the productive capacities to make globalization work for LDCs).
 - (ii) *Commitment 5* (enhancing the role of trade in development).
- (b) Almaty Programme of Action for the Landlocked Countries.
- (c) Barbados Plan of Action for the Sustainable Development of Small Island Developing States.
- (d) Indicator No. 41 of the MDGs (on trade capacity building).

II. OBJECTIVES OF THE WORKSHOP

15. The deliberations at the high-level Kigali Workshop were dedicated to issues associated with AfT and EIF. In this regard, it intended to focus on the EIF and eight pilot countries (Benin, Cambodia, Lao PDR, Lesotho, Mozambique, Rwanda, Senegal, and Yemen) in order to:

- (a) Identify the supply-side constraints facing LDCs that could be addressed through AfT activities.
- (b) Identify gaps in the current IF¹ country programmes, with regard to which UNIDO can competently provide the necessary support, using the example of the aforementioned eight pilot programmes developed for discussion at the Seam Reap Ministerial Conference.
- (c) Deliberate on and technically vet the suitability of UNIDO's response to the EIF programmes to improve the impact of AfT resources on the enhancement of productive capacities in LDCs.
- (d) Identify those issues of AfT and EIF, which can be achieved using South-South Cooperation as an instrument.
- (e) Also, the Workshop provided an opportunity for LDCs, UN agencies, multilateral organizations, regional development finance institutions, and donor institutions to express and exchange their views and experiences, and to agree on a way forward to support the use of AfT and EIF to realize an industrial agenda for LDCs, incorporating South-South Cooperation as an instrument of both initiatives.

¹ The Enhanced Integrated Framework (EIF) is intended to become operational in November 2008 and builds on the existing IF programmes in the LDCs. The EIF is thus not a new programme but an improvement of the existing IF. A number of LDCs are currently preparing initial Tier 1 proposals for financing out of the EIF Trust Fund (EIFTF), for submission and approval by the EIF Board.

16. Invariably, cognizant of UNIDO's mandate and competencies to develop industrial production capacities, the Workshop intended to raise and discuss relevant issues in four major spheres of support to the development of productive capacities: product, sector, institutions, and enterprises.

17. This report of the Workshop provides guidance for UNIDO's preparations for the Seam Reap Ministerial LDCs Conference, in addition to constituting an input in that Conference.

III. STRUCTURE OF THE WORKSHOP AND PROCEEDINGS

18. The Agenda of the Workshop is contained in Annex A.

19. The technical inputs in the Workshop constituted a UNIDO concept paper, a concept paper by the Standards and Trade Development Facility (STDF), two thematic papers that addressed country experiences with Diagnostic Trade Integrated Studies (DTIS), six EIF pilot studies, and a UNIDO summary of the six EIF pilot studies (see list of documents in Annex B).

20. The papers addressed both the technical and political dimensions of AfT and EIF programmes.

A. KEYNOTE SPEECH

21. The outgoing LDC Chair, H.E. Mr. Mothae Maruping reiterated *inter alia* the need for LDCs to be assisted by UNIDO and other development partners to be able to take full advantage of market access on offer. Mr. Yoshiteru Uramoto pinpointed UNIDO's longstanding experience in tailoring concrete programmes to address the supply-side needs of LDCs, in collaboration with other development partners. He reiterated the comprehensive nature of UNIDO's supply-side support measures, through which LDCs could be assisted to, *inter alia*, upgrade their industries, comply with standards, develop agri-business, exploit market access opportunities, develop the private sector, access technologies, and adjust to clean production methods. While expressing support to the joint initiative between UNIDO and WTO, Mr. Melvin Spreij detailed the main features of EIF and WTO's sponsorship of the same.

22. The Workshop was then opened by the Honourable Mme. Monique Nsanzabaganwa, Minister of Trade and Industry. In her keynote speech, the Hon. Minister reiterated the commitment of LDCs to build their supply capacities, so that they can more meaningfully participate in the global economy. She emphasized that, in order for the LDCs to achieve their development goals, the workshop should come up with concrete solutions, aimed at enabling this group of countries to strategically integrate into global value chains through, *inter alia*:

- (a) Export diversification.
- (b) Value addition.
- (c) Compliance with standards.
- (d) Soft-infrastructure.
- (e) Hard infrastructure.
- (f) Enterprise development.

B. UNIDO CONCEPT PAPER ON AID FOR TRADE: AN INDUSTRIAL AGENDA FOR LDCs

23. The opening session was followed by the presentation of the UNIDO concept paper, which guided the workshop and set the scene for the other presentations/discussions. *Inter alia*, the paper attempted to:

- (a) Highlight the dynamics and state of development in LDCs.

- (b) Underline the necessity for international assistance in terms of supply side/ measures.
- (c) Describe the past, current support measures, and their limitations (and so build the case for a supply side-oriented capacity development support).
- (d) Explain UNIDO's involvement in supporting LDCs.
- (e) Indicate the directions of UNIDO's involvement in future efforts to develop the productive capacity of LDCs.
- (f) Prove roadmap for the process of programme development for UNIDO's involvement in AfT and EIF, covering the Kigali Workshop, the preparations for the Seam Reap Ministerial Conference, and scenes beyond the Seam Reap Ministerial Conference.
- (g) Present the agenda for the two events (i.e., Kigali Workshop and Seam Reap Ministerial Conference).

C. STDF CONCEPT PAPER ON SPS STANDARDS

24. The ability to control Sanitary and Phytosanitary (SPS) risks and meet international standards is a key element in determining participation in the trading system, in raising agricultural productivity and in enhancing domestic food safety levels. The STDF, which is housed in the WTO, aims to assist developing countries enhance their capacity to analyze and implement international SPS standards and to act as a vehicle for coordination among technical assistance providers and the mobilization of funds. International organizations and donors providing SPS assistance participate in the Facility.

25. The STDF concept paper provided a first-phase overview of SPS capacity needs and assistance in the eight pilot LDCs. Based on a series of existing capacity evaluation tools applied in those countries, including the DTIS, the paper identified common focal areas where future assistance in the concerned countries might be targeted, notably:

- (a) Raising awareness and recognition of the importance of SPS compliance; through *inter alia*, training programmes on compliance with good practices and other internationally recognized systems such as Hazard Analysis Critical Control Point (HACCP).
- (b) Strengthening national food control systems.
- (c) "Structural" SPS impediments related to endemic animal diseases and plant pests, notably in the public sector, for which there are no easy short-term solutions and where sustained long-term funding is required to ensure minimum levels of capacity.
- (d) Concerted reviews of SPS institutional and legal frameworks, including the creation of national level coordination mechanisms where appropriate.
- (e) Further integration of the private sector in SPS compliance and management issues.
- (f) Improving diagnostic capacity and infrastructure (preceded by a laboratory strategy or action plan).
- (g) Strengthening "SPS diplomacy" by increasing the effective participation in international standard-setting bodies and setting up functioning national notification authorities and enquiry points (as required by the WTO SPS (and TBT) Agreements).
- (h) Coordination of efforts at regional levels, including sharing of resources and developing capacity for regional pest and disease management.

