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<th>Description</th>
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<tbody>
<tr>
<td>ABARE</td>
<td>Australian Bureau of Agricultural and Resource Economics</td>
</tr>
<tr>
<td>ACIAR</td>
<td>Australian Centre for Agricultural Research</td>
</tr>
<tr>
<td>ACP</td>
<td>African, Caribbean and Pacific countries</td>
</tr>
<tr>
<td>ACWL</td>
<td>Advisory Centre on WTO Law</td>
</tr>
<tr>
<td>ADA</td>
<td>Austrian Development Agency</td>
</tr>
<tr>
<td>ADB</td>
<td>Asian Development Bank and Austrian Development Bank</td>
</tr>
<tr>
<td>ADC</td>
<td>Austrian Development Cooperation</td>
</tr>
<tr>
<td>ADETEF</td>
<td>International Technical Assistance Agency (France)</td>
</tr>
<tr>
<td>AECID</td>
<td>Spanish Agency for International Development Cooperation</td>
</tr>
<tr>
<td>AFD</td>
<td>Agence Française de Développoment</td>
</tr>
<tr>
<td>AT</td>
<td>Aid for Trade</td>
</tr>
<tr>
<td>AGCI</td>
<td>African Global Competitiveness Initiative</td>
</tr>
<tr>
<td>AGOA</td>
<td>African Growth Opportunity Act (U.S.)</td>
</tr>
<tr>
<td>ANZ</td>
<td>Australia and New Zealand Banking Group</td>
</tr>
<tr>
<td>APEC</td>
<td>Asia-Pacific Economic Cooperation</td>
</tr>
<tr>
<td>ASEAN</td>
<td>The Association of Southeast Asian Nations</td>
</tr>
<tr>
<td>AUD</td>
<td>Australian dollar</td>
</tr>
<tr>
<td>BIO</td>
<td>Belgian Investment Company for Developing Countries</td>
</tr>
<tr>
<td>BIS</td>
<td>Department for Business Innovation and Skills (UK)</td>
</tr>
<tr>
<td>BMZ</td>
<td>German Federal Ministry for Economic Cooperation and Development</td>
</tr>
<tr>
<td>BPP</td>
<td>Business Partnerships Programme (Austria)</td>
</tr>
<tr>
<td>BTC</td>
<td>Belgian Technical Cooperation</td>
</tr>
<tr>
<td>BUSAC</td>
<td>Business Advocacy Challenge (Denmark: Ghana)</td>
</tr>
<tr>
<td>CBI</td>
<td>Centre for the Promotion of Imports from Developing Countries (Netherlands)</td>
</tr>
<tr>
<td>CDC</td>
<td>UK development finance institution</td>
</tr>
<tr>
<td>CDE</td>
<td>Centre for Development and Enterprise (EU)</td>
</tr>
<tr>
<td>CFA</td>
<td>CFA franc: a currency used in 14 countries, incl. 12 formerly French-ruled</td>
</tr>
<tr>
<td>CFC</td>
<td>Common Fund for Commodities</td>
</tr>
<tr>
<td>CHF</td>
<td>Swiss franc</td>
</tr>
<tr>
<td>CIS</td>
<td>Commonwealth of Independent States</td>
</tr>
<tr>
<td>CLDP</td>
<td>Commercial Law Development Programme (U.S.)</td>
</tr>
<tr>
<td>COMESA</td>
<td>Common Market for Eastern and Southern Africa</td>
</tr>
<tr>
<td>CSIRO</td>
<td>Commonwealth Scientific and Research Organisation</td>
</tr>
<tr>
<td>CRS</td>
<td>Creditor Reporting System (OECD)</td>
</tr>
<tr>
<td>CSR</td>
<td>Corporate social responsibility</td>
</tr>
<tr>
<td>CUTS C-CIER</td>
<td>CUTS Centre for Competition Investment and Economic Regulation</td>
</tr>
<tr>
<td>DAC</td>
<td>Development Assistance Committee (OECD)</td>
</tr>
<tr>
<td>DANIDA</td>
<td>Danish International Development Agency</td>
</tr>
<tr>
<td>DCA</td>
<td>Development Credit Authority (U.S.)</td>
</tr>
<tr>
<td>DDAGTF</td>
<td>Doha Development Agenda Global Trust Fund</td>
</tr>
<tr>
<td>DECP</td>
<td>Dutch Employers’ Cooperation Programme</td>
</tr>
<tr>
<td>DED</td>
<td>German Development Service</td>
</tr>
<tr>
<td>DEG</td>
<td>Deutsche Entwicklung- und Investitionsgesellschaft mbH</td>
</tr>
<tr>
<td>DFAT</td>
<td>Department of Foreign Affairs and Trade (Australia)</td>
</tr>
<tr>
<td>DFID</td>
<td>Department for International Development (UK)</td>
</tr>
<tr>
<td>DG DEV</td>
<td>Directorate General Development and Relations with African, Caribbean and</td>
</tr>
<tr>
<td>DG SANCO</td>
<td>Directorate General for Health and Consumers (EC)</td>
</tr>
<tr>
<td>DG TAXUD</td>
<td>Directorate General Taxation and Customs Union (EC)</td>
</tr>
<tr>
<td>DGGC</td>
<td>See DGDC</td>
</tr>
<tr>
<td>DGDC</td>
<td>Directorate General Development Cooperation (Italy)</td>
</tr>
<tr>
<td>DGDA</td>
<td>Directorate-General of Global Affairs, Development and Partnerships (France)</td>
</tr>
<tr>
<td>DGIS</td>
<td>Directorate-General for International Cooperation (Netherlands)</td>
</tr>
<tr>
<td>DGTPTE</td>
<td>Treasury and Economic Policy General Directorate (France)</td>
</tr>
<tr>
<td>DKK</td>
<td>Danish krone</td>
</tr>
<tr>
<td>DRC</td>
<td>Democratic Republic of the Congo</td>
</tr>
<tr>
<td>DTIS</td>
<td>Diagnostic Trade Integration Studies</td>
</tr>
<tr>
<td>EAC</td>
<td>East African Community</td>
</tr>
<tr>
<td>EASE</td>
<td>Enabling access to sustainable energy</td>
</tr>
<tr>
<td>EBRD</td>
<td>European Bank for Reconstruction and Development</td>
</tr>
<tr>
<td>EC</td>
<td>European Commission</td>
</tr>
<tr>
<td>ECDPM</td>
<td>European Centre for Development Policy and Management</td>
</tr>
<tr>
<td>ECOWAS</td>
<td>Economic Community Of West African States</td>
</tr>
<tr>
<td>EDCF</td>
<td>Economic Development Cooperation Fund (Korea)</td>
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<td>EDF</td>
<td>European Development Fund (EC)</td>
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<td>EDFI</td>
<td>European Development Finance Institutions</td>
</tr>
<tr>
<td>EIF</td>
<td>Enhanced Integrated Framework</td>
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<tr>
<td>EPA</td>
<td>Economic Partnership Agreement</td>
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<tr>
<td>EPO</td>
<td>European Patent Office</td>
</tr>
<tr>
<td>EVD</td>
<td>Agency for International Business and Cooperation (Netherlands)</td>
</tr>
<tr>
<td>FAO</td>
<td>Food and Agriculture Organization</td>
</tr>
<tr>
<td>FAS</td>
<td>Foreign Agricultural Service (U.S.)</td>
</tr>
<tr>
<td>FDA</td>
<td>Food and Drug Administration (U.S.)</td>
</tr>
<tr>
<td>FDI</td>
<td>Foreign direct investment</td>
</tr>
<tr>
<td>FIAS</td>
<td>Foreign Investment Advisory Service (New Zealand)</td>
</tr>
<tr>
<td>FMO</td>
<td>Nederlandse Financierings-Maatschappij voor Ontwikkelingslanden N.V.</td>
</tr>
<tr>
<td>FVO</td>
<td>Food and Veterinary Office (EC)</td>
</tr>
<tr>
<td>GAP</td>
<td>Good agricultural practice</td>
</tr>
<tr>
<td>GNI</td>
<td>Gross national income</td>
</tr>
<tr>
<td>GNP</td>
<td>Gross national product</td>
</tr>
<tr>
<td>GTZ</td>
<td>Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) (German Association</td>
</tr>
<tr>
<td>IAI</td>
<td>Initiative for Asian Integration (Japan)</td>
</tr>
<tr>
<td>IAVE</td>
<td>International Association for Volunteer Effort</td>
</tr>
<tr>
<td>ICO</td>
<td>Institute for Official Credit</td>
</tr>
<tr>
<td>ICT</td>
<td>Information and communication technology</td>
</tr>
<tr>
<td>ICTSD</td>
<td>International Centre for Trade and Sustainable Development</td>
</tr>
<tr>
<td>IDB</td>
<td>Inter-American Development Bank</td>
</tr>
<tr>
<td>IF</td>
<td>Integrated Framework</td>
</tr>
<tr>
<td>IFAD</td>
<td>International Fund for Agricultural Development</td>
</tr>
<tr>
<td>IFAP</td>
<td>International Federation of Agricultural Producers</td>
</tr>
<tr>
<td>IFC</td>
<td>International Finance Corporation</td>
</tr>
<tr>
<td>IFU</td>
<td>Industrialisation Fund for Developing Countries (Denmark)</td>
</tr>
<tr>
<td>ILO</td>
<td>International Labour Organization</td>
</tr>
<tr>
<td>IMF</td>
<td>International Monetary Fund</td>
</tr>
</tbody>
</table>
OVERVIEW

Introduction
This section of the Trade Capacity Building Resource Guide 2010, Trade Capacity Building by Bilateral Donors, summarizes the Aid for Trade (AfT) strategies and programmes for 23 individual countries and for the European Commission, which has a separate programme as well as acting to coordinate the programmes of the Member States of the EU. All are members of the WTO and have therefore accepted the WTO’s decision that AfT should be an international obligation. This is in contrast to the multilateral organizations reviewed in Volume 1 of the Resource Guide, many of which are not bound by WTO decisions. All these donors, however, also have their own national priorities for their aid programmes, and their AfT programmes therefore reflect these as well as their international objectives. This introductory chapter first looks at indicators of the degree to which AfT has been and is now a priority for the different donors and any apparent changes in response to the 2008-9 financial crisis. It then summarizes some of the explicit ways in which they limit or focus the coverage of their AfT programmes, for example by defining the countries eligible or the types of assistance covered. It reviews how they have responded to two of the overarching themes of the Aid for Trade Initiative: responding to regional needs and recognizing the importance of strengthening the private sector. It then describes some of the mechanisms used to ensure coherence across the different donors. The second part of the chapter reviews the donors operating in each of the categories of trade capacity building, with examples of the type of assistance they have provided.

It is essential to note that this section of the report is based on a review of publically available information on each donor’s programmes and activities. This review has been elaborated by UNIDO and then validated and/or modified by each of the included countries. Unlike the section on the multilateral organizations, this is a first attempt to review the bilateral donors. Consequently, these reviews are inevitably limited and may omit some activities. In this systematic exercise to describe and to analyze bilateral AfT and trade-related technical assistance activities, all OECD DAC members have been included. Thus the Resource Guide now covers the major part of total trade-related technical assistance. It is, however, important to note that a significant number of developing countries and economies in transition provide valuable trade related technical assistance, as part of an increasingly important volume of South-South cooperation. It is hoped that they will be part of the next edition of the TCB Resource Guide.

There has been some standardization of approach and definition of categories for the multilateral agencies, but much less for the bilateral donors. In many countries, there is the same pattern as that observed for the set of multilaterals, i.e. of some agencies with a direct mandate to implement trade or development policy and others with different responsibilities whose activities can have an impact on development or trade. Some non-aid national agencies with trade-related activities are included at the ends of the chapters on individual donors, but it is difficult to draw a firm line on which to include as most relevant.

The place of trade support in donors’ aid programmes
For the EC, Finland, New Zealand and the US, support for trade has been a priority of their aid programmes since before the Aid for Trade Initiative. Sweden emphasizes that it led (with the UK) the analysis and lobbying that brought AfT into the WTO Hong Kong Ministerial statement in 2005, and Japan that it adopted a target for AfT before the Ministerial. The US and EU announced spending commitments at the Ministerial. Denmark, Finland and the Netherlands also date their interest in it to 2005. As noted in the Overview in Volume 1, as well as the WTO initiative there was a general perception at that time that aid to productive sectors was being neglected. For many of the others, including Australia, Austria, Germany, Ireland, and Norway, there was a shift up in trade-related aid after 2005, which is explicitly or implicitly related to the WTO initiative. For a few EU countries, the shift came later. For Belgium and Portugal, it was in response to the EU strategy which was adopted in 2007. A shift occurred because of a change in aid strategy in 2008 for Switzerland. Korea and four EU members, Greece, Italy, Luxembourg, and Spain, have no AfT strategy of their own, although in Italy and Spain, at least, trade-related assistance is increasing.

Japan has increased its support for trade finance in response to the financial crisis.

1 All data are shown in United States dollars (US$) or Euros (€)
Coverage of trade capacity building programmes

Some donors, notably the US, have broad coverage of most developing country geographical areas. Some focus particularly on their own region or a region with which they have historical ties: Australia and New Zealand on the Pacific and Asia; Portugal on Lusophone Africa plus Timor-Leste; Greece on the Mediterranean area; France on North and West Africa and South East Asia; Korea on Asia; and Spain on Latin America — although the last three are all diversifying into other areas. Under the 2007 Strategy, the EC committed about half its aid for to the ACP countries, and the rest to Latin America and Asia; Germany and the Netherlands also focus mainly on the ACP. Japanese assistance is mainly for Asia, but some also goes to Africa. Some donors focus mainly on Africa: Belgium, Ireland, Norway and Sweden. The UK programme is mainly in Africa and South Asia. A few have a small list of priority countries: Canada has twenty countries of focus; Denmark has chosen sixteen; Finland, eight; Ireland, nine; and Luxembourg, ten. In most of these cases, the majority are in Sub-Saharan Africa, half in the case of Finland. Italy has historical ties with Ethiopia, one of its top two recipients. Canada includes only six African countries in its twenty. Austria has specified, in addition to its own neighbourhood, a limited list of regions of developing countries in South East Europe: Central America, Sub-Saharan Africa and the southern Caucasus.

Many explicitly, or implicitly by their choice of priority regions or countries, give priority to LDCs (although in practice all also offer aid to some non-LDCs). Italy, Spain and Switzerland specifically note that they help middle income countries, and eleven of the twenty focus countries for Canada are not LDCs.

For most of the donors which have an explicit list of priorities for their AfT strategy, this is sufficiently general to include most of the trade capacity categories used here, but a few are more specific, and agriculture often has a very heavy weight. Denmark, Finland and Belgium all give priority to agriculture. France specifies the productive sector and infrastructure in Africa as its priorities for trade-related aid, and, within its aid to productive sectors, 80% goes to agriculture. Japan gives priority to regional infrastructure and trade promotion. Sweden specifies more policy-related or institutional types of support, its priorities being SPS and TBT compliance; trade facilitation; research and policy; and the relationship between trade and climate change. A few countries have kept aid priorities which did not include trade, and interpret AfT in the light of these. For Luxembourg, microfinance is the priority; and for Norway, governance, regional development, women, and the environment. Canada includes gender as a priority in many of its programmes. Some tend to offer assistance in sectors in which they have national expertise, notably Norway in oil and Italy in leather products.

Support for new priorities under AfT: regional programmes and the private sector

More than half the donors explicitly mention support for either regional infrastructure or for encouraging policies of regional integration. For the EU members and the EC, the negotiations of Economic Partnership Agreements (free trade areas with the various regions among the ACP countries) have been an important influence on the demand for trade-related aid in recent years. They were mentioned in the discussions of the programmes of the EC, Belgium, Denmark, Finland, Germany, the Netherlands, and Sweden, while Austria, Ireland, Japan and the UK mentioned programmes to support regional integration in more general terms, and the EC called regional programmes an essential component of its ACP strategy. The US has supported regional programmes, particularly in Africa, emphasizing trade and competition needs rather than formal regional integration. Australia supports regionalism in the Pacific and regional infrastructure in South East Asia, and regional programmes are a priority for Japan (for ASEAN) and for Norway and Switzerland. Canada and New Zealand, in practice, support some regional organizations but do not mention this as a priority.

Several donors explicitly note the importance of the private sector in their trade support programmes. Austria sees AfT as part of its private sector support strategies. The Netherlands has traditionally given strong support to exporters and potential exporters through its training in marketing. Belgium, Denmark, Finland, New Zealand and Spain cite the private sector as a key player. Ensuring well-functioning markets is an explicit objective of the US programme, which also includes support to private foreign investment as a development tool. As is true for the multilateral organizations, however, there is a gap between the number of donors supporting the policy-related category of trade capacity building and the number supporting the private sector-related ones, notably trade promotion and market information, but the gap is smaller (13 donors out of 24 provide support to trade promotion), and all the donors provide support to the Supply Capacity Building category. Although any comparison is subject to all the reservations about completeness of data and accuracy of interpretation noted above, some of the donors seem more orientated to policy and institutional support. Among the larger donors, these include Canada, Sweden and the UK.
Overview

Coordination
There is no formal mechanism for ensuring coordination across the different donors that is equivalent to the mechanisms within the UN system. There is the OECD/WTO ex-post review mechanism discussed in the Overview and the chapter on the OECD Creditor Reporting System (CRS) in Volume I, and there are local, in-country donor groups for some individual recipient countries. But there are two reasons for expecting that it is less of a problem to harmonize donors’ approaches in trade-related aid than in other types of aid. There is a tendency, particularly for those countries for which trade is a new priority in their aid programmes, to implement a large proportion of their AFT through multilateral organizations. Finland, Ireland, Korea, New Zealand, Norway, Sweden, and Switzerland are all increasing the amount of the aid they give in this way, and other countries mention that these are important mechanisms. The EC has a coordinating role for all development aid by EU members, but, in addition, it has adopted a strategy for AFT, and thirteen of the EU members (Austria, Belgium, Denmark, Finland, France, Germany, Ireland, Luxembourg, the Netherlands, Portugal, Spain, Sweden, and the UK) explicitly mention this as an influence on their own activities. Sweden and the UK also mention that they are reviewing it, further strengthening the view that it is an actively used document. In addition, Australia and New Zealand have some coordination with each other.

Activities by category
Except for some of the smaller or more recently involved donors (Greece, Korea, Luxemburg, Portugal and Spain), the donors described here act across most of the categories. Denmark, the EC, Germany, Japan, the Netherlands and Switzerland have activities in all ten of the categories; the others in seven to nine. Only twelve, however, offer support to market information and, perhaps more surprisingly, only eight to trade information, which is clearly a public sector responsibility. (Perhaps data are seen as an area for the UN organizations.) Even if the two types of information are combined, as they are in the category used here, only fourteen donors support at least one of them, one of the lowest numbers. Most are involved in trade-related financial services, a category which was less popular among the multilateral organizations. In contrast, just over half include “global advocacy”, a category in which most of the multilaterals are active. It is, however, possible that some activities which are classified here in other categories could be considered as global advocacy.

One of the reasons that some analysts consider multilateralizing aid to be more important in trade support than in other types of aid is that trade capacity building is particularly subject to conflicts of interest between donors and recipients, if donors take a protectionist approach. (There would not be an economically rational explanation for restricting aid in the area of market information, of course, because improving suppliers’ access to such information would fit the interests of both final consumers and home businesses using imports as inputs.) The limited number of donors offering market information could indeed be considered the result of the possible conflict of interest because any imports compete with domestic suppliers. This, however, is unlikely to be the explanation because the information on donor activities available here does not appear to show any relationship across all the categories between concentration on particular areas and risks of conflict of interest. The clearest potential conflict of interest from the point of view of recipients is probably in the category of trade policy as this can involve donor contact with developing country negotiators in negotiations in which the donor is also one of the parties, but the number offering this (twenty-three) is very high, and higher than those in the relatively neutral areas of legal regulation and compliance (eighteen and twenty-one, respectively). Some of this assistance is through multilateral agencies, for example the WTO’s Doha Development Agenda Global Trust Fund, but some is explicitly targeted at countries with which the donor is negotiating. Building (potentially competing) supply is a type of assistance which has caused complaints about and modifications of aid programmes, but all countries include supply in their trade capacity building. None of the donors appears to take steps to avoid the risk of conflicts of interest, and they do not suggest that this is their reason for giving trade-related aid through multilateral agencies.

The following table does not represent an exhaustive overview of bilateral donors’ AFT, but aims at providing a flavour of supported activities by presenting selected programmes and initiatives.
### Table 2: Overview of bilateral donors’ Aid for Trade programmes and initiatives

<table>
<thead>
<tr>
<th>Country</th>
<th>Global Advocacy</th>
<th>Trade Policy Development</th>
<th>Legal and Regulatory Framework</th>
<th>Supply Capacity</th>
<th>Compliance Support</th>
<th>Trade Promotion</th>
<th>Market &amp; Trade Information</th>
<th>Trade Facilitation</th>
<th>Physical Trade Infrastructure</th>
<th>Trade Related Financial Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Australia</td>
<td>● ● ● ● ● ● ● ●</td>
<td>● ● ● ● ● ● ● ●</td>
<td>● ● ● ● ● ● ● ●</td>
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<tr>
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<tr>
<td>Canada</td>
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*Table 2: Overview of bilateral donors’ Aid for Trade programmes and initiatives*
Global Advocacy

The global advocacy category covers services that are designed to promote the use of trade as a development tool and to encourage support for developing countries’ efforts to improve their trade capacity building. This includes analysis and dissemination of trade-related information, promoting the understanding of the relationship between trade and development, and supporting policies.

For some countries, activities in this area are closely parallel to those by the multilateral agencies, including research and advocacy on the importance of trade to development. Finland, Germany, the Netherlands, Norway, Sweden and the UK all mention support for research, Germany for advocacy, Norway for including the gender dimension in trade policy and Ireland, Japan and Switzerland for conferences. For Sweden and the UK, research on AfT itself is an important element. For the EC, assistance in this area is closely related to negotiations; it includes its provision of Sustainability Impact Assessments as part of the negotiation of any agreement.

Work with business and on corporate governance is the other major type of programme under this category. In addition to its work with governments, the EC also supports business forums in Africa and Asia. Australia, Austria, Denmark, Germany and Switzerland all support business involvement in trade, and the Netherlands particularly refers to projects in corporate social responsibility. Austria’s global advocacy activities are entirely in its neighbouring countries.

Trade Policy Development

Assistance on trade policy development is generally provided in four areas: design and implementation of trade policy; specific developing country issues in trade (such as commodity exports and preferences); support in trade negotiations; and assistance in managing the interactions between trade and other policies. This is an area which is particularly sensitive for the relationship between a country donor and its recipients because of the obvious conflicts of interest in assisting another country to identify its interests and negotiate for them.

Many donors combine institutional support (sometimes included in the legal and regulatory framework category) and assistance in negotiations. Several of the donors support multilateral programmes in this category: Australia, Austria, Canada, Denmark, the EC, Finland, France, Germany, Ireland, Italy, Japan, Korea, Luxembourg, the Netherlands, New Zealand, Norway, Spain, Sweden, Switzerland and the UK provide support to Doha and WTO-related programmes such as the Doha Development Agenda Trust Fund and to other organizations which support developing countries in trade, such as AITIC. Some seem to act mainly in the area of improving the institutional competence of the trade policy organizations in recipient countries. The Netherlands builds competence in trade and related ministries and also tries to strengthen civil society participation in trade policy. Belgium, the EC, Norway, Portugal, Sweden, Switzerland, the UK and the US provide institutional support and training to African ministries on trade and trade-related industries, with Norway also supporting research capacity in Africa. Finland supports Zambia, Nepal and Central Asia. Australia, France and Ireland are building capacity in Vietnam, and Ireland also in other parts of South East Asia. Canada supports Bangladesh through a research institute. The UK has a trade policy programme in India. Germany offers background research on trade policy, including the EPA negotiations. USAID programmes have provided trade capacity building in 110 countries.

Some support regional secretariats and negotiations, notably the EC, but also including Denmark for the EAC; Germany for the EAC and SADC; Norway for SADC; the UK for SADC, COMESA, ECOWAS, and the Caribbean; Australia for ASEAN and the Pacific; New Zealand for the Pacific; and Canada for CARICOM and some African regional organizations. Spain helped Latin American countries to analyse regional negotiations.

Legal and Regulatory Framework

Assistance under this category includes helping countries to bring their own regulations into conformity with international rules, more general help to improve their legal institutions, and training officials to deal with such rules. Some of the donors emphasize support through multilateral organizations, for example supporting trainees at the WTO (Ireland, the Netherlands), supporting the Advisory Centre on World Trade Law (Canada and Norway) or contributing to WTO trust funds (Australia). The EC has a long history of assisting other regional organizations to build their institutions; Belgium and Finland also provide such help for the EAC; the UK for EAC, COMESA, and SADC; and the US for ASEAN. Spain provides training on regional integration to Central American countries.

The US is building capacity in Laos and Ethiopia, and Denmark supports business organizations in Vietnam. Australia provides governance advice to the Philippines and trade and intellectual property support to Vietnam.
Some donors help countries meet the requirements for WTO accession, including Canada, Germany, Norway, Switzerland and the US, or provide post-accession support, as do Canada and Italy for Vietnam.

Other donors provide support for a wide range of regulatory requirements, including environmental standards (Finland for Zambia); intellectual property (EC to ASEAN countries, Denmark to Vietnam, and Japan and Switzerland more generally); investment law and financial sector regulation (New Zealand); competition regulation and geographical indications (Switzerland); and agricultural regulation (France for Senegal). It is not clear from the information here whether all the variation in the types of projects supported is evidence of deliberate attempts by some donors to specialize in particular areas of competence, but some have declared that to be an objective, and a longer study of their activities might support this interpretation.

Supply Capacity

In line with the trade focus of this Guide, support activities to develop supply capacity are considered to be those that aim to increase the availability of goods and services for export. There is no easy distinction between this and building capacity to produce more generally, but such a distinction is becoming less pertinent as borders open and competition in local markets from imports increases. The types of support under this category by bilateral donors are particularly wide-ranging. Partly because of the blurred line between general assistance to economic production and trade-focused supply building, the types of activity and the countries supported often go beyond those specified as priorities in AfT strategies, particularly when they are acting in newer types of production. There is some specialization by donors in sectors in which they have national experience.

The importance of agriculture as a target for support is clear. In some cases, this includes adding value to agricultural production. Australia and the UK have projects to help countries to move up agricultural value chains, in particular in Cambodia and Vietnam. The EC supports quality improvement and processing for lychees in Madagascar. Canada assists value chains in Mali. The Netherlands supports bio-trade and making trade sustainable. France, Ireland and Portugal mention helping countries engage in fair trade as an element in their projects. The US has provided support to increasing the competitiveness of rural producers in Bolivia.

For some donors, all the projects described are in agriculture. These include Belgium, with activities in Benin, the Democratic Republic of the Congo, Malawi, Mozambique, South Africa, Tanzania, Peru, and Vietnam (in a variety of sectors, including beekeeping, aquaculture and dairy farming); and Greece, in Georgia.

Other countries with projects on agriculture in Asia include Denmark, Ireland, Italy, Luxembourg, Spain and the UK in Vietnam, with Denmark emphasizing the poverty impact of such support. The EC supports fishing in Bangladesh. Spain supports fishing in Indonesia and agriculture more generally in Timor Leste. New Zealand supports agriculture in the Pacific countries. Korea and Switzerland are helping Laos, Cambodia, and Vietnam develop new agricultural exports.

There is support for cotton, in particular in African countries, from France and Germany. Other programmes to support agriculture in Africa include those from France in Guinea and Senegal, from Germany, Italy and Japan, for agriculture in general, in Kenya; from Korea in Algeria, Angola and Tanzania; from Luxembourg and the Netherlands in Mali; from Ireland, Italy and Portugal for products including cashews, fish, and soya beans in Mozambique; from Ireland for fruit in Uganda; from Italy for Benin; from Canada in the Nile basin; and from the UK in Kenya.

There are fewer projects for Latin America, reflecting the emphasis of many of the countries on LDCs or Africa. Austria supports cocoa in Nicaragua; Canada supports cooperatives in Guatemala; and Spain, which explicitly includes middle income countries in its aid strategy, supports coffee in Central America and Peru.

Luxembourg has a dairy project in Montenegro, and Denmark supports fishing in Vietnam.

Textiles and footwear are other traditional sectors that attract support from several donors. There are projects for textiles by Australia in Fiji, by France in Cambodia, by the EC and Germany in Bangladesh, and by Korea in Guatemala. Austria supports shoe production in Ethiopia. Italy has projects in Algeria and Morocco for textiles and leather, and the US for textiles in ASEAN countries. Luxembourg supports handicrafts in Niger and Namibia.
Norway uses its own experience to build countries’ capacity to manage oil production and revenue. The Netherlands supports energy initiatives in Africa, Latin America and Asia. Portugal supports energy in Cape Verde. Austria focuses on renewable energy in West Africa. Canada provides general support for a range of sectors in Africa, Central America, and the Middle East.

There is, on the evidence in this Guide, less support for industries offering newer types of opportunities. Denmark has activities in environmentally friendly technologies in Asia, and Finland supports activities in this area in Central America, South East Asia and Southern Africa. Denmark supports car repair services in Uganda. Finland and Luxembourg support information technology. Sweden assists clean production in India, as does Switzerland in a range of countries in Africa, Latin America and Asia, and it also supports organic farming. The US supports tourism in ASEAN countries.

For some donors, support is offered in business development or technology in general. The US has had broad programmes to develop the private sector in Africa through providing technical assistance, building financial institutions, and facilitating investment in infrastructure. Japan supports village initiatives. Korea supports technology development in Kenya. Finland supports business development. Some target SMEs, in particular, including France in Mali; Germany in Afghanistan, Kenya, Ghana and Thailand; Ireland in Cambodia, Vietnam and Laos; Portugal in East Timor; Spain in Cambodia; Italy in Vietnam and Tunisia; Japan in Kenya; and New Zealand in the Pacific. Others support rural areas, including France in Mali, Senegal and Burkina Faso, and Luxembourg in Vietnam and Mali. Denmark, the EC, France, Italy, Norway, Sweden and the UK offer more general support to business in Africa.

Compliance Support Infrastructure and Services

The assistance in this category is closely related to that under the Legal and Regulatory Framework but places more emphasis on building the institutions in developing countries to implement such legal frameworks. Norway, for example, offers support to building institutions for compliance with international standards in agriculture in East Africa and standards on fish in Vietnam, and provides accreditation training in SADC, South East Asia, Mongolia, and Pakistan. The EC supports the systemic development of compliance infrastructures in Asia, for instance in Bangladesh and Pakistan. Sweden assists standards institutions in Africa. Greece supports consumer protection in its neighbours.

As in the category of supply, a high proportion of projects in this area are related to trade in agricultural goods, to meet both official SPS standards and private standards such as the European GLOBALGAP for food products. In addition to the institutional support summarized above, other donors providing support for countries to meet SPS standards include Belgium, which considers support on SPS as one of its AfT priorities, and Australia, which has activities on SPS in the Pacific and ASEAN countries. New Zealand and Japan also operate in South East Asia. Canada provides support for Vietnam, Central America and the Caribbean. France has projects in Mali and Madagascar. The UK has support for Mozambique. The US has programmes in Africa and Central America. Finland, the Netherlands, Sweden, Switzerland, and the UK also offer support related to SPS. The EC provides assistance on SPS standards and also aid related to pesticides. Some donors specifically mention assistance in meeting private food standards, including Denmark in Vietnam and Germany in coffee.

Denmark and the US provide support on technical standards and barriers to trade and on rules on intellectual property, and Sweden and Switzerland also offer training in JP. Italy has programmes for leather in Ethiopia and shoes in Indonesia. The Netherlands assists on meeting environmental standards. Austria assists neighbouring countries on accounting standards, and the UK supports Ethiopia on trademarks. Korea supports quality testing in Iraq.

Some donors provide support more related to the regional theme of AfT, in areas like developing the institutions for common or harmonized standards. The EC does this for Kenya and the Philippines and supports the development of regional compliance infrastructure in ECOWAS, and Norway assists SADC. France assists the Francophone countries. Japan provides assistance to ASEAN countries on regional standards.

A few donors offer assistance on standards related to social objects. Belgium gives assistance on complying with fair trade standards. New Zealand supports fair trade companies. Sweden offers assistance with exports of organic products to some African countries. Switzerland supports standards for fair trade and organic production. The UK helps businesses meet labour and health standards in Bangladesh.

Trade Promotion Capacity Building

This category includes both direct support to exporters and building institutions in-country which will provide such support. This and the market information services in the next category are different from many of the other categories in that they necessarily have a direct
relationship to the private sector. As with the multilateral agencies, the number of donors active in this area is lower than the average: thirteen out of twenty-four. Some of the donor projects mentioned in this report try to build institutions to provide general support to business, which will include trade-related assistance, while some, including France and Italy, specifically target export agencies. For both types of assistance, there are examples in both LDC and middle income countries, and perhaps less concentration on Africa than in the other categories, while export promotion agencies are generally assisted in middle income countries. For example, Belgium’s trade information programme targets Latin America as well as Africa.