26. Information was provided on previous, ongoing and future planned SPS-related technical assistance in the eight LDCs surveyed in order to facilitate the design of coherent future cooperation programmes. Several trends and drivers of technical assistance were observed. In many instances, SPS assistance is provided as part of larger rural development, poverty alleviation, export promotion or economic growth programmes. Further integration of SPS issues into government planning and budgetary

frameworks and into supply chains was recommended, which would in turn help to make future capacity building efforts in the SPS area more sustainable.

27. In view of its coordination mandate and the expertise of its partners, it was highlighted that the STDF can assist in the design of future coherent SPS-related programmes, in updating the DTIS under the EIF, and in the mobilization of additional resources.

D. THEMATIC PAPER ON UNIDO SUPPLY-SIDE APPROACH

28. A paper presented by UNIDO pointed to the numerous challenges for development of supply capacity in developing countries, mostly due to lack of enabling environment, which depends on a favourable policy framework, and on infrastructure, together with support services. At the same time, supply capacity is directly linked to strong and competitive enterprises, which depends on their internal capacity to respond to challenges and on their ability to organize themselves and cooperate, together with the establishment of market linkages. The paper highlighted the pertinent challenges for LDCs, with assistance of empirical evidences, including insignificant share of LDCs in global production of industrial products, and emphasised need for a proper link between supply-side and demand-side support measures to overcome them.

29. UNIDO has a long experience in Private-Sector Development (PSD) and supply capacity building. However, supply capacity development requires an inter agency approach, and accordingly, the UN Chief Executive Board (CEB) sanctioned “Trade and Productive Capacity Cluster” recognises the need for inter-agency collaboration in supply-side development. In particular contributions from UNCTAD (in the area of policy, investment and technology), ITC (in market intelligence, packaging and export promotion), and FAO (in agricultural productivity), complement each other. Invariably, most successful and relevant impacts take place when a combination of services is provided on an integrated basis. LDCs should take advantage of that experience by using the approach followed by UNIDO, complemented with services provided by sister organizations to build up or strengthen the productive capacity of their economies. Thus, with regard to the supply-side of the economies of the LDCs, the paper highlighted, *inter alia*:

- (a) The need for an enabling environment as a necessary condition for development.
- (b) The positive linkages between technological development and high factor productivity.
- (c) The need to develop manufacturing/industrial manufacturing capacities (capacity for processing) as a necessary condition for development.
- (d) The essence and merits of inter-agency approach.

30. The presentation defined UNIDO’s concrete offer of services, which builds on transfer of knowledge to establish or enhance productive factors. In this context, UNIDO has been working systematically with the provision of support to interventions carried out by both, the public and private sectors. The Organization works today with specific services, which address a sub-set of the factors considered critical to the development of the supply capacity of a given country and are focused on the identification of the priorities to trigger the response and consequent adjustment of the structure of production.

E. THE TWO THEMATIC PAPERS ON DTIS AND IF PILOT PROGRAMMES

31. Two thematic papers addressed country experiences with DTIS, and presented the EIF pilot programmes for Cambodia (one of pioneers of the process, having completed its first DTIS in 2001) and Rwanda (one of the latecomers in the process, having launched its programme as recently as 2005).

Cambodia

32. Cambodia's DTIS involved high level political commitment and close cooperation amongst the stakeholders (government, private sector, civil society, donors).

33. The country's DTIS builds on three pillars, i.e., reforms and cross-cutting issues (e.g., trade facilitation, standards, investment facilitation, trade promotion), goods and service sector, and building capacity for the implementation of the trade development strategy (trade negotiations skills, etc.).

34. In this regard, the primary goals of Cambodia's DTIS are:

- (a) The identification of potential priority products and services to strengthen and diversify Cambodia's export base.
- (b) Identification of bottlenecks common or specific to those priority export sectors to be removed in order to promote their development.
- (c) Establishing a linkage between trade sector development, poverty-reduction, and sustainable human development.
- (d) Serving as a basis to formulate trade sector development objectives to be implemented through a Trade Sector Wide Approach (Trade SWAp), which in turn goes beyond the DTIS and builds on extending it.

35. The innovative features of the DTIS include the creation of an on-line data base, which enable stakeholders to review national priorities, resource allocations, and project monitoring. It acts as an in-built dynamic planning, which enables the government and its development partners to contribute to a dynamic evolution of the DTIS. Table 1 summarizes key features of the countries' experience.

Rwanda

36. Rwanda undertook its DTIS in 2005. The objectives of the country's DTIS were stipulated as: mainstreaming trade in national poverty reduction strategy, providing an integrated approach to trade development, and enhancing cooperation among stakeholders (government, private sector, donors). Table 2 summarises the country's experiences with the process.

37. The DTIS aims at transformation of production to attain higher value added, widened supply capacity, and mobilise resources towards those ends. Three agro-industrial products have been chosen as initial examples for these efforts, with a view to replicating successes in other product groups in future phases of the DTIS.

Lessons

38. Some of the lessons from the comparisons of the two DTIS processes are the emphasis of unique characteristics of the country in identifying projects, the recognition of the holistic nature of DTIS, the integration of trade and broad national development objectives, the broad stakeholder inclusion in the process, and the need for clarity on the identification and costing of projects.

39. Overall, apart from common issues, the two countries reveal also some distinct differences with regard to the implementation of the DTIS as demonstrated in Table 1.

Table 1: Experiences with the DTIS process and overview of the EIF programme

Issue	Cambodia	Rwanda
(a) Initiation of the DTIS Process	<ul style="list-style-type: none"> ○ One of the pioneer countries in adopting the DTIS ○ First DTIS analysis completed in 2001/2002, as part of process to WTO accession. ○ Revised DTIS analysis done in 2006 / 7 	<ul style="list-style-type: none"> ○ One of late adopters of the DTIS ○ Launched DTIS in 2005. ○ DTIS had own internal mgt management structure.
(b) Stakeholder involvement	<ul style="list-style-type: none"> ○ Inter-ministerial collaboration ○ Involvement of private sector ○ Involvement of civil society ○ Involvement of donors (bilateral, multilateral) 	<ul style="list-style-type: none"> ○ Inter-ministerial collaboration. ○ Involvement of private sector. ○ Involvement of donors (bilateral, multilateral).
(c) Challenges	<ul style="list-style-type: none"> ○ Challenges in the implementation of the first DTIS due to: <ul style="list-style-type: none"> ✓ Difficulties to access funds in the IF Trust Fund (IFTF) ✓ Lack of diversification of funding beyond IFTF ✓ Limited relevance of some of the prioritized projects for trade development ○ Revised DTIS in view of the challenges 	<ul style="list-style-type: none"> ○ Aligning own management structure with the standardized WTO management structure? ○ Small budgets, which might not be commensurate with the country's development needs / difficulties to access funds in the IF Trust Fund (IFTF)
(d) Achievements	<ul style="list-style-type: none"> ○ Contribution to poverty reduction through: <ul style="list-style-type: none"> ✓ Selection of sector, which engendered high growth, employment, and poverty alleviation. ✓ Increase in production. ✓ Increase in employment ○ Creation of Multi-Donor Trust worth € 7.5 million(targeting funds outside EIF), based on Trade SWAp. ○ Substantial support by development partners. ○ Creation of trade information website. 	<ul style="list-style-type: none"> ○ Relevant policy frameworks in place: <ul style="list-style-type: none"> ✓ Review of business-related laws ✓ National co-operatives policy and cooperatives law ○ Donor support: <ul style="list-style-type: none"> ✓ Rwanda Revenue Authority's tax collection programme empowered ✓ Implementation of ASYCUDA ○ Development of specific projects: <ul style="list-style-type: none"> ✓ Cassava. ✓ Dairy and dairy products. ✓ Meat and hides and skins.

Source: (1) EIF pilot programme for Cambodia, (2) EIF pilot programme for Rwanda.

F. THE SIX THEMATIC PAPERS ON EIF PILOT PROGRAMMES

40. For the six other pilot countries (i.e., Benin, Lao PDR, Lesotho, Mozambique, Senegal and Yemen), the presentations had also a DTIS component and an IF component, but the presentations did not discuss the DTIS process at the same level of detail as in the case of Cambodia and Rwanda.

Benin

41. Benin's Poverty Reduction Strategy Paper (PRSP) was completed in December 2002. Through its validation, issues pertinent to supply capacity development were raised. After the 2003 IF evaluation, the country was among the first ones, where IF work was undertaken. A preliminary mission took place in January 2004, and was followed by the main mission that took place from April to May 2004.

42. Based on the results of the main mission, the DTIS was prepared and discussed during the National Validation Workshop in October 2005. The major areas covered include: increased trade facilities, enhancement of support institution for trade, improvement of legal framework to increase investment, reform of cotton sector, and identification of priority sectors. Table 2 depicts the country's experience with regard to selected aspects of the process. The DTIS was approved by the government in 2006.

43. In terms of financial support, the country receives support from International the Monetary Fund (IMF) and World Bank (WB). One IF Window II project has been launched, of 1 million US\$: TRTA. The Millennium Challenge Cooperation has agreed to finance some of the other priority actions identified in the DTIS Action Matrix. Preparation is under way for a future Tier 2 project under the Enhanced IF with a regional scope, on hides and skins export development, and on mango fruit fly eradication.

44. The trade-priority actions identified in Benin's DTIS also benefit from participation in a number of regional-level projects of the Economic Community for West African States (ECOWAS).

Lao PDR

45. Lao PDR is also a relative later comer into the IF initiative, having been admitted to the programme in 2004. The DTIS was conducted in 2005 and validated in 2006. Implementing the IF, the country's Ministry of Commerce and Industry is involved in setting-up a comprehensive plan for funding.

46. In order to simplify governance, a national Integrated Framework Governance Structure (NIFGS) was established, as co-ordinated mechanism for support delivery. The NIFGS is consistent with the IF governance structure, and the Paris Declaration on Aid Effectiveness.

47. Under the IF, a trade development facility has been established (see Table 2) to:

- (a) Provide technical assistance to **government** agencies.
- (b) Strengthen the capacities of **institutions**.
- (c) Build **human resources** capability of the country.
- (d) Support interagency sector-wide coordination.

48. Project implementation partners will be required to present proposals, which will be evaluated on competitive bid-bases, in instances where more than one partners are proposed for the implementation of a particular project.

Table 2: *Summary of country experiences with the DTIS Process and Overview of the Implementation of the IF*

Issue	Benin	Lao PDR	Lesotho
(a) Initiation of the DTIS Process	<ul style="list-style-type: none"> ○ Launched DTIS process in 2003 ○ DTIS valuation conducted in DTIS ○ DTIS approved by government in 2006 	<ul style="list-style-type: none"> ○ Admitted to IF in 2004. ○ Conducted DTIS in 2005. ○ Validated DTIS in 2006. 	<ul style="list-style-type: none"> ○ Launched in 2003
(b) Stakeholder involvement	<ul style="list-style-type: none"> ○ State. ○ Private sector. ○ Donors. 	<ul style="list-style-type: none"> ○ State. ○ Private sector. ○ Donors. 	<ul style="list-style-type: none"> ○ Government ○ Private sector ○ Donors
(c) Challenges	<ul style="list-style-type: none"> ○ Activity gaps* ○ Funding IF activities / realizing activities 	<ul style="list-style-type: none"> ○ Activity gaps* ○ Funding IF activities 	<ul style="list-style-type: none"> ○ The NIU is currently thin. ○ Activity gaps*
(d) Achievements	<ul style="list-style-type: none"> ○ Donor support of matrix activities: <ul style="list-style-type: none"> ✓ IMF ✓ WB ✓ Millennium Challenge Corporation (USA) ○ Participation in regional (ECOWAS) projects 	<ul style="list-style-type: none"> ○ Existence of framework for co-ordination and delivery of trade development support ○ Access to US\$ 1million to kick-start the implementation of projects (at stage 3) ○ Launching of US \$ 6.8 million Multi-donor Trust Fund, as a trade development facility 	<ul style="list-style-type: none"> ○ Improved investment climate ○ Specific projects: <ul style="list-style-type: none"> ✓ Private sector competitiveness programme ✓ Priority support programme ✓ Agro-industry development programme (mushrooms, peaches) ○ Financing (DFID, etc.)
(e) Possible areas of support	<ul style="list-style-type: none"> ○ Public management: <ul style="list-style-type: none"> ✓ Port organization, procedures and infrastructure; customs administration; legal and tax reforms; public utilities. ○ Trade development: <ul style="list-style-type: none"> ✓ Trade support institutions; export promotion. ○ Sectoral focus: <ul style="list-style-type: none"> ✓ Cotton sector ✓ Non-traditional exports 	<ul style="list-style-type: none"> ○ Technology development / upgrading ○ Hard and soft infrastructure (e.g., for SQTM) 	<ul style="list-style-type: none"> ○ Development of value adding technology ○ Hard and soft infrastructure on SQTM ○ DTIS revision / updating

Source: IF programmes of the relevant countries.

○ Notes: Diagnostic Trade Integrated Study (DTIS) Integrated Framework(IF) National Implementation Unit (NIU) Standards, Quality, Transport and Metrology (SQTM) World Trade Organization (WTO), * Though the identified actions are relevant, they are not exhaustive.