Austria, the EC, Finland, the Netherlands and Switzerland have general programmes to support business organizations. There are also projects from Austria in Mongolia, Belgium in Benin and Tanzania, and Germany in East Africa.

Japan uses the expertise of its own trade agency, JETRO, to provide support to other countries. The Netherlands, through its import promotion agency, the CBI, has a long history of providing marketing support (discussed below), but the agency also provides training for commercial attachés. New Zealand supports export agencies in the Pacific. In Africa, Denmark supports Mozambique’s exports of wooden products; Ireland supports export promotion in Uganda; the US, in Ghana; and France, in Madagascar. Italy offers institutional support to Tunisia, as well as more general training programmes. The EC supports agencies in Egypt and SADC. Norway has programmes for women entrepreneurs.

Market and Trade Information

Market information and trade information services are different in their focus and methods. Market information is about sub-sectors and individual products, while trade information focuses on the macro level, including data on trade flows, policies affecting trade, and trends in these. Market information is usually targeted at traders and is thus private-sector orientated. The recipient countries in the projects identified here are a mixture of Least Developed Countries and middle income countries. Trade information, on the other hand, is, broadly speaking, intended to be used by policy-makers. It tends to be more commonly given to LDCs. As noted above, only about half the bilateral donors included in this Guide provide market information assistance, and only about a third, trade information.

Market information

The Netherlands import promotion agency (CBI) and the Swiss Import Promotion Programme (SIPPO) provide information, market research and training to meet markets for exporters, especially SMEs, trying to access the European market. Denmark also has an import programme, and Austria cites this as an example it may follow.

Australia has projects to train exporters of agricultural goods from Indonesia and the Pacific to market their goods, while Belgium and Italy provide training in Mozambique, and Belgium also in South Africa and Malawi. The EC has a database of general market information, and Canada provides a service for Vietnam. Norway and Switzerland have programmes directed at “matchmaking” between their importers and exporters in developing countries – in Sri Lanka and South Africa for Norway, and in Peru, Ghana, and Bolivia for Switzerland. The US provides market information in Guyana. Germany provides information for SMEs in South Asia. Japan provides market support in East Africa.

Trade information

There are some programmes to help countries build their statistical databases, including support by Japan for Thailand, by Norway for Malawi and by New Zealand for the Pacific countries. France offers more general assistance on economic and social statistics for African countries. Some of this assistance is linked to the regional theme of trade assistance. Canada is assisting in building trade information networks in Africa. Belgium and the Netherlands offer more specifically targeted information: Belgium on agriculture for the Congo and textiles in Vietnam; and the Netherlands on sources of information on support for trade, investment, etc. The US supports a network for global agricultural information.

Trade Facilitation

This category covers the development, harmonization, and implementation of the rules and procedures which govern how goods cross borders. A high proportion of the bilateral donors assist in this area, some through the WCO and the new World Bank Trade Facilitation Facility (see Volume I).
Australia gives training on customs in Papua New Guinea and the Solomon Islands; Denmark in Bhutan; Canada in the Ukraine; Spain in Central and South America and Algeria; Japan in Kenya and South East Asia; Sweden and Norway in several African regions; Switzerland in Egypt and Tunisia. Austria supports Croatia. Germany trains customs officials.

The US has programmes offering assistance to countries in all areas. France has a general trade facilitation programme, and Denmark has projects in Cambodia and Ghana. Switzerland gives assistance to Mongolia. The UK supports trade facilitation in East and Southern Africa, including in implementing an African North-South trade corridor. Korea supports Morocco. Canada supports trade facilitation with particular emphasis on standards in Africa and Latin America through the regional development banks.

Some countries offer training on operating ports (including inland ports), including Belgium, Luxembourg, the Netherlands, Spain and Ireland. Belgium and Spain use their own ports of Antwerp and Valencia in providing some of this aid.

The regional priority is seen in the number of countries offering training specifically on regional procedures or harmonization. These include the EC in Central Asia; the US in ASEAN; Norway in Africa; Germany in ECOWAS; Australia and New Zealand in the Pacific; and the UK and Sweden in East and Southern Africa. The US also provides assistance to ASEAN on customs and to Central Asian countries on reducing regulatory barriers to regional trade.

Physical Trade Infrastructure

Like support for supply capacity, this is a category where the boundary between trade support and more general support to production or to development is not clearly defined. For bilateral donors, it is probably the most traditional type of aid, and almost all provide it, although a few do so partly or entirely through multilateral agencies.

Canada, the EC, US and Korea have general infrastructure support programmes for Africa, and the Netherlands also has general infrastructure funds.

The types of trade-related infrastructure cited in this Guide frequently include aid to ports: in Peru by Spain, in Tunisia by Italy, in Burundi by Belgium, in DRC by France, and in Guinea by Germany. Japan offers assistance to Kenya and Vietnam, and focuses on regional transport infrastructure in ASEAN countries. Norway also mentions the importance of regional infrastructure in its assistance to Africa. Assistance to air transport is offered by France in Tunisia and by Portugal in Cape Verde.

There are also many examples of support for roads. Belgium offers this in the DRC, and the US and Canada support roads in Africa. Other examples for individual countries include Denmark in Ghana and Zambia, France in Kenya, Ireland in Ethiopia, Korea in Cambodia and Laos, Portugal in Mozambique, and Portugal, Italy and Luxembourg in Cape Verde.

The other sectors represented in trade-related infrastructure support include other types of transport, for example trains in Morocco by Italy, maritime transport by New Zealand in the Pacific and by Germany for Timor Leste, and markets in Namibia by Luxembourg. There is also support for information technology, for example by Germany and Sweden, and even for energy infrastructure, including by Finland, France, Germany, Italy, Korea, Norway, Sweden, Switzerland, and the US, and for water by France and Switzerland.

Austria, Australia, Japan, New Zealand, the EC and the US mention priorities by geographical area for infrastructure assistance. These priorities are: for Australia and New Zealand, the Pacific; for Japan, ASEAN; and for Austria, the EC, Japan, Norway and the US, Africa. Austria also supports the Mekong region.

Trade-related Financial Services

Trade finance is one of the areas where exporters from developing countries are seriously disadvantaged compared to those from developed countries because selling at a distance to purchasers who are not directly known within the country requires special skills and risk assessment from banks. Only when exports reach a sufficiently high level is it profitable for banks in a country to acquire these skills, so exporters, particularly SMEs, are hampered by difficulty in accessing export finance. Thus, both the cost and the availability of appropriate finance are problems. In 2009 this was also one of the areas believed to be most likely to transmit the effects of the financial crisis in developed countries to the developing countries, so there were major international efforts to increase the supply of trade finance. These are discussed in the Overview chapter on multilateral institutions in Volume I.
Other types of assistance, though not specifically targeted at trade, may have trade-capacity-related effects. In its statement on AfT, the WTO Task Force explicitly allowed for programmes for "other trade-related needs" relevant to individual countries' own trade strategies. In the chapters on bilateral donors, these have been classified into the standard categories.

This summary shows that there are themes in the bilateral programmes which cut across the aid categories used here, and which therefore should be noted as characteristic of support for trade by some of the donors. Two of the most obvious are fair trade and the promotion of SMEs.

Nine donors have explicit components for their programmes related to what is called "fair trade", meaning trade in goods whose production has met various private standards for the distribution of revenues or the treatment of the producers. Austria stresses fair trade and provides assistance in compliance. Belgium, New Zealand, Norway, and Switzerland mention this as one of their targets for assistance on compliance. France, Ireland, and Portugal mention it in their assistance in building supply capacity. The UK assists Bangladesh on meeting labour standards.

SMEs are mentioned as particular targets for projects by Austria, Belgium, Canada, Denmark, Finland, France, Germany, Ireland, Italy, Japan, the Netherlands, New Zealand, Portugal, Spain, Switzerland and the US. As noted above, in addition to targeting some assistance on financing to SMEs, much of the support for financing institutions which is identified as trade-related is directed at microfinance. If this is included in support for SMEs, it adds Luxembourg, Norway and the UK to the list above, giving a total of nineteen out of the twenty-four donors.

Including objectives which are considered important in the donor country in aid programmes is not confined to trade-related assistance, of course. In the case of most types of aid, the justification is that the objectives are important to the populations of the donor countries, and therefore the donor governments include them, both because they themselves are likely to support the objectives and in order to meet their obligations of accountability to their own populations. There may be an additional reason for including these donor country objectives and priorities in trade-related assistance. To the extent that the issues identified by the donor governments coincide with those considered important by purchasers in those countries, including them in aid programmes will, like any other market information, help the developing country producers to enter and be competitive in the donor country markets. The support for fair trade might be justified this way, but this is not explicitly stated and it is not clear from the descriptions available here that the donor agencies have collected sufficient information about the preferences of consumers in their countries for them to base their targeting of fair trade on this argument. The explanation for targeting SMEs is unlikely to be market preferences. It could be based either on a view (for which no evidence is offered) that these are particularly favourable to other development objectives, such as reducing poverty, or could alternatively, like the composition of aid to supply capacity building, suggest a traditional view of the driving forces of developing country economies.

As many of the donors point out, they are still in the process of revising and expanding their trade capacity building programmes, so the review of activities presented in this volume can only be a provisional snapshot. On the evidence here, however, there appear to be some gaps. One, as was also noted in Volume 1, is in the areas of trade promotion and market and trade information. While it is good that donors have taken on board the lessons that trade policy is not enough and that trade competitiveness is impossible in the absence of good supply capacity and physical infrastructure, marketing is also an essential element of trade. Within supply capacity, there appears to be a neglect of new sectors, in both goods and services. It is possible that there are now new programmes in these areas which have not yet been included in the country descriptions here, but it will be important for future editions of this Guide to watch how donors' programmes evolve with greater experience in and commitment to trade capacity building.
BILATERAL PROFILES

AUSTRALIA

AUSTRIA

BELGIUM

CANADA

DENMARK

EUROPEAN COMMISSION

FINLAND

FRANCE

GERMANY

GREECE

IRELAND

ITALY

JAPAN

KOREA (REPUBLIC OF)

LUXEMBOURG

NETHERLANDS

NEW ZEALAND

NORWAY

PORTUGAL

SPAIN

SWEDEN

SWITZERLAND

UNITED KINGDOM

UNITED STATES OF AMERICA
General information on Australian development cooperation

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. AusAID provides advice and support to the Minister and Parliamentary Secretary on development policy and plans, and coordinates poverty reduction activities in partnership with developing countries.

Aid for Trade (AfT) Strategy

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).

The Government issued a Trade and Development Statement on 30 November 2009 underlining the strong link between trade reform and economic development. Australia’s trade and development activities seek to help developing countries to:

- Boost trade and investment flows;
- Encourage diversity in trade activities;
- Improve economic integration (on a regional and global basis).

Achieving these objectives is expected to lead to increased incomes, employment and public revenue for developing countries. In turn, these outcomes can contribute to sustainable and inclusive growth and poverty reduction.

Australia’s trade and development activities are wide-ranging, usually involving:

- Policy development and analysis – increasing the recognition in developing countries of the benefits of further trade liberalization and open markets, including the merits of greater economic analysis and debate on the impact of proposed trade measures;
- Trade negotiation skills – building the capacity of developing countries to negotiate international trade agreements, and to implement and get more out of those agreements;
- Adjustment programmes – undertaking structural reform, including re-skilling workers to adjust to changing economic opportunities;
- Trade facilitation and regional integration – undertaking trade and investment facilitation initiatives, as well as behind-the-border regulatory reforms;
- Infrastructure building – supporting relevant infrastructure investments, including ports, rail, and ITC (information technology and communications).

Funding of activities is provided through multilateral, regional, and bilateral arrangements:

- Multilateral funding includes support for the WTO’s Global Trust Fund (the Doha Development Agenda Global Trust Fund (DDAGTF)), which helps developing countries to be more constructively engaged in multilateral trade negotiations and to implement their commitments;
- Support is provided for regional bodies facilitating trade, including the Secretariat of the Pacific Community (for quarantine and standards issues) and the Oceania Customs Organization (for customs management), and for regional trade agreements (RTAs) (e.g., ASEAN-Australia-New Zealand FTA, PACER Plus);
- Bilateral support is provided for countries implementing reforms, developing infrastructure, building human capital and developing markets for trade.

“All figures which were in Australian dollars (AUD$) in this volume have been converted to US dollars (US$). The exchange rate applied is 1.00 AUD$ = 0.9933017 US$ at 7 Dec. 2010”

The Hon Simon Crean MP
Australian Minister for Trade
Speech to the Sydney Institute – August 2009
Australia’s total funding of AfT is estimated to be about 10 per cent of its total aid programme (about US$397 million in 2009-10). Most of this is delivered in the Pacific (37 per cent) and Asia (53 per cent) with the remainder delivered globally (10 per cent). The largest bilateral recipients are Indonesia (32 per cent) and Papua New Guinea (16 per cent), while Pacific and Asia regional programmes account for 14 and 8 per cent respectively.

As Australia believes that assisting their participation in global trade is the most effective way of supporting the development of Least Developed Countries (LDCs), it has granted duty- and quota-free market access to all LDCs since 2003.


Official agencies involved in TCB

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. In addition to AusAID, the organizations comprising the Foreign Affairs and Trade portfolio are the Department of Foreign Affairs and Trade, the Australian Centre for International Agricultural Research (ACIAR), AusTrade and the Export Finance and Insurance Corporation.

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

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: http://www.aciar.gov.au/

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1 This figure is based on input provided to an OECD-WTO survey on AfT activities.
Brief information on other trade-related organizations

**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 and http://www.abv.org.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 and http://aftinet.org.au/cms/contact

**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 and http://www.australianvolunteers.com/index.asp

**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 and http://www.ayad.com.au/aspx/home.aspx

**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 and http://www.crawfordfund.org/index.htm

**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 and http://www.dfat.gov.au/eau/

**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 AIT and the role of trade-related capacity building in meeting the Millennium Development Goals.

For more information: E-mail: marie.gutsche@adelaide.edu.au and http://www.iit.adelaide.edu.au/research/

**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 (DIIISR). 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

**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 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 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 and http://www.vidavolunteers.com.au/aspx/home.aspx
Selected TCB programmes and initiatives in this guide

GLOBAL ADVOCACY
- Business for Millennium Development (B4MB)

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
- Linking vegetable farmers with markets in West and Central Java, Indonesia
- Textiles, Clothing and Footwear (TCF), Fiji

COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES
- Pacific Regional Agricultural Market Access (PRAMA)
- Sanitary and Phytosanitary (SPS) Capacity Building Programme (SPSCBP)
- Trade Development Facility (TDF)

MARKET AND TRADE INFORMATION
- Agriculture Sector Linkages Programme (ASLP) Pakistan
- Making Markets Work for the Poor (M4P)

TRADE FACILITATION
- Customs International Executive Management Programme (CIEMP)
- Pacific Customs Management Programme (PCMP)
- PNG Border Security Project (BSP)
- PNG-Australian Customs Twinning Scheme (PACTS)
- Regional Assistance Mission to Solomon Islands (RAMSI)
- Strongim Gavman Programme (SGP)

PHYSICAL TRADE INFRASTRUCTURE
- Mekong Transport Infrastructure Development Project
- Pacific Region Infrastructure Facility (PRIF)

TRADE RELATED FINANCIAL SERVICES
- Enterprise Challenge Fund (ECF) (Pacific and South East Asia)
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) peacekeeping 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, Central America and South East Europe.

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:

- **Building capacity to negotiate**: assisting relevant partner country institutions in strengthening the private sector, or regional organizations in building their capacity to negotiate in the WTO.
- **Promoting production capacities**: improving the framework for private investments and business startups 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 NGOIEW – 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;
- Ongoing cooperation with the World Bank Institute (WBI), centring on strengthening local capacities in analysis, research, negotiation and policymaking in trade in agricultural products. This is likely to be extended to support programmes in international and regional trade in services;
- 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.

The Austrian Government is also planning to set up an import promotion programme modelled on successful schemes by other donors (e.g., Switzerland and Denmark). Typical activities under this programme will include the joint organization of buying/selling missions, attendance at trade fairs and training in design and quality. 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, Southern Africa and Central America. 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 the Central American Integration System (SICA)) and in cooperation with other bilateral donors (e.g. Finland) and multilateral donors (e.g. UNDP). The ongoing 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.

http://www.entwicklung.at/uploads/media/ThreeYearProgramme08-10.pdf
http://www.entwicklung.at/uploads/media/ThreeYearProgramme08-10.pdf
Austria Aid for Trade Questionnaire 2008

Official agencies involved in TCB

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 and http://www.entwicklung.at/en.html

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 and http://www.oe-eb.at/en/oeebataglance/pages/default.aspx
Contact

**Austrian Development Agency**

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Web: http://www.bmeia.gv.at/en/foreign-ministry/service/contact.html

**Brief information on other 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 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, the 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@respact.at and http://www.respact.at/content/site/english/index.html

**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
Bilateral profiles

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, 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

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 and http://www.as-institute.at/en/

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

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 and http://english.bmf.gv.at/Customs/_start.htm

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 (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/

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 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 (BMWFJ) as part of an internationalization 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 and http://www.fiw.at and http://www.fiw.ac.at/fileadmin/Documents/Publikationen/FIW_Folder_09.pdf

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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 and http://www.wiiw.ac.at/e/contact.html

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

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
General information on Belgian development cooperation

The Directorate-General for Development Cooperation (DGD) is responsible for managing almost two thirds 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 (e.g. conflict prevention), and other federal public services are also key players: the Federal Public Service for Financial Affairs manages country-to-country loans and contributions to international organizations (e.g. the World Bank and the IMF); and the Federal Public Service for Home Affairs manages the costs of first-year migrants.

As per the May 1999 Law, Belgian development cooperation is focused on sustainable human development with a particular emphasis on the reduction of poverty. Since 2003, it 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 attaches and implemented by Belgian Technical Cooperation (BTC), the agency responsible for executing all government development programmes. Its 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 are cross-cutting topics which must be taken into account by all aid programmes.

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) pledge of €2 billion a year by 2010, of which around half must go to the African, Caribbean and Pacific (ACP) region.

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.

In 2005, Belgium allocated 5% of its ODA to AfT (broad definition). Since then, it has noted an increase in requests from its partner countries in such areas as: (i) SPS in the fisheries sectors; (ii) supply capacity in the agricultural sector; and (iii) technical assistance in the area of regional integration in the context of the East African Community (EAC) Customs Union. There has also been a marked increase in requests coming from regional economic communities (RECs) for support for the EPA negotiations, in particular from the EAC. In 2008 Belgium joined the Regional Partnership Fund for the EAC.

Linked to its AfT strategy, Belgium recognizes the role of the private sector as a key player for poverty alleviation. Although not specifically inscribed as a priority sector in its 1999 Development Cooperation Law, a policy plan was presented by the Minister for Development Cooperation entitled “Businesses against Poverty and for Development”, which was approved by the Council of Ministers on 19 March 2004. This paper sets out the basic principles of Belgium’s commitment in the area of private sector development, which correspond with the fundamental criteria of Belgian cooperation, i.e.: (i) relevance for development; (ii) transparency; (iii) untied aid; (iv) complementarity with the market; (v) sustainability; and (vi) complementarity and synergy between the players and with the various channels of Belgian cooperation. The Belgian Investment Company

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5 Peer Review of Belgium – OECD 2005 pg 39.
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, as laid out in its development cooperation strategy (2008), Belgium directs its AfT funding mainly to African LDCs (namely Rwanda, Burundi, Tanzania and Uganda) and to Kenya. However, in 2006, the bulk went to North Africa (€13.3 million of a total of €61.7 million, compared to €6.5 million for CEMAC (Economic and Monetary Community of Central Africa)/Central Africa and €5.1M to ESA). Belgian AfT is channelled 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, ITC, CGIAR and the European Commission. The Government of Belgium is planning to strengthen both its bilateral and its regional AfT programmes in the years to come, seeing coordination with other development partners, co-financing and other forms of cooperation, such as delegated cooperation, as central to its strategy and the key to promoting aid effectiveness.

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; 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.

Source: Aid for Trade at a Glance 2009 – Belgium
Belgium DAC Peer Review 2005
http://www.oecd.org/.../0,3343,en_2649_34603_40843520_1_1_1_1,00.html
Une stratégie Belge en faveur de l’Aide pour le Commerce
diplomatie.belgium.be/en/policy/development_cooperation/topics/aid_for_Trade/

Official agencies involved in TCB
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 (BCI), BIO’s mission is to contribute to the development of the private sector in developing countries by providing long-term financing under market conditions to local micro, small and medium and large enterprises as well as to microfinance institutions. It invests directly in private sector projects, thus making a structural contribution to the socio-economic growth of the host countries. It works as a catalyst by operating in areas that are generally neglected by commercial banks as they believe the risk factor is too high. Financial returns are clearly very important, but BIO also takes into account other parameters that are equally essential by investing in projects that contribute to sustainable development and offer a definitive socio-economic added value. BIO sees itself as a dynamic player working to create efficient entrepreneurship that will pave the way for social equilibrium and a truly sustainable development economy. Its strategy to achieve these goals is built on three cornerstones: support to the local financial sector, direct investments in local enterprises and the provision of grants for technical assistance and feasibility studies through the Capacity Building Fund.

For more information: E-mail: emmanuelle.liessens@bio-invest.be and http://www.bio-invest.be
Belgian Technical Cooperation (BTC): Belgian Technical Cooperation was established in 1998 as a public-law company with social purposes. Under the mandate of the Directorate-General for Development Cooperation (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 Coopera- tion. It also houses the Trade for Development Centre. BTC is represented in the partner countries by “resi- dent representatives” who are responsible for overseeing the implementation of programmes and projects, and from whose ranks BTC recruits project experts and participants. In total, it has 17 country offices abroad.

For more information: E-mail: info@btccrb.org and http://www.btccrb.org

Directorate-General for Development Cooperation (DGD): The Directorate-General for Development Cooperation (DGD) is the Belgian federal administrative body for development aid with overall responsibility for the implementation and strategic oversight of development policy, including AIT and trade capacity building. It is a Directorate-General of the Federal Public Service Foreign Affairs, Foreign Trade and Development Cooperation, and resorts 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 2003 as part of government reform. It has five operational directorates (Governmental Programmes, Humanitarian and Food Security Programmes, Non-governmental Programmes, Multilateral and European Programmes and Sensitization Programmes) and three support services (Secretariat and General Affairs, Policy Support and Budget and ODA) reporting directly to the Director General.

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

Contact

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Belgian Technical Cooperation (BTC)

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Web: http://www.btccrb.org

Federal Public Service Foreign Affairs, Foreign Trade and Development Cooperation Belgium – DGCD

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

Brief information on other trade-related organizations

Antwerp/Flanders Port Training Center (APEC): APEC is affiliated to the Antwerp Port Authority and, since 1978, has played a central role in the transfer of port knowledge from Flanders to the world. Its standard
seminars, tailor-made programmes and study visits have brought more than 9,000 people from 140 countries to Antwerp and Flanders. Through short-term, practice-oriented and interactive courses, APEC strives to offer the optimal transfer of knowledge on all current port-related issues. One of the main elements in its success is the cooperation between public and private port communities. APEC receives support from the Flemish Government and from Alfaport, in collaboration with the Province of Antwerp and the Belgian Technical Cooperation.

For more information: E-mail: apec@haven.antwerpen.be and http://www.portofantwerp.be/apec

Belgian Foreign Trade Agency: The Belgian Foreign Trade Agency, a public body with legal status, was set up in 2002 as a result of the implementation of the decision taken by the Belgian Authorities to entrust the Regions of Belgium with all activities related to the promotion of foreign trade, and supersedes the Belgian Foreign Trade Office (OBCE/BDBH) – it was set up through the Cooperation Agreement concluded between the Belgian Federal Government and the regional governments (May 2002). Run by a board of directors, the Agency’s main tasks are defined as: (i) organizing joint economic missions; and (ii) collecting, organizing and circulating information, studies and documentation on external markets on behalf of the regional export promotion organizations.

For more information: http://www.abh-ace.org

Finexpo: This is the federal authority that provides financial assistance to Belgian exports. Preparations for and implementation of action to provide financial assistance to Belgian exports are the responsibility of the secretariat of the Inter-ministerial Committee, otherwise known as the Finexpo Committee. The Finexpo Committee aims, through its notices, to provide financial assistance to exporters wishing to launch Belgian projects in the field of infrastructure and the associated services. Finexpo has three instruments at its disposal: mechanisms to stabilize interest rates (a purely commercial instrument); state-to-state loans; and interest credits (instruments granting concessional assistance and subject to OECD regulations on export credits). Over the past few years, initiatives have been launched to simplify procedures and, where possible, make them more flexible, particularly for the benefit of SMEs, which Finexpo wants to help gain better access to markets further afield. In order to resolve certain practical difficulties encountered by Belgian exporters in developing countries, Finexpo has introduced a new assistance programme, known as an “interest credit plus contribution”, for developing countries.


Flanders Investment & Trade (FIT): FIT was created in July 2005 by the merger of the former Flanders Foreign Investment Office (FFIO) and Export Vlaanderen. Its aim is to promote sustainable international business in the interests of both Flanders-based companies and foreign enterprises through the synergies and widened networks and expertise achieved by the merger. It assists foreign and local companies in a number of areas, such as product sourcing; new business partnerships, ranging from joint ventures to technology transfers; and business advice. It also assists foreign businesses seeking to set up production, research and development facilities, a contact centre, headquarters or logistic operations in Flanders. With more than 75 offices around the globe, FIT focuses on international business and is supported by extensive and responsive networks at home and abroad.

For more information: invest@fitagency.be and http://www.flandersinvestmentandtrade.com

Trade for Development Centre (TDC): Belgium’s Fair Trade Centre, as the Trade for Development Centre was originally known, has been working primarily with the most disadvantaged populations of Southern countries in promoting their products. The aim of the Centre is to promote social responsibility amongst Belgian companies and to raise consumer awareness of fair trade. Set up under the aegis of the Belgian Technical Cooperation (BTC), the Centre has three main missions: (i) organizing a Fair Trade Week every year; (ii) supporting producers’ organizations; and (iii) establishing a Fair Trade Observatory in charge of carrying out
studies and surveys. The Centre has also played an unofficial role as a platform for Belgian shareholders. For instance, it facilitated the debates on the legal recognition of fair trade. In the last few years the growth of fair trade and sustainable trade and the rise of the concept of AfT have led to the enlargement of the Fair Trade Centre’s mission and to its being renamed the Trade for Development Centre. The Trade for Development Centre seeks to: (i) increase the professionalism of SMEs in developing countries and improve their access to markets; (ii) disseminate information and increase people’s awareness of the various forms of fair and sustainable trade and AfT; and (iii) set up an exchange platform on issues of AfT, fair trade and sustainable trade.

For more information: steven.decraven@btcctb.org and http://www.befair.be

UNIZO (Unie van Zelfstandige Ondernemers) is a Flemish organization of self-employed and small and medium enterprises (SMEs) aimed at empowering SMEs in Europe. It provides information and advice to its members and stimulates networking, both within Flanders and with foreign companies. UNIZO helps SMEs to start up, to internationalize and to acquire other companies.

For more information: http://www.unizo.be/

Walloon Agency for Export and Foreign Investment (AWEX): AWEX is the department of the Walloon Region in charge of promoting foreign trade and foreign investment. It was created from a merger of the Walloon Agency for Export and the Office for Foreign Investors (OFI), and is certified to ISO 9001. With the key mandate of export and investment promotion, it provides the following services: (i) dissemination of information on international markets; (ii) organization of seminars; (iii) management of international projects funded by international agencies; and (iv) business support through various financial mechanisms such as the Financing and Export Guarantee, lines of credit, etc.

For more information: http://www.awex.be/fr-BE/Qui%20sommesnous/Missions/Pages/default.aspx#divPartsContent3

Selected TCB programmes and initiatives in this guide

TRADE POLICY DEVELOPMENT
- Support to WTO negotiations – South Africa

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
- Support to the Business Resource Centre – Benin

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
- Construction of inland container depots in Tanzania
- Port friendship through port knowledge

PHYSICAL TRADE INFRASTRUCTURE
- Port of Bujumbura dredging in Burundi
- Rehabilitation and maintenance of roads in agricultural areas in DRC

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
- Micro-Finance Support Project – Senegal (PAMIF 1)
Economic growth is a fundamental prerequisite for reducing poverty in the developing world, and there is overwhelming evidence that economic growth will not take place in the absence of expanded trade. No country that has experienced sustained and rapid economic growth has done so without at the same time expanding its trade with other countries.

General information on Canadian international development cooperation

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

Canada recognizes that the achievement of significant political, economic, social, and environmental progress in the developing world will have a positive impact on the prosperity and the long-term security of Canadians, sustain a reduction in poverty for billions of people in recipient countries, and contribute to a better and safer world. The Government of Canada is committed to doubling its overall international assistance from 2001–2002 levels to reach US$4.97 billion annually by 2010–2011.

CIDA is the organization responsible for managing the bulk of Canada’s development assistance programme on behalf of the Government of Canada. CIDA pursues poverty reduction mainly through a focus on 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. CIDA concentrates 80% of its bilateral programming in 20 countries of focus6. These and many other countries benefit from programming by multilateral organizations and partnerships with Canadian organizations funded by CIDA.

Aid for Trade (AFT) Strategy7

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.

More specifically, trade-related programmes are considered especially important for achieving equitable economic development. Canada’s AFT is guided by international undertakings, particularly those flowing from WTO Ministerial meetings and G8 and G20 commitments.

CIDA’s AFT reached US$510.5 million in 2008-2009, an increase from US$348.05 million in fiscal year 2000-2001. In 2008-2009 Africa received US$257.56 million in AFT from all channels of disbursement, and US$256.57 million of total AFT was disbursed through bilateral channels in CIDA’s 20 countries of focus. Canada’s 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:

- **Multilateral level:** CIDA’s Multilateral Branch has contributed US$19.1 million over five years (2009-2014) to the Enhanced Integrated Framework for Trade Related Technical Assistance to be applied to programming in LDCs. CIDA provides an annual contribution to the International Trade Centre of US$944,717 per year. For the 2009/2010 to 2013/2014 period, commitments to various institutions amount to US$39.78 million. These institutions include the African Development Bank, the Inter-American Development Bank for work on trade facilitation and standards, the World Bank Trade Facilitation Facility, the Advisory Centre on WTO Law, the WTO Doha Development Agenda Global Trust Fund, and the Standards and Trade Development Facility. Canada participates actively in the STDF Working Group and in the WTO Committee on Trade and Development which monitors the DDAGTF.

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6 Bolivia, Caribbean Regional Program, Colombia, Haiti, Honduras, Peru, Afghanistan Bangladesh, Indonesia, Pakistan, Vietnam, Ukraine, West Bank and Gaza, Ethiopia, Ghana, Mali, Mozambique, Senegal, Sudan, Tanzania.

7 All figures which were in Canadian dollars (CANS) in this volume have been converted to US dollars (US$). The exchange rate applied is 1.00 CANS = 0.994439 US$ at 6 Dec. 2010
• **Bilateral level:** In 2008/09 the Geographic Programs Branch disbursed approximately 60% of AFT; most of it (US$256.57 million) is allocated to CIDA’s twenty countries of focus. Projects and programmes include: the Program for Building African Capacity to Trade, the Canada-Americas Trade Related Technical Assistance Program, State Customs Capacity Building in Ukraine, Enhancing Trade Capacity Building in the Middle East and North Africa, and support to the African Trade Policy Centre and the East African Community.

• **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 to deliver development results on the ground and contribute to poverty reduction. Examples of the AFT programming of the Partnerships with Canadians Branch include: Canada Market Access and Trade Capacity Building, which supported TFO Canada’s work in Guyana, Ecuador, Burkina Faso, Haiti and Indonesia in building trade capacity. Another example of capacity building in Africa and Caribbean is the support of the International Lawyers and Economists Against Poverty (ILEAP). Their support is intended to secure pro-development outcomes in trade.

Its projects fall under three broad categories of AFT

• 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;
• 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.

**Official agencies involved in TCB**

**The Canadian International Development Agency (CIDA):** CIDA was created in 1968 to administer the bulk of Canada’s ODA in Africa, the Middle East and North Africa, the Americas, Asia and emerging Europe. CIDA works in concert with its development partners, fragile states and countries in crisis, regions, and Canadians. The Agency is concentrating more and more of its bilateral (country-to-country) aid in 20 countries of focus. Within the framework of its aid effectiveness agenda and to sharpen the focus of Canada’s international assistance, 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.

**The Department of Foreign Affairs and International Trade Canada (DFAIT):**

The mandate for DFAIT consists of:

• 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;
• 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.