Table 2: Summary of country experiences with the DTIS Process and Overview of the Implementation of the IF (concluded)

Issue	Mozambique	Senegal	Yemen
(f) Initiation of the DTIS Process	<ul style="list-style-type: none"> ○ Conducted and validated DTIS in 2004 	<ul style="list-style-type: none"> ○ Adopted, conducted and validated in 2003 	<ul style="list-style-type: none"> ○ Early adopter of the DTIS: <ul style="list-style-type: none"> ✓ Admitted to the IF in 2001. ✓ Conducted DTIS in 2001 and completed in 2002. ✓ Validated DTIS in 2002. ○ The validation took place in 2002.
(g) Stakeholder involvement	<ul style="list-style-type: none"> ○ State ○ Private sector ○ Civil society ○ Donors 	<ul style="list-style-type: none"> ○ State ○ Private sector ○ Civil society ○ Donors 	<ul style="list-style-type: none"> ○ Government ○ Private sector ○ Civil society ○ Donors
(h) Challenges	<ul style="list-style-type: none"> ○ Funding ○ Implementation capacity. 	<ul style="list-style-type: none"> ○ Funding ○ Identifying viable projects. 	<ul style="list-style-type: none"> ○ Coordination with stakeholders. ○ Funding ○ Capacity to implement projects.
(i) Achievements	<ul style="list-style-type: none"> ○ Structured approach towards trade development ○ Donor support of matrix activities: <ul style="list-style-type: none"> ✓ DFID ✓ EU ✓ UNIDO 	<ul style="list-style-type: none"> ○ Four projects were funded in realized under Window II: <ul style="list-style-type: none"> ✓ Tourism ✓ Handcrafts ✓ Ministry of Commerce ✓ Fisheries 	<ul style="list-style-type: none"> ○ Improved awareness of the importance of trade for development. ○ Improved of performance in (very few) areas in which intervention have taken place (e.g., fisheries, vegetables) ○ Accession to WTO ○ Legislative reforms
(j) Possible areas of support	<ul style="list-style-type: none"> ○ Focal sectors: <ul style="list-style-type: none"> ✓ Agriculture ✓ Fisheries ✓ Manufacturing ✓ Tourism ○ Coordination across activities 	<ul style="list-style-type: none"> ○ Devise projects to build supply capacity ○ Resource mobilization. 	<ul style="list-style-type: none"> ○ Capacity building at all levels. ○ Sectoral support: <ul style="list-style-type: none"> ✓ Manufacturing ✓ Agriculture ✓ Fisheries ✓ Tourism
<p>Source: IF programmes of the relevant countries.</p> <p>Notes: Diagnostic Trade Integrated Study (DTIS) Integrated Framework (IF) National Implementation Unit (NIU) Standards, Quality, Transport and Metrology (SQTM) World Trade Organization (WTO)</p>			

Lesotho

49. Lesotho is a relatively early adopter of the DTIS, and launched the process in 2003 (see Table 2). Inter alia, the analysis:

- (a) Facilitated the identification of priority sectors, which include agriculture, infrastructure, health and education, environment, services.
- (b) Identified specific areas of intervention measures, which centre on capacity building (for both government institutions and private sector) to support agricultural-related manufacturing. The concrete activities include conformity assessment infrastructure (including legal framework, equipment, and quality management systems), policy formulation, and information management (including trade statistics).

50. The presentation acknowledges the existence of activity gaps, particularly in connection with supply capacity building.

Mozambique

51. There are strong associations between Mozambique's PRSP and DTIS:

- (a) Its PRSP is based on three pillars, i.e., governance, human capital and economic development.
- (b) The country conducted and validated its DTIS in 2004. The governance structure, which is in place, conforms to the EIF governance framework.

52. The main salencies of the country's DTIS:

- (a) Emphasis of trade as engine for growth and poverty reduction.
- (b) MA and facilitating the country's exports to the global economy.
- (c) Promotion of regional integration.

53. Also, the DTIS broadly identifies agriculture, manufacturing, and services, as priority sectors.

Senegal

54. Senegal was admitted to the IF in 2003, and conducted and validated its DTIS in the same year (see Table 2). Some of the direct benefits include:

- (a) Formation of an inter-institutional national committee of international trade negotiations in 2008, in which all stakeholder groups (government, private sector and civil society) are represented.
- (b) Implementation of four bridge projects, which were funded in realized under Window II of the IF Trust Fund (tourism, handicrafts, Ministry of Commerce, fisheries).

55. The country is looking forward towards revising/updating the DTIS action matrix, in order to take into account the accelerated growth strategy. It is currently preparing the setting up of national implementation arrangements as foreseen in the Enhanced IF by nominating members of the steering committee, Executive Director and members of the national implementation unit.

Yemen

56. Yemen was admitted to the IF in 2001 (see Table 2). The country's DTIS was conducted in 2001 and completed in 2002. The validation took place in 2002.

57. In order to simplify governance, a national steering committee was formed.

58. The action matrix included macro-economic policy (e.g., review of tax system, government revenue management, reform of financial institutions, title and property rights), and legislative reforms (in view of efforts to accede to the WTO), build environment for doing business, regional integration.

59. Possible area of support by UNIDO include:

- (a) Manufacturing sector development.
- (b) SQTM in agricultural and manufacturing sectors.
- (c) Capacity building for all stakeholder groups (government, private sector, and civil society). and at all levels.
- (d) Targeted sectoral support for manufacturing, agriculture, fisheries, and tourism.

Summary of lessons

60. The lessons from the overview of the IF pilot programmes of these countries, which are summarised in Table 3 reveal similarities in a number of issues. As in the case of Cambodia and Rwanda, they underscore:

- (c) Emphasis of unique characteristics of the country in identifying projects.
- (d) Holistic nature of DTIS.
- (e) Integration of trade and broad national development objectives.
- (f) Broad stakeholder inclusion.
- (g) Clear identification and costing of projects.
- (h) Common challenges, which include:
 - o Gaps in the regime of identified projects / activities.
 - o Challenges in mobilising resources to finance the projects / activities.

61. There is need to finance projects at levels commensurate with the development needs of the countries being supported. Therefore, it would be advisable for reasons of identifying funding, while using the diagnostics carried out under the (E)IF process and using the national implementation arrangements set up under the (E)IF, to work beyond the Integrated Framework Trust Fund (IFTF), and attempt to secure additional resources within the broader AfT spectrum.

D. UNIDO'S SUMMARY OF THE EIGHT EIF PILOT PROGRAMMES

62. The foci of the country DTIS action matrices are legal and environmental issues. Specifically, there are conspicuous gaps with regard to actions aimed to build industrial development capacities, which fall under UNIDO's mandate and competence.

63. Subsequently, UNIDO's programme proposal embraces: supply side assessment (including conformity assessment) on the basis of which comprehensive tailor-made support to pilot countries is designed depending on country-specific salencies. The key benchmarks for UNIDO's support are multi-sectoralism, multi-dimensionalism, and inter agency actions in partnership with FAO, ITC, and UNCTAD.

E. INTERVENTIONS

64. The workshop benefited also from interventions by the United Nations Conference on Trade and Development (UNCTAD), International Trade Centre (ITC), Agency for International Trade Information Cooperation (AITIC), and the IF Secretariat.

United Nations Conference on Trade and Development

65. UNCTAD's AfT initiative is part of its development support strategy. Its key elements include building human, institutional, regulatory, and trade infrastructure. The ultimate aim is to build productive competitiveness. It includes soft aspects of trade infrastructure, as well as hard aspects of trade infrastructure. Moreover, TRTA calls for close cooperation amongst the actors, in order to achieve maximum effects of interventions.

66. Best results of the delivery of AfT projects can best be realised under both:

- (a) Interagency cooperation, which utilises synergies and complementarities.
- (b) Private Public Partnership (PPP).

67. UNIDO and UNCTAD are natural partners, and can utilise their complementarities in many areas of support to developing countries, using the AfT and EIF initiatives.

68. The EIF is one of the operational mechanisms of AfT delivering TRTA and is limited to the LDCs. Both AfT and EIF are conceived to be demand-driven.

IF Secretariat

69. The Enhanced IF (EIF) builds on the existing IF programmes and structures in the LDCs. Operational launch of the EIF is imminent and the (IF) Trust Fund Manager (TFM), the United Nations Office for Project Services (UNOPS), is expected to become operational in October/November 2008. The EIF is based on, in particular, two principles: country ownership and a partnership-approach:

- (a) The Governments of each of EIF countries lead the analytical and trade mainstreaming work, prioritize and sequence activities for implementation, and select partners for the programme and project execution.
- (b) The EIF is a partnership between the LDCs, over 20 Donors (most of which have pledged funding to the EIF Trust Fund/EIFTF and/or support the IF/EIF implementation in-country), the EIF Core Agencies (IMF, ITC, UNCTAD, UNDP, the World Bank and the WTO) and other valued partners (such as UNIDO, FAO, the STDF, etc.).

70. The IF enhancement aims at providing the programme with (i) increased, additional and predictable financial resources; (ii) improved in-country capacity to manage the EIF for optimal benefits; and (iii) a streamlined global level management.

71. As for the funding, the EIFTF Tier 1 provides resources to strengthen the country's National Implementation Arrangements (maximum USD 300,000 a year for five years) and to up-date the Diagnostic Trade Integration Study/DTIS (maximum USD 100,000 x 2 over five years). The EIFTF Tier 2 provides funding to implement priority activities proposed by the DTIS Action Matrix. While no cap or a threshold for this funding has been set and funding per country will be decided by the IF Board using a selected criteria, each country is expected, on average, to be able to draw some USD four million in resources against Tier 2 project proposals. In addition, the EIF countries should continue efforts to mobilise resources from other sources so as to be able to address bulk of the Action Matrix activities.

72. As for the improved in-country capacity to lead, manage and monitor the EIF, the programme acknowledges the need to provide the EIF Focal Point with adequate human resources to take the programme forward. The EIFTF Tier 1 funding intended to strengthen the country's National Implementation Arrangements is provided for this purpose. The EIF Donor Facilitator, assigned for each country, will support the Focal Point in the EIF implementation in general and resource mobilization in particular.

73. As for the streamlined global level management, the EIF Board is already in place and the Executive Secretariat, kernel of which is already in place in the form of the current Secretariat, will become operational once the newly selected EIF Executive Director, Ms Dorothy Tembo, will take the office in October. The EIF TFM, UNOPS, is expected to be mandated and funded to start the Enhanced Integrated Framework Trust Fund (EIFTF) operations in October/November.

International Trade Centre

74. ITC's attention at the present stage of transition from IF to EIF is ensuring an enhanced LDC ownership of all the stages of the EIF process.

75. ITC stressed that LDCs should take advantages of the EIF to build supply capacity in a sequential manner as follows:

- (a) Identifying supply constraints in the DTIS.
- (b) Formulation of multi-partners TA programmes addressing such constraints under the LDC leadership.
- (c) Implementation of co-ordinated Trade-Related Technical Assistance (TRTA) interventions fully owned by the EIF national implementation agencies.

Agency for International Trade Information Cooperation

76. AITIC is one of the institutions, which has signed a relationship agreement with UNIDO, aimed at institutionalising cooperation between the two institutions. In its intervention, it underscored the need for a sound industrial basis, as an important instrument for achieving trade development goals, and appreciated the UNIDO concept paper as providing a viable basis for deliberating on the industrial agenda for LDCs.

77. Concretely, the paper by AITIC explicated the role of the policy regulations and capacity building actions contained in DTIS in promoting the industrial agenda for LDCs. Reminding about the link between policy regulations and capacity building in developing countries, AITIC's intervention reiterated the recommendations by the AfT Task Force in terms of supporting this group of countries to:

- (a) Effectively participate in the multilateral trade negotiations.
- (b) Analyse and implement WTO agreements.

- (c) Mainstream trade policy into national development plans.
- (d) Comply with technical standards.
- (e) Develop the necessary trade facilitation capacities.

78. In recognition of the inter-actor complementarities and synergies, AITIC, in close collaboration with other actors contributes also towards mitigating the supply side constraints, which limit the export capacities of LDCs through:

- (a) Training on specific trade-related issues, including TBT and SPS, customs procedures, WTO accession issues, etc. More recently, such services have been provided to Cambodia, Lao PDR, and The Gambia.
- (b) Provision of background information and studies on key trade issues. In this context, in order to support the Doha negotiations process, AITIC has provided background materials on such a wide range of issues as, agriculture, NAMA, rules, services, AfT, etc. It is also a publisher of the *Glossary of Commonly Used International Trade Terminology with Particular Reference to the WTO*.

IV. ISSUES ARISING FROM THE DELIBERATIONS AND RESPONSES PROPOSED

A. ISSUES

79. Through the deliberations, which followed the presentations, several issues were raised, which identified and gave useful insights about cross-cutting (cross country) issues and requirements for effective implementation of AfT and EIF; country-specific issues and requirements for effective implementation of AfT and EIF, considering the unique salencies of each LDC:

80. The key cross-cutting issues raised by the delegates, in respect to which UNIDO can play a role by the delegates include:

- (a) Concerns about limited resources in the Trust Fund of the EIF.
- (b) The need to support the incorporation of SMEs, including smallholder agricultural producers, into competitive production structure through specific mechanisms.
- (c) The need to strategically link/synchronise the supply-side support measures (e.g., those proposed by UNIDO) with demand-side measures (e.g., preferential MA offers).

81. Other relevant issues raised by the delegates, which fall under the areas of competence of other development partners include:

- (a) The need to use land reforms as a way for boosting sustainable productivity and efficiency of the economic production systems of LDCs.
- (b) The need for development of infrastructure required to support the productive capacity, such as transportation, telecommunication, storage facilities (e.g., cold chain systems), etc.
- (c) The need to develop linkages with major sources of financing, including investment promotion mechanisms.

B. RESPONSES

82. Also, the deliberations identified and gave useful insights about cross-cutting and country-specific responses for addressing trade capacity needs of LDCs. These are summarised in Tables 4 and 5.