**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.
Contact

** Canadian International Development Agency**

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E-mail:info@acdi-cida.gc.ca  

**Foreign Affairs and International Trade Canada**

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K1A 0G2  
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+1 613 944 4000 (in the National Capital Region and outside Canada)  
Fax: +1 613 996 9709  
Web: http://www.international.gc.ca/international/index.aspx

**International Development Research Centre (IDRC)**

150 Kent Street,  
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K1P 0B2  
Telephone: +1 613 236 6163  
Fax: +1 613 238 7230  
E-mail: info@idrc.ca  
Web: http://www.idrc.ca

**Brief information on other trade-related organizations**

**Agri-Food Trade Service (ATS):** ATS provides centralized access to market information, trade counselling and export support activities, which will take its exporter, buyer and investor clients from initial enquiry to foreign markets: the valuable trade and market information that it gathers and disseminates, is pertinent to its clients at all stages of business.

For more information: E-mail: 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:  
E-mail: CBSA-ASFC@canada.gc.ca and http://www.cbsa.gc.ca. http://www.foreign-trade.com/trade.htm

**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 consumers.

For more information: E-mail: info@ica.ca and http://www.ic.gc.ca/ic_wp-pa.htm.

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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, and Invest in Canada.

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

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: E-mail: info@ccic.ca and http://www.ccc.ca/about/index_e.php

Canadian Intellectual Property Office (CIPO): CIPO is a Special Operating Agency (SOA) associated with Industry Canada and 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: E-mail: cipo.contact@ic.gc.ca and http://www.internetopic.nsf/eng/homeipo.ic.gc.cacipo.ic.gc.ca

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 and http://www.carleton.ca/ctpl/contact.html.
**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](http://www.competitionbureau.gc.ca)

**Copyright Board of Canada**: The Board is an economic regulatory body empowered to establish, either mandatorily 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: E-mail: secretariat@cb-cda.gc.ca and [http://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.


**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: [http://www.edc.ca](http://www.edc.ca)

**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 programmes 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 programmes. FIT is governed by a Board of leading internationalists.

For more information: [http://www.ffit.org/index.htm](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 comprising over 1,700 members from Canada and abroad.

For more information: E-mail: admin@ipic.ca and [http://www.ipic.ca/english/general/about.cfm](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, promoting the development and implementation of policies that are simultaneously beneficial to the global economy, the global environment and social well-being.

For more information: E-mail: info@iisd.ca and [http://www.iisd.org](http://www.iisd.org)
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 developed and Least Developed Countries to assist in building their capacity to effectively participate in trade negotiations. It 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) assistance in the formulation of negotiation positions; (iii) timely advice, primarily through a network of Southern partners; (iv) facilitation of access to information and advisory tools; (v) networks of trade experts for general support and issue-specific support, etc.

For more information: E-mail: ileap@ileap-jeicp.org and http://www.ileap-jeicp.org

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. It has sole jurisdiction for the administration and enforcement of the statutes that regulate trade measurement.

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

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 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: E-mail: nsi@nsi-ins.ca and http://www.nsi-ins.ca/english/about/default.asp

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: E-mail: info@nrc-cnrc.gc.ca and 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. It facilitates the development and use of national and international standards and accreditation services to enhance Canada’s competitiveness and social well-being. Under the Standards Council of Canada Act, it is mandated with overseeing the National Standards System, 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: E-mail: info@scc.ca and http://www.scc.ca/en
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, it provides export information and market intelligence to SMEs from developing countries interested in accessing the Canadian market. Through agreements with organizations like CIDA, it also provides capacity building projects within selected developing countries.

For more information: E-mail: info@tfocanada.ca and http://www.tfocanada.ca

Selected TCB programmes and initiatives in this guide

TRADE POLICY DEVELOPMENT
- Bangladesh Trade-Related Research and Policy Development: US$5.47 million, 2004-2010

LEGAL AND REGULATORY FRAMEWORK
- Advisory Centre on WTO Law (ACWL): US$2.49 million 2010-2014

SUPPLY CAPACITY
- Standards and Trade Development Facility (STDF)

COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES
- Food and Agriculture Products Quality Vietnam: US$17.9 million, 2005-2010

MARKET AND TRADE INFORMATION

TRADE FACILITATION
- Inter-American Development Bank (IDB) – Aid for Trade Strategic Fund - US$9.94 million, 2010-2014

PHYSICAL TRADE INFRASTRUCTURE
- West Africa Regional Market Development: US$3.08 million, 2005-2012
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 will be 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 currently fulfils 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 and AITIC.

For more details: Strategy for Trade, Growth, and Development 2005 (Note: strategies are currently being revised in light of the new overall strategy for Denmark’s development policy, “Freedom from Poverty – Freedom to Change”) http://www.um.dk/Publikationer/Danida/English/DanishDevelopmentCooperation/HVUStrategi/hvu-strategi_GB.pdf


* All figures which were in Danish kroner (DKK) in this volume have been converted to US dollars (US$). The exchange rate applied is 1.00 DKK = 0.179263 US$ at 7 Dec. 2010
**Official agencies involved in TCB**

**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.


**Contact**

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<tr>
<th>The Ministry of Foreign Affairs/Danida</th>
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<tbody>
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<td>DK-1448 Copenhagen K</td>
<td>E-mail: <a href="mailto:um@um.dk">um@um.dk</a></td>
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**Brief information on other trade-related organizations**

**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: [http://di.dk/English/AboutDI/Pages/confederation.aspx](http://di.dk/English/AboutDI/Pages/confederation.aspx)

**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](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/](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

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) internationalization. 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 and http://www.globaliserik.dk/

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 and http://www.dipp.eu/en/trade.promo.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 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 and http://www.dkpto.org

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 Standards (DANSK):** DANSK is Denmark’s national standardization 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 standardization 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 and wto@ds.dk and http://www.ds.dk/en-GB/Sider/default.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 sectors. 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 throughout 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 and http://www.dti.dk/23797.

**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 and http://www.ees.dk/1490029

**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 and http://www.ifu.dk

**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
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)
- Trade Sector Support Programme (TSSP) Ghana
- WTO Doha Development Agenda Global Trust Fund (ODAGTF)

LEGAL AND REGULATORY FRAMEWORK
- Twinning Support to the National Vietnamese Office on Industrial Property (NOIP)

SUPPLY CAPACITY
- Agricultural and Rural Development Programme (ARDP) Vietnam
- Business Sector Programme Support (BSPS III) Tanzania
- Business Sector Programme Support (BSPS) Kenya
- Cleaner Production in Industry (CPI) Vietnam
- Fisheries Sector Programme (FSFPS II) Vietnam
- IFU joint venture with a fruit processing factory in Vietnam
- 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
- Support to the Vietnamese Office for Technical Barriers for Trade (TBT)

TRADE PROMOTION CAPACITY BUILDING
- Danish Import Promotion Programme (DIPP) in Mozambique

MARKET AND TRADE INFORMATION
- B2B programmes
- Export Promotion Council Kenya (EPC)
- Study of Business Opportunities in the IT and Communications Industry – Nicaragua

TRADE FACILITATION
- Department of Revenue and Customs (DRC) Bhutan
- Support Programme for Enterprise Empowerment and Development (SPEED) Ghana
- Trade Development Support Programme (TDSP) Cambodia

PHYSICAL TRADE INFRASTRUCTURE
- DANIDA Road Sector Programme Phase II (Zambia)
- 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
Aid for Trade (AFT) Strategy

Supporting developing countries’ integration into the world trading system is a development priority for the European Community, as expressed in the 2005 European Consensus on Development. The Community aims at assisting developing countries on trade and regional integration through fostering equitable and environmentally sustainable growth and smooth and gradual integration into the world economy, and linking trade and poverty reduction or equivalent strategies. On 15 October 2007, the EU Council adopted the EU AFT Strategy, which is a joint EU policy initiative, providing for a complementary focus on more resources to AFT and better impact on development objectives, especially with a view to poverty reduction. The EU AFT Strategy has five key objectives:

- Scaling-up total EU AFT in line with the EU pledge made at the 2005 Hong Kong WTO Ministerial, to reach €2 billion annually by 2010 (€1 billion from the EC, €1 billion from EU Member States);
- Enhancing the impact and pro-poor focus of EU AFT;
- Increasing EU-wide and Member States’ donors capacity in line with globally agreed aid effectiveness principles;
- Supporting the ACP regional integration process;
- Ensuring an effective monitoring and reporting of AFT to sustain the process of implementing commitments.

With respect to trade-related development funding, the EU is one of the leading providers of Aid for Trade. In 2005, the EU and its Member States made a commitment to increase their trade-related assistance (TRA) to €2 billion annually by 2010, and this target was reached well in advance of the deadline. In 2008 TRA from the EU and its Member States totalled €2.15 billion (€1.143 billion from Member States and €1.007 billion from the EC). AFT disbursements are following a more stable path than commitments, exhibiting a steady increase since 2002. Africa remains the developing country region receiving most AFT: €4.5 billion in 2008, accounting for 46% of total EU and Member States’ AFT. The main share of this, €2.9 billion, went to sub-Saharan Africa. This is followed by Asia (€2.2 billion), Europe (€1.3 billion), America (€0.7 billion) and Oceania (€0.01 billion). AFT to the African, Caribbean and Pacific Group of States (ACP) increased substantially: from €2.2 billion in 2007 to €3 billion in 2008 – an increase of 36%. About 23% of total EU and Member States’ AFT is committed to Least Developed Countries (LDCs), with absolute levels in 2008 being marginally above those of 2005. The total AFT commitments of the EU have constantly increased over the period 2004 – 2008 to reach an all-time high of €10.4 billion in 2008, an increase of €3.4 billion (48%) since 2007. This includes €7.2 billion from the Member States and €3.2 billion from the EU, up from €4.6 billion and €2.4 billion respectively.
Based on 2008 EU AfT figures, the most substantial increases have been reported in wider AfT, including transport and energy, productive sectors and trade-related adjustment.

Since AfT is a part of overall EC Official Development Assistance (ODA), it is financed via the usual Community instruments under the regular Community budget and the European Development Fund (EDF). The total ODA allocations (including to AfT) over the current programming period (2007/08 – 2013) are as follows:

- European Development Fund (EDF) – (African Caribbean and Pacific countries (ACP)): Total of €22.7 billion for 6 years (2008 – 2013). The AfT contributions from the overall 10th EDF can be roughly divided as follows: AfT national Level (€4-5 billion); ACP Regional Integration efforts (€1.8 billion); all-ACP multi-regional level (€1.16 billion);
- Development Cooperation Instrument (DCI) – (Latin America and Asia, including Central Asia): Total of €16.9 billion for 7 years (2007 – 2013);
- European Neighbourhood Policy Instrument (ENPI) – (Neighbourhood countries and Russia): Total of €11.2 billion for 7 years (2007 – 2013);
- Pre-accession instrument (IPA) – (the Balkans and Turkey): Total of €11.5 billion for 7 years (2007 – 2013);
- The special budget line for multilateral initiatives: This budget line had a global coverage of €4.5 million for the year 2008. It covers only a small fraction of overall Community AfT. Most of the projects financed under this line relate to WTO or WTO-related initiatives, mostly implemented via a contribution to multilateral trust funds.

The Community 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)) which are relatively flexible documents. The EC does not have sector-specific financial plans for AfT, but generally operates based on priorities expressed by partner countries during the programming process. These priorities are incorporated into the respective CSP and RSP, where, for instance, trade, private sector, regional integration, infrastructure and agriculture can be articulated as main areas of cooperation. Alternatively, trade-related issues can be embedded in other focal sectors such as trade facilitation in transport or SPS measures in rural development. Depending on the context, implementation modes vary from the standard project approach in both centralised (i.e. EC-managed) and decentralised management, to sector/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 EC side, is managed by EC representations (“Delegations”) in partner countries.

Programmes with a regional approach are an essential component of the EU AfT strategy, in particular for regions deeply engaged in regional integration efforts. The EC’s regional trade policy for development cooperation is articulated in the following policy documents: (i) European Consensus for Development; (ii) the Cotonou Agreement; and (iii) the EC Development Cooperation Instruments. In 2008, the Commission issued a new communication on ACP countries’ regional integration. The EU AfT Strategy contains specific commitments in support of developing countries’ regional integration efforts, both relating to volumes and to aid effectiveness. The demand for AfT from the EC aid recipients has seen a marked increase over time. In the ACP regions, the increasing demand for AfT is linked to their ongoing regional integration efforts and negotiations of Economic Partnership Agreements (EPAs). In order to respond to the ACP countries’ growing AfT needs, the EU (i.e., EC and EU Member States) has set in motion a process to support ACP countries’ regional integration efforts through so called regional AfT packages aimed at providing a coordinated, more effective and increased EU financial support to ACP countries’ regional integration agendas. For example, in 2007 the EC and the EIB launched the Africa Infrastructure Trust Fund with specific attention for projects with a clear regional dimension, to which the 12 EU Member States and the EC have so far contributed 150 million euros. Similarly, demand from the Andean Community countries and Central American countries for AfT has also increased significantly in recent years. In these cases, the increase in demand is associated with the ongoing implementation and negotiation of the regions’ Association Agreements with the Community. In these regions, the most commonly identified areas for AfT funding are SPS measures, TBT, customs and trade facilitation.
The EC has embarked on a systematic Aid for Trade Monitoring exercise and in 2009 coordinated a survey on qualitative aspects of AfT delivery. The results show positive signs from EU donors active in LDCs as regards the existence of national coordination structures for trade policy coordination and trade needs assessments. The qualitative information is based on the views of EU delegations and Member States’ embassies in a total of 77 partner countries across the developing world. This exercise showed some ownership progress, reported for the majority of partner countries. For ACP specifically, the shared responses from EU and EU Member States indicated that dialogue on trade and AfT issues was happening regularly in about 65% of cases. Further, 33 ACP countries out of the 46 for which responses were received appear to have a comprehensive trade needs assessment, prepared with the involvement of key stakeholders. In 75% of cases, AfT priorities were said to be funded. The regional dimension of AfT was reported as important, in ACP countries as well as in Asia and Latin America. For the ACP, work continued on AfT packages in support of their regional integration.

Lastly, with respect to the EU aid effectiveness agenda, the EC, in collaboration with EU Member States, has stepped up efforts to promote greater aid effectiveness at regional level. The EC AfT engagement at regional level is based on the following guiding principles: (i) supporting regional partners’ capacity to own and lead AfT efforts; (ii) coordinating programming in support of regional integration; (iii) pursuing streamlined methods of delivery; and (iv) enhancing cooperation with its own members and other stakeholders. There was particular attention in 2008 to ensuring increased coherence of AfT at the national and regional level and this work remained a priority on the EC AfT agenda in 2009, together with a move towards the establishment of joint AfT monitoring and evaluation frameworks.

http://ec.europa.eu/development/icenter/repository/SEC_2010_0419_COM_2010_0159_EN.PDF

Directorates General involved in trade-related matters and trade capacity building

Directorate-General Development and Relations with African, Caribbean and Pacific States (DG DEV): DG DEV’s overarching mission is to contribute to poverty reduction in developing countries through the promotion of sustainable development, democracy, peace and security. DG DEV is responsible for the Commission’s input to EU external relations with more than half of the countries of the world. It sets the Commission’s development policy and coordinates European development policy across the globe. European development policy is laid out in the EU Consensus on Development that identifies a series of areas and cross-cutting issues for community intervention. DG DEV’s role can be summarized as follows: (i) it initiates and drafts development policy as set out in the EU Treaty; (ii) it promotes a European approach to development across the EU countries to influence international debate and work more effectively to combat poverty; and (iii) it coordinates political relations with sub-Saharan Africa, the Caribbean and the Pacific (ACP), the African Union, regional economic communities, and the overseas countries and territories in all the areas for which it is responsible, based on the Cotonou agreement and strategies relating to those countries. In this context, DG DEV drafts cooperation strategies with ACP countries and the overseas countries and territories, and coordinates and monitors funding provided through the European Development Funds and the Development Cooperation Instrument.

For more information: http://ec.europa.eu/development/about/mission_en.cfm

Directorate-General for Trade (DG Trade): DG Trade is responsible for commercial policy and external trade and is generally the main EU player in trade and investment negotiations with developing countries, such as those for the Economic Partnership Agreements (EPA) and other trade agreements with third countries. It is responsible for negotiating bilateral and multilateral trade agreements and works closely with the WTO and other multilateral institutions. It covers manufactured goods, services, intellectual property and investment. DG Trade is responsible for coordinating trade issues across the Commission and as such works closely
with many other services of the Commission in order to deliver coherent policies for both internal and external trade. In this context, it ensures consistency within the Relex group between the commercial policy and the Union’s general external relations policy on the one hand and the contribution of the European Union to global economic governance on the other. DG Trade also provides AFT negotiations.

For more information: http://ec.europa.eu/trade/about/mission/

EuropeAid: EuropeAid is the Directorate-General of the European Commission responsible for implementing external aid programmes and projects. It works closely with EU neighbouring countries, Russia, the ACP regions, Latin America and Asia. It aims to deliver development aid in an efficient and effective way. The focus is on maximising the value and impact of aid funding by making sure support is provided in a speedy and accountable fashion. EuropeAid is responsible for all the steps of an aid delivery project: after identifying needs, it carries out feasibility studies and prepares all the necessary financial decisions and controls. It then moves on to drawing up the required tendering, monitoring and evaluation procedures. When implementing projects, EuropeAid takes account of EU strategies and long-term programmes for the delivery of aid. These strategies and related policies are designed by other Directorates-General of the European Commission, including DG Development for the ACP regions and DG External Relations for the rest of the world. EuropeAid is responsible for translating policies into practical actions and for developing new ways of delivering aid, such as budget support and through sectoral approaches. It also issues guidelines and makes evaluations of aid implementation, and is responsible for the proper management of funds. Despite the complexities of its work, EuropeAid aims to keep procedures as simple and harmonized as possible.

For more information: http://ec.europa.eu/europeaid/who/about/index_en.htm

Directorate-General for Agriculture and Rural Development: It is responsible for international relations relating to agriculture as well as the implementation of agriculture and rural development policy and all aspects of the Common Agricultural Policy (CAP), including market measures, rural development policy and financial matters.

Directorate-General for External Relations (DG RELEX): DG Relex contributes to the formulation of effective and coherent external relations policy for the European Union. To this end, it works closely with other Directorates-General, notably EuropeAid, DGs Development and Trade and European Commission Humanitarian Aid (ECHO)10. DG RELEX is responsible for the Commission’s relations with international organizations, such as the United Nations, the OSCE, and the Council of Europe, as well as the Commission’s participation in the Common Foreign and Security Policy (CFSP), and the administration of more than 120 Commission delegations in third countries and to international organizations. The External Relations Directorate General manages bilateral relations with the rest of the world, excluding ACP and accession countries.

For more information: http://ec.europa.eu/dgs/external_relations/index_en.htm

Directorate-General Taxation and Customs Union (DG TAXUD): DG TAXUD’s mission is to develop and manage the Customs Union and to develop and implement tax policy across the EU. Particular attention is given to the internal market, making sure it functions smoothly and efficiently. More specifically, the Directorate General’s activities aim at: (i) simplifying and modernising the tax and customs administrative rules and procedures; (ii) assisting Member States to correctly apply EU tax and customs acquis; (iii) managing and securing EU common external borders, combating the flow of illegal trade and reinforcing the security of the international supply chain, etc. DG TAXUD also manages customs cooperation and Mutual Administrative Assistance Agreements with third countries. These agreements are part of the European Community’s strategy vis-à-vis third countries as regards customs co-operation. They focus on the strengthened co-operation of customs authorities with a view to: (i) creating a level playing field for economic operators; and (ii) exchanging information on customs legislation and customs rules. The agreements also specify that both sides shall strive

10 http://ec.europa.eu/echo/index_en.htm
for simplification and harmonization of customs procedures, taking into account the work done by such international organizations as the World Customs Organization (WCO) and the WTO.

For more information:
http://ec.europa.eu/taxation_customs/common/international_affairs/third_countries/index_en.htm

**Directorate-General for Health and Consumers (DG SANCO):** Over the years, the European Union has established EU laws on the safety of food and other products, on consumers’ rights and on the protection of people’s health. DG SANCO has the task of keeping these laws up to date. It is national, regional or even local governments in EU countries who actually apply the EU’s health and consumer protection laws. It is their job to make sure that traders, manufacturers and food producers in their country observe the rules. Nonetheless, part of DG SANCO’s job is to check that this is really happening and that the rules are being applied properly in all EU countries. The **Food and Veterinary Office (FVO)** is part of DG SANCO and is responsible for ensuring that Community legislation on food safety, animal health, plant health and animal welfare is properly implemented and enforced. The mission of the FVO is to: (i) promote effective control systems in the food safety and quality, veterinary and plant health sectors; (ii) check on compliance with the requirements of EU food safety and quality, veterinary and plant health legislation within the European Union and in third countries exporting to the EU; (iii) contribute to the development of EU policy in the food safety and quality, veterinary and plant health sectors, and inform stakeholders of the outcome of evaluations. The FVO works to assure effective control systems and to evaluate compliance with EU standards within the EU, and in third countries in relation to their exports to the EU. It does this mainly by carrying out inspections in Member States and in third countries exporting to the EU. Each year it develops an inspection programme, identifying priority areas and countries for inspection. It prepares an inspection report, together with conclusions and recommendations for each country inspected. The FVO also provides a series of technical support and awareness-raising activities for developing countries and participates in the implementation of SPS related technical assistance programmes for third countries.

For more information: http://ec.europa.eu/food/fvo/index_en.cfm

**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. The EIB has been included here since the European Commission reports to the OECD on EIB-funded programmes.

**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. 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. The EIB also manages similar instruments for other EU partner countries, such as the Overseas Countries and Territories (OCTs), and has five offices in the ACP region. It provides loans to public and private borrowers to support productive projects and programmes or other investments that are aimed at promoting the private sector in all areas of the economy. The EIB mainly finances large-scale infrastructural and industrial projects by granting individual loans (upwards of €25 million either directly to promoters or through financial intermediaries). Small-scale and medium-scale projects are funded indirectly through global loans, i.e. lines of credit made available to financial institutions operating either in the EU or in the ACP for on-lending in smaller portions. In addition to its own resources, EIB also manages a number of facilities and funds, such as the Investment Facility, the Micro Credit Facility for ACP, the ACP Infrastructure Fund, etc.

For more information: E-mail: info@eib.org and http://www.eib.org/about/index.htm and http://www.etf.europa.eu/web.nsf/pages/Activities_EN?OpenDocument
Brief information on other trade-related organizations

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). Its objective is to ensure the development of professional ACP enterprises operating in the private sector. The Centre provides non-financial services to ACP companies and to joint initiatives of ACP and EU economic operators in various economic sectors. Its main objective is to increase the competitiveness of ACP enterprises by: (i) facilitating ACP-EU business partnerships; (ii) developing enterprise support services in ACP countries (capacity building with private sector organizations and service providers); (iii) assisting investment promotion activities and organizations; and (iv) assisting technology transfer and management skills. Under supervision by EuropeAid/AIDCO, the CDE manages ProInvest, a US$163 million EU/ACP partnership programme dedicated to the capacity building of ACP intermediary organizations.

For more information: info@cde.int and http://www.cde.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 and has its headquarters in the Netherlands. Its mandate is to improve the flow of information among stakeholders in agricultural and rural development in ACP countries. It focuses on three key areas: (i) providing information, products and services (e.g., publications, question-and-answer services and database services); (ii) promoting the integrated use of communication channels to improve the flow of information (e.g., e-communities, web portals, seminars, and study visits); and (iii) building ACP capacity in information and communication management (ICM), mainly through training and partnerships with ACP bodies. 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: E-mail: cta@cta.int and http://www.cta.int/
SUPPLY CAPACITY

- Bangladesh Quality Support Programme (BQSP)
- Support to Madagascar Lychee Exports

COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES

- Establishment of a (WAEMU/UEMOA) System for Accreditation, Standardization and Quality Promotion (PARI – Phase II)
- Pesticides Initiative Programme (PIP)
- Support to Kenya Plant Health Inspectorate Services (KEPHIS)
- Support to the Philippines Bureau of Fisheries and Aquatic Resources (BFAR)

TRADE PROMOTION CAPACITY BUILDING

- Business Uganda Development Scheme Enterprise Development Support (BUDS-EDS)
- EU-SADC Investment Promotion Programme (ESIPP)
- Trade Enhancement Programme a Egypt (TEP A – Support to Export Promotion Center)

MARKET AND TRADE INFORMATION

- EU’s Export Helpdesk for developing countries (EH)

TRADE FACILITATION

- Border Management Programme in Central Asia (BOMCA)

PHYSICAL TRADE INFRASTRUCTURE

- EU-Africa Partnership on Infrastructure

TRADE RELATED FINANCIAL SERVICES

- ACP Investment Facility
General information on Finnish development cooperation

Finland’s development policy is an integral part of its foreign and security policy. Its main goal is the eradication of poverty through economically, socially and ecologically sustainable development, as part of a global effort in accordance with the UN Millennium Development Goals (MDGs) set in 2000. Finland places particular emphasis on the importance of issues relating to climate and the environment. At the same time, it stresses crisis prevention and support for peace processes as an important element of the promotion of socially sustainable development. Development cooperation is a key instrument of development policy. It can be used to promote the strengthening of an enabling environment for development in the poorest countries that will improve the preconditions for investment and trade and achieve economic growth. Steered by an October 2007 Government resolution, Finland’s development policy engages in bilateral development with countries where development policy targets can be effectively promoted; its eight long-term partner countries are Ethiopia, Kenya, Mozambique, Nepal, Nicaragua, Tanzania, Vietnam and Zambia. In addition, Finland provides support to countries recovering from violent crises or in need of special international support, for instance because of natural disasters or social upheaval. Thematic and regional cooperation complements other channels of assistance, with support increasingly provided through multilateral channels.

Trade is seen as a cross-cutting theme in development and receives high priority in both Finland’s development policy and its trade policy, as outlined in the Government’s Trade Policy Programme (2005). Trade and development are both under the responsibility of the Minister for Foreign Trade and Development, which facilitates close coordination of the two policy areas.

Aid for Trade (AFT) Strategy

Finland launched its Aid for Trade Action Plan for the years 2008 – 2011 in September 2008. This plan outlines its contribution to the implementation of the common EU AFT Strategy and is complemented by its Import Policy Strategy, which emphasizes the importance of reducing barriers to trade and the need to increase efforts to facilitate imports from developing countries. The Action Plan has a strong pro-poor focus in the context of sustainable development.

The EU announced at the WTO ministerial meeting in Hong Kong in 2005 that its goal was to increase trade-related assistance (TRA) to developing countries to €2 billion per year by 2010, of which the European Commission and the Member States were to contribute €1 billion each. As part of the EU announcement, Finland announced in 2006 that it aimed to increase TRA to two percent of its ODA or to at least €15 million (US$21.9) per year by 2010.

The EU AFT Strategy also set a target for the increase of overall AFT. The broader definition of AFT, covering around a quarter of all ODA, includes other aid categories, in addition to TRA, that aim to strengthen the supply-side of developing countries, such as building productive capacity and strengthening economic infrastructure. Finland’s goal is to increase its AFT according to the broader definition, on a par with the overall growth of its ODA.

The key priority sectors of Finnish AFT are agriculture, forestry and energy, with other central themes being private sector development, the information society and the environment, as well as cross-cutting issues such as gender equality. Its Aid for Trade Action Plan contains around 35 concrete actions on how to implement AFT. The priority areas are strengthening productive capacity, particularly in bilateral cooperation, with the aim of creating an enabling environment and promoting good governance; and strengthening capacity in trade policy and regulations and in trade development, particularly in the multilateral context. Finland also seeks to gradually expand its AFT cooperation towards the economic infrastructure, including participation in jointly funded initiatives or basket funding of infrastructure-related projects with the EU and
other partner countries or organizations. Finland participates in projects and programmes where it has a comparative advantage and can contribute added value, for example in ICT-related projects.

Finnish AfT cooperation also gives priority to enhancing regional cooperation and integration, for example supporting regional EPA agreements. It recognizes, too, that many trade-related challenges and their solutions are regional in nature, and best handled at that level, for example certification, customs procedures and logistics. Its Action Plan emphasizes the importance of strengthening South-South cooperation in AfT, particularly working with regional organizations, in its regional assistance plans for sub-Saharan Africa. The main country focus of its bilateral AfT cooperation is on its long-term development partner countries, carried out mainly through thematic and regional programmes. Finland’s AfT projects and programmes are implemented using the established practices of Finnish development assistance.

Finland foresees that its AfT funding will increasingly be channelled through multilateral trade and development organizations and trust funds. It supports the Enhanced Integrated Framework (EIF) programme. At the bilateral level, it supports the EIF implementation of the programme in Zambia as the donor coordinator and, at the multilateral level, supports the work of the EIF Secretariat in Geneva and contributes to its multilateral fund.


Official agencies involved in TCB

Finnfund (Finnish Fund for Industrial Cooperation Ltd.): Finnfund is a Finnish development finance institute that offers long-term risk capital to profitable projects in developing countries and countries in transition outside the EU. It funds private sector projects that include Finnish value added. Finnfund’s projects have an important development objective, specifically to increase the production capacity of developing countries.

Finnpartnership: The business partnership programme, Finnpartnership, is establishing itself as a channel for cooperation between the Finnish business sector and companies in developing countries. It allows Finnish businesses to contribute to development cooperation in their own special fields. Further strengthening of the programme can be considered; for example, Finnpartnership has identified the need to strengthen the capacity of partner country enterprises to enable them to participate effectively in the matchmaking services it offers.

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 policy formulation on trade and development, in particular AfT, falls under the joint responsibility of the Department for External Economic Relations and the Department for Development Policy. Within the Ministry, an interdepartmental Trade and Development Team serves as a forum to facilitate dialogue in this area. Development cooperation issues related to bilateral relations 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 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

**Finnish AfT assistance is provided through several types of development cooperation instruments:**

**Concessional credits:** Concessional credits aim to strengthen economic and social development in developing countries by tapping into the know-how and technology of enterprises. In this arrangement, export credits are subsidized through concessional interest rates funded from Finland’s official development aid. The decision to grant a concessional credit is made by the Ministry of Foreign Affairs, and risks related to credit are borne by Finnvera Oyj. The 2007 Development Policy Programme emphasizes that concessional credits should focus, in particular, on environment and infrastructure-related investments that are prioritized in national development plans. The participation of enterprises from developing countries is encouraged, but each project should also include Finnish participation to some degree.

**Cooperation between institutions:** In 2008, Finland launched a new instrument to fund cooperation between institutions, in particular between universities and research institutions.

**Funds for local cooperation:** Funds for local cooperation are an efficient way for Finnish embassies and other missions to assist different actors in various countries. They can be used to strengthen productive capacity or for promoting local entrepreneurship, and can enable support for the institutional strengthening of local chambers of commerce. To enhance impact, it is useful to consider combining local cooperation funds with other instruments; for example, there have been good experiences from cooperation with Finnpartnership.

**Multilateral agencies and EU-cooperation:** Multilateral agencies are important channels for Finland’s participation in financing the global AfT agenda, in particular agencies that focus directly on international trade. These include the WTO, UNCTAD, UNIDO, ITC and programmes that focus directly on AfT, such as the Enhanced Integrated Framework for Trade-Related Technical Assistance to Least Developed Countries. The World Bank and other international and regional development finance institutions also play an important role in financing AfT, and international financial institutions provide opportunities for collaboration in bilateral aid and for enhancing the value of Finnish aid, a good example being the International Finance Corporation’s (IFC) Mekong Private Sector Development Facility (MPDF), to which Finland has provided bilateral assistance. A major share of Finland’s development assistance is channelled through the EU’s common programme and the Commission’s budget, and further AfT cooperation is envisaged as part of the EU’s Economic Partnership Agreement (EPA) negotiations with African, Caribbean and Pacific (ACP) countries.

**Programme-based cooperation:** Programme-based cooperation plays an important role in Finland’s development cooperation in sectors that are relevant to the Aid for Trade Initiative, such as forestry, water, environment and rural development. Improved public sector management, transparency and public monitoring are preconditions for and consequences of programme cooperation. Whenever the level of governance permits, Finland uses its partner countries’ own administrative systems and helps to strengthen the management of public-sector finances. Strengthening trade capacity should be a key element in programme-based cooperation. Such cooperation provides an opportunity for Finland to highlight issues of concern and themes where it has specialized expertise. Budget support can also be considered in countries where it is deemed feasible, for example in adjustments to multilateral trade agreements.

**Project cooperation:** Project cooperation remains important and is particularly significant in countries where management systems are not conducive to programme-based cooperation. It can also be used to supplement programme cooperation, underlining important themes, such as Aid-for-Trade. Project cooperation provides an opportunity to utilise Finnish know-how and expertise. When appropriate, Finland prefers co-financing with other donors and making use of new cooperation opportunities between donors, striving to avoid overlapping functions with well-established operations of the local administration.
Other instruments: Finland’s Development Policy Programme of 2007 notes that the Government is investigating the need to devise new instruments in response to changing approaches in development cooperation. Matters to be studied include financing for high-risk developing country investments, public–private partnerships (PPPs), and flexible financing models in situations where some aspect of the operations does not meet the OECD criteria for official development assistance.

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Brief information on other 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.


FINAS: A national accreditation body, FINAS is an operationally and economically independent department within the organization of the Centre for Metrology and Accreditation (MIKES).


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 labelling systems. It also manages the WTO information Centre in Finland. http://www.sfs.fi/sfs_lyhyest/tehtavat/

**Finnvera**, a specialised 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 Finish 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: E-mail: mariella.backmansson@finpro.fi and 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. http://www.fintra.fi

**Ministry of Employment and the Economy** bears the overall responsibility for business environment policy, 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 internationalise their business, as well as to accelerate the internationalisation process of enterprises that have already started exporting.


**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 **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/tietoaprhsta.html
Selected TCB programmes and initiatives in this guide

GLOBAL ADVOCACY
- Support for OECD’s analytical work aimed at facilitating the global AfT monitoring exercise
- Support for research on Aid for Trade, Mozambique, Tanzania, Vietnam and Zambia
- 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
- Nepal’s Trade Integration Study (NTIS)
- Support through EIF for Trade-Related Technical Assistance to LDCs
- Wider Europe Initiative (WEI)
- WTO Doha Development Agenda Global Trust Fund (DDAGTF)

LEGAL AND REGULATORY FRAMEWORK
- Economic growth and trade programmes of the International Development Law Organization (IDLO)
- Regional programme in Southern Africa to implement the OECD’s Policy Framework for Investment
- UNCTAD’s programmes on E-commerce and Law Reform in Laos, Cambodia and East Africa

SUPPLY CAPACITY
- Broad-Based Wealth and Job Creation in Zambia
- National Business Incubator Programme
- Private Sector Reform Development Programme (PSDRP), the Financial Sector Development Plan (FSDP) – Zambia
- Support for private sector development, especially agriculture, forestry, and energy, including in Zambia, Nicaragua, Laos, Tanzania, and the regions of Central America, Mekong and southern Africa
- Zambia Voucher-Based Business Development Services

COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES
- Support for Standards and Trade Development Facility (STDF)
- Support for UNIDO’s trade capacity-building programmes

TRADE PROMOTION CAPACITY BUILDING
- Finnpartnership programme

PHYSICAL TRADE INFRASTRUCTURE
- Development of national ICT-infrastructure strategies in African countries
- Energy and environment partnership programmes in Central America, the Mekong Region and Southern Africa
- EBRD’s Technical Cooperation Trust Fund
- EU-Africa Infrastructure Trust Fund
- The West Balkans Fund

TRADE RELATED FINANCIAL SERVICES
- IFC’s advisory services
- International Trade Centre’s (ITC) programme on Trade Finance
FRANCE

General information on French development cooperation

Created in 1961, the French aid system originally revolved around the Ministry for Cooperation, which implemented the broad lines of government policy, including grants, and a Central Fund for Economic Cooperation (the French Development Agency after 1998), which operated as a bank and provided loans. The last major reform of the cooperation system was in 2004 and was intended, in particular, to strengthen inter-ministerial coordination and to simplify the institutional landscape. The responsibilities and tools are shared among three main players within the French Government:

• Directorate-General of Global Affairs, Development and Partnerships (DGGA) at the Ministry of Foreign and European Affairs (MAEE);
• Treasury and Economic Policy General Directorate (DGTPE) at the Ministry of the Economy, Industry and Employment (MEIE);
• French Development Agency (AFD), which is under the supervision of the Ministry of Foreign and European Affairs (MAEE), the Ministry of the Economy, Industry and Employment (MEIE), the Ministry of the Interior, Overseas and Territorial Collectivities and the Ministry of Immigration, Integration, National Identity and Mutually-Supportive Development (MIIIDS).

The DGGA (International Economic Affairs Department) guides the Government’s overall assistance policies in conjunction with the DGTPE. These two offices manage bilateral activities jointly with the AFD. The AFD, however, has gradually been taking on a more visible role as a principal operator in French aid, and has become a centre of expertise and experience in implementing French aid programmes in the field. In addition to the above, a number of entities and co-ordination structures, such as the MIIIDS, play a key role in the planning of development assistance policy. France has diplomatic offices in 142 developing countries. The DGGA is represented in 113 countries, and the AFD in 55 countries, while the DGTPE has 64 commercial offices in 44 countries. Management responsibility for French ODA in the field is essentially shared between the DGGA and AFD representatives, under the overall co-ordination of the ambassador.

Aid for Trade (AFT) Strategy

The key aim of French development policy is to foster growth, reduce poverty and provide global public goods with the aim of achieving the Millennium Development Goals by 2015. The largest share of French overseas development assistance goes to bilateral assistance, which may take different forms, including:

• Cooperation: the French Ministry of Foreign Affairs and the French Development Agency implement more than 500 projects in the field each year in partnership with local authorities, aimed at improving the human, legal, institutional or material resources of beneficiary countries;
• Technical assistance: experts to advise foreign governments or carry out development projects;
• Financial support: soft loans, debt forgiveness and support for structural adjustment;
• Scholarships: more than 20,000 foreign students and professionals receive training and education in France each year.

The French Government focuses its aid on nine specific sectors, namely:

• Education
• Water and sewage
• Health and the fight against AIDS
• Agriculture and food security
• Infrastructure development in sub-Saharan Africa
• Protection of the environment and biodiversity
• Development of the productive sector
• Governance
• Higher education and research

“Aid for Trade can play an important role to help developing countries, especially Least Developed Countries, reap the benefits of integration into world markets. For many countries, this integration is already a reality but it often results in an increase in import bills, which is only partially offset by exports. Aid for Trade can support these countries in developing their capacity and their trade-related infrastructure to improve their competitiveness.”

Speech by French Presidency on behalf of the European Union
Mr Jean-Baptiste Mattei, Ambassador, Permanent Representative of France to the United Nations Office at Geneva (Geneva, September 15, 2008 – Palais des Nations)
AfT falls predominantly within two of the WTO AfT sectors. The first, Building Productive Capacity, made up 59% of overall French AfT in 2007, of which 80% went to agricultural and rural development projects, with banking services making up the remaining 18%, and a small share going to industrial development. The second, Economic Infrastructure, made up 40.5% of overall French AfT in that year. France adopted its AfT Strategy in June 2009, with the fight against poverty a key objective, in accordance with the guidelines of the EU AfT Strategy adopted in 2007. Its strategy also pays particular attention to regional integration, and the French Government has been quite active in supporting regional integration initiatives in West Africa (with WAEMU and ECOWAS), and in Central Africa (with CEMAC).

The financing structure of French AfT has not changed significantly over time. The French Development Agency is the key player in dispensing 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. The French Government’s strategy on regional AfT is to ensure that regional interventions are based on partner countries’ respective national programmes, in this way ensuring an inextricable link and complementarity between regional and national AfT activities. This approach is relatively well coordinated with the French Government’s interventions in sectors such as energy, transport and customs and, less so, with other sectors.

In line with the EU’s pledge to raise its annual AfT funding to €2 billion a year by 2010 (with €1 billion each from the European Community and from Member States), France has significantly increased its AfT funding, estimated to be €1.7 billion in 2008 and, in addition to these commitments, the French Government announced in July 2009 at the second global review of AfT that it would be providing a minimum average of €850 million of AfT per year. There are large year-to-year variations in French AfT, which is based on partner countries’ demands and challenges encountered in the field: it increased significantly in 2007, compared to the 2002 – 2005 average, mainly due to spending on infrastructure development and productive capacity development.

The Trade Capacity Building Programme (PRCC – Programme de renforcement des capacités commerciales), launched in 2002 and renewed for a further three years in 2009 with funding of €30 million, is a flagship programme of the French Government’s trade-related assistance interventions.

Finally, a substantial share of French AfT passes through multilateral channels, especially:
- The Enhanced Integration Framework: €1 million a year for the period 2009 – 2011;
- The Doha Development Fund: €1 million a year for the period 2009 – 2011.

France’s AfT projects also contribute to the implementation of action plans from the Diagnostic Trade Integration Studies (DTIS).


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11 www.wto.org/english/news_e/news09_e/aid_07jul09_e.htm
Official agencies involved in TCB

Ministry of Foreign and European Affairs (MAEE): The MAEE is responsible for strategic co-ordination and management of aid. It acts as the Co-Secretariat of the Interministerial Committee for International Co-operation and Development (CICID), sharing the Secretariat role with the Ministry of Economy, Finance and Employment (MINEFE). The MAEE is responsible for the “sovereign” sectors (law enforcement and governance), cultural co-operation, UN multilateral funds and the “vertical” health funds. It manages around 25% of French bilateral ODA. The MAEE falls under the authority of the Foreign Minister, and is supported by two deputy ministers, one responsible for European Affairs and the other for co-operation and the French-speaking world. The key Directorates of the MAEE involved in the management of aid are the Directorate General for Global Affairs, Development and Partnerships (DGGA) and the Directorate General for International Co-operation and Development (DGCID). The DGCID guides the government’s overall assistance policies in conjunction with the Directorate-General of the Treasury and Economic Policy (DGTEP) (which is part of the Ministry of Economy). These two offices manage bilateral activities jointly with the French Development Agency, whilst the DGGA oversees France’s engagement with the international community on issues such as international economic affairs, cultural diversity and world heritage, scientific exchange and research, and democracy and governance, amongst others. France supports economic change in beneficiary countries by underpinning infrastructure development, the organization of various economic sectors and the implementation of appropriate economic and financial policies. It also strives to promote social change, especially universal access to healthcare and education, and supports political change in these countries, including reinforcement of the rule of law and building democracy, stability and regional cooperation. The DGGA has worldwide responsibilities that are not confined to ODA-eligible countries, and some of its mandates (e.g. audiovisual development abroad) are not related to ODA.


Ministry of the Economy, Industry and Employment (MEIE): MEIE is responsible for multilateral finance issues (debt, monetary cooperation) and is one of the supervisory authorities of the AFD. It is responsible for development banks and certain thematic funds, and manages around 10% of French bilateral ODA. Its Treasury and Economic Policy General Directorate (DGTEP) 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.minefe.gouv.fr/directions_services/dgtpe/publi/organisation_eval_en.htm

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. Its commitments in 2008 totalled €4 billion.

For more information: http://www.afd.fr/jahia/Jahia/lang/en/home/Qui-Sommes-Nous
Brief information on other trade-related organizations

**AFNOR:** AFNOR, the French market leader in quality management and standardization training, is an international services 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, market-place 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 30 or so countries, the AFNOR Group commercialises 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

**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

**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

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).

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 across-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).


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: irc.supagro.inra.fr/en/cnearc/cnearc-missions-organization-87-294.html

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 carry 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 in response to requests from the Ministry of Development Cooperation, the French Development Agency, CNEARC and NGOs. 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 and http://www.ciedel.org

International Technical Assistance Agency (ADETEF): ADETEF is the international technical assistance agency of the Ministry of the Economy, Finance and Employment (MINEFE). It is a public company, a status which gives it financial strength while allowing flexibility of action in the international field. One of the instruments of French foreign policy, ADETEF transfers economic, financial and industrial expertise and know-how to emerging, transition, and developing countries. International cooperation policy guidelines are defined by the Comité interministériel de la coopération internationale et du développement (CICID – Inter-ministerial International Cooperation and Development Committee), chaired by the Prime Minister. ADETEF intervenes in: (i) economics: policy forecasting and advice, statistics and economic and social surveys; (ii) institutional reform: modernization of economic and financial administrations; (iii) human resources: definition of training needs, installation of training structures, communication, and management; and (iv) information technology: advice for selecting data processing systems, selection and adaptation of information processing systems, and technology transfer. It provides assistance to transition and developing countries through advice, technical assistance (short-, mid- and long-term), methodology and training, and auditing. ADETEF relies on a pool of highly qualified consultants and the French administrative network abroad (embassies and economic missions), as well as five offices abroad, in Hungary, Romania, Ukraine, Morocco and Vietnam.

For more information: http://www.adetef.minefi.gouv.fr/index.htm

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.


Natixis is the corporate, investment and financial services arm of Banques Populaires and Caisses d’Epargne (BPCE). It has a number of areas of expertise, organized in three main business lines: corporate and investment banking, investment solutions (asset management, private banking, insurance) and specialized financial services. A global player, Natixis has its own client base of companies, financial institutions and institutional investors as well as a client base of individuals, professionals and small and medium-size businesses of BPCE’s two retail banking networks.

For more information: http://www.natixis.com/jcms/c_5021/natixis-at-a-glance

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 2008 PROPARCO granted €789 million to over fifty projects in more than thirty countries.

For more information: http://www.proparco.fr/jahia/Jahia/lang/en/Accueil_PROPARCO/PROPARCO

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

Selected TCB programmes and initiatives in this guide

TRADE POLICY DEVELOPMENT
- Support for the Integration of Vietnam in International Trade (FSP–I)
- WTO Doha Development Agenda Global Trust Fund (DDAGTF)

LEGAL AND REGULATORY FRAMEWORK
- Supporting the implementation of agricultural policies – Senegal

SUPPLY CAPACITY
- Developing the fair trade and organic fair trade cotton industry in West and Central Africa – Promoting the MDGs
- Enhancement of potato exports – Guinea
- Private Sector Support Mali (PASP I) – Mali
- Support for the Corporate Upgrading Programme – Senegal
- Support for the economic development of cotton zones – Mali
- Support for the promotion of textile exports – Cambodia
- Supporting producer organizations – Burkina Faso

COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES
- New monitoring laboratory for the shrimp industry – Madagascar
- Réseau Normalisation et Francophonie (RNF: Standardisation and Francophone Network)
- Trade Capacity Building Fund – Mali

TRADE PROMOTION CAPACITY BUILDING
- Developing export promotion tools – Madagascar
- Trade Capacity Building Programme (PRCC) – Global
MARKET AND TRADE INFORMATION
• AFRISTAT

TRADE FACILITATION
• External Trade Single Window (GUCE)

PHYSICAL TRADE INFRASTRUCTURE
• Contribution to the West African Power Pool (WAPP)
• Enhancing agricultural productivity by water resource management in Vietnam
• Extension of Pointe Noire Port in the Republic of Congo
• Financing Tunisia’s first Build Operate and Transfer (BOT) project in the transport sector
• PROPARCO loan to ORMAT Group – Kenya
• Rehabilitating the road infrastructure in Kenya

TRADE RELATED FINANCIAL SERVICES
• ARIZ: a risk-sharing tool facilitating access to bank credit
• AFD Group and CSR in the Banking Sector
• Expanding access to credit and financial products: Microfinance – Cambodia
• Microfinance and Women’s Rights Formation of Fondation Zakoura Microcredit – Morocco
GERMANY

General information on German development cooperation

The development policy of the Federal Republic of Germany is formulated by the Federal Ministry for Economic Cooperation and Development (BMZ). The BMZ draws up the German Government’s development policy guidelines and fundamental concepts, and defines the rules by which they are put into practice. The development policy is carried out by a number of implementing agencies, namely KfW, DEG, GTZ, DED, InWEnt (detailed information on these agencies is provided below). Analysis of German trade-related assistance from 2005 to 2007 shows that GTZ was the most active German implementing agency, implementing around one third of the total commissioned by BMZ in the AfT categories of trade policy and regulation and trade development. Other important implementing agencies are the DEG and the KfW. InWEnt contributed a high percentage to trade policy and regulation through training courses and the development of negotiating skills. Agencies active in financial cooperation, such as KfW and DEG, are important in the wider definition of AfT, namely building productive capacities and economic infrastructure. With a clearly increasing trend from 2005 onwards, the total sum of AfT provided by BMZ in 2008 was around €1.5 billion.

Aid for Trade (AfT) Strategy

In line with the WTO definition of AfT, 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. In principle, Germany provides assistance in all categories of AfT, and at both individual country level and regional level.

The joint EU AfT Strategy, with its clear pro-poor focus and orientation to the MDGs, constitutes the baseline for German financial contributions, AfT approach, priorities and delivery mechanisms. Against the joint EU pledge on trade-related assistance, Germany reached its self-defined target of €220 million in 2008 with €295 million. There is a considerable fluctuation in the level of AfT, owing to unavoidable portfolio shifts and the ODA eligibility of implemented measures, namely the market-oriented DEG activities. German AfT priority areas are: (i) food security and agriculture; (ii) business support services and institutions; (iii) banking and financial services; (iv) industry; (v) trade policy and regulation; and (vi) transport and communication.

In 2001 – 2008, Germany ranked third, behind Japan and the US, in total AfT contributions, making it first among EU Member States. Under the AfT category “building productive capacities,” it contributed 7% of all donor aid. German AfT is primarily implemented bilaterally and is coordinated by BMZ. Besides these bilateral programmes, Germany also funds measures implemented by multilateral organizations such as the WTO (Doha Development Agenda Global Trust Fund), UNCTAD, ITC, EIF and UNIDO. Based on the joint EU AfT Strategy, Germany’s geographical focus is on ACP countries, specifically sub-Saharan Africa, and the implementation of the Economic Partnership Agreements’ (EPA) commitments. Regional integration, increasing intra-regional trade, improving regional value chains and reducing supply-side constraints by fostering productive capacities are sectoral priority areas for the ACP group.

Almost half of Germany’s total AfT is implemented in the BMZ priority area of sustainable economic development, in particular private sector development; another priority area is agriculture (including value chains and food security), and other areas are support for improving quality infrastructures and the reform of


“...The German Government is committed to giving more room to the interests of developing and transition countries at international conferences and during negotiations so that they and their products stand a chance on the global market.”

Source: German Programme of Action 2015
customs and tariffs. Asia has been the most important recipient of German AfT, especially in infrastructure, followed by Africa. 15

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. It cooperates with other donors to ensure coordination in aid delivery to LDCs through the EIF. In several AfT recipient countries, as well as at the regional level, Germany participates in donors’ coordination efforts. It is increasingly engaged in joint programming, analysis and delivery and is planning to co-finance AfT programmes or projects. It is currently working on an AfT concept to be launched in 2010 based on a comprehensive AfT study commissioned by BMZ and carried out by the German Development Institute in late 2009. 16

Official agencies involved in TCB

Deutsche Entwicklungs- und Investitionsgesellschaft mbH (DEG): DEG is a member of the KfW Banking Group. 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 and http://www.deginvest.de/EN_Home/index.jsp

Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) (Association for Technical Cooperation): GTZ has the corporate form of a “GmbH” (closed limited company) in the private sector and is owned by the German Federal Government. It is an international cooperation enterprise for sustainable development with worldwide operations. The GTZ Trade Programme provides advisory services to the German Federal Ministry for Economic Cooperation and Development (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@gtz.de and http://www.gtz.de/en/684.htm

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 the BMZ. The 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. The BMZ is guided in this by the United Nations Millennium Development Goals. The German Government’s contribution to achieving these goals is described in the Programme of Action 2015. The work of the BMZ is subject to parliamentary control, and a specialist Committee on Economic Cooperation and Development (AwZ) is particularly responsible for this. BMZ is responsible for Germany’s contribution at the international level: 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. About one third of the funds from the BMZ budget go via multilateral institutions.

For more information: E-mail: info@bmz.bund.de and http://www.bmz.de/en/service/contact/index.php

15 Petra Voionmaa, Michael Brüntrup, German Aid for Trade, DIE Studies, 2009.
16 Source: German Aid for Trade: past experience, lessons learnt, and the way forward, German Development Institute, Studies 52, Voionmaa, Petra / Michael Brüntrup, (2009), http://www.die-gdi.de/CMS-Homepage/openwbecms3.nsf/ynOK_contentByKey)/ANES-7ZLE3W?Open&nav=expand:Publikationen%5CStudies;active:Publikationen%5CStudies%5CANES-7ZLE3W
German Development Service (DED): The DED is financed from the German federal budget. It supports partner organizations and self-help initiatives by providing a specialist advisory service, financing smaller programmes and promoting local skilled staff.

For more information: E-mail: poststelle@ded.de and http://www.ded.de/cipp/ded/custom/pub/content,lang,2/oid,21/ticket,g_u_e_s_t/~ /Addresses.html

Kreditanstalt für Wiederaufbau (KFW) (Reconstruction Loan Corporation): The KfW Banking Group is a German Government-owned reconstruction and development bank. KfW IPEX-Bank GmbH is one of the leading funders in international project and export finance. KfW Entwicklungsbank (Development bank of the Federal Republic and federal states) is part of the banking group and dedicated to development cooperation. KfW supports developing countries in major infrastructure and in building productive capacity in the fields of energy supply, transport and irrigation, as well as providing access to finance and credit lines for local banks.

For more information: E-mail: info@kfw.de and http://www.kfw.de/EN_Home/index.jsp

Contact

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Web: http://www.gtz.de/en/684.htm

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Web: http://www.kfw.de/EN_Home/index.jsp
http://www.kfw-entwicklungsbank.de/EN_Home/KfW_Entwicklungsbank/index.jsp
DEG (Deutsche Entwicklung- und Investitionsgesellschaft) mbH

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Web: http://www.kfw.de/EN_Home/index.jsp

InWEnt: Capacity Building International, Germany

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DED headquarters in Bonn

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Tel: +49 2 282 4340
Fax: +49 228 243 4111
E-mail: poststelle@ded.de
Web: http://www.ded.de/cipp/ded/custom/pub/content.lang,2/oid,21/ticket,g_u_e_s_t/~ Addresses.htm

Centrum für internationale Migration und Entwicklung (CIM)

Mendelssohnstrasse 75-77
D-60325 Frankfurt am Main

Tel: +49 697 191 210
Fax: +49 697 191 2119
E-mail: cim@gtz.de

Brief information on other 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 parastatal institutions, non-governmental organizations and the private sector also participate in 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: http://www.cimonline.de/en/index.asp

Customs’ Information and Knowledge Management (Customs’ IKM): This service is provided by the Federal Ministry of Finance and provides business with information about customs matters. The Customs’ IKM does not provide information on other countries’ import or export regulations and does not have access to the customs regulations of other countries.

For more information: E-Mail: enquiries.english@zoll.de and http://www.zoll.de/english_version/customs_info_center/index.html

DAP: On December 8th, 1988, the Federal Ministry of Economic Affairs founded the BAM Accreditation System (BAS). This led, in April 1990, to the creation of the DAP German Accreditation System for Testing. DAP was listed as a limited liability company in the Commercial Register on August 31, 1994 and is a member of the German Accreditation Council (DAR). It is one of the sector-specific, legally independent accreditation bodies in the German economy working on a non-profit basis, and is responsible for the accreditation of testing and research laboratories, of certification bodies and of inspection bodies in the voluntary area. DAP’s primary activity is the accreditation of material-testing and chemical analytical bodies in Germany.

For more information: http://www.dap.de/mitarbeiter.html
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

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: 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: liberal@fnst.org and http://www.fnf.org.ph

German Accreditation Council (DAR): DAR aims to represent the German accreditation system in a transparent way, thus facilitating a comparison with other national accreditation systems. It coordinates activities in the accreditation and recognition of testing laboratories, certification and inspection bodies and conformity assessment bodies to ensure that their procedures meet a common high level of quality. DAR itself does not carry out any accreditations or recognitions.

For more information: E-mail: office@deutscher-akkreditierungsrat.org and http://www.dar.bam.de/cgi/contacte.cgi

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: E-mail: info@german-business-portal.info and http://www.german-business-portal.info/GBP/Navigation/en/root.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 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?cmsdintextid=kontakt_en&contextid=din&bcrumblevel=1&level=tpl-artikel&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 globalisation.

For more information: E-mail: 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.

E-mail: invest@gtai.com and trade@gtai.de and http://www.gtai.com/web_en/contact

**InWEnt:** InWENT is owned by the German Federal Government. It is a non-profit organization with worldwide operations dedicated to human resource development, advanced training and dialogue. Under its programme, Partnering with Business, it provides capacity building programmes though its Manager Training Programme commissioned by the Federal Ministry of Economics and Technology (BMWi). It encourages the development of cooperation between German firms and foreign firms who send their employees to Germany.

For more information: http://www.inwent.org/portal/wirtschaft/aussenwirtschaft/index.php.en

**Konrad Adenauer Stiftung (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 and http://www.kas.de/wf/en/

**Physikalisch-Technische Bundesanstalt (PTB):** PTB is the 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: presse@ptb.de and http://www.ptb.de/en/kontakt/kontakt.html.

For information on Certification Body: E-mail: certification@ptb.de and http://www.ptb.de/en/org/zs/

**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 and http://www.ses-bonn.de/en/about-us.html
Selected TCB programmes and initiatives in this guide

GLOBAL ADVOCACY

- EPA Studies and Beyond
- GTZ Trade Programme
- Preparation of SMEs to participate in international trade negotiations; implementation of trade agreements
- Research in trade in services

TRADE POLICY DEVELOPMENT

- Developing Regional Institutions
- WTO Doha Development Agenda Global Trust Fund (DDAGTF)

LEGAL AND REGULATORY FRAMEWORK

- UNCTAD/Germany Trust Fund for WTO accessions

SUPPLY CAPACITY

- Bangladesh textile production
- Cotton Made in Africa
- Improvement of business environment and investment climate
- Kenya Private Sector Development in Agriculture (PSDA)
- Rural production and trade
- Thai-German Programme for Enterprise Competitiveness

COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES

- Common Code for the Coffee Community (4C)
- Development and implementation of technical rules and standards
- GLOBALGAP Option 2

TRADE PROMOTION CAPACITY BUILDING

- Enhancement of regional business associations – East Africa Business Council (EABC), Arusha

MARKET AND TRADE INFORMATION

- Information Services for small and medium enterprises (SMEs) in South Asia

TRADE FACILITATION

- InWEnt International Leadership Training (ILT) on Global Trade
- Streamlining customs clearance procedures and strengthening customs authorities

PHYSICAL TRADE INFRASTRUCTURE

- Energy generation and supply, Tajikistan
- Establishing the maritime transport sector, Timor-Leste
- Telecommunications, East Africa
- Transport and storage, Guinea

TRADE RELATED FINANCIAL SERVICES

- Access to trade financing, e-commerce and market analyses
- Banking and financial services
- Financial System Development (FSD) Programme
- Strengthening the microfinance sector: Financial Sector Technical Assistance Programme (FSTAP)
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.

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. 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.

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.


Greece DAC Peer Review 2006 http://www.oecd.org/.../0,3343,en_2649_34603_40843520_1_1_1_1,00.html

Official agencies involved in TCB

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/frontoffice/portal.asp?cpage=NODE&cnode=13&clang=1
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.


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Hellenic Republic Ministry of Foreign Affairs Hellenic Aid
11 Vassilissis Sophias ave.
GR-106 71 Athens
Tel: +30 210 368 3570
Fax: +30 210 368 3794
E-mail: hellenicaid@mfa.gr
Web: http://www.mfa.gr and http://www.hellenicaid.gr

Brief information on other trade-related organizations

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

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 and http://www.hellenic-swedishcc.gr/chambers/chambers-hftb.asp

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

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

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/en-US

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 and http://www.kepka.org

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 47 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 €68 million, with 55% support from EU Regulation 815/84 funds.

For more information: E-mail: fragoudaki@ekete.gr and http://www.ekete.gr/page/default.asp?la=2&id=5
**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:

**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
General information on Irish development cooperation

Irish Aid is the Government of Ireland’s programme of assistance to developing countries. Ireland has had an official development assistance (ODA) programme since 1974. This has grown steadily over the years, from modest beginnings to its current size (its total ODA in 2010 is estimated to be €671.4 million).

Ireland’s development cooperation programme is an integral part of its wider foreign policy and is reflective of its foreign policy objectives of promoting peace and security, human rights and sustainable development internationally. 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.

The Irish Aid programme has a strong focus on sub-Saharan Africa, to which approximately 80% of its budget is allocated, with bilateral aid programmes in seven African countries: Lesotho, Malawi, Mozambique, Tanzania, Ethiopia, Zambia, and Uganda. Timor-Leste and Vietnam, both in Asia, are Ireland’s remaining aid programme countries.

Responsibility for Irish foreign policy, including assistance to developing countries (Irish Aid) lies, in the first instance, with the Minister for Foreign Affairs. However, particular responsibility for policy on overseas development assistance is assigned to the Minister of State for Overseas Development at the Department of Foreign Affairs. The Development Cooperation Directorate, a Division of the Department of Foreign Affairs, is responsible for administering the Irish Aid programme. It also has a coordinating role in relation to overseas development assistance by other government departments.

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 which 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.

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 trade-related technical assistance and trade-related capacity building to the LDCs and other most vulnerable countries through a small number of core, multilateral institutions.

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.

This relationship with a small number of core multilateral agencies has allowed Ireland’s AfT funding to be focused and utilized effectively. The total funding for the period covering 2007 – 2009 stood at around

“Developing countries have the potential to earn from trade many times what they obtain in official development assistance. Crucially, developing countries need assistance to build up facilities and systems for producing, delivering and selling goods and services. They need Aid for Trade.”

Statement from the Minister of State for Overseas Development, Hon. Peter Power T.D, September 2008
Irish Aid

Department of Foreign Affairs

Riverstone House
23–27 Henry Street
Limerick

Tel: +3531 4780822
Web: http://www.irishaid.gov.ie

Brief information on other trade-related organizations

Dublin Port Company: 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: (i) vessel traffic management; (ii) piloting; (iii) towage; (iv) diving; and (v) training & development. The Company’s Training and Development Centre conducts comprehensive training needs analyses to assess the training needs of employees of both the Dublin Port Company and companies located within the port estate, as well as for overseas ports authorities.

For more information: E-mail: info@dublinport.ie and http://www.dublinport.ie/about-dublin-port/training/

Economic and Social Research Institute of Ireland (ESRI): ESRI produces research that contributes to understanding economic and social change and informs public policymaking and civil society in Ireland and throughout the European Union. 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 European Union. 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.

For more information: E-mail: admin@esri.ie and http://www.esri.ie/
Enterprise Ireland (EI): EI is the government agency responsible for the development and promotion of the indigenous business sector. Its mission is to accelerate the development of world-class Irish companies to achieve strong positions in global markets, resulting in increased national and regional prosperity. Through its extensive network of Irish and international offices, EI works with its clients to assist them to compete and grow. It supports Irish companies in five areas: (i) achieving export sales; (ii) investing in research and innovation; (iii) competing through productivity; (iv) starting up and scaling up; and (v) driving regional enterprise. It also provides assistance for international companies who are searching for world-class Irish suppliers, and international companies who want to set up food and drink manufacturing operations in Ireland.

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. It also provides advisory services to overseas government promotion and export agencies in areas ranging from export promotion zones to investment promotion policies.

For more information: E-mail: idaireland@ida.ie and http://www.idaireland.com

Skillshare International Ireland: Skillshare International Ireland works in the health, education and economic empowerment sectors in Southern Africa, in partnership with locally based NGOs, community organizations, networks and government bodies, with the aim of enabling them to achieve their vision and facilitate broader social change in their own communities. Throughout its work, it addresses the themes of gender, HIV and AIDS, peace building and human rights. It aims at reducing poverty, injustice and inequality, and furthering economic and social development in partnership with people and communities throughout the world by sharing and developing skills and ideas, facilitating organizational and social change and building awareness of development issues.

For more information: E-mail: irelandinfo@skillshare.org and http://www.skillshare.ie/aboutus/our_programme.html#2

Traidlinks: 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 three key programme areas: (i) skills exchange; (ii) promotion and awareness raising; and (iii) Heart of Africa, a programme launched in July 2006, in partnership with Jacob Fruitfield, Barry’s Tea and Bewley’s, to import and distribute premium, quality products from Africa to Irish consumers.

For more information: E-mail: contactus@traidlinks.ie and http://www.traidlinks.ie/section/contact

Trócaire: Trócaire is one of the development agencies under the Irish Aid Multi-Annual Programme Scheme (MAPS), a development cooperation framework between Irish Aid and five partner NGOs for implementing Irish Aid projects in the field. Trócaire works with some of the most vulnerable people in the developing world, with the aim of reducing poverty. Its activities in the area of trade range from supporting small producers in marketing their products to policy and advocacy at the WTO. As part of its advocacy work, it lobbies for developing countries to have the capacity to decide their agricultural policies and have effective access to developed country markets for their produce. It also intervenes in increasing partner organizations’ engagement in trade policy discussions and bilateral and multilateral trade negotiations. Trócaire works in 124 programmes across 38 countries in Africa, Asia, Latin America and the Middle East.

For more information: http://www.trocaire.org/whatwedo/tradeandmarkets
Volunteering Ireland (VI): VI is the National Volunteer Development Agency which regroups all organizations that involve volunteers and is a representative voice for volunteering in Ireland. It is an independent membership-based organization that inspires, promotes, supports and celebrates voluntary activity in Ireland as a way of strengthening participative democracy and building social capital. VI also supports the work of Irish-based overseas development agencies that involve volunteers, through a number of initiatives. VI is part of an international community of practice and represents Ireland in a number of international arenas, including the European Volunteer Centre (CEV) and the International Association for Volunteer Effort (IAVE).