Table 4: Cross-cutting responses for addressing the trade capacity needs of the pilot LDCs

Main Area of Support	Required Cross-Cutting Responses
Products	<ul style="list-style-type: none"> ○ Agro-industrial products, such as dairy products, meat, hides and skins, textiles, sugar, etc.
Sectors	<ul style="list-style-type: none"> ○ Agricultural processing sub-sector (e.g., dairy, food, meat, textile, leather, fruits, vegetables, sugar, fisheries)
Institutions	<ul style="list-style-type: none"> ○ Building industrial policy management capacities (industrial policy formulation, country industrial assessments, techno-economic assessments, etc.) of pertinent Ministries: <ul style="list-style-type: none"> ✓ Ministries responsible for Industry, Trade and Commerce. ✓ Ministries responsible for economic management/planning. ✓ Ministries responsible for Agriculture/Health. ○ Building the capacities to manage compliance/conformity with standards (both at national and regional levels) <ul style="list-style-type: none"> ✓ Building a knowledge base on standards at all levels (awareness campaigns, education/training programmes). ✓ Strengthening national food control systems. ✓ Addressing "structural" SPS impediments, notably in the public animal and plant health areas. ✓ Ascertaining the existence of appropriate legal systems and institutional frameworks (including the creation of coordination mechanisms). ✓ Developing laboratory infrastructure/diagnostic capacity ✓ Supporting the establishment/enhancement of national/regional bureaus of standards. ✓ Developing capacity for "standards diplomacy", e.g. effective participation in international standard-setting bodies and setting up functioning notification authorities and enquiry points, etc.
Enterprises:	<p><u>Enterprises:</u></p> <ul style="list-style-type: none"> ○ Building capacities (internal, intra-industry linkages, inter-industry linkages) of high potential/strategic enterprises <ul style="list-style-type: none"> ✓ Manufacturing enterprises ✓ Exporting enterprises
<p>Sources: (1) EIF pilot studies, (2) STDF Concept Paper, (3) UNIDO summary of IF studies, (4) UNIDO supply side paper, workshop deliberations</p>	

Table 5: *Required country-specific responses for addressing the trade capacity needs of the pilot LDCs*

Country	Country-specific responses with regard\to main areas of support			
	Products	Sector	Institutions	Enterprises
Benin	Fisheries, horticulture, cotton/textiles, construction materials	Agriculture; housing, construction and building materials	-	-
Cambodia	Foodstuff, garment, footwear, rubber, fish and fish products	Agriculture, agro-processing, fisheries	-	-
Lao PDR	Garment, woodwork, agro-products, handicrafts	Agriculture, Agro-processing, handicrafts	-	-
Lesotho	Garments, beverages, horticulture	Agriculture, agro-processing	-	-
Mozambique	Sugar cane, tobacco, fish processing, horticultural products	Agriculture, agro-processing	-	-
Senegal	Fisheries, horticulture, cotton, textiles	Agriculture, Agro-processing	-	-
Rwanda	Meat, hides and skins, milk and milk products, horticultural products	Agriculture, food processing, leather and leather products	-	-
Yemen	Agricultural products, artisanal crafts, manufactured mineral products, fish and fish products	Agro-processing, mining, mineral processing	-	-

Sources: (1) IF pilot studies, (2) STDF Concept Paper, (3) UNIDO summary of IF studies, (4) UNIDO supply side paper, workshop deliberations.

Notes: - ... no measures proposed.

V. RECOMMENDATIONS AND THE WAY FORWARD

83. The draft recommendations prepared by the Rapporteurs in collaboration with the Workshop Secretariat were circulated to the delegates before the closing session.

84. The Chair read out the Recommendations and the Way Forward, paragraph by paragraph, and obtained comments from the floor. The consensus on the key issues is presented in paragraphs 88 to 111.

A. ESSENCE OF DEVELOPING EXPORT-RELATED SUPPLY CAPACITY

85. The MDGs, as well as other internationally agreed development goals, can most effectively be achieved in the LDCs through a process that also emphasizes the growth of industrial investments, production and trade; and systematic diversification towards industrial exports. All countries, the UN system, the Bretton Woods institutions and other development partner institutions should make concerted efforts and adopt speedy measures to meet, fully and in a timely manner, the goals and targets of the MDGs, BpoA, WTO Trade Ministers Declarations, and the World Summit.

86. The beneficial and meaningful integration of the LDCs into the multilateral trading system is an important objective of the joint efforts undertaken within the framework of the Multilateral Trading System (MTS). In this context, it is important to use targeted technical assistance to build the capacity of LDCs and strategically position them in the global value chains, apart from other contributions in services.

87. AfT presents an excellent opportunity to the LDCs to develop their trade-related productive capacity. Working with their development partners and relevant multilateral organizations, LDCs should take the lead in developing programmes and projects that they feel will be beneficial for them. Besides, AfT implementation has to be driven at the national and regional levels with the participation of regional banks, regional economic commissions and international agencies.

88. The Integrated Framework (IF) was created to better enable the LDCs to integrate into the global economy by mainstreaming trade into their national development strategies and assisting in the coordinated delivery of TRTA. The IF is now being enhanced and the Enhanced Integrated Framework (EIF) provides for strengthened national implementation arrangements, enhanced funding opportunities and its own Secretariat, administratively housed in the WTO. It would be useful to utilize the opportunities that the EIF provides. UNIDO should be associated with efforts to realize those opportunities, where appropriate and upon request by the beneficiaries, in the implementation of supply-side projects.

89. The LDCs have the primary responsibility for their own development; however, the various development partners can play a vital role by providing them with adequate support in terms of resources and technical assistance to help them to create, enhance and sustain competitive productive capacities. The current workshop is an activity following up on the LDCs Ministerial Conference held in Vienna in November 2007 titled “How can Aid for Trade Transform LDCs?”, which made the following recommendations:

- (a) “In order to enable the least developed countries to benefit from the opportunities of the multilateral trading system, their manufacturing supply-side needs must be addressed. This requires the enhancement of their productive capacity.”
- (b) “We call upon UNIDO to play a pioneering role in developing industrial productive capacity in those countries in a manner that ensures that products conform to acceptable international standards.”

90. In order to enable the LDCs to benefit from the opportunities of the MTS, their supply-side capacity must be developed in a manner, which will strategically place them in the global value chain. Thus UNIDO, with its partnership organisations (UNCTAD, ITC, FAO and others) should play a lead role in:

- (a) Developing industrial productive capacity of LDCs to enable them to diversify production

within the framework of unbundling of production into specific tasks, add value, diversify production and export portfolios, attain higher production efficiency, develop sound domestic entrepreneurial bases, comply with process and product standards, and improve technological development capacities to continuously increase efficiency and productive, and therefore competitiveness at the enterprise level.

- (b) Promote mutually beneficial South-South cooperation in areas within its mandate, in view of the increasing importance of the South as a destination for the exports of LDCs.

91. Trade-related productive capacity building for LDCs should be undertaken through the formulation and implementation of trade-related supply-side programmes. The programmes in question should encompass measures to provide product-specific, sector-specific, institution-specific, and enterprise-specific support, as required.

92. Competitive trade relationship naturally requires greater networking among the private sectors of the trading countries. The delegates indicated that LDCs needed more market information on a real-time basis. Networks that provide information about requirements related to access to markets should be promoted. This is an area where ITC may play lead roles, and could render useful complementary services to efforts undertaken by UNIDO and UNCTAD.

93. LDCs are constrained by access to technology and investment that impede their efforts in building supply capacity. Capacity building in these areas is vital and in particular UNCTAD and UNIDO can make useful contributions in these areas.

94. Standards and technical regulations create additional market access barriers. The WTO TBT/SPS Agreements set out the basic rules for technical regulations and food safety, animal and plant health standards, respectively. However, LDCs often lack the capacity and infrastructure to comply with and implement the provisions of the Agreements.

95. The STDF is particularly beneficial in addressing SPS needs and constraints and the STDF presentation at the workshop highlighted the key capacity gaps in the eight LDCs concerned. The deliberations reinforced the sentiment that it is necessary to set up a comprehensive and concerted technical cooperation programme in each country to develop and strengthen capacity in the standards area with a view to increase international market access, raise production levels and improve the domestic safety situation..

B. RESOURCES FOR DEVELOPING EXPORT-RELATED SUPPLY CAPACITY

96. AfT presents a viable opportunity to the LDCs to develop their trade-related productive capacity. LDCs should take the lead in developing programmes and projects, making use of existing technical cooperation delivery mechanisms particularly the EIF, and work with development partners in the framework of North-South and South-South cooperation, to realise national development goals.

97. However, the development of supply capacity requires a critical, predictable and sustained flow of funds. The international organisations should cooperate in establishing the linkages with the main sources of funds.

C. LESSONS FROM COUNTRY EXPERIENCES IN IF IMPLEMENTATION

98. There are useful country experiences for others to follow. For example:

- (a) Cambodia has established the Trade SWAp programme, widening the initial DTIS focus and creating a Multi-Donor Trust Fund to support the DTIS implementation. The initial SWAp funding of around €7.5 million is substantial. This approach also created a donor partnership in addition to future EITF funding. As such, it presents a more effective model for supply capacity building, as it addresses wider supply side issues.

- (b) Lao PDR has also established an innovative and widely targeted financing facility through the NIFGS, whose initial funding of US\$ 6.8 million is also quite substantial.

99. Export diversification is vital for LDCs. However, in supporting export diversification, UNIDO should pay greater attention to country specificity. The delegates underscored their consciousness about the possibility of differences, sometimes very significant, among the sets of constraints and opportunities with respect to export diversification of different countries. A “one-size-fits-all” approach should therefore definitely be avoided

D. AREAS OF SUPPORT MEASURES

100. Further analysis in services sectors would be valuable since many LDCs see such sectors (e.g., tourism, IT-enabled services and health-related services) as the future direction of their sectoral diversification.

E. STAKEHOLDER COOPERATION FOR SUPPORT EFFECTIVENESS

101. The Trade and Productivity Capacity Cluster offers an opportunity to provide an integrated approach combining inputs from UNCTAD, ITC, FAO, and UNIDO in building trade capacity. These Clusters can lead to policy coherence, interagency cooperation and integrated activities within UN System, support to EIF and AFT, etc.

102. The delegates emphasized that the private sector should be supported in creating export-oriented manufacturing opportunities. It is important that there be an on-going exchange among stakeholders to identify opportunities and define export strategies.

103. In order to realize the goals stipulated herein, it is necessary to design and implement specific programmes and projects in the four broad appropriate areas of intervention, i.e., products, sectors, institutions, and enterprises.

F. COMPLIMENTARY DEMAND SIDE SUPPORT MEASURES

104. Eliminating of barriers to the import of goods from the LDCs is vital. While many countries have indeed taken initiatives, much more needs to be done. The recent dynamic growth of LDC exports to the developing countries (about 40% of their exports go to other developing countries) seems to have defied high tariff barriers. Additional efforts should be made to improve MA for LDC products in both developed and in developing countries.

105. Fixed costs with regard to trade-related infrastructure can be difficult to surmount and in general, the existence of fixed export transaction costs is a potential impediment to trade despite good MA conditions. Trade facilitation interventions such as building infrastructure (roads, ports) and simplifying customs procedures are necessary to reduce such (fixed) costs. This can be achieved through, for instance, regional cooperation in trade facilitation. Also, increased trade among neighbours reduce export transaction costs, particularly those associated with transport.

G. WAY FORWARD

106. In view of the issues raised during the workshop, it was agreed that consultations should be continued to take the eight country proposals forward so that they could provide a set of practical recommendations for participants in the Seam Reap Ministerial Conference, with a view to expanding country coverage.

107. With respect to the eight drafts that were circulated prior to the Kigali Workshop, UNIDO jointly with the EIF national implementation arrangements (and the EIF Secretariat), shall finalise the draft of the

eight country programmes, incorporating the country inputs as well as contributions from UNCTAD, ITC, WTO, STDF and FAO. Emphasis will be placed upon customizing the broad intervention framework to the specific needs and features of each selected country.

108. The eight pilot countries shall at the earliest and preferably by the end of October, provide their inputs as well as an indication of their continued interest in participating in the process. Based on the priorities identified by each country, UNIDO, UNCTAD, WTO, FAO, STDF and ITC will collaborate in the identification of a fund mobilization strategy and initiate a preliminary dialogue with Donor Agencies.

109. Once the pilot programmes are finalized, each country is expected to forward requests for assistance to the relevant technical agencies and to the sources of funding identified to support the programmes and projects in the country in question.

110. The Seam Reap Ministerial Conference shall provide an opportunity for the suitably revised country proposals to be presented to a wider audience of LDCs as a practical and operational way forward towards tackling the supply-side gaps that were acknowledged to prevent their fullest participation in the global markets and, through that, to play a key role in achieving sustainable poverty reduction.

111. We thank UNIDO and WTO for jointly organising this important workshop, and valued contributions in particular from ITC, UNCTAD, STDF and AITIC. The country presentations enriched our understanding of supply side requirements.

112. We thank the Government and people of Rwanda for hosting the event and for the facilities provided for the conduct of the workshop. We are particularly thankful to the Honourable Mme. Monique Nsanzabaganwa, Minister of Trade and Industry, for her presence at the workshop, despite her busy schedule.