For more information: E-mail: info@volunteeringireland.ie and http://www.volunteeringireland.ie/page.php?id=21

Volunteering Options (VO): VO is a volunteering organization based in Comhlámh (an Irish organization engaged in social justice, human rights and global development issues), which aims to promote informed decision-making by potential volunteers and to develop good practice standards among volunteer-sending organizations. VO helps potential volunteers in Ireland match their skills with projects in developing countries. To assist them it has developed a number of resources, including the Volunteering Options website and a book for potential volunteers, a comprehensive set of training workshops, information for the public, a volunteer charter, and research into the impact of volunteering on host organizations.

For more information: E-mail: info@volunteeringoptions.org and http://www.volunteeringoptions.org/VolunteerViews/Makingadecision/tabid/115/Default.aspx

Selected TCB programmes and initiatives in this guide

GLOBAL ADVOCACY
- Irish Aid Support to Innovation in the African Context: Forum

TRADE POLICY DEVELOPMENT
- Irish Development Experience Sharing Programme (IDEAS):
- WTO Doha Development Agenda Global Trust Fund (DDAGTF)

LEGAL AND REGULATORY FRAMEWORK
- WTO Internship Programme

SUPPLY CAPACITY
- Building capacity in the fisheries sector (Mozambique)
- Irish Fairtrade Network’s initiatives
- Mekong Private Sector Development Facility (MPDF)
- Support for Mozambique private sector – cashew production
- Support for Ugandan organic fruit exporters

TRADE PROMOTION CAPACITY BUILDING
- Uganda Export Promotion Board (UEPB) (MarketLinked)

TRADE FACILITATION
- Port training programme for the port communities of English-speaking developing countries (TrainForTrade)

PHYSICAL TRADE INFRASTRUCTURE
- Road Rehabilitation – Ethiopia
ITALY

General information on Italian development cooperation

Development cooperation is an essential part of the Italian Government’s foreign policy. Italian cooperation with developing countries focuses on contributing to the UN efforts to combat poverty all over the world and to help developing countries strengthen their institutions in terms of good governance, respect for human rights and democratic participation in economic development. Italy allocates about 8% of its total ODA to LDCs, another 12% to low income countries, about 23% to lower middle income countries, and 3% to upper middle income countries. The top two recipients of aid in 2007 were Iraq and Ethiopia. The responsibility for development assistance is entrusted to the Ministry of Foreign Affairs (MFA), while the Ministry of Finance (MEF) takes care of the international finance institutions. The areas of cooperation managed by the Ministry of Foreign Affairs are regulated by a law of 1987. Universities, international organizations, non-governmental organizations and private enterprises also play a key role in the implementation of Italian aid.

Aid for Trade (AfT) Strategy

Italy has not yet set out an AfT strategy, but the three-year development programme approved in December 2008 set AfT as one of its priorities. The Italian Development Cooperation website reports that the Italian Government regards Africa as its primary focus for AfT, and there it promotes the development of local or intraregional trade17. The following spending on AfT was recorded in the CRS 2009 report:

<table>
<thead>
<tr>
<th></th>
<th>2006 €</th>
<th>2007 €</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trade policy</td>
<td>257,080</td>
<td>12,857,354</td>
</tr>
<tr>
<td>Economic infrastructure</td>
<td>26,150,000</td>
<td></td>
</tr>
<tr>
<td>Building productive capacity</td>
<td>520,000</td>
<td>174,929,341</td>
</tr>
<tr>
<td>Trade-related adjustment</td>
<td>2,438,815.78</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>26,927,080</td>
<td>192,225,512</td>
</tr>
</tbody>
</table>

OECD DAC Peer review 2004 http://www.oecd.org/document/49/0,3343,en_2649_34603_33741553_1_1_1_1,00.html

Official agencies involved in TCB

Directorate General Development Cooperation (DGDC/DGCS19): DGDC is the department of the MFA tasked with the organization of Italy’s development cooperation activities. It implements these in close collaboration with international organizations, the European Union and NGOs. Its activities include management of funds allocated to development aid and humanitarian emergencies. All initiatives involving significant financial commitments are approved by a steering committee composed of representatives of the MFA and other agencies. The DGCS also conducts training projects in collaboration with universities in Italy and abroad and finances courses and scholarships. It is divided into thirteen offices and the Central Technical Unit and the Inspection, Monitoring and Verification Unit. The Central Technical Unit supports the DGDC in technical tasks related to the identification, appraisal and formulation of programmes.

For more information: http://www.cooperazioneallosviluppo.esteri.it/pdgoscinitaliano/DGCS/intro.html and http://www.esteri.it/MAE/EN/Ministero/Struttura/DGCoopSviluppo/

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www.cooperazioneallosviluppo.esteri.it/pdgosciingelesintro.html

18 Trade policy and regulations; economic infrastructure (energy, transport & communications)

19 Also known as Direzione Generale per la Cooperazione allo Sviluppo (DGCS)
Brief information on other trade-related organizations

**CeSIA Centro di Studio per l’Applicazione dell’Informatica in Agricoltura:** 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 actively participated in European Union research projects. Its immediate task is to develop initiatives and training opportunities for practitioners and researchers in the environment, land planning and the promotion of 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](http://www.georgofili.it/download/698.pdf)

**Federation of Italian Exporters and Importers (FIEI):** FIEI promotes the expansion of Italian companies in foreign markets and has represented their interests since 1980. It coordinates and promotes import–export services through its ten affiliated Export-Import Associations, produces a monthly international market journal and magazines, carries out studies and research in the area of foreign trade and markets, and runs an Import Promotion Desk.

For more information: [http://www.fiei.net/english.htm#outus](http://www.fiei.net/english.htm#outus)

**Institute for Industrial Promotion (IPI):** IPI supports the Ministry of Economic Development (MSE) in analyzing, planning, implementing and assessing policies and interventions to develop, innovate and provide competitiveness in the national production system. As an in-house structure of the Ministry, IPI’s action is part of the whole process addressed to public interventions within the definition of policies and technical support, in order to plan and implement programmes and interventions.

For more information: [http://www.ipi.it/en_inside.asp?id=1271](http://www.ipi.it/en_inside.asp?id=1271)

**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 in the area of trade with the objective of encouraging thinking on Italy’s strategic options in the field of trade relations and policies and to involve decision-makers at various institutional levels. On individual subjects 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 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 with the public-sector mission of supporting the development of the Italian agricultural sector; various activities previously performed by different public entities were integrated under it. According to the decree, the institution’s remit is to offer financial, insurance and information services and provide guarantees to agricultural companies with the aim of: (i) increasing their competitiveness and reducing their risks; (ii) facilitating their relationships with banks, insurers and markets; and (iii) improving market transparency and information.

For more information: http://www.ismea.it/flex/cm/pages/ServeBLOB.php/L/IT/IDPagina/1

Italian Export Credit Agency (SACE): SACE’s mission is to help companies develop foreign business and investments through insurance cover. Formerly an Italian governmental agency, SACE S.p.A. was converted, by a 2004 statute, 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 Institute for Foreign Trade (I.C.E., Istituto Nazionale per il Commercio Estero): The Italian Institute for Foreign Trade (ICE), also known as the Italian Trade Commission, is the government agency entrusted with promoting trade, business opportunities and industrial cooperation between Italian and foreign companies. Its activities are financed by public and private funds from: (i) the Ministry of International Trade, which establishes directives and has a supervisory role; and (ii) the companies which use its services for advice, information and assistance. It supports the internationalization of Italian firms and their consolidation in foreign markets and, with its network of 117 offices in 87 countries around the world, 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.ice.it and http://www.italtrade.com/

National Institute of Statistics (Istat): Istat collects and produces information on the Italian economy and society and makes it 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, 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 programmes 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: This is a development finance institution dedicated to supporting and promoting the activities of Italian companies abroad. It promotes direct investment by Italian companies outside the European Union, provides technical and financial support for projects, and administers various forms of public support for the internationalization of the Italian economy. For firms it is a one-stop shop for assistance on every aspect of the development of business abroad. SIMEST is controlled by the Ministry for Productive Activities, and its private-sector shareholders include major Italian banks and industrial business organizations.

For more information: http://www.edfi.be/simest.htm
Selected TCB programmes and initiatives in this guide

TRADE POLICY DEVELOPMENT
- WTO Doha Development Agenda Global Trust Fund (ODAGTF)

LEGAL AND REGULATORY FRAMEWORK
- Post-WTO accession in Vietnam

SUPPLY CAPACITY
- Capacity building for the Office for Southern Development (ODS) – Tunisia (Phase II)
- Cooperation programme with Makerere University – Uganda
- SME Cluster Development in Vietnam
- Strengthening the National Center for Crafts, Textile and Leather – Algeria
- Support for the development of agriculture – Kenya
- Support for local fisheries – Mozambique
- Support for integrated Development – Benin
- Textile and clothing in Morocco

COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES
- Accreditation of laboratories of the Ethiopian Leather and Leather Products Technology Institute (LLPTI)
- Technical support to footwear industry – Indonesia

TRADE PROMOTION CAPACITY BUILDING
- Export promotion training
- Italian Trade Commission in South Africa
- Twinning project –Tunisia

MARKET AND TRADE INFORMATION
- Institutional support to the commercial sector in agriculture – Mozambique

PHYSICAL TRADE INFRASTRUCTURE
- Bumbuna’s hydroelectric power station – Sierra Leone
- Construction of the Porto Novo road – Cape Verde
- Maintenance of refrigeration facilities in fishing ports – Tunisia
- Railway supply of 24 double-decker trains – Morocco

TRADE RELATED FINANCIAL SERVICES
- Integrated/Consolidated programme for SME development – India
- Promotion of innovative financial instruments for the development of rural enterprises and microfinance (Profinder)
- State Capital Investment Corporation (SCIC) Vietnam and SIMEST
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 lies with the key ODA implementing agencies, Japan International Cooperation Agency (JICA) and Japan Bank for International Cooperation (JBIC). In the area of AFT, the Ministry of Economy, Trade and Industry (METI) and Japan External Trade Organization (JETRO) also play a key role in the implementation of trade-related and private-sector-related technical cooperation programmes. In October 2008, the former JICA merged with the Overseas Economic Cooperation operation of the former JBIC, which was in charge of providing ODA loans, to establish the New JICA. Some of the actual implementation duties for grant aid that had previously belonged to MOFA have been transferred to the New JICA. The New JICA now provides bilateral aid in the form of technical cooperation and Japanese ODA loan and grant aid, whilst JBIC has become, since 2008, the international wing of the Japan Finance Corporation, a new policy-based financing institution established through the merger of JBIC and three domestic public finance corporations.


Aid for Trade (AFT) Strategy

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. 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. 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 geographical focus, the Japanese Government’s AFT funding goes predominantly to Asia, especially India, Indonesia and Vietnam. In 2006, 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 2008, it pledged to double its ODA to Africa by the year 2012. 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 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$4.4 billion in 2007, and approximately US$7.8 billion in 2008. 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

Remarks by H.E Mr. Shintaro ITO
State Secretary for Foreign Affairs of Japan, 2nd Global Review Meeting on Aid for Trade
July 2009

“Open trade and Aid for Trade are two wheels of the same cart, which are essential for revitalizing world trade.”
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 2,003 experts to developing countries and accepted 11,482 trainees from developing countries in 2006, and dispatched 2,578 experts and accepted 14,780 trainees in 2007.

Source: Aid for Trade at a Glance 2009 – Donor Information: Japan
http://www.mofa.go.jp/announce/svm/remark0907.html

Official agencies involved in TCB

Japan Bank for International Cooperation (JBIC): This is the international wing of the recently established Japan Finance Corporation 20 (JFC), Japan’s policy-based financing institution. JBIC’s mission is to contribute to the sound development of the Japanese economy and the international economy. In its role as the international wing of the JFC, JBIC provides a number of operations, such as export loans, import loans, and investment loans. As part of its support to developing countries, it provides a number of financial instruments to facilitate trade and private sector development, including untied loans which support projects undertaken by foreign governments and government agencies, and bridging loans which provide short-term financing for developing country governments facing balance-of-payments problems. It also provides export loans which support exports of equipment by Japanese companies, and promotes the transfer of Japan’s technology to developing countries.


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/

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 92 overseas offices, projects in more than 150 countries, and available financial resources of approximately $11.1 billion in 2009. 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

20 JFC was established on October 1, 2008, and the former International Finance Operations has now been taken over by JBIC.
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/

**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/comment_form/index.html

**Contact**

**Japan Bank for International Cooperation (JBIC)**

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

**Japan External Trade Organization (JETRO): Ark Mori Building**

6F 12-32 Akasaka 1-chome Minato-ku
Tokyo 107-6006
Tel: +81 33 582 5511

**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

**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

**Ministry of Economy, Trade and Industry (METI)**

1-3-1 Kasumigaseki, Chiyoda-ku
Tokyo 100-8901
Tel: +81 33 501 1511
Web: http://www.mofa.go.jp/about/index.html

**Brief information on other trade-related organizations**

**Foundation for Advanced Studies on International Development (FASID):** This institution was set up in 1990 by the Ministry of Foreign Affairs and the then Ministry of Education, Science and Culture. Its primary functions are to conduct the education and training of a new generation of Japanese development professionals and carry out research on international development. FASID conducts policy-oriented and theoretical research and surveys to contribute to policy-making and to foster human resources on international development. It also assists Japanese researchers and other development specialists to make presentations at international conferences held abroad.

For more information: http://www.fasid.or.jp/english/surveys/index.html and pub@fasid.or.jp
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 and http://www.iist.or.jp/e/about/overview.html

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 and 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 and http://www.icett.or.jp/

International Development Centre of Japan (IDCJ): The Centre was founded in 1971 as a think tank specializing in development and cooperation. From its inception, IDCJ has pursued an agenda that ranges from policy formulation to training, research and consulting activities, and covers a very broad spectrum of areas, including industrial policy, trade and market studies and SME development. It carries out research, studies (including feasibility studies) and evaluations for a number of government ministries and agencies, such as the Ministry of Foreign Affairs (MOFA) and the Ministry of Economy, Trade and Industry, JETRO, JICA, JBIC etc. IDCJ also runs an international exchange programme.

For more information: E-mail: general_dep@idcj.or.jp and http://www.idcj.or.jp/indexe.htm

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 and http://www.jef.or.jp/en_act/mission.asp
Japan Fair Trade Commission (JFTC): JFTC is committed to the continued rigorous enforcement of the Anti-monopoly Act and the active promotion of competition policies in Japan. It cooperates closely with JICA to support various types of technical assistance and training programmes in third countries, including: (i) group training courses; (ii) country-focused training courses; (iii) a long-term residential expert; and (iv) TA for short-term seminars and conferences.

For more information: http://www.jftc.go.jp/e-page/aboutjftc/message_from_chairman2009.html

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 institute 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

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: jica-ri.jica.go.jp/about/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

Japan-Southeast Asian Meeting for South-South Cooperation (J-SEAM) Secretariat: The JICA Thailand Office functions as the J-SEAM Secretariat and assists, coordinates and monitors the process of project identification, formulation, and implementation. J-SEAM’s mission is to narrow socio-economic development gaps among ASEAN countries and expedite regional integration through JICA’s technical cooperation activities. It facilitates and coordinates several primary activities: (i) assisting the identification of priority development needs of member countries; (ii) providing information on resources (i.e., ongoing regional training courses, training institutions, resource persons/experts, etc.); (iii) providing technical and financial support to regional project formulation activities; and (iv) monitoring and reviewing regional cooperation activities implemented under the J-SEAM framework, and disseminating “lessons learned” for further improvement of the cooperation framework.

For more information: E-mail: admin@jica.truemail.co.th and http://www.jarcom.net/?page=whatIsJarcom

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
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

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 and http://www.rieti.go.jp/en/about/

Standards Information Service (International Trade Division) (SIS): SIS is based in the Economic Affairs Bureau, Ministry of Foreign Affairs, and mainly handles enquiries in the fields of drugs, cosmetics, medical devices, foodstuffs, food additives, telecommunications facilities, motor vehicles, ships, aircraft and railway equipment (excluding enquiries about Japanese Industrial Standards (JIS), which are handled by JETRO).

For more information: E-mail: enquiry@mofa.go.jp

The Association for Overseas Technical Scholarship (AOTS): This is an expert training organization that promotes technical cooperation through training activities in Japan and abroad, focusing mainly on managers and engineers from developing countries. AOTS has a number of overseas offices in China, Indonesia, Malaysia, the Philippines, Thailand, India and Vietnam. It supports the human resource development of private sector companies in overseas countries, thereby contributing to strengthening ties and developing mutual cooperation between Japan and other countries. Its main purpose is to promote international economic cooperation and enhance mutual economic development. Its main activities are: (i) training engineers and managers from developing countries in Japan; (ii) training engineers and managers in overseas countries; and (iii) managing Kenshu Centers. Training focuses on industrial development, engineering and management.

For more information: E-mail: kojinjoho@aots.or.jp and http://www.aots.or.jp/eng/indexeng.html

TICAD Civil Society Forum (TCSF): TCSF focuses on Japanese policies on African affairs, especially the process of the Tokyo International Conference on African Development (TICAD). It provides an opportunity to exchange opinions and review and analyze Japanese aid policies while developing a network of civil societies in Japan, Africa and Asia. Its key functions are: (i) networking/ setting up a forum for discussion; (ii) think tank/ review and analysis of Japan’s aid policies; and (iii) policy proposals/ advocacy and lobbying.

For more information: http://www.ticad-csf.net/eng/index.htm
Selected TCB programmes and initiatives 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 Vietnam
• Training course for developing countries on competition law and policy
• Utilization of intellectual property information in Vietnam

SUPPLY CAPACITY
• One Village One Product (OVOP)
• Smallholder Horticulture Empowerment Project (SHEP) Kenya
• Trade Training Programme for Kenyan Small and Medium-size Exporters

COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES
• Regional training programme to improve phytosanitary capacity

TRADE PROMOTION CAPACITY BUILDING
• JETRO support for market linkages and export promotion

MARKET AND TRADE INFORMATION
• Agricultural Statistics and Economic Analysis Development (ASEAD) Project Thailand
• Regional market survey in East African countries

TRADE FACILITATION
• Project for capacity building for Kenyan Customs Officers
• Regional cooperation project on risk management for customs in the Mekong region

PHYSICAL TRADE INFRASTRUCTURE
• Enhancing Private Sector Assistance for Africa (EPSA)
• Improvement of the Port Management System Vietnam
• JARCOM-IAI Cooperation ASEAN
• Mombasa Port Development Project

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
KOREA (REPUBLIC OF)

General information on 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 2008, Korea's net ODA was US$803.8 million, representing 0.09% of its GNI. The Government, in its long-term planning manifesto “Vision 2030”, sets explicit targets, and has committed to reaching a ratio of 0.118% for ODA/GNI by 2010, and 0.25% by 2015 (an estimated US$3 billion). Korea joined the OECD’s Development Assistance Committee in 2010. Korea faces a special situation, in that its support to the northern part of the peninsula is not formally reported to the DAC, and is therefore not officially recorded as ODA. Korea estimates that the share of assistance to the North which could be counted as ODA was US$558 million in 2007. Korean development assistance consists predominantly of bilateral aid, which in 2008 made up 67.3% of its ODA, whilst 32.7% was channeled multilaterally.

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) support to the productive sector, more particularly in the area of small and medium enterprises that can contribute to the diversity of domestic industries and create employment; (ii) fostering exports, including policy formulation for export promotion; and (iii) supporting multilateral trade negotiations. Korea’s total AfT allocation in 2007 stood at close to US$1 billion, and its commitments in the area of trade economic infrastructure, mainly in the transport and storage and communications sectors, has more than doubled since 2006. At the 2007 pledging conference for the Enhanced Integrated Framework for Trade-Related Technical Assistance to LDCs, Korea committed to contributing US$1 million during 2007 – 2008 to the EIF Trust Fund. The table below summarises Korea’s AfT commitments:

<table>
<thead>
<tr>
<th>Category</th>
<th>2006 US$</th>
<th>2007 US$</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trade policy and regulation and trade-related adjustment</td>
<td>4,139,000</td>
<td>5,606,000</td>
</tr>
<tr>
<td>Economic infrastructure</td>
<td>169,763,000</td>
<td>385,974,000</td>
</tr>
<tr>
<td>Building productive capacity</td>
<td>25,009,000</td>
<td>119,329,000</td>
</tr>
<tr>
<td>Total AfT</td>
<td>198,911,000</td>
<td>510,999,000</td>
</tr>
<tr>
<td>Total sector allocable ODA</td>
<td>616,689,000</td>
<td>944,441,000</td>
</tr>
</tbody>
</table>

In a letter dated 17 July 2008, Korea informed the DAC Chair that the US$558 million delivered to North Korea consisted of project aid (US$123 million), technical co-operation (US$5 million), developmental food aid (US$131 million), humanitarian aid (US$70 million) and administrative costs.
In 2006, most Korean ODA went to Asian countries (41.4% of its bilateral ODA), followed by the Middle East (19.1%), Africa (12.7%) and Europe (8.3%). In the same year, 49.4% of its bilateral ODA was disbursed to lower middle income countries and 24.5% to Least Developed Countries. Asia is expected to remain the largest recipient of Korean aid, but Korea also committed to increasing aid to Africa three-fold by 2008 under its Initiative for Africa Development announced in March 2006. In 2008, Korean development assistance consisted of 67.3% bilateral aid and 32.7% multilateral aid.

<table>
<thead>
<tr>
<th>Classification</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2012</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total ODA</td>
<td>423.3</td>
<td>752.3</td>
<td>455.3</td>
<td>699.1</td>
<td>803.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bilateral aid</td>
<td>330.8</td>
<td>463.3</td>
<td>376.1</td>
<td>493.5</td>
<td>540.7</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grants</td>
<td>212.1</td>
<td>318.0</td>
<td>259.0</td>
<td>361.3</td>
<td>370.2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Loans</td>
<td>118.7</td>
<td>145.3</td>
<td>117.1</td>
<td>132.2</td>
<td>170.6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Multilateral Aid</td>
<td>92.6</td>
<td>289.0</td>
<td>79.2</td>
<td>205.6</td>
<td>263.1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ODA/GNI (%)</td>
<td>0.06</td>
<td>0.10</td>
<td>0.05</td>
<td>0.07</td>
<td>0.09</td>
<td>0.15</td>
<td>0.25</td>
</tr>
</tbody>
</table>

(Net disbursements, Unit: million USD)

Channelling aid through multilaterals is one way to efficiently manage a rapid increase of aid. Korea increased its multilateral aid from 21.8% of overall ODA in 2004 to 32.7% in 2008. In 2005, however, it recorded a surge in multilateral aid (38% of its overall ODA), which can partly be explained by its ODA almost doubling from 2004 to 2005. Korea is also exploring the use of other, innovative aid modalities; at present, budget support is rarely used, but Korea is tentatively considering engaging in Sector Wide Approaches (SWAs), and in the future may also want to consider the use of general budget support. It is also considering further pooled funding and other effective mechanisms, such as partnerships with other donors through delegated co-operation.

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.


Official agencies involved in TCB

**Export-Import Bank of Korea – Korea Eximbank (KEXIM):** Korea Eximbank 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/en2/01_exim/01_exim/01.jsp](http://www.koreaexim.go.kr/en2/01_exim/01_exim/01.jsp)

**Korea International Cooperation Agency (KOICA):** KOICA was founded to be responsible for implementing the Government of Korea’s ODA. It is a centralised organization which implements and monitors Korea’s international assistance programs. It devotes its efforts to international cooperation and maximizing the effectiveness of Korea’s grant aid programs for developing countries. KOICA aims to promote international cooperation.
cooperation by contributing to the economic and social development of developing countries through grants aid and technical cooperation. It conducts technical training programs, dispatching experts and volunteers as well as medical doctors and Taekwondo instructors to developing countries, provides equipment and materials, and executes project-type assistance and development studies. It also assists non-governmental organizations (NGOs) to expand their grass-roots development activities. KOICA has 30 representative offices in 28 partner countries, which play a critical role in implementing its aid programs at the field level.

For more information: http://www.labfrontier.com/koica/korea/korea_01.htm

**Ministry of Foreign Affairs and Trade (MOFAT):** MOFAT establishes and carries out foreign policies and trade policies, engages in trade negotiations, administers treaties and international agreements, protects and supports overseas Korean nationals, promotes cultural cooperation, and analyzes international affairs.

For more information: http://www.mofat.go.kr/english/political/tasks/index.jsp

**Ministry of Strategy and Finance (MOSF):** 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: E-mail: fpapr@mofe.go.kr and http://english.mosf.go.kr

### Contact

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**Korea Eximbank (KEXIM)**

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Brief information on other trade-related organizations

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 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

Korea Africa Economic Cooperation Conference (KOAFEC): KOAFEC 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, KOAFEC aims to further the economic development of Africa and Korea by identifying, developing, and financing projects which maximize the two regions’ cooperative synergies. KOAFEC 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/about/k_overview.jsp?menu=AK01#

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 and webmaster@keri.org

Korea Fair Trade Commission (KFTC): The 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 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 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

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

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
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

Selected TCB programmes and initiatives 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
- Increasing Rice Seed Production Project – Laos
- Irrigation Facility and Agriculture Mechanization Project – Tanzania
- Potato Production Technology Assistance Project – Algeria
- Poultry Processing Project – Angola
- Technology Development Center Extension Project – Kenya
- Textile Technology Training Aid Project – Guatemala

COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES
- Erbil Quality Testing Center Modernization Project – Iraq

TRADE FACILITATION
- Promoting the narrowing of the information gap through ICT assistance – Morocco

PHYSICAL TRADE INFRASTRUCTURE
- KOAFEC Infrastructure and Sustainable Natural Resources Development Projects
- Modi Khola Hydropower Station – Nepal
- Northern GMS Transport Network Improvement Project – Laos
- Northwest Provincial Road Improvement Project – Cambodia

TRADE RELATED FINANCIAL SERVICES
- Project to assist the establishment of a stock exchange in Vietnam

ICA International Co-operative Alliance
AFMA Agricultural and Food Marketing Association
APRACA Asia Pacific Rural and Agricultural Credit Association
EAOC East Asian Agricultural Organization Council
FFTC Food and Fertiliser Technology Centre
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 (53% in 2005-06) 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 ten percent 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. Thus, in addition to ODA flows in the sector of the reinforcement of economic infrastructure and production capacities, Luxembourg also contributed €1 million to the Doha Development Agenda Global Trust Fund (DDAGTF) in 2008 and 2009 (2 x €500,000) and €3.5 million to the Enhanced Integrated Framework Trust Fund, managed by UNOPS (€1.5 million in 2008 and €2 million in 2009).

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 EU 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.

Between 2005 and 2007, Luxembourg negotiated a second generation of multiannual indicative cooperation programmes (PICs) with the 10 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 ten 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 is one of the areas where Luxembourg has a specific value added. I remain convinced that in the years to come, microfinance will prove to be an excellent anti-crisis instrument, and not only for developing countries.”

H.E. Minister Jean-Louis Schiltz
Minister for Development Cooperation, Government of Luxembourg

Annual policy speech to the Luxembourg Parliament – March 25, 2009

91 Translated from French into English by the authors.
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 world-class 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.

Source: Aid for Trade at a Glance 2009 – Luxembourg http://www.oecd.org/dataoecd/43/27/43149854.pdf Luxembourg DAC Peer Review 2008 http://www.oecd.org/.../0,3343,en_2649_36603_40843520_1_1_1_1,00.html

Official agencies involved in TCB

Lux-Development: 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%) and the Société nationale des crédits et d’investissement (2%). In 2006, Lux-Development managed almost 70% of Luxembourg’s bilateral aid. 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 10 priority partner countries, namely Burkina Faso, Cape Verde, El Salvador, Laos, Mali, Namibia, Nicaragua, Niger, Senegal and Vietnam. Lux-Development is gradually disengaging itself from countries moving up the Human Development Index (HDI) Scale (e.g. Namibia, 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

Ministry of Finance (MoF): The Ministry of Finance 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.

For more information: E-mail: Gaston.Reinesch@fi.etat.lu and http://www.mf.public.lu/

Ministry of Foreign Affairs (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

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23 MAE: Ministry for Foreign Affairs (Ministère des Affaires étrangères) – Luxembourg.
LUXEMBOURG

Contact

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Luxembourg Agency for Development Cooperation

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Brief information on other 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

Luxembourg for Finance: 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/

**Luxembourg Fund Labelling Agency (LuxFLAG):** LuxFLAG is an independent, non-profit microfinance labelling organization created in Luxembourg in July 2006, with seed funding from the Ministry of Foreign Affairs (€100,000) 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 eight investment funds.

For more information: E-mail: info@luxflag.org and http://www.luxflag.org

**Luxembourg Microfinance Development Fund (LMDF):** 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 and http://www.lmdf.lu

**Luxembourg Round Table on Microfinance (LTRM):** The LRTM 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. LRTM 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 and http://www.lrtm.lu

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

**TRADE POLICY DEVELOPMENT**
- WTO Doha Development Agenda Global Trust Fund (DDAGTF)

**SUPPLY CAPACITY**
- Developing Business with the Rural Poor – Vietnam
- Handicrafts Development in Niger
- Integrated Rural Development Project – Mali
- Mashare Agricultural Development Institute (MADI) Namibia
• Support to the Dairy Sector in Montenegro (Phase II)
• Technical assistance to the WAEMU in the ITC sector

TRADE FACILITATION
• Study investigating the construction of transit centres on the Island of Santiago (Cape Verde)

PHYSICAL TRADE INFRASTRUCTURE
• Road infrastructure on Santo Antãö (Cape Verde)
• Support to the development of Ngweze market and the Arts and Craft Centre in Namibia

TRADE RELATED FINANCIAL SERVICES
• Awareness campaign on Microfinance
• Banking training – Laos
• Development of microfinance in Cape Verde: action plan 2009 – 2010
• Discover the Luxembourg Financial Centre Programme
• Ministry of Foreign Affairs (MFA) Advocacy
• Promoting inclusive financial sectors in the West African Economic and Monetary Union (WAEMU/UEMOA) Zone
• Technical assistance in financial services, Cape Verde
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. The Netherlands contributes 0.8% of its GNP annually to poverty reduction, making it one of the few countries that meet the internationally agreed norm for development aid. This contribution translates into €5 billion per year towards the development of poor countries around the world, half of which goes to Africa, where the Netherlands believes that poverty is most acute. The Netherlands supports developing countries through various channels, ranging from small-scale individual initiatives to World Bank development activities. The key document laying out the Netherlands’ development policy, which also lies behind its AFT Strategy, is the report produced by the Ministry of Foreign Affairs, “Our Common Concern: investing in development in a changing world”.

Aid for Trade (AFT) Strategy

The Dutch Government’s approach to AFT is based on the assumption that trade expansion and liberalization 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.

“Europe needs to make out a case for the position of poor countries in international organizations like the WTO. In addition, the developing countries should be stimulated and facilitated to participate much more strongly in the world trade system.”

Source: Coalition agreement for the Netherlands Government, February 2007
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).

As mentioned above (third item under AfT principles), the Government of the Netherlands strongly supports an effective European and Dutch Aid for Trade Strategy. The Netherlands, in its endeavour to work within the framework of the EU AfT Joint Strategy, has committed itself to working closely with the European Commission on the following EU theme-based working parties that operate within the sectors designated by the OECD’s Creditor Reporting System:

- Trade Policy and Regulations (with special reference to Africa and the sub-theme of trade facilitation);
- Business and Other Services (with special reference to sustainable value chain development);
- Agriculture (with a focus on pro-poor rural development that ties in with EU policy on advancing African agriculture and OECD POVNET);
- Transport and Storage (infrastructure building, with a focus on the EU-Africa Partnership on Infrastructure);
- Energy Generation and Supply (with a focus on sustainable energy), which should dovetail with the existing EU Energy Initiative for Poverty Eradication and Sustainable Development.

In terms of regional focus, the Government of Netherlands supports the EU Aid for Trade Strategy’s Cooperation framework, including its efforts to improve the competitiveness of ACP countries. Special programmes to strengthen the export promotion and capacity building of small and medium enterprises are implemented by the Centre for the Promotion of Imports from Developing Countries (CBI).

**Source:**
http://www.regjeringen.no/upload/UD/Vedlegg/Utvikling/aidfortrade_e.pdf

**Official agencies involved in TCB**

**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

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64 *Our Common Concern: Investing in development in a changing world* - Ministry of Foreign Affairs, 2007
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 and http://www.cbi.eu

**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 and http://www.minbuza.nl/en/The_Ministry/Organizational_Structure/Directorates_General

**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 and http://www.fmo.nl/smartsite.dws?id=397

**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 and http://www.minbuza.nl

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25 Refer to the section under Trade-related Financial Services on page 310
Contact

**Centre for the Promotion of Imports for Developing Countries (CBI)**

Visitors’ address: WTC-Beursbuilding
Beursplein 37
NL-3011 AA Rotterdam
Postal address: PO Box 30009
NL-3001 DA Rotterdam
Tel: +31 10 201 3434
Fax: +31 10 411 4081
E-mail: cbi@cbi.eu
Web: http://www.cbi.eu/?pag=233

**The Netherlands Ministry of Foreign Affairs DG for International Cooperation (DGIS)**

Visitors’ address: Bezuidenhoutseweg 67
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Postal address: PO Box 20061
NL-2500 EB The Hague
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E-mail: dgis@minbuza.nl
Web: http://www.minbuza.nl/en

**FMO:**

Anna van Saksenlaan 71
NL-2593 HW The Hague
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Web: http://www.fmo.nl/smartsite.dws?id=397

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Web: http://www.minbuza.nl/en

**Brief information on other trade-related organizations**

**African Diaspora Policy Centre (ADPC)** is an independent organization, established in the Netherlands in 2006, which provides a platform that enables the huge African diaspora population in Europe to connect more closely with the African continent, facilitating the effective harnessing of their considerable, and largely untapped, social capital as a collective force to pool their resources and proactively undertake initiatives for the promotion of peace, better governance and brain gain in Africa.

For more information: http://www.diaspora-centre.org/Migration___Development

**Agency for International Business and Cooperation (EVD):** EVD is a bureau of the Ministry of Economic Affairs with the mission of promoting and encouraging international business and international cooperation. It is the central organ of the Dutch Government responsible for promoting the international presence of Dutch companies in foreign markets and for supporting private sector development in emerging markets – and provides financial support for activities contributing to sustainable private sector development in these markets. 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. A growing network of organizations, government institutions and companies rely on the EVD for information about foreign markets, governments and trade and industry. With its
wide-ranging knowledge, the EVD is able to develop products and services that meet the needs of its customers and clients.

For more information: http://www.hollandtrade.com/organization/about.asp

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 the development of tools and methods to promoting exchange and learning within the Agri-ProFocus network.

For more information: E-mail: info@agri-profocus.nl and 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

Development Policy Review Network (DPRN): The DRPN is a network of development experts and policymakers in the Netherlands and Belgium who aim to reduce the gap between science, policy, development practice and the corporate sector. It is committed to stimulating informed debate and discussion of issues related to the formulation and implementation of development policies, in particular those related to Dutch policies and aid organizations. The DPRN promotes information exchange and dialogue between scientists, policymakers and development practitioners in the Netherlands and Belgium by creating opportunities for several kinds of development experts to meet and exchange ideas and information. The research and discussion themes include GM soy, microfinance, taxing in developing countries, business development and food insecurity.

For more information: E-mail: info@dprn.nl and http://www.global-connections.nl

Development Research Institute (IVO), Netherlands: IVO was established in 1963 with the mission of developing applied socio-economic research to contribute to poverty alleviation. The cornerstones of its analytical approaches are Global Commodity Chains And Development, Institutional Impact Analysis and Macro Accounting for Policy Analysis, including their respective environmental dimensions. IVO has been involved in a variety of capacity building activities in the area of integrated policy on trade, the environment and rural and urban development, with an emphasis on the role of SMEs and their impact on development. The Institute also runs activities involving training and research under the UNEP programme “Enhancing Capacity Building for Integrated Policy Design and Implementation for Sustainable Development” in Latin America, Africa and Asia. Several of these projects adopt the global value chain approach, which entails the study of the whole range of transformations involved in the production and consumption of commodities, from extraction to delivery to final consumers and final disposal. These projects are funded by the European Commission, through the INCODEV and Asia-Link
programmes, as well as by the Dutch Government MHO international cooperation programme on higher education, among others. Training of PhD candidates from developing countries is an important part of IVO’s tasks.

For more information, consult the website: http://ivo.uvt.nl/.

**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, healthcare, 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

**ETC Energy** is committed to providing modern energy services to the poor in developing countries through business development support, capacity building, policy influencing and research. It works with a wide range of partners in the energy sector, such as government organizations, NGOs, financial institutions, researchers, donor agencies, local and international enterprises and community-based organizations. The main focus areas of intervention are: (i) Modern Energy Services for All; (ii) Enhancing Skills and Capacities; (iii) Policy Influencing; and (iv) Understanding Energy and Poverty. ETC Energy houses the following programmes:

- **EASE** – Enabling Access to Sustainable Energy, our international partnership that works to serve the unmet demands of the poor. See http://www.ease-web.org
- **ENERGIA** – The International Network on Gender and Sustainable Energy. See http://www.energia.org
- **TTP** – Technical Training Programme, which provides assistance to education and technical training programmes in a wide range of developing countries. See http://www.etc-energy.org/index.php?id=322
- **NCAP** – Netherlands Climate Change Assistance Programme, which has a special focus on supporting climate adaptation options and strategies for the poor in developing countries. See http://www.nlcap.net

For more information: http://www.etc-energy.org/index.php?id=183

**EU-LDC Network:** The EU-LDC Network seeks to provide a medium for the exchange of information and analysis of trade and capital policies and their implications for relations between Europe and developing

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86 Bolivia, Burkina Faso, Educador, Ghana, Jamaica, Mali, Tanzania, Uganda and Zambia
countries. It engages in a range of activities aimed at improving the exchange of information, research and analysis, experience and views on issues relevant to economic relations and cooperation between the European Union and developing countries, including publications and conferences. The activities of the EU-LDC Network are primarily supported by a grant from the Netherlands Minister for Development Cooperation, with additional financing from the Netherlands Economic Institute (N.E.I. b.v.).

For more information: E-mail: eu-ldc@ecorys.com and http://www.eu-ldc.org/src/qa.php

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

Institute for Globalisation and International Regulation (IGIR): This is an interdisciplinary institute of Maastricht University, embedded in its Faculty of Law. The Institute’s mission is to conduct research, to offer courses and seminars and to give advice on the role of international regulation in addressing problems and challenges resulting from economic globalisation. It seeks to foster closer collaboration between the faculties, schools and institutes of Maastricht University that are currently addressing issues of economic globalisation and to facilitate cooperation with other universities and research institutes in developed as well as developing countries. In light of the questions addressed, the Institute will engage in an open dialogue with national governments, international organizations, industry associations and NGOs.

For more information: http://igir.org/index.php?a=about&id=2

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/

National Committee for International Cooperation and Sustainable Development (NCDO): NCDO involves people in the Netherlands in international cooperation and supports them with information, subsidies and advice. In order to increase the potential for international cooperation and to give a higher profile to the Millennium Development Goals (MDGs), it organizes campaigns, debates, educational activities, exhibitions, media
productions and cultural projects, and also highlights the efforts of government and citizens to achieve the MDGs. NCD0 helps people and organizations in the Netherlands who dedicate themselves to improving the position of people in developing countries, and supports these local development projects with advice and subsidies.

For more information: E-mail: info@ncdo.nl and http://www.ncdo.nl/aboutncdo/About_NCD0

**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 and 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

**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

**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.notificaties@belastingdienst.nl and http://www.douane.nl/english/

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

**GLOBAL ADVOCACY**
- Corporate social responsibility for greater transparency
- Linkage between Trade, Development and Poverty Reduction (TDP)
- Twinning Facility Surinam-Netherlands

**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

**SUPPLY CAPACITY**
- BioTrade Facilitation Programme (BTFP)
- Mali-Mango case – CBI intervention
- Modern energy technologies for the poor
- 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)

**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

- Platforme Logistique Aménagée en Zone Aéroportuaire (PLAZA) – Mali
- Support to ICT infrastructure – Sikasso Online
- Trade Facilitation Facility (TFF)

PHYSICAL TRADE INFRASTRUCTURE

- Facility for Infrastructure Development (ORIO)
- Infrastructure Development Fund – FMO

TRADE RELATED FINANCIAL SERVICES

- FMO and Alios Finance Group support to leasing operation in Zambia
- FMO €35 million loan to improve access to financial services in Zambia
- Micro & Small Enterprise Fund (MASSIF)
- Support by FMO for setting up ACLEDA Bank Ltd in Laos
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. However, while the Pacific will be the main area of its aid efforts, New Zealand will also contribute to development efforts in Asia, Africa and Latin America, and through multilateral agencies.

The New Zealand Government’s aid programme (the NZAID 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.

New Zealand’s approach to AfT was first set out in the 2003 policy “Harnessing International Trade for Development” and further developed in the 2008 Economic Growth and Livelihoods policy.

Since late 2008 there has been an increased emphasis on sustainable economic development in the NZAID programme, in keeping with the NZAID mandate.

This increased engagement is focused around three main areas:
• Improving the enabling environment;
• Promoting a vibrant private sector;
• Strengthening international connections.

To achieve this, New Zealand is increasing its efforts to strengthen trade and other international financial flows; to improve infrastructure (particularly transport networks and the energy sector); to support business development and the development of productive sectors (e.g. fisheries); and to encourage private sector investment.

New Zealand’s AfT funding has increased since December 2005, and this increase is expected to continue in both dollar terms and as a percentage of New Zealand’s aid programme, reflecting the greater focus on sustainable economic development. AfT disbursements in 2007, using the appropriate CRS codes, amounted to over US$23 million. This figure does not, however, capture all of New Zealand’s AfT contribution. The NZAID programme additionally supports a number of other activities that address “Other Trade-related Needs”, such as New Zealand’s support for the Pacific Forum Fisheries Agency towards the economic and sustainable management of fisheries resources. 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.

All figures which were in New Zealand dollars (NZ$) in this volume have been converted to US dollars (US$). The exchange rate applied is 1.00 NZ$ = 0.720 US$ at 21 Sept. 2009

“The principal aim of all our trade-related work is to maximize the contribution that trade can make to development, while ensuring the benefits reach poor producers, farmers and workers, in a sustainable way.”

Making Trade Work for Development – January 2009 NZAID Programme, Ministry of Foreign Affairs and Trade
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. Recent examples include the establishment of 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.

Official agencies involved in TCB

New Zealand Ministry of Foreign Affairs and Trade (MFAT): MFAT is the ministry responsible for advising and negotiating on international relations and trade policy, and diplomatic and consular issues. Through its International Development Group, MFAT is also the principal adviser on development assistance issues. The Ministry has been involved in regional security initiatives such as the RAMSI intervention in the Solomon Islands, is active in developing export opportunities for local companies, and has free trade agreements in place with a number of countries, including China and ASEAN countries.

For more information: E-mail: 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@nzaid.govt.nz and http://www.nzaid.govt.nz/about/

Contact

New Zealand Ministry of Foreign Affairs & Trade

<table>
<thead>
<tr>
<th>Head Office address</th>
<th>Tel: +64 4 439 8000</th>
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<tbody>
<tr>
<td>195 Lambton Quay, Wellington</td>
<td>Fax: +64 4 472 9596</td>
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<tr>
<td>New Zealand</td>
<td>Web: <a href="http://www.mfat.govt.nz/">http://www.mfat.govt.nz/</a></td>
</tr>
<tr>
<td>E-mail: <a href="mailto:enquiries@mfat.govt.nz">enquiries@mfat.govt.nz</a></td>
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<tr>
<th>Mailing address:</th>
<th>Contact details for the International Development Group</th>
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<tbody>
<tr>
<td>Private Bag 18 901, Wellington</td>
<td>Tel: +64 4 439 8200</td>
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<tr>
<td>New Zealand</td>
<td>Fax: +64 4 439 8515</td>
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<td>Web: <a href="http://www.nzaid.govt.nz">http://www.nzaid.govt.nz</a></td>
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<td>E-mail: <a href="mailto:enquiries@nzaid.govt.nz">enquiries@nzaid.govt.nz</a></td>
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Brief information on other trade-related organizations

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

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. Through the CDI Trade Forum, it also plays an active role in global trade advocacy.


**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.importers.org.nz/

**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

**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. Accreditation by JAS-ANZ demonstrates the competence and independence of these CABs. JAS-ANZ accredits 70 CABs who in turn certify some 50,000 organizations. Including accreditations and technical assistance projects, it provides services in over 20 countries.

For more information: E-mail: contact@jas-anz.org and http://www.jas-anz.com.au/

**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

**Ministry of Agriculture and Forestry Biosecurity New Zealand (MAFBNZ):** This is the division of the Ministry of Agriculture and Forestry (MAF) charged with leadership of the New Zealand biosecurity system. It facilitates international trade, protects the health of New Zealanders and ensures the welfare of our environment, flora and fauna, marine life and Maori resources. MAFBNZ contributes to the MAF’s economic, social, and cultural, health and environmental outcomes and is in charge of managing pests and diseases by providing leadership across the biosecurity system and establishing policy, standards and regulations. At a global level, MAFBNZ is responsible for gathering and exchanging information about emerging risks around the world, negotiating international treaties and multilateral agreements and facilitating trade access through the development of standards and regulations.

For more information: http://www.biosecurity.govt.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/

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.


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

Pacific Cooperation Foundation (PCF): PCF is an independent public/private-sector trust, formed in 2002, whose mission is to increase cooperation and understanding between the peoples of both the Pacific Island Countries and New Zealand.

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/Home

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

Volunteer Service Abroad (VSA) Aotearoa New Zealand is a non-governmental non-profit organization that sends skilled New Zealanders on volunteering assignments to Asia, Africa and the Pacific to work alongside partner organizations that are creating positive change in their communities and organizations. Taking an
approach of working together and sharing skills and knowledge based on appropriate sustainable development leads to an improved quality of life and helps build self-sustaining communities and stable nations.

For more information: http://www.vsa.org.nz

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)
- WTO Doha Development Agenda Global Trust Fund (DDAGTF)

LEGAL AND REGULATORY FRAMEWORK
- Foreign Investment Advisory Service (FIAS)
- The IMF’s Pacific Financial Technical Assistance Centre (PFTAC)

SUPPLY CAPACITY
- IFC-PENSA Indonesia
- Pacific Business Mentoring Programme (PBMP)
- Samoa private sector development
- Women in Business Development Incorporated (WIBDI)

COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES
- Fairtrade Labelling
- Phytosanitary capacity building in the Mekong

TRADE PROMOTION CAPACITY BUILDING
- Pacific Islands Trade and Investment Commission (PITIC)

MARKET AND TRADE INFORMATION
- Statistics New Zealand Helpdesk

TRADE FACILITATION
- Pacific Trade Facilitation

PHYSICAL TRADE INFRASTRUCTURE
- Pacific Region Infrastructure Facility (PRIF)
- Tuvalu Ship to Shore project

TRADE RELATED FINANCIAL SERVICES
- Kula II Venture Capital Fund
- Pacific Private Enterprise Partnership (Pacific PEP)
**NORWAY**

**General information on Norway’s development cooperation**

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.


**Aid for Trade (AfT) Strategy**

Aid for trade (AfT) is an important priority area for the Government of Norway. In the Soria Moria Declaration, it emphasises its commitment 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 also provides 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). The Action Plan is now in its 3rd year of implementation; a comprehensive assessment of its implementation is foreseen in 2010, which may contribute to the re-adjustment of Norway’s AfT priorities. Norway seeks to provide AfT in areas where its particular experience and competence could contribute effectively to achieving substantial results.

Approximately one third of Norwegian bilateral assistance is channelled through international organizations, and the remaining two thirds through government-to-government projects, private sectors and NGOs (mainly Norwegian). Norway supports AfT through multilateral organizations and programmes such as UNCTAD (e.g., transparency for customs clearance), ITC (e.g., South-South trade; services exports), WTO, UNIDO, and the World Bank (via the Norwegian Trust Fund for Private Sector and Infrastructure). Norway’s overall AfT contribution, based on the 2007 DAC report, was approximately US$350 million for 2007, which, according to Norway, fully meets its AfT pledge. Norway is making a considerable contribution to all three AfT categories as laid down in the OECD 2006 Aid for Trade Global Review: (i) trade policy and regulation and trade development; (ii) trade-related Infrastructure; and (iii) building productive capacity. A contribution of approximately US$21 million per year towards trade policy and regulation was planned for 2009 and 2010.
and substantial multilateral and bilateral support is being provided in the area of productive capacity and infrastructure, particularly in the energy sector. The Government of Norway indicated in the WTO Aid for Trade Questionnaire 2008 that the level of its contribution to these two sectors can be expected to remain the same or increase slightly. Since 2005, its regional AfT has increased by over 30%, mainly in the Eastern and Southern African region. The table below lays out the main recipients of Norwegian AfT in order of importance (based on total combined AfT assistance received between 2001 and 2005):

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<tr>
<td>Tanzania</td>
<td>194.3</td>
<td>Afghanistan</td>
<td>63.5</td>
<td>Serbia &amp; Montenegro</td>
<td>38.0</td>
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<tr>
<td>Mozambique</td>
<td>168.5</td>
<td>Bangladesh</td>
<td>61.2</td>
<td>Croatia</td>
<td>21.4</td>
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<tr>
<td>Uganda</td>
<td>115.4</td>
<td>Sri Lanka</td>
<td>47.1</td>
<td>Bosnia-Herzegovina</td>
<td>15.0</td>
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<tr>
<td>Malawi</td>
<td>100.8</td>
<td>Timor-Leste</td>
<td>30.1</td>
<td>Macedonia</td>
<td>14.2</td>
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<tr>
<td>Zambia</td>
<td>63.1</td>
<td>China</td>
<td>25.4</td>
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<tr>
<td>Ethiopia</td>
<td>22.9</td>
<td>Viet Nam</td>
<td>24.2</td>
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<tr>
<td>South Africa</td>
<td>20.0</td>
<td>India</td>
<td>23.5</td>
<td>Nepal</td>
<td>20.0</td>
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<tr>
<td>Nicaragua</td>
<td>22.4</td>
<td>Cuba</td>
<td>2.3</td>
<td>Palestinian Adm. Areas</td>
<td>72.4</td>
</tr>
<tr>
<td>Costa Rica</td>
<td>14.6</td>
<td></td>
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<td></td>
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<tr>
<td>Guatemala</td>
<td>1.8</td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ecuador</td>
<td>1.5</td>
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</table>

Proxies used: Trade policy and regulations; trade development; building productive capacity; economic infrastructure; general budget support.

Source: OECD CRS Online Database; WTO-OECD Joint TRTA & CB Database

The Norwegian AfT programmes pay particular attention to strengthening the capacity of the African regional institutions, such as the Regional Economic Communities (RECs). Norway engages actively in the AU NEPAD process and with the EAC Secretariat. Its support to RECs has so far concentrated on the development and implementation of regional diagnostic studies, trade facilitation and standards. In line with the recommendations of the 2005 WTO Task Force on Aid for Trade, it is increasingly channeling its AfT through multilateral organizations, especially the EIF, to which it has provided substantial support. The EIF is regarded as having real potential as a channel for strengthening national capacity in trade, and for integrating trade-related aspects into national development strategies. Below is a breakdown of Norway’s financial contributions to selected multilateral organizations.

- **The Integrated Framework (IF):** Supporting LDCs in undertaking Diagnostic Trade Integration Studies (DTIS) and implementing the appropriate DTIS action plans. Norway’s contribution in 2008 was close to US$5 million and in 2009 was a little over US$5.5 million, while the projection for 2010 is US$5.8 million.
- **UNIDO:** US$3.5 million in 2007 for supporting programmes in the field of standardization and product control, mainly based on a regional approach, both in Africa and Asia.
- **UNCTAD:** US$2.2 million in 2007 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 total funding from 2002 to 2008 was US$10.8 million.
- **ITC:** contributed US$3.95 in each of 2008 and 2009, and is projected to contribute US$2.6 million in 2010.
- **Advisory Centre for WTO Law (ACWL):** Supporting the Centre, which provides free advice on WTO law to LDCs and other developing countries, support for dispute settlement, and legal advice and training in dispute settlement. Norway’s total contribution from 2001 – 2008 came to US$5.6 million.
- **STDF:** Norway’s total contribution in 2007 and 2008 came to US$350,000.
- **World Customs Organization (WCO):** US$175,000 in 2007 for supporting the WCO capacity building programmes for customs administrations, mainly in sub-Saharan Africa.
Norway also allocates earmarked contributions to, among others: a World Bank fund for strengthening the framework and conditions for investments in infrastructure, with a focus on the barriers to effective trade, in developing countries; and the Common Fund for Commodities (CFC) for the financing of measures to improve competitiveness and increase the degree of processing of various raw materials produced in developing countries. Norway’s reliance on multilateral agencies as its preferred channel for AfT is a reflection of the Government’s commitment to the Paris Declaration (complementarity and division of labour) and a response to recommendations of the WTO Task Force (multilateral focus). The Government of Norway also strongly supports the efforts to reform the UN and to develop the “One UN” at country level.

An evaluation of Norad-funded programmes for private sector and trade, including AfT support, was conducted in 2009. Its findings, as well as those of the review of the Aid for Trade Action Plan in 2010, should provide substantive inputs for a comprehensive review of Norway’s Aid for Trade Strategy in 2010.

Source: http://www.oecd.org/dataoecd/44/6/43150091.pdf
http://www.regjeringen.no/upload/UD/Vedlegg/Utvikling/aidfortrade_e.pdf
MFA and Norad websites; “Aid for Trade – Norway’s Action Plan”, Oslo, 2007;
OECD WTO “Aid for trade at a Glance 2007”

Official agencies involved in TCB

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 embassies in the field. 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. An inter-departmental steering committee on AfT was established in 2006. Norad (The Norwegian Agency for Development Cooperation) and Norfund (Norwegian Investment Fund for Developing Countries) also provide funding for specific AfT projects.

For more information: http://www.regjeringen.no/en/dep/ud/about_mfa.html?id=838

Norwegian Agency for Development Cooperation (Norad): A directorate under the Norwegian Ministry of Foreign Affairs (MFA), Norad is responsible for the implementation of Norway’s Development Assistance Cooperation Programme. It administers the Ministry of Foreign Affairs grant schemes and oversees the monitoring and evaluation of Norway’s development cooperation. It does not itself directly implement development cooperation, but provides advice and support and assures the quality of development assistance through other stakeholders involved in Norwegian development cooperation: the Ministry of Foreign Affairs, Norwegian Embassies and other Norwegian and international agencies (NGOs, voluntary organizations, the private sector, ministries, directorates and research institutions). Norad also administers financial support mechanisms dedicated to AfT projects. One of its objectives is to stimulate business development and trade in poor countries.

For more information: E-mail: postmottak@norad.no and http://www.norad.no/en/About+Norad/125317.cms?show=all

Norfund is a Norwegian development finance institution (DFI), owned by the Norwegian Ministry of Foreign Affairs, which invests in profitable private enterprises in Africa, Asia, Latin America and the Balkans to facilitate economic growth and poverty reduction. It promotes the development of sustainable business and industry, and provides risk capital for private companies. With total assets of US$962 million, Norfund provides equity, quasi-equity and loan financing for business expansions, corporate restructurings, management buy-ins and buy-outs and new business ventures. In 2007, it invested approximately US$12.5 million in two other microfinance institutions, the BRAC foundation of Bangladesh and AfriCap Microfinance Investment.

For more information: E-mail: post@norfund.no and http://www.norfund.no/
Contact

**Ministry of Foreign Affairs Address**

Postboks 8114 Dep.
NO-0032 Oslo

Tel: +47 2 224 3600
Fax: +47 2 224 9580/81
E-mail: post@mfa.no
Web: http://www.mfa.no

**Norwegian Agency for Development Cooperation (Norad)**

Postboks 8034 Dep.
NO-0030 Oslo

Tel: +47 2 224 2030
E-mail: postmottak@norad.no
Web: http://www.norad.no

**Norwegian Investment Fund for Developing Countries (Norfund)**

Postboks 1280 Vika
NO-0111 Oslo

Tel: +47 2 201 9393
Fax: +47 2 201 9394
E-mail: post@norfund.no
Web: http://www.norfund.no/

Brief information on other trade-related organizations

**Chr. Michelsen Institute (CMI):** CMI, established in 1930, is an independent centre for research on international development and policy. It conducts both applied and theoretical research, and has a multidisciplinary profile anchored in four thematic research groups: (i) rights, democracy and development; (ii) peace, conflict and the state; (iii) poverty reduction; and (iv) public sector reform. Its geographical focus is Sub-Saharan Africa, Southern and Central Asia, the Middle East and Latin America. CMI research aims to inform and influence policy, and to contribute to the public discourse on international development issues. It has an extensive network of research partners, and works in close co-operation with researchers in the South.

For more information: E-mail: cmi@cmi.no and http://www.cmi.no/

**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 and http://www.nho.no/privatesectordevelopment/

**The Department of International Trade Cooperation (DITC)** was established by an agreement between Norad and HSH (Federation of Norwegian Commercial and Service Enterprises, see below). Their collaboration, based on HSH’s know-how and Norad’s increased focus on trade development, started in 2003. During the first years, HSH, NHO (Confederation of Norwegian Enterprises) and Norad collaborated both in Least Developed Countries and in some medium-income countries. This collaboration yielded excellent results,
principally in the main partner countries of Vietnam and Uganda. Today DITC and HSH, 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: http://www.hsh-org.no/eway/default.aspx?pid=294&trg=Content_8384&Main_7555=8384:0:10,2536:1:0::0:0&Content_8384=8353:0:10,3026:1:0::0:0

Nortrade is Norway’s official trade portal, established in 1996 by the Norwegian Trade Council. It provides up-to-date information for over 4,000 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 venture with Norwegian companies. It hosts a database of products and services covering 35 business sectors, and also produces trade magazines and trade tools distributed exclusively to all of the Norwegian embassies abroad, as well as foreign embassies in Norway and at relevant international trade fairs. 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 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, environmental verifiers and attestation bodies. 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, India, Bangladesh, Georgia, Bosnia, Vietnam, Sudan, Southern part of Africa and Mauritius; and has also implemented cooperation programmes in, for instance, Mongolia, Latin America, Trinidad/Tobago, North Africa and the Balkan region. NA provides assistance to local accreditation bodies in the areas of quality management system, electronic case system and general support.

For more information: E-mail: akkreditert@akkreditert.no and http://www.akkreditert.no/en/Development_Projects/

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 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 institution and with other institutes and bodies in Norway and abroad.
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: E-mail: internett@nupi.no and http://english.nupi.no/

Norwegian Trade Council (NTC): Founded in 1945, NTC became a foundation on January 1st 1996, with the Ministry of Foreign Affairs and the Confederation of Norwegian Business and Industry each investing half of the initial capital. It is the national resource centre for private enterprises and the authority in the fields of exports and internationalization. It provides consultancy services to individual companies, and organizes joint promotional programmes. Its network of offices abroad covers important markets in Europe, America, Asia and Africa; it co-operates closely with the Norwegian Ministry of Foreign Affairs and its foreign service missions abroad. NTC’s purpose is to enhance the competitiveness and profitability of Norwegian enterprises on international markets, assisting its customers through the entire export and internationalization process, acting as a strategic adviser, door-opener and problem-solver. Joint promotions include exhibitions, delegations and campaigns to promote Norway and Norwegian trade and industry abroad.

For more information: E-mail: oslo@ntc.no and http://www.randburg.com/no/nortrade.html

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. It received a grant of US$4.6 million from the Norwegian Ministry of Trade and Industry in 2008. SN is the WTO national enquiry point in Norway for technical barriers to trade.

For more information: E-mail: 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 and http://www.ssb.no/en/int

The Federation of Norwegian Commercial and Service Enterprises (HSH): HSH 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, HSH has demonstrated how developing countries can provide products and services which are of interest to the Scandinavian market.

For more information: http://www.hsh-org.no/eway/default.aspx?pid=273

Selected TCB programmes and initiatives in this guide

GLOBAL ADVOCACY
• Women in Trade

TRADE POLICY DEVELOPMENT
• Capacity Building on Competition Policy in Select Countries of Eastern and Southern Africa
• Formative Process Research on Regional Integration in Southern Africa (FOPRISA)
• WTO Doha Development Agenda Global Trust Fund (DDAGTF)
• Trade capacity building in Zambia

LEGAL AND REGULATORY FRAMEWORK
• Advisory Centre on WTO Law (ACWL) – Secondment Programme for Trade Lawyers
• UNCTAD Trust Fund for Accession

SUPPLY CAPACITY
• Africa Inspires: ethical fashion
• Export-led Poverty-Reduction Programme
• Multi-Donor Trust Fund for Trade and development (MDTF)
• Norwegian Oil for Development (OfD) Initiative
• Organic Pavilion at Bio Fach – Africa
• Regional programme for Africa; ITC-funded
• Support for Common Fund for Commodities (CFC)
• Women Entrepreneurship Development Programme (WED) – Phase I East Africa
• Women in Trade
• Women’s Entrepreneurship Development and Gender Equality – Southern Africa

COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES
• Accreditation Infrastructure Creation and Development (SADCAS)
• AFRIMETS – Africa
• Bangladesh Quality Support Programme
• Establishment of Vietnam’s Fisheries Law and Regulations, Phase II
• Globalgap – Uganda
• Integrated Industry Production – Sri Lanka
• ISO 9001 – Asia
• Provision and adaptation of Norwegian Accreditation’s QMS, plus provision and installation of EDNA at SADCAS (2008 – 2009)
• Public-Private Partnership (PPP) – Uganda
• SARCC Programme
• Strategic Fair Trade Funding Programme
• Trade capacity building in the MEKONG Delta countries (Mekong II)
• Trade Capacity Building Project for Agro-Industry in East Africa

**MARKET AND TRADE INFORMATION**

• Norad’s Matchmaking Programme (MMP) – Sri Lanka and South Africa
• Private sector development support through the Confederation of Norwegian Enterprise (NHO)
• Statistics for Development in Malawi

**TRADE FACILITATION**

• Establishment of SEATAC (Southern and Eastern African Technical Automated System for Customs Data (ASYCUDA) Centre)
• Investment Climate Facility for Africa (ICF)
• Norad support to the WCO Columbus Programme
• The Norwegian Trust Fund for Private Sector and Infrastructure (NTF-PSI)

**PHYSICAL TRADE INFRASTRUCTURE**

• Infrastructure Project Preparation Facility (NEPAD-IPPF)
• South African Energy Sector Policy Research Programme

**TRADE RELATED FINANCIAL SERVICES**

• NMI Frontier Fund
• NMI Global Fund (GF)
• Norwegian Microfinance Initiative (NMI)
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 one of the fundamental areas of Portugal’s external policy. It focuses on values such as promoting peace and solidarity; promoting and consolidating democracy and the rule of law, respect for human rights and fundamental freedoms; defending and promoting the Portuguese language; and promoting environmental conservation. In November 2005, the Council of Ministers approved the new strategy for development cooperation, entitled “A strategic vision for Portuguese cooperation”. The strategy cites commitment to the Millennium Development Goals (MDGs) as one of the five guiding principles of Portuguese development cooperation while maintaining the geographic focus on the Portuguese-speaking countries of Africa (“the PALOPs”) and Timor-Leste in South East Asia. The Portuguese Institute for Development Assistance (IPAD), which was created in 2003, is the development cooperation arm of the Portuguese Government, responsible for the coordination, supervision and implementation of Portuguese ODA. IPAD is also responsible for formulating and coordinating the Government’s policies in development cooperation and for coordinating development cooperation activities with other government bodies involved in its implementation. As part of the Ministry of Foreign Affairs, IPAD also co-ordinates Portugal’s aid programme. This involves multiple actors, including over 15 different ministries and 308 municipal governments as well as universities and other public institutions.

Aid for Trade (AfT) Strategy

The Government of Portugal’s AfT activities are part of its overall development cooperation strategy and in line with the EU 2007 Aid for Trade Strategy. Portugal’s sectoral and thematic priorities are linked to applying its stated comparative advantages (e.g. language, culture and having similar legal and institutional frameworks) in its priority countries. Based on the 2009 DAC report and in line with its overall development cooperation priorities, its main AfT activities focus on economic infrastructure, productive capacity and business-related capacity building. In its geographical focus, IPAD intervenes mainly in Africa (i.e. Angola, Cape Verde, Guinea-Bissau, Mozambique, São Tomé and Príncipe (the PALOPs)) and in East Timor. In line with its overall poverty reduction objectives, its interventions in the area of private sector development are focused on supporting SMEs.

Whilst its interventions are predominantly bilateral, it channels part of its official AfT via multilateral organizations such as UNCTAD and also supports international finance institutions such as the African Development Bank. In addition, Portugal, as a member of the EU, contributes to EIB and European Commission initiatives, such as the EU-Africa Trust Fund for Infrastructure, which support developing countries, in particular the ACP countries.

Based on its Aid for Trade CRS (Creditor Reporting System – OECD) report, its key areas of intervention in AfT are:

- Business support services and institutions
- Mineral resources and mining
- Rural agricultural development
- Trade infrastructure
- Industry


“We recognize that developed countries need to provide stronger support to the Least Developed Countries through increased market access. Portugal urges the international community to make a renewed effort to achieve a successful closing of the Doha Development Round. We also strongly support World Bank and IMF efforts to step up the aid for trade agenda and commend their advocacy role in seeking a positive outcome of the negotiations”

Source: Statement by Hon. Fernando Teixeira Dos Santos, Minister of State and Finance and Governor for Portugal, at the 2007 Annual Meeting of the Board of Governors
Official agency involved in TCB

Portuguese Institute for Development Assistance (IPAD): IPAD: (i) coordinates Portuguese development cooperation policy, while fostering economic relations with less developed regions; (ii) contributes to human security, especially in fragile or post-conflict situations; (iii) fosters relations with developing countries, particularly within the Community of Portuguese Speaking Countries; and (iv) promotes public-private partnerships and supports civil society organizations.