VI. PARTICIPATION AT THE WORKSHOP

113. Apart from delegates from the co-organisers of the Kigali Workshop (i.e., UNIDO and WTO), the participants at the event included:

- (a) Representatives of selected LDCs – Cambodia, Lao PDR, Lesotho, Rwanda, Senegal, Yemen. A representative from Uganda participated as Observer.
- (b) Representatives of United Nations (UN) and its specialized agencies: International Trade Centre (ITC), International Labour Organization (ILO), United Nations Development Programme (UNDP), and United Nations Conference on Trade and Development (UNCTAD), International Fund for Agricultural Development (FAO), World Food Programme (WFP), UN HABITAT.
- (c) Representatives of selected development partners:
 - o Donors: European Commission (EC), UK Department for International Development (DFID), and Swiss State Secretariat for Economic Affairs (SECO), USAID.
- (d) Representatives of multilateral organizations: Agency for International Trade Information Cooperation (AITIC).

114. Annex C presents the complete list of participants and their respective affiliations.

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AGENDA**KIGALI WORKSHOP ON “AID FOR TRADE: AN INDUSTRIAL AGENDA FOR LDCs”
8-9 SEPTEMBER, 2008****Monday 8 September 2008***Opening session: Master of Ceremony (Representative of the Government of Rwanda)*

Programme	Time	
Registration	8.00-9.00	All
Opening Ceremony	9.00-10.30	Nomination of the Master of Ceremony Remarks: Outgoing LDC Chair/Geneva (Lesotho: H.E. Ambassador Mothae Anthony Maruping) Statement: WTO (Mr. Melvin Spreij, Economic Affairs Officer, on behalf of Mr. Joshua Setipa, Counselor, ODG) Statement: UNIDO (Mr. Yoshiteru Uramoto, DDG) Keynote Speech: Government of Rwanda (Minister of Trade and Industry: Hon. Mme. Monique Nsanzabaganwa)
Coffee/Tea Break	10.30-11.00	

Morning session (Chair: Hon. Mme. Monique Nsanzabaganwa, Minister Trade and Industry, Rwanda)

Programme	Time	
Bureau of the Workshop	11.00 – 11.05	Nomination of the Rapporteur and Friends of Rapporteur
Concept Paper	11.05 – 11.30	Aid for Trade: An Industrial Agenda for LDCs Presenter: UNIDO (Mr. S.A. Hasnain)
	11.30 – 11.45	Discussions of the presentation
Issue paper	11.45 – 12.10	Overview of SPS Needs and Assistance in Eight Least Developed Countries (Benin, Cambodia, Lao PDR, Lesotho, Mozambique, Rwanda, Senegal and Yemen); Background paper by the Standards and Trade Development Facility (STDF) of the World Trade Organization Presenter: WTO (Mr. M. Spreij)
	12.10 – 12.30	Discussions of the presentation
Lunch	12.30-14.00	

Afternoon session (*Chair: H.E. Ambassador Mothae Anthony Maruping, Permanent Representative of the Kingdom of Lesotho, Geneva*)

Programme	Time	
Issue paper	14.00-14.25	UNIDO's supply-side approach Presenter: UNIDO (Mr. S. Miranda da Cruz)
	14.25-14.40	Discussions
Overview of country experience with DTIS and EIF Pilot Studies	14.40 – 15.10	Cambodia's experience with DTIS and EIF pilot programme Presenter: H.E. Mr. Pan Sorasak
	15.10-15.30	Discussions
	15.30-16.00	Rwanda's experience with DTIS and EIF pilot programme Presenter: Mr. P. Hakizabera
	16.00-16.20	Discussions
Overview of findings from EIF pilot programmes	16.20-16.40	Overview of Benin's EIF pilot programme Presenter: UNIDO (Mr. M. Dhaoui)
	16.40-17.00	Discussion
	17.00-17.20	Overview of Lao PDR's EIF pilot programme Presenter: Mr. S. Vorachith
	17.20-17.40	Discussion
Cocktail	18.45-20.00	

Tuesday 9 September 2008

Morning session: (*Chair: H.E. Mr. Pan Sorasak, Secretary of State of the Ministry of Commerce, Cambodia*)

Programme	Time	
Overview of findings from EIF pilot programmes	9.00-9.20	Overview of Lesotho's EIF pilot programme Presenter: Ms. K. Tsumane
	9.20-9.40	Discussions
	9.40-10.20	Overview of Mozambique's EIF pilot programme Presenter: UNIDO (Mr. Clara)
	10.20-10.40	Discussions
Coffee/Tea Break	10.40-11.10	
Overview of findings from EIF pilot programmes	11.10-11.30	Overview of Senegal's EIF pilot programme Presenter: Mr. C. Seck
	11.30-11.50	Discussions
	11.50-12.10	Overview of Yemen's EIF pilot programme Presenter: Mr. A. Alghaberi
	12.10-12.30	Discussions
	12.30-12.50	Summary of findings from EIF pilot studies Presenter: UNIDO (Mr. M. Dhaoui)
	12.50-13.10	Discussions
Lunch	13.10-14.30	

Afternoon session (**Chair:** H.E. Ambassador Mothae Anthony Maruping, Permanent Representative of the Kingdom of **Lesotho**, Geneva)

Programme	Time	
Interventions	14.30-14.50	Intervention: UNCTAD (Mr. M. Namfua)
	14.50-15.10	Intervention: ITC (Mr. F. Geoffroy)
	15.10-15.30	Intervention: AITIC (Ms. E. Durán)
Conclusions and recommendations	15.30-16.30	Report/Chair's Summary
Closing ceremony	16.30-17.00	Statement: UNIDO (Mr. Y. Uramoto)
		Statement WTO (Mr. J. Setipa)
		Closing speech: Minister of State, Ministry of Trade and Industry (Hon. Vincent Karega)

LIST OF DOCUMENTS

Document				
No.	Type	Title	Institutional Ownership	
1.	Concept Paper	Aid for Trade: An Industrial Agenda for LDCs	UNIDO	
2.	Concept Paper	Overview of SPS Needs and Assistance in Eight Least Developed Countries (Benin, Cambodia, Lao PDR, Lesotho, Mozambique, Rwanda, Senegal and Yemen)	STDF/WTO	
3.	Issue paper	UNIDO's approach to strengthening supply capacity	UNIDO	
4.	Programme proposals:	(i) Proposition du Programme pour renforcement des capacités productives et commerciales pour le Benin (ii) Programme proposal to strengthen productive and trade capacities in the Kingdom of Cambodia (iii) Programme proposal to strengthen productive and trade capacities in the Lao PDR (iv) Programme proposal to strengthen productive and trade capacities in the Lesotho (v) Programme proposal to strengthen productive and trade capacities in Mozambique (vi) Programme proposal to strengthen productive and trade capacities in Rwanda (vii) Proposition du Programme pour renforcement des capacités productives et commerciales pour le Sénégal (viii) Programme proposal to strengthen productive and trade capacities in the Yemen	Benin et ONUDI Cambodia and UNIDO Lao PDR and UNIDO Lesotho an UNIDO Mozambique and UNIDO Rwanda and UNIDO Senegal and UNIDO Yemen and UNIDO	
5.	Issue paper	Addressing supply-side needs in LDCs: Summary of UNIDO proposals for eight pilot countries	UNIDO	

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