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Brief information on other trade-related organizations

Business Development Agency (AICEP): AICEP is responsible for investment promotion in Portugal and also assumes the role of sole intermediary for the promotion of large-scale national or foreign investment, offering hands-on service in all phases of the investment process. It plays a central role in formulating and implementing policies for promoting Portugal abroad, i.e. promoting Portuguese brands and promoting and publicizing Portuguese economic activities.

For more information: http://www.min-economia.pt/innerPage.aspx?idCat=49&idMasterCat=13&idLang=2

International Financing Corporation for Development (SOFID): SOFID was created in 2007 as a limited liability company with the Portuguese state holding 59.9% of its shares, and 40% shared equally among four Portuguese commercial banks. Its initial starting capital was €12.5 million. Its mission is: (i) to contribute to the sustainable development of the business sector in developing countries; and (ii) to support Portuguese companies, alone or in partnerships with local investors, in projects, businesses and investments in developing countries that will contribute to the sustainable development of these countries, especially those that are beneficiaries of the Portuguese Official Public Assistance (ODA). SOFID can also target countries in Latin America and Asia, notably Brazil, Macao, China and India. It co-operates extensively in co-financing projects with the European Development Finance Institutions’ (EDFI) members and with other bilateral and multilateral development finance institutions (DFIs).

For more information: http://www.edfi.be/sofid.htm

Selected TCB programmes and initiatives in this guide

TRADE POLICY DEVELOPMENT

• Institutional support to the National Directorate of Enterprise and Trade of Mozambique
• Institutional support to the Trade Directorate of Angola
• Support for commercial diplomacy and WTO accession of Portuguese-speaking Countries
Bilateral profiles

SUPPLY CAPACITY
• Analytical Study of food crop production in Mozambique and its main evolutionary tendencies
• Cluster development in East Timor
• Horticultural Project of Quebo (Fruit and Horticultural Center of Quebo) Guinea-Bissau
• Programme to support civil society’s role in the promotion of sustainable trade and fair trade (Guinea Bissau and East Timor)

COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES
• Africa Project Development Facility (APDF) – Lusophone APDF
• Institutional support to the National Agency of Alimentary Security (NASA), Cape Verde
• Reinforcing the institutional capacity of Mozambique’s Engineering Laboratory (LEM)

PHYSICAL TRADE INFRASTRUCTURE
• Market analyses and development for energy sector (Cape Verde)
• Technical assistance to the Provincial Departments of Roads and Bridges – Mozambique
SPAIN

General information on Spanish development cooperation

The Spanish Development Master Plan 2009 – 2012 sets out major improvements on past policy and practices. Spain will continue its strong development engagement in Latin America, where historical, cultural and language ties give it a comparative advantage, but sub-Saharan Africa has now become a new priority for Spanish development cooperation, and aid to the region is set to increase significantly. This new commitment to sub-Saharan Africa reflects a sharpened poverty focus in Spanish development cooperation, and offers new opportunities for division of labour among donors. Spanish aid is predominantly channelled bilaterally; however, Spain is increasing its multilateral aid in its strategic sectors and is in the midst of a comprehensive upgrade of its aid programmes, with the political leadership driving major reforms in organization and management for improved aid effectiveness. This, it is expected, will generate a comprehensive change process in the aid system. Aid volume is increasing rapidly as Spain aspires to reach an ODA/GNI ratio of 0.7% by 2012.

Aid for Trade (AfT) Strategy

Although Spain does not currently have a specific AfT strategy, the Government is aligned to 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 LDCs, but Spain also provides AfT to middle income countries. The recent Master Plan for Spanish Cooperation (2009 – 2012) now includes AfT as a priority, with strategies for ensuring pro-poor growth and for using trade as an instrument of economic growth and poverty reduction, in line with the European strategy for AfT. The main areas of intervention in the new plan are: (i) capacity building and value chains; (ii) trade-related infrastructure; (iii) trade policy and regulations; (iv) fiscal adjustments to trade policies (erosion of preferences, deterioration of terms of trade, etc.); and (v) strengthening the capacities of partner countries in trade negotiations, regional and bilateral and multinational.

Regarding the recording of AfT flows, the Government of Spain indicated in its last Aid for Trade Questionnaire that some categories, such as fair trade, had not been included in the CRS report and that they intended to record all such activities in subsequent years under “Other trade-related activities”. In 2007, close to €175,000 was allocated to fair trade activities. The Government of Spain, in line with other EU Member States, has pledged to increase its AfT in the coming years – it has already increased it in 2007 to €80 million, from €60 million in 2006, and this upward path is likely to continue. In recent years Spain has been increasing its participation in multilateral agencies such as the Enhanced Integrated Framework and the International Trade Center, and these are likely to become the main funding channel for Spanish AfT in the years to come. The Spanish cooperation programme is also committed to regional development strategies and it is likely that, under its new cooperation strategy, greater emphasis will be put on regional AfT programmes.

Lastly, in line with this scaling up of AfT within Spanish aid, the Spanish Agency of International Development Cooperation (AECI) is collaborating closely with some states and the Commission on developing best practices and indicators to improve the monitoring and evaluation of AfT programmes.


“Rather than selfish protectionism, we support trade on a level playing field. Rather than barriers, we want bridges. Unlike those who believe in cutting social spending, we want to – and can – adopt the welfare state to suit new circumstances, but without renouncing its goals. Rather than deregulation, we want clear and efficient rules so that the market will develop its potential without violating the principles of equity and justice.”

Address by the Spanish Prime Minister – In Spain’s Interest: A Committed Foreign Policy’ Prado Museum, 16 June 2008
Official agencies involved in TCB

Ministry of Foreign Affairs and Cooperation (MAEC): This is the branch of the General State Administration which is responsible for managing Spain’s policy for international cooperation and development. Two of the four Secretaries of State are responsible for developing countries: the Secretary of State for International Cooperation (SECI) and the Secretary of State for Latin America. The General Department of Foreign Communication, the Spanish Agency for International Development Cooperation (AECID) and the Cervantes Institute also form part of the MAEC.


The Secretary of State for International Cooperation, under the Minister of Foreign Affairs and Cooperation, manages, formulates and executes the international development cooperation policy according to the provisions of Law 23/1998 of July 7. He/she administers cooperation resources managed by the Ministry of Foreign Affairs and Cooperation; ensures Spanish participation in international developmental aid organizations; and defines Spain’s position in formulating community development policy. He/she also evaluates the policy for development cooperation and the programmes and projects financed with state funds. The Directorate General for Development Policy Planning and Evaluation reports to the Office of the Secretary of State. One of the key jobs of this Directorate General is sector and geographic planning for Spanish cooperation activities, including, among others, AFT planning, monitoring and evaluation. It has as advisory and coordinating bodies, the Council for Development Cooperation, the Inter-territorial Commission for Development Cooperation and the Inter-Ministerial Commission for Development Cooperation.


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.

For more information: http://www.aecid.es/web/es/aecid/

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.

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Web: http://www.cofides.es/
english/3elegibleprojects.html

Brief information on other trade-related organizations

AENOR: 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

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 and http://www.cideal.org/eng/index.php
**Bilateral profiles**

**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 (FIEX 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: E-mail: cofides@cofides.es and http://www.cofides.es

**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: (i) analysing and acting on the critical factors pertaining to development at local and global levels; (ii) contributing to the strengthening of the system in order to aid development and improve the quality of cooperation; (iii) contributing to the creation of human capital and the strengthening of academia in the South; and (iv) giving priority to development and cooperation with Northern universities in the field of teaching and research.

For more information: E-mail: info@fundacionetea.org and http://www.fundacionetea.org/index.php?m=78

**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.


**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

**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, CECO)).

For more information: http://www.icex.es/icex/cda/controller/pageICEX/0,6558,5518394_5518986_5593169_0_0_-1,00.html

**Valenciaport Foundation:** The Valencia Foundation was conceived to further expand the reach of the logistics-ports community by serving as a research, training and cooperation centre of excellence. It is an initiative of the Port Authority of Valencia (PAV), in collaboration with various other associations, companies and institutions, and is presently active in numerous cooperation and internationalization projects in well over twenty countries, principally in Europe, the Far East and Latin America. It also works extensively at the service of the Spanish logistics chain, providing both research and training services.

For more information: http://www.fundacion.valenciaport.com/Valencia-Foundation/Presentation.aspx

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

**TRADE POLICY DEVELOPMENT**
- WTO Doha Development Agenda Global Trust Fund (DDAGTF)

**LEGAL AND REGULATORY FRAMEWORK**
- University course on regional integration – Central America

**SUPPLY CAPACITY**
- Development of agricultural business – Vietnam
- Fisheries rehabilitation project – Indonesia
- Food security and livelihoods project in the District of Baucau – East Timor
- Promotion of the development of micro and small businesses – Cambodia
- Regionalization of the support plan for coffee producers in Central America and elaboration of the operational programme

**TRADE FACILITATION**
- Regional Authorized Economic Operator (AEO) – Central America
- Single Window – Algeria
- Study on trade relations between Spain and India
Bilateral profiles

PHYSICAL TRADE INFRASTRUCTURE
- Demand Forecast of the Peruvian National Port System
- Infrastructure Investment Fund of Peru

TRADE RELATED FINANCIAL SERVICES
- Support to Kenya Industrial Research Institute (KIDRI)
General information on Sweden’s development cooperation

Swedish development policy has two sides: (i) policy coherence (i.e., policy for global development); and (ii) Swedish development cooperation (i.e., aid) which aims at creating conditions that will enable poor people to improve their lives. Policy coherence is the responsibility of all government offices, whereas the responsibility for Swedish development policy lies with the Ministry for Foreign Affairs (MFA). The implementation of its development cooperation 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 cooperation is a priority for the Swedish Government. The MFA intends to introduce twelve new thematic policies by 2011, which will gradually replace all existing sectoral and thematic policies. Sida’s Aid for Trade “Plan for trade-related development cooperation” focuses specifically on the integration of AfT into other intervention sectors. Sida is currently implementing a major organizational restructuring, which will increase opportunities for closer cooperation across different working areas. In 2008, Sweden developed many new country cooperation strategies. The majority of these have the potential to meet partner countries’ demand for trade-related development cooperation assistance within the field of market development and agriculture. Some of them also have AfT and market development as specific priority sectors.

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 development cooperation are the EU Strategy on Aid for Trade, the Swedish Government’s annual guidelines on AfT, and Sida’s operational “Plan for trade-related development cooperation”. The Government of Sweden is in the process of formulating a new policy on trade-related development cooperation, which will be in line with the EU Aid for Trade Strategy. One important aspect of the policy will be the strengthening of partner countries’ ability to identify and coordinate trade-related assistance needs.

The priority areas of the Swedish Government’s annual guidelines on AfT are:

- Sanitary and phytosanitary measures (SPS) and technical barriers to trade (TBT);
- Research, training and policy processes, in particular Economic Partnership Agreements (EPAs) support;
- Trade and climate change, in particular carbon trading;
- Trade facilitation and transport, i.e., reducing transaction costs.

Sweden’s trade-related assistance has tripled since the beginning of the Doha Round. As an EU member state, it contributes to the joint commitment to increase the EU’s trade-related assistance to €1.97 billion per year by 2010, of which €680 million is to be from the Member States. In the EU context, Sweden and the UK are leading a working group on AfT designed to strengthen the pro-poor focus and quality of EU AfT. At the country level, Sida intends to work through the EIF mechanism. 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. Sweden’s principal cooperation partners at the regional level will be regional organizations. Swedish AfT’s focus area is sub-Saharan Africa and it has launched its new cooperation strategy for Africa, “Sweden and Africa – a policy to address common challenges and opportunities”, which will keep regional economic integration (including trade integration) as one of its main priorities.

In 2007, Swedish development cooperation was subject to a major overhaul, with attention to quality seen as closely linked to results-oriented efficiency and as the key to Sweden’s ability to help achieve the UN Millennium Development Goals. One of the first steps taken was to review the total number of partner countries,
with a view to focusing on fewer countries and thus sharpening its focus and impact. In line with these changes, Sweden is increasingly moving towards joint integrated trade programmes, channelling funds through co-funded programmes with other bilateral donors; with multilateral organizations, 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
http://www.sweden.gov.se/sb/d/573/English/

Official agencies involved in TCB

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 Swedish Agency for Development Evaluation (SADEV); the Nordic Africa Institute; and the Folke Bernadotte Academy. In the last year, the MFA has established a clearer allocation of responsibilities to Sida, with the policy-making function now clearly assigned to it. 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

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/

Swedish Agency for Development Evaluation (SADEV): SADEV, established on 1st January 2006, is a Government-funded agency that independently initiates and carries out evaluations of international development cooperation, with the overarching objective of contributing to increased efficiency in Swedish development cooperation. Its ambition is to evaluate topical and relevant issues related to international development cooperation in order to inform decision-makers. SADEV also aims at furthering partner countries’ capacity to carry out evaluations within the field of development assistance.

For more information: E-mail: sadev@sadev.se and http://www.sadev.se/Bazment/13.aspx

Swedish International Development Agency (Sida): Sida was formed in 1995 by the amalgamation of four smaller entities. It is by far the largest government implementing agency in the field of aid, disbursing close to 80% of Swedish bilateral aid. In late 2008, Sida underwent a major restructuring, giving a new three-pillar structure of: (i) policy; (ii) operations; and (iii) management. The operations pillar is responsible for strategy and implementation and includes thematic, regional and country teams, while the policy and management pillars are expected both to provide specific expertise and to support implementation. The Director General has also established a Strategic Management Group, comprising all department directors, and an Operational Leadership Group, consisting of the five most senior members of Sida’s management team. In line with wider changes in Sweden, Sida’s Board has been replaced by an Advisory Council.

Sida provides aid to the financial sector under the broad scope of promoting services for the poor and the development of small enterprises. Its assistance here is directed towards building the necessary legal and regulatory environment, assisting in the development of financial markets and financial institutions, and
building monitoring capacity for the prevention of financial crises. Sida provides assistance in a wide range of countries, with a particular focus on Ethiopia, Tanzania, Uganda, Sri Lanka and Vietnam.

For more information: E-mail: sida@sida.se and http://www.sida.se/English/Contact-us/

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Swedfund International AB

P.O. Box 3286
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Brief information on other trade-related organizations

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 organizations 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 and http://www.nir.se/default.asp

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 and http://www.isa.se/templates/Startpage____2008.aspx
National Board of Trade (NTB): The NTB is the Swedish Governmental agency that deals with foreign trade and trade policy. Its main activity is to provide the Swedish Government with analysis, recommendations and proposals on trade policy matters. This work is conducted within three primary domains: (i) the internal market; (ii) the Customs Union; and (iii) external trade policy. The NTB is also the competent body in Sweden for handling EU import and export licences for industrial goods, and the WTO national enquiry point for technical barriers to trade. It has an assignment from the Government to work with trade-related capacity building in partner countries. Work in its area of expertise is expanding.

For more information: E-mail: registrator@kommers.se and http://www.kommers.se/templates/Standard____3111.aspx

Open Trade Gate Sweden (OTGS): OTGS is a one-stop information centre set up by the Swedish Government within the National Board of Trade as a public service to exporters from developing countries, and with the overall goal of facilitating trade and increasing exports from developing countries to Sweden. Its activities extend to all questions about the rules and requirements for exporting from a developing country to Sweden and the European Union.

For more information: E-mail: info@opentradegate.se and http://www.opentradegate.se

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 and 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 and http://www.sp.se/en/Sidor/contact.aspx

Swedish Cooperative Centre (SCC): SCC is a global development organization 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 organizations 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: registrat@swedac.se and info@swedac.se and 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 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 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 ISO and 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 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 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 and http://www.kommers.se/templates/SweproStandard____2621.aspx
Selected TCB programmes and initiatives in this guide

GLOBAL ADVOCACY
• AfT Initiative

TRADE POLICY DEVELOPMENT
• International Training Programmes (ITP)
• Private Sector Development (PSD)-HUB in Ethiopia
• Trade Policy Training Centre in Africa (TRAPCA)
• WTO Doha Development Agenda Global Trust Fund (DDAGTF)

SUPPLY CAPACITY
• Broader Economic Cooperation (BEC) South Africa
• Capacity building on cleaner production in Hyderabad region

COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES
• ARSO-SIS: support for standardization in Africa
• Copyright and Related Rights in the Global Economy
• Export Promotion of Organic Products from Africa (EPOPA), Phase II B

TRADE FACILITATION
• Support to World Customs Organization (WCO) – Phase 2 of the WCO Columbus Programme

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 (MFW4A) Initiative
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 (FDEA). 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.

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.).

Aid for Trade (Aft) Strategy

Switzerland’s Aid for Trade Strategy is an integral part of the Swiss development cooperation strategy. Its overall goals are sustainable economic growth and poverty reduction and it encompasses, particularly, trade-related cooperation (or trade-related technical assistance (TRTA)) and private sector promotion, which are considered crucial complements to the current WTO Doha Round. The strategy is structured around the following main areas:

- Supporting trade policy (strengthening trade policy formulation and implementation capacities in partner countries and in Geneva, including WTO accession, intellectual property, competition, etc.);
- Improving access to the Swiss and European market: (Swiss Import Promotion Programme (SIPPO) aimed at SMEs in developing countries; the Swiss General System of Preferences; and support to labels such as fair trade and organic production);
- Increasing supply capacities (strengthening trade efficiency, standards compliance, trade finance, etc.);
- Environment and social criteria within trade (clean production, ILO norms, sustainability standards in commodity trade, etc.);
- Access to finance for SMEs, sound economic environment and governance.

Switzerland provides developing countries with preferential access to its market through its Generalised System of Preferences (GSP) Scheme, which SECO is responsible for. It grants them significant reductions in customs duties on agricultural and textile goods, and a zero duty on all other goods. LDCs benefit from duty- and quota-free access to the Swiss market.

Geographically, SECO’s priority countries are lower-middle income developing countries, who receive 50% of its bilateral economic and trade-related assistance, with the remaining 50% channelled either globally or regionally (particularly benefiting LDCs) and implemented through specialized multilateral partners such

"Aid for Trade must not be a substitute for a successful outcome of the Doha Round in terms of development and should not be established as a compensation scheme for trade liberalization. Switzerland recognizes the crucial role that trade-related cooperation can play as a complement to the Doha negotiations by helping developing countries seize the opportunities presented by the multilateral trading system.”

Statement by Joseph Deiss
Former Federal Councillor
Federal Department of Economy,
Switzerland Development Committee 2006

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30 All figures which were in Swiss Francs (CHF) in this volume have been converted to US dollars (US$). The exchange rate applied is 1.00 CHF = 1.01659 US$ at 6 Dec. 2010
as IFC, ITC, UNIDO, the World Bank, ILO, IMF and regional development banks. Switzerland’s Aid for Trade Strategy is strongly anchored in regional AfT programmes.

**Official agencies involved in TCB**

**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$1.59 billion (2010) 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 and http://www.sdc.admin.ch/en/Home/About_SDC/Brief_portrait

**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. SECO invests approximately US$223 million per year in cooperation with developing and transition countries (not including debt relief measures and enlargement contributions), which is more than ten per cent of its public development assistance.

For more information: http://www.seco.admin.ch/index.html?lang=en

**Contact**

**SDC – Head office**

Freiburgstrasse 130  
CH-3003 Berne  
Tel: +41 31 322 3475  
Fax: +41 31 324 1694  
E-mail: info@deza.admin.ch  
Web: http://www.sdc.admin.ch/en/Home/About_SDC/Addresses

**The State Secretariat for Economic Affairs (SECO)**

Mail address:  
State Secretariat for Economic Affairs SECO  
Trade Promotion Unit (WEHU)  
Effingerstrasse 1  
CH-3003 Berne  
Tel: +41 31 324 0799  
Fax: +41 31 322 8630  
Brief information on other trade-related organizations

Federal Office of Metrology Switzerland (METAS): METAS, the Swiss national metrology institute, produces and disseminates internationally harmonized and recognized 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 authorized 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 (v) 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

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 and http://www.ruig-gian.org/index.php

Helvetas: 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 and http://www.helvetas.org/wEnglish/about_us/contact.asp

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/

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 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 and http://www.ideascentre.ch/contact.html

Intercooperation: This is a leading Swiss non-profit organization engaged in development and international cooperation since 1982. Intercooperation is both an implementing and an advisory organization, providing professional resources and knowledge combined with social commitment. It specialises in rural areas and provides services in three main spheres: (i) natural resource management (agriculture and forestry); (ii) rural economy; and (iii) local governance and civil society. It collaborates with partner organizations in more than twenty developing and transition countries, and manages projects on behalf of the Swiss Government, mainly SDC and SECO, as well as many other government and private Swiss and international funding partners.

For more information: E-mail: info@intercooperation.net and http://www.intercooperation.ch/about/setup/ho

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 and http://www.north-south.unibe.ch/

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
Bilateral profiles

Switzerland 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 and http://www.fibl.org

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 and http://www.alliancesud.ch/en/about-us/core-concerns

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 and http://www.swisscontact.ch/english/pages/UB/UB_Wn.php?navanchor=2110041

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 and http://www.ige.ch/en/legal-info/international-cooperation.html
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 advise 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 responsAbility on Base of the Pyramid Investments S.C.A. SICAR.

For more information: http://www.sifem.ch and pmuster@sifem.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 and http://www.snf.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 OSEC31. 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 and http://www.sippo.ch

Swiss Office for Trade Promotion (OSEC): OSEC’s mandate is to assist companies from Switzerland and Liechtenstein 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.


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

31 See OSEC below.
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 and http://www.wti.org/home/

Selected TCB programmes and initiatives in this guide

GLOBAL ADVOCACY

- The Geneva Trade Development Forum, organized by the IDEAS Centre.
- Coherence debates and informal coordination within the European Agriculture, Trade and Development Network (ATDN)

TRADE POLICY DEVELOPMENT

- Cotton Initiative: Strengthening capacities for the WTO negotiations on cotton for the C-4 (Benin, Burkina Faso, Mali, Chad), 2003-9; IDEAS Centre
- Creation of regional competence centres for trade policy in Peru, South Africa and Vietnam; World Trade Institute (WTI)
- Mozambique: Strengthening capacities for the WTO negotiations on agriculture; 2005-06; IDEAS Centre
- Policy Advice to Peru and Colombia through the IDB Strategic Thematic Fund on Aid for Trade, 2010 – 2012; IDB
- Regional: Competition and Consumer Protection Policies for Latin America (COMPAL II), 2009 – 2012; UNCTAD, Competition Commission Switzerland (COMCO)
- Sponsoring Advisory Centre on WTO Law (ACWL), Geneva
- Sponsoring scholarships at the World Trade Institute (WTI), Switzerland
- UN Trade Cluster Programme, Lao PDR, 2010 – 2013; UNCTAD, UNIDO, ITC, ILO
- WTO Doha Development Agenda Global Trust Fund (DDAGTF)

LEGAL AND REGULATORY FRAMEWORK

- Support for accession to the WTO through Ideas Centre: Laos, Vietnam, Tajikistan
- Support in IP: Viet Nam, Ghana, Laos, Azerbaijan, Lebanon
- (Sustainable) Public Procurement in Ghana, Phase II; Public Procurement Authority of Ghana

SUPPLY CAPACITY

- Biotrade Facilitation Programme; UNCTAD
- Biotrade Programme: Peru; GTZ
- Cleaner Production Centers: Peru, Colombia, Brazil, Tunisia, Morocco, Egypt, Jordan, Vietnam, Laos; Energy Management Standard with South Africa; UNIDO
- Organic cotton: Mali, Burkina Faso, Kyrgyzstan; Helvetas
- Promotion of organic certification and the organic market: Ukraine, Romania, Albania, Lebanon, Bulgaria; Research Institute for Organic Agriculture (FiBL)
- Trade Cooperation Programme: Peru; ITC and others
- Trade Promotion Central Asia, Phase III (Tajikistan, Kirgistan)
COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES

- Fair Trade in Tourism, South Africa
- Providing post-WTO accession support to Vietnam: TBT/SPS compliance capacity development related to key export sectors, 2008 – 2010; UNIDO
- Strengthening standards and quality in Mozambique, Vietnam, Ghana, Lebanon; UNIDO
- Strengthening the national quality system and the export capacities of SMEs in Nicaragua
- Voluntary standards in Coffee 4C, Better Cotton Initiative (BCI), Responsible Soy RTRS, Roundtable on Sustainable Biofuels RSB

TRADE PROMOTION CAPACITY BUILDING

- Trade Cooperation Programme: Peru; ITC
- Trade Promotion and Export Development Programme: Vietnam; Vietrade and ITC

MARKET AND TRADE INFORMATION

- Medicinal herbs from Ghana; SIPPO, Osec
- Market Intelligence: Colombia (in the context of FTA Trade Capacity Building); SIPPO, Proexport
- Support to Peruvian and Bolivian knitwear sector; SIPPO, ITC Lima
- Support to Peruvian jewelry producers; SIPPO

TRADE FACILITATION

- Training for custom officers: Egypt, Tunisia; Swiss Customs Authorities

PHYSICAL TRADE INFRASTRUCTURE

- Albania: Dam Safety Programme
- Central Asia: Water-energy Nexus Study
- Serbia: Rehabilitation of the National Control Center

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
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, UK-DFID currently allocates at least 90% of its bilateral funding for LDCs and, in particular, for African LDCs.

Aid for Trade (AfT) Strategy

The UK sees trade as central to development and 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 UK-DFID’s approach in this area has complemented the EU Aid for Trade Strategy and has focused around the following key areas:

• Building countries’ capacities to trade through national growth and competitiveness strategies;
• Ensuring that trade results in poverty reduction and inclusive growth;
• Facilitating regional trade and integration and ensuring that Economic Partnership Agreements are beneficial to African, Caribbean and Pacific partners;
• Building an international system that delivers more and better AfT;
• Promoting innovation and good practice in fair and ethical trade.

While the UK continues to champion the mainstreaming of trade in national development plans/poverty reduction strategy papers (PRSPs), and building developing country trade and trade negotiating capacity, it has increased its focus on the regional level, in particular working with regional organizations. In terms of geographical priority, most UK AfT has recently been channelled to sub-Saharan Africa and South Asia. The UK also engages in significant joint work and engagement with key multilateral players.

The UK is on track to spend US$750 million a year on AfT by 2010. Much of this is to be channelled to South Asia, but will also provide regional assistance in Africa. It includes funds for building infrastructure such as roads, ports, power and telecommunications.

UK-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 over 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. It has made US$14.6 million available through the European Investment Bank (EIB) Trust Fund for the EU–Africa Infrastructure Partnership and has channelled US$9.57 million to the African Development Bank Infrastructure Project Preparation Facility (IPPF). UK-DFID also works closely with African Governments through the Investment Climate Facility, for which it has provided US$27 million to help develop an environment that is supportive of investment and growth.

Source: UK-DFID

Official agencies involved in TCB

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 UK economy.

“All figures which were in Pounds sterling (GBP) in this volume have been converted to US dollars (US$). The exchange rate applied is 1.00 GBP = 1.587 US$ at 10 Sept. 2010”

“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
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/

**Department for International Development (DFID):** DFID (UK-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/

**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**

**Department for Business, Innovation & Skills (BIS)**

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Fax: +44 207215 0105  
E-mail: enquiries@bis.gsi.gov.uk  
Web: http://www.bis.gov.uk/

**UK Department for International Development (DFID)**

1 Palace Street  
London SW1E 5HE  
Abercrombie House  
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E-mail: enquiry@dfid.gov.uk  
Web: http://www.dfid.gov.uk/

**Brief information on other trade-related organizations**

**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 and http://www.bis.gov.uk/

**CDC** is a UK Government-owned fund of funds with net assets of US$4bn. 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@cdcgroupl.com and http://www.cdcgroup.com/contact_us.asp
Export Control Organization (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

HM Revenue & Customs (HMRC): HMRC was formed on 18 April 2005, following the merger of the Inland Revenue and HM Customs and Excise Departments. It provides a number of tools, information and services to facilitate the smooth flow of goods, promote efficient tax collection and combat illicit trade; it provides the private sector with a number of services and tools such as “Business link”, an online tool hosted by HMRC; and it provides information on customs procedures and UK tariffs to importers and exporters.

For more information: http://www.hmrc.gov.uk/menus/aboutmenu.htm

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/

International Agriculture and Technology Centre (IATC): The IATC works with the UKTI (see below) to assist UK companies in the agriculture and related technologies sector gain access to international markets. It helps businesses identify opportunities for entry, provides consultation services and assists overseas businesses seeking to do business within the UK.

For more information: http://www.theiatc.org

National Measurement Office (NMO): The NMO is the Executive Agency of the Department for Innovation, Universities 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 and http://www.nmo.dius.gov.uk/content.aspx?SC_ID=246; http://www.nmo.dius.gov.uk/content.aspx?SC_ID=231

Office of Fair Trading (OFT): The OFT is responsible for promoting fair trade practices by working to stop those who offend against competition and consumer law, encouraging compliance with the law, and providing accurate and current information to consumers to assist them in making well-informed choices. The OFT works closely with sector regulators, the Government, the courts, the Competition Commission, the European Commission, and local authority trading standards services to ensure full observance of the law.

For more information: http://www.oft.gov.uk/about/what/

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 (UK-DFID) in the UK and AusAID.

For more information: http://www.odi.org.uk/fellows/index.html
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

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

Volunteer Service Organization 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/

Selected TCB programmes and initiatives in this guide

GLOBAL ADVOCACY
- AfT monitoring and awareness building
- Review of EU Aid for Trade Strategy

TRADE POLICY DEVELOPMENT
- Multi-donor Trust Fund
- Support for negotiations of Economic Partnership Agreements
- Trade policy in India
- WTO Doha Development Agenda Global Trust Fund (DDAGTF)

LEGAL AND REGULATORY FRAMEWORK
- Regional harmonization of trade regulation

SUPPLY CAPACITY
- Africa Enterprise Challenge Fund
- CDC funding of Brookside Dairy Limited Kenya
- Making Markets Work Better for the Poor (M4P2) Vietnam

COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES
- Meeting international standards, Mozambique
- Promoting labour and health standards, Bangladesh
- Securing trademarks, Ethiopia

TRADE FACILITATION
- One Stop Border Post
- Regional Trade Facilitation Programme
- TradeMark Programme

TRADE RELATED FINANCIAL SERVICES
- Microfinance for Guyanese businesswomen
UNITED STATES OF AMERICA

General information on US development cooperation

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 defence (the 3Ds). More than twenty US government institutions are involved in providing official bilateral and/or multilateral development assistance. Major assistance organizations include the US. Agency for International Development (USAID), the Millennium Challenge Corporation (MCC) and the Departments of State, Defence, Treasury and Agriculture. In 2006, these institutions together managed over 90% of national 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 US 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.

Aid for Trade (AFT) Strategy

The U.S. AFT strategy is integrated within its overall development assistance framework, i.e. the USA Strategic Framework for Foreign Assistance. Within this framework, economic growth is one of five pillars, and support for AFT is one of the economic growth priority objectives. Alongside the Strategic Framework, USAID has developed a strategy document entitled “Economic Growth Strategy, Securing the Future: A Strategy for Economic Growth” (April 2008), which guides the agency’s work in helping developing countries achieve rapid, sustained and broad-based economic growth. This new strategy builds on the U.S. trade capacity-building strategy developed in 2003, and is inherently pro-poor in focus. 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 US government has provided more than US$11.6 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 announced at the December 2005 WTO Ministerial Conference that it would double its contributions to global AFT from US$1.3 billion in 2005 to US$2.7 billion in grants by 2010.

33 Note: The U.S. TCB survey counts only trade-related infrastructure projects (excludes non trade-related infrastructure).
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. One of the US flagship regional programmes is USAID’s African Global Competitiveness Initiative (AGCI), which aims to build sub-Saharan Africa’s capacity for trade and competitiveness. The U.S. Government 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.’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. 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 is in the process of implementing a Cluster Evaluation Methodology in order to develop a simple and effective AFT evaluation framework.

Official agencies involved in TCB

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/page.ww?section=root&name=Home

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

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, economic, and a wide range of others. It is responsible for implementing 16.6% 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.

Department of the Treasury (UST): 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.ustreas.gov/offices/international-affairs/assistance/

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, attaches, 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. The Animal Plant and Health Inspection Service (APHIS), also an agency of the USDA, provides assistance on SPS and related issues.


**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 programs. 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 programs, 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.

**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 programs 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 Programs, 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

**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

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34 The Millennium Challenge Corporation (MCC) relies upon countries that are eligible for its assistance to put forward their own proposals for “reducing poverty through growth.” MCC evaluates proposals based on their economic rate of return, their effect on the poor, and their feasibility. This ensures that MCC-financed programmes enhance economic growth in a way that delivers tangible benefits for the poor.
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

**United States African Development Foundation (USADF):** USAFD provides grants of up to US$250,000 to community organizations and enterprises that benefit under-served and marginalized communities in Africa. In 2009, USAFD 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

**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, agriculture and trade; (ii) global health; and (iii) 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 AID. In 2009, USAID funding for trade capacity building totaled more than US$476 million. Its top six funding categories within trade capacity building were: (i) US$129 million for trade facilitation (customs operations); (ii) US$112 million for physical infrastructure development; (iii) US$89 million for trade-related agriculture; (iv) US$46 million for financial sector development and good governance; (v) US$15 million for environmental trade and standards; and (vi) US$13 million for WTO agreements.

For more information: E-mail: pinquiries@usaid.gov and http://www.usaid.gov/ and http://www.usaid.gov/about_usaid/primer.html

**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

**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

**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/

**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

**Contact**

**Contacting U.S. government agencies offering TCB programmes**

Please contact the U.S. Embassy or USAID mission in your country. U.S. TCB assistance is arranged in the field.

Additional information on particular agencies can be found on their websites, as noted above.
Brief information on other trade-related organizations

**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](http://www.gatesfoundation.org/global-development/Pages/overview.aspx)

**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/topic/?fa=list&id=407](http://www.carnegieendowment.org/topic/?fa=list&id=407)

**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/](http://www.cgdev.org/)

**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/](http://www.cid.harvard.edu/cidinformation/)

**Ford Foundation:** The Ford Foundation supports visionary leaders and organizations working on the frontlines 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](http://www.fordfound.org/grants)

**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

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/

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

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/

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
Selected TCB programmes and initiatives in this guide

TRADE POLICY DEVELOPMENT
- Trade capacity building projects in more than 110 developing countries

LEGAL AND REGULATORY FRAMEWORK
- Advance National Cooperation for Economic Integration (ADVANCE) Programme
- Business Climate Legal and Institutional Reform (BizCLIR) Project
- Doha Project for WTO Accession and Participation (Ethiopia)

SUPPLY CAPACITY
- African Development Bank Co-Guarantee – Ghana
- African Development Foundation/Trade and Investment Programme
- African Global Competitiveness Initiative (AGCI)
- ASEAN Competitiveness Enhancement (ACE) Project
- BASIS Assets and Market Access Collaborative Research Support Programme (AMA CRSP)
- Productivity and Competitiveness Initiative for Bolivia (PCIB)
- Rural Competitiveness Activity (ARCo) – Bolivia

COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES
- 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)
- Sindh Judicial IPR Awareness
- Workshop on IP enforcement

MARKET AND TRADE INFORMATION
- Trade and Investment Support Project – Guyana
- USDA’S Global Agriculture Information Network (GAIN)

TRADE FACILITATION
- ASEAN Single Window (ASW) Programme
- Regional Trade Liberalization and Customs Project (RTLC)
- Worldwide support for trade capacity building

PHYSICAL TRADE INFRASTRUCTURE
- African Global Competitiveness Initiative (AGCI) – infrastructure component
- Africa Infrastructure Programme (AIP)
- Lesotho Compact: Metolong Dam Bulk Water Conveyance and Programme Management Activity
- Mocoa-Puerto Asís Road

TRADE RELATED FINANCIAL SERVICES
- Azerbaijan Private Sector Competitiveness Enhancement Programme (PSCEP)
- Development Credit Authority (DCA)
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 within the 10 TCB Categories.
AUSTRALIA

**Business for Millennium Development (B4MD):** This forum was established in 2007 as a private sector initiative sponsored by leading business corporations and NGOs and supported by the Australian Federal Government through AusAID. B4MD is a partnership forum that connects Australian business with profitable opportunities that deliver poverty reduction outcomes in support of the United Nations Millennium Development Goals (MDGs) in the Asia Pacific region.

For more information: E-mail: contactus@b4md.com.au and b4md.com.au/default.asp

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. Below is a list of activities which have been funded by the Austrian Development Agency (ADA) and leading Austrian originations:

- **Business Opportunities in South East Europe – November 2007:** The theme of this event, organized by ADA and the United Nations Development Programme (UNDP), was “Business Opportunities for Austrian Businesses in South East Europe”. The meeting took place within the framework of the UNDP Growing Sustainable Business (GSB) Initiative Programme and was intended for Austrian companies that were interested in engaging in responsible investment, mainly in the high potential sectors of energy and environment and agro-processing. The overall objective was to promote investment by Austrian businesses in South Eastern Europe with a positive impact on sustainable development.

- **Responsible Investing Business and Corporate Social Responsibility in Eastern Europe and the CIS (June 2006):** This event was organized by the Government of Austria and the UNDP in association with the UN Global Compact Office, the Government of Belgium, respACT Austria and the US Chamber of Commerce. The conference theme was how to promote corporate social responsibility and facilitate business partnerships in the countries of South East Europe (SEE) and the Commonwealth of Independent States (CIS) as a way to contribute to meeting the Millennium Development Goals.

- **Responsible Business Is Good Business − CSR forum:** This conference was organized by the Austrian Development Cooperation, UNDP and UNIDO in association with the UN Global Compact Office, the Government of Belgium, respACT Austria, the US Chamber of Commerce’s Business Civic Leadership Centre and the Centre for International Private Enterprise.

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SEE countries include Albania (DC: a developing country), Bosnia Herzegovina (DC), Bulgaria (not DC), Croatia (DC), FYROM (DC), Romania (not DC), Serbia (DC).
GLOBAL ADVOCACY

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 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

EUROPEAN COMMISSION

EU-Africa Business Forum: The EU-Africa Business Forum is an initiative sponsored by the European Commission and the Commission of the African Union, as well as other Regional Economic Groupings and private sector companies from Africa and Europe. It is an integral part of the EU Strategy for Africa, which was adopted in December 2005. In line with this Strategy, the overarching vision of the Forum is to support Africa’s efforts to achieve the UN Millennium Development Goals (MDGs) and gradually integrate into the global economy. The EABF is strongly committed to: (i) supporting good governance, development and poverty reduction; (ii) developing an open trading and financial system that is rule-based, predictable and non-discriminatory; and (iii) making available the benefits of new technologies, especially information and communications. The Forum brings together entrepreneurs and public and private investors from Europe and Africa to discuss ways of improving the investment and business climate and of strengthening the voice of the EU–African private sector. Similar forums exist in Asia in the context of the Asia-Europe Meeting (ASEM). ASEM has been the
main multilateral channel for communication and dialogue between Asia and Europe since 1996, under which the Asia–Europe Business Forum is held every two years alongside ASEM.


FINLAND

Finland provides support to various international organizations to carry out analytical work related to AfT; for example, the OECD’s analytical work aimed at facilitating the global AfT monitoring exercise; the preparation of several of UNCTAD’s flagship reports; and analytical work carried out by non-governmental organizations such as the International Centre for Trade and Sustainable Development (ICTSD) and the European Centre for Development Policy Management (ECPDM). The Ministry for Foreign Affairs has also commissioned research on AfT, including a publication entitled “Aid for Trade: from policies to practice; the cases of Mozambique, Tanzania, Vietnam and Zambia”.

GERMANY

GTZ 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: http://www.gtz.de/de/dokumente/gtz2010-en-list-of-themes-trade-programme.pdf and E-mail: trade@gtz.de

In the Philippines, GTZ’s trade policy advisory services on trade in services are being used to pursue the goal of sensitizing state and private-sector institutions responsible for the liberalization of trade in services to the opportunities and risks of such liberalization. All of the various interests at play in the area of trade in services should be given due consideration when forming policy and conducting international negotiations.

EPA Studies and Beyond: BMZ and GTZ have commissioned a series of studies on EU African Caribbean and Pacific (ACP) Economic Partnership Agreements (EPAs) in the area of 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. GTZ 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@gtz.de and http://www.gtz.de/en/themen/landliche-entwicklung/24564.htm

Preparation of and participation in international trade negotiations; implementation of trade agreements: In order to ensure that SMEs benefit from the free trade agreements which the Central American region has concluded with the United States (CAFTA) and the EU, the Central American SME association, “Cenpromype”, is receiving support from Germany for its efforts to expand trade capacities within the
association and in the individual enterprises and to define SME interests in trade negotiations so that the respective governments can include them in negotiations as well as in national and regional policies (El Salvador, Guatemala and Honduras).

**Research in trade in services:** The objective of GTZ 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. GTZ 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.


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**IRELAND**

**Irish Aid Support to Innovation in the African Context: Forum:** This Forum is a follow-up to the Knowledge for Africa’s Development, Innovation, Education and ICT Conference held in Johannesburg in May 2006. Irish Aid has supported this initiative by organizing follow up meetings, such as the “Forum for Policy Makers-Innovation in the African Context”. This meeting was organized in 2007 in Ireland in collaboration with the World Bank Institute, from 6-8 March 2007 in Dublin Castle, and brought together African and Irish entrepreneurs and policymakers to share their experiences of using innovation to drive economic success.


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**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. The 4th Initiative for Policy Dialogue (IPD) Task Force on Africa meeting was held in Pretoria, South Africa in July 2009. 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.html](http://jica-ri.jica.go.jp/topic/ipd.html)

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**NETHERLANDS**

**Greater transparency:** Corporate social responsibility (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

**Linkage between Trade, Development and Poverty Reduction (TDP):** TDP was supported by the UK Department for International Development (DFID) and the Dutch Ministry of Foreign Affairs and was implemented by CUTS International – London Resource Centre. The project aimed at development and poverty reduction in 13 developing countries in Asia and Africa and two European countries (the UK and Netherlands). A four-year project, started in March 2005, it promoted effective linkages between trade and development through the preparation of background research and support for a wide range of national and international dialogues and output-based advocacy activities. The background research undertaken through this project provided new insights into TDP linkages at the grass-roots level and identified key areas where greater TDP coherence was required. These research outputs have been used to guide the organization of a wide range of national, regional and international dialogues, which have brought stakeholders together to debate country-specific issues related to TDP coherence. In addition, the project outputs were utilized for advocacy activities such as media work, the dissemination of project outputs, and attendance at relevant national and international meetings to promote greater TDP coherence.

For more information: E-mail: gr@cuts.org and http://www.cuts-citee.org/tdp/

**Twinning Facility Surinam-Netherlands** (Uitvoeringsorganisatie Twinningsfaciliteit Suriname Nederland (UTSN)) was established by the Netherlands Ministry of Foreign Affairs with a total budget allocation of €8 million for 4 years. This programme started in January 2008 with the aim of stimulating cooperation from civil society to civil society and, in particular, of strengthening Surinamese and Dutch private-sector organizations in the field of language, culture, education and healthcare through knowledge sharing and capacity-building. The facility supports joint initiatives of organizations from Surinam and the Netherlands that will broaden the relations between those organizations and contribute to poverty reduction in Surinam.

For more information: E-mail: contact@utsn.nl and http://www.utsn.nl/

**NORWAY**

**Women in Trade:** This project focuses on mainstreaming the gender dimension in all programmes and on developing indicators. The project is implemented through ITC, with a total Norwegian contribution of US$1.75 million over the two-year period, 2008 and 2009.
**Programmes and initiatives by category**

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**SWEDEN**

**AFT Initiative:** Sweden takes an active role at the multilateral level and implements its AFT programmes mainly through multilateral organizations 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), leading the task force on EIF. In 2007, Sweden hosted the EIF Pledging Conference in Stockholm, which contributed to catalyzing the EIF. In the European Union, Sweden and the UK are collaborating and taking the lead in strengthening the pro-poor focus of the EU Aid for Trade Strategy.

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**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).

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**UNITED KINGDOM**

**AFT monitoring and awareness building:** UK-DFID, in collaboration with Sweden and other donors, is currently preparing practical guidelines for programming and monitoring 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.

**EU Aid for Trade Strategy:** The UK and Sweden have been asked by the European Commission to take the lead in strengthening the pro-poor focus of the EU Aid for Trade Strategy. This will include setting out and clearly communicating the relationships among trade, trade-related assistance, poverty reduction and inclusive growth. The initiative will also provide toolkits and other practical assistance to help Member States, partner countries and other stakeholders implement AFT.

**Source:** [http://www.dfid.gov.uk/](http://www.dfid.gov.uk/)
**AUSTRALIA**

**ASEAN Australia Development Cooperation Programme Phase II (AADCP)**: 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 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 and http://www.ausaid.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, with a contribution of close to US$4 million from the Australian Government during this period. 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), Regional Trade Policy Courses (RTPCs), and Geneva Week; (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

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**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.

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AADCP is a multi-themed project. The component for the Regional Partnerships Scheme supports activities falling under the following trade capacity building categories: (i) market and trade information; and (ii) compliance support infrastructure and services.
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 2003.37

For more information: http://www.investmentcompact.org/dataoecd/22/54/35585238.pdf

WTO Doha Development Agenda Global Trust Fund (DDAGTF): Since 2005, Austria has contributed close to US$1.59 million to the DDAGTF, including almost US$307,498 in 2009, 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 about this programme, see the DDAGTF entry for Australia.

For more information: http://www.wto.org/english/tratop_e/devel_e/teccop_e/financing_trta_e.htm#contributions

BELGIUM

Support to WTO negotiations – South Africa: In 2005, the Government of Belgium provided the South African Trade Negotiation team with technical assistance to the total value of around €35,000 for the preparation of the Doha WTO trade negotiations.

CANADA

African Trade Policy Centre: $14.92 million, 2008-2013

The African Trade Policy Centre II (ATPC II) project, implemented through the United Nations Economic Commission for Africa (UNECA), has adopted a focused regional approach. This 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 among African countries and with the rest of the world. It also effectively 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).

Bangladesh Trade-Related Research and Policy Development: $5.47 million, 2004-2010

This project contributes to a strengthened enabling environment for trade in Bangladesh by providing guidance and advice to the Government of Bangladesh regarding the international trading system. This programme is implemented through the Centre for Policy Dialogue (CPD), a civil society organization based in Bangladesh. The programme supports the CPD in its efforts to improve the private sector’s access to trade policy information and advice. Many project activities have been successfully completed, resulting in: enhanced trade negotiations skills for the Government of Bangladesh; increased availability of the latest trade-related data and information; and improved access to CPD publications and other resources online for researchers, policy makers, academics and advocacy groups in Bangladesh and abroad. Through such activities, the project contributes to Bangladesh’s strengthened global integration.

37 All except Bulgaria and Romania are classified as developing countries.
Caribbean Community (CARICOM) Trade and Competitiveness Program: $19.79 million, 2008-2013

This programme aims at supporting the Caribbean region in participating in global trade liberalization. It is built around two components: (i) support for the CARICOM Single Market and Economy (CSME); and (ii) assistance to the Caribbean Office of Trade Negotiations (OTN).

Doha Development Agenda Global Trust Fund (DDAGTF): $7.46 million38, 2010-2014

As part of the DDAGTF, CIDA will support gender-based analysis, and the inclusion of gender equality in the curriculum for training related to standards (SPS, TBT) and trade facilitation. For more information about this programme, see the DDAGTF entry for Australia.

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

Trade Sector Support Programme (TSSP) Ghana39: TSSP is a five-year programme, running from 2005 to 2010. Its objective is to increase Ghana’s competitiveness in international and domestic markets and improve economic regulation for business and consumers. The TSSP comprises twenty-six discrete projects clustered into ten thematic components. Trade policy and international trade negotiations figure prominently in the programme. The first component, Multilateral Trade, focuses on improved structures for international trade negotiations and the formulation and implementation of trade negotiation strategies.

For more information: http://www.ambaccra.um.dk/NR/rdonlyres/.../0/Component4TSSP.pdf

WTO Doha Development Agenda Global Trust Fund (DDAGTF): From 2005 to 2008, Denmark contributed close to US$3 million to the DDAGTF, and more than US$627,000 in 2009, with the purpose of assisting developing countries. 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. In addition to its contributions to this trust fund, Denmark has, since 2005, contributed close to US$797,800 to the internships and trainee programmes; US$449,600 to the Trade Facilitation Trust Fund; and a total of approximately US$3.74 to the Standards and Trade Development Facility since its inception in 2005.

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

38 Amount includes support for STDF described under Supply Capacity
39 The TSSP project is a multi-thematic programme, which also includes activities falling under the following trade capacity building categories: legal and regulatory framework, supply capacity, compliance support infrastructure and service, market and trade information, and trade facilitation.
EUROPEAN COMMISSION

TradeCom Facility: This is an “All ACP” EC-funded programme which was established to provide and coordinate trade-related technical assistance to ACP countries. It aims to consolidate and create the necessary capacity for ACP countries to formulate trade policies with a view to achieving sustainable development, poverty reduction and successful integration into the global trading system. The programme’s objectives are to: (i) develop capacity within the ACP countries and regions; (ii) provide intellectual expertise to assist ACP Member States devise their own development-oriented trade policies; (iii) implement existing trade agreements; and (iv) formulate effective negotiation strategies on trade matters. TradeCom Facility was launched in 2005, with a budget of €50 million, to run for a five-year period until 2010. The project has been implemented on a demand-driven basis, with a set eligibility criteria.

For more information: E-mail: secretariat@tradecom-acpeu.org and http://www.tradecom-acpeu.org/Aboutus/tabid/2106/language/en-US/Default.aspx

WTO Doha Development Agenda Global Trust Fund (DDAGTF): From 2006 to 2010, the EC has made a total contribution of about US$7.04 million to the DDAGTF, including a contribution of US$1.53 million in 2010, as a share of the costs of implementing the WTO TA Plan. This Plan 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.

FINLAND

EIF for Trade-Related Technical Assistance to Least Developed Countries: Finland provides support to strengthening the capacity of developing countries to leverage trade policy as a tool for poverty reduction, in particular through multilateral programmes such as the EIF for Trade-Related Technical Assistance to Least Developed Countries (LDCs). Finland is the EIF Donor Facilitator in Zambia.

Nepal’s Trade Integration Study (NTIS): Finland has provided bi-lateral support to the preparation of Nepal’s Trade Integration Study.

Wider Europe Initiative (WEI): In the context of the Wider Europe Initiative (WEI), Finland, in partnership with the UNDP, provides AfT support to the WEI-region (South Caucasus, Central Asia and Belarus, Moldova and Ukraine in Eastern Europe), including for the preparation of trade needs assessments.

WTO Doha Development Agenda Global Trust Fund (DDAGTF): Finland provides support to the WTO Doha Development Agenda Global Trust Fund (DDAGTF) to strengthen the capacity of officials, particularly from LDCs, to engage in trade negotiations. For more information about this programme, see the DDAGTF entry for Australia.
**FRANCE**

**Support For The Integration Of Vietnam In International Trade (FSP–I):** FSP–I is implemented by ADETEF and the National-Committee-for-International-Economic-Cooperation (NCIEC) (Vietnam). This cooperation project, funded by the Priority Assistance Fund (Fonds de solidarité prioritaire) of the French Ministry of Foreign Affairs, was launched in 2003 and ended in 2007. It was organized under five key components: (i) raising the awareness of public and private decision makers and strengthening the expertise of civil servants on the prospects for the international economic integration of Vietnam (NCIEC); (ii) supporting research relating to the impact on Vietnam of a trade agreement between ASEAN and China (interministerial group in charge of Vietnam-China relations); (iii) supporting the reforms of the legal framework of economic activities (department of legal affairs of the Ministry of Trade and the Vietnam-France Legal Centre); (iv) supporting capacity building for the competition department of the Ministry of Trade; and (v) supporting the reinforcement of the capacity of the State Bank of Vietnam personnel in the context of the liberalization of banking services (Department of International Cooperation of the State bank of Vietnam).

For more information:

**WTO Doha Development Agenda Global Trust Fund (DDAGTF):** Since 2005, France has contributed close to US$3.5 million to the DDAGTF, giving US$2.29 million in 2009, 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 Australia, and http://www.wto.org/english/tratop_e/devel_e/teccop_e/financing_trta_e.htm#contributions

**GERMANY**

**WTO Doha Development Agenda Global Trust Fund (DDAGTF):** From 2005 to 2009, Germany contributed close to US$10.13 million to the DDAGTF, with a contribution of US$1.53 million in 2009, 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

**Developing Regional Institutions:** This project is establishing a regional quality infrastructure within the East African Community (EAC) through advisory services, training and competency-building in laboratory services. Partner countries include 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.

A component within the project, “Strengthening the Secretariat of the Southern African Development Community” (SADC), advises 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.
IRELAND

Irish Development Experience Sharing Programme (IDEAS): IDEAS is an Irish Aid initiative, launched in 2009, aimed at exploring how the lessons of Ireland’s economic and social development could be delivered as part of Irish Aid’s programme in South East Asia. Irish Aid has identified a range of options, now under consideration, including the provision of Irish expertise in such areas as enterprise zone promotion, inward investment, and post-graduate business fellowships. The overall objective of the Initiative is to build the Vietnamese Government officials’ capacity in the area of economic and trade policy. IDEAS provides: (i) practical training in macro-economic forecasting and other applied quantitative economic analysis; (ii) training of Vietnamese government officials in the analysis of economic, monetary and investment policy and planning at national level in Vietnam; and (iii) Irish MBA scholarship programmes. The project is implemented in collaboration with the Economic and Social Research Institute (ERIS) of Ireland.

For more information: http://www.dfa.ie/home/index.aspx?id=72235

WTO Doha Development Agenda Global Trust Fund (DDAGTF): Ireland contributed close to US$5.24 million to the DDAGTF in the period from 2005 to 2009 as its share of the financing of 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 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

ITALY

WTO Doha Development Agenda Global Trust Fund (DDAGTF): Since 2005, Italy has contributed close to US$1.87 million to the DDAGTF towards financing 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 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

JAPAN

WTO Doha Development Agenda Global Trust Fund (DDAGTF): Since 2005, Japan has contributed close to US$3.53 million 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
**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

**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

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**LUXEMBOURG**

**WTO Doha Development Agenda Global Trust Fund (DDAGTF):** Since 2005, the Luxembourg Government has contributed close to US$2.68 million 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

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**NETHERLANDS**

**Multi-Donor Facility for Trade and Investment Climate (MDF-TIC) (Indonesia):** This is a US$6.75 million multi-donor 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 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;

These studies/papers were used to feed into the negotiation process, and assisted theACP 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.

For more information: http://www.minbuza.nl/dsresource?objectid=buzabeheer:81804&type=org

WTO Doha Development Agenda Global Trust Fund (DDAGTF): From 2005 to 2009, the Ministry of Foreign Affairs of the Netherlands has contributed close to US$7.15 million to the DDAGTF 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

NEW ZEALAND

Office of the Chief Trade Advisor (OCTA): New Zealand is providing funding over an initial three-year period 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. Established for the life of the PACER Plus negotiations, OCTA’s purpose is to provide advice and help coordinate, facilitate and represent PICs in relation to PACER Plus.

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. In 2008, New Zealand’s funding to PIFS amounted to close to US$4.5 million.

For more information: http://www.forumsec.org.fj/pages.cfm/about-us/financial-statements/
**WTO Doha Development Agenda Global Trust Fund (DDAGTF):** Since 2005 New Zealand has contributed a total of US$456,600 as its share of the financing of 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 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

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**Capacity Building on Competition Policy in Select Countries of Eastern and Southern Africa**: This is a Norad and UK-DFID-funded programme undertaken in cooperation with the Centre for Competition Investment and Economic Regulation (CUTS C-CIER). It is an example of "trilateral development cooperation" (TDC), which CUTS, as a Southern institute, promotes actively in its development cooperation activities. The project received technical capacity from CUTS to design and implement a multi-country project on competition policy and law in seven developing countries of Eastern and Southern Africa: Botswana, Ethiopia, Malawi, Mauritius, Mozambique, Namibia and Uganda. Several activities were undertaken: (i) detailed analysis of the competition regime in each of the project countries; (ii) capacity development of the national stakeholders to advocate for the need to implement an effective competition regime; and (iii) analysis and policy recommendations on impediments to implementing national competition regimes in each of the project countries.

For more information: http://www.cuts-international.org/7up3/7Up3-enewsletter.htm and http://www.norwayemb.org.in/ARKIV/Old_web/development/cuts_agreement/

**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 US$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 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

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40 The CUTS project also includes activities which fall under the TCB category of global advocacy.

41 Trilateral development cooperation can be defined as “cooperation projects which are jointly planned, financed and carried out by an established donor country which is already a member of the OECD-DAC together with a cooperation country which, although itself a recipient of development cooperation and not (yet) a member of the DAC, is emerging as a New Donor, and a third country as the recipient. The relevant cooperation countries are in most (but not in all) cases anchor countries. An essential feature of trilateral development cooperation is that funding and the know-how transfer to the third country is organized jointly by the established donor and the cooperation country”. Source: Trilateral Development Cooperation with “New Donors”, German Development Institute 2007.
**WTO Doha Development Agenda Global Trust Fund (DDAGTF):** Norway is the second biggest contributor to the DDAGTF, having contributed more than US$11.62 million since 2005, with US$1.81 million in 2010, as its share of the financing of 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 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)

**Other projects:**

*Trade Capacity Building in Zambia:* Implemented by UNIDO with a projection of close to US$2.1 million in 2010.

**PORTUGAL**

**Commercial Diplomacy and WTO Accession of Portuguese-speaking Countries:** The Government of Portugal, in collaboration with UNCTAD, ran an Africa region-wide training programme in 2002 for Portuguese-speaking countries, aimed at assisting: (i) the effective participation of the Portuguese-speaking developing countries in the multilateral trading system, particularly in the negotiations under the Doha Work Programme; (ii) regional integration processes; and (iii) the accession of Cape Verde and other Portuguese-speaking developing countries which may eventually apply for WTO accession. The funding for this programme came to almost US$40,000.

For more information: E-mail: tc@unctad.org

**Institutional Support to the National Directorate of Enterprise and Trade of Mozambique:** This training project was aimed at building the capacity of trade officials of the Ministry of Industry and Trade of Mozambique and the National Directorate of Enterprise in: (i) trade-related legislation; and (ii) policy strategies in internal trade and competition policy. It was implemented in collaboration with the Ministry of Economy and Innovation of Portugal and the Instituto Nacional da Propriedade Industrial (INPI).

For more information: E-mail: cooperacao.portuguesa@ipad.mne.gov.pt

**Institutional Support to the Trade Directorate of Angola:** The Government of Portugal provided technical assistance of close to US$10,000 to the Angolan Directorate for Trade to enable officials of the ministries and departments responsible for trade policy and trade-related legislation reform and implementation to acquire technical skills in trade policy development. The project consisted of: (i) training trade technicians in a trade-related legislation framework; and (ii) formulating internal trade polices and competition policies. The project was implemented by the Ministry of Economy in 2004.

For more information: E-mail: cooperacao.portuguesa@ipad.mne.gov.pt
TRADE POLICY DEVELOPMENT

Programmes and initiatives by category

SPAIN

WTO Doha Development Agenda Global Trust Fund (DDAGTF): Spain provides 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 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

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 knowledge 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\(^\text{42}\): 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 organization, AACCSA (Addis Ababa Chamber of Commerce and Sectoral Associations).

Trade Policy Training Centre in Africa (TRAPCA): This is an educational institution jointly established by the Eastern and Southern Africa Management Institute (ESAMI) and Lund University, Sweden, with funding from Sida. TRAPCA aims at enhancing capacity in knowledge and skills in trade policy issues among Least Developed Countries and other low-income sub-Saharan African countries. ESAMI is increasingly regarded as a best practice educational institution in the region. It is a Pan African Regional Management Development Centre, and is service and market-oriented, offering high level specialized management training and development programmes, consultancy, and action-oriented management research services. ESAMI’s target clients are governments, NGOs, parastatals, the private sector and national training institutions in the Eastern and Southern African region.

WTO Doha Development Agenda Global Trust Fund (DDAGTF): Sweden is the biggest contributor to the DDAGTF, having contributed almost US$13.17 million since 2005, including US$2.1 million in 2009. 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 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

\(^\text{42}\) The PSD HUB is multi-sector project which also includes activities falling under the trade capacity building categories of: (i) global advocacy; and (ii) trade policy development.
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 supports multilateral and regional initiatives in aid for the Least Developed Countries, notably the Enhanced Integrated Framework (EIF).

Selected projects:

- 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), 2003-9; IDEAS Centre: Advocacy, technical assistance and capacity building for delegations in Geneva;
- UN Trade Cluster Programme, Lao PDR, 2010 – 2013; 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:

- Mozambique: Strengthening capacities for the WTO negotiations on agriculture, 2005-06; IDEAS Centre;
- Policy Advice to Peru and Colombia through the IDB Strategic Thematic Fund on Aid for Trade, 2010 – 2012; IDB.

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.
Selected projects:

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).

**WTO Doha Development Agenda Global Trust Fund (DDAGTF):** Switzerland has contributed US$813,300 to the DDAGTF 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 Australia and http://www.wto.org/english/tratop_e/devel_e/teccop_e/financing_trta_e.htm#contributions

**UNITED KINGDOM**

**Economic Partnership Agreements:** UK-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:** This is a US$29 million multilateral trust fund established to help develop and implement trade strategies as part of wider strategies to reduce poverty. In Africa the Fund will focus on reforming trade policy in Côte d’Ivoire, Madagascar and Tanzania through the implementation of DTIS (Diagnostic Trade Integration Study) recommendations and, centrally, the Fund will support innovative trade research and analysis.

**Trade Policy in India:** UK-DFID India has had a US$7.9 million programme with the Indian Ministry of Commerce and UNCTAD since 2003, which aims to make India’s trade policies reflect the priorities of poor and vulnerable groups. It has secured broad consultation and participation in policy dialogue, and has helped inform the Government of India of the impacts of its trade policy decisions.

**WTO Doha Development Agenda Global Trust Fund (DDAGTF):** The United Kingdom has contributed a total of close to US$3.38 to the DDAGFT. 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.

**Source:** http://www.dfid.gov.uk/
Since 2001, USAID has provided more than US$4.45 billion through trade capacity-building programmes, helping more than 110 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 2009. The information is available at tcb.eads.usaidallnet.gov. Since 1999 the United States has committed nearly US$12 billion to trade capacity-building programmes.
Legal and Regulatory Framework
LEGAL AND REGULATORY FRAMEWORK

AUSTRALIA
BELGIUM
CANADA
DENMARK
EUROPEAN COMMISSION
FINLAND
FRANCE
GERMANY
IRELAND
ITALY
JAPAN
NETHERLANDS
NEW ZEALAND
NORWAY
SPAIN
SWITZERLAND
UNITED KINGDOM
UNITED STATES OF AMERICA
**AUSTRALIA**

**Beyond WTO (BWTO) Phase II**

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 runs 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 and http://www.ausaid.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 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.


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**BELGIUM**

**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 2006 to 2010. 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

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$^{43}$ BWTO is a multi-thematic programme which includes activities falling under the following trade capacity building categories: (i) trade policy development; (ii) trade promotion capacity building; and (iii) market and trade information.
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

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.

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.

Asia-Pacific Economic Cooperation (APEC) Economic Integration Programme: US$9.84 million, 2003-2010
This is a CIDA funded programme executed by the Conference Board of Canada. The aim of the programme is to assist six countries in Southeast Asia to comply with WTO obligations (Thailand, Indonesia and the Philippines) and/or WTO accession requirements (Vietnam, Laos and Cambodia) and to strengthen their capacity to take advantage of their WTO rights. The project focuses on trade in agricultural goods, trade facilitation and customs administration, the General Agreement on Trade in Services (GATS) and financial services. It enhances the knowledge and skills of government officials in these specific areas through focused training delivered regionally. It also develops and supports thematic knowledge networks to enhance South-South dialogue.

This project aims to assist 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. The EAC is a Regional Economic Community of the African Union (AU), which has the goal of reducing poverty through regional integration, increased trade and economic growth among its member states (Kenya, Uganda, Tanzania, Rwanda and Burundi).
**DENMARK**

**Twinning Support to the National Vietnamese Office on Industrial Property (NOIP):** This project, an arrangement between NOIP and the Danish Patent and Trademark Office (DPTO), was given funding of approximately US$537,800 by the Ministry of Foreign Affairs. Its objective was to contribute to sustainable capacity building for the NOIP. The project included the following trademarks and patents-related activities: (i) development of training plans and policy for current and new staff; (ii) training of examiners; (iii) study tours; (iv) development of examination guidelines; and (v) work-flow assessment.

For more information:

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**EUROPEAN COMMISSION**

**ASEAN Project on the Protection of Intellectual Property Rights (ECAP III):** This programme was launched in October 2010 with a total funding of €5.1 million. ESCAP III focuses on supporting ASEAN countries to: (i) modernize their IPR regimes and build capacity across the ASEAN region to meet the challenges of modern economies; and (ii) protect innovators and producers as well as consumers. The project aims at facilitating ASEAN regional integration by building capacity in the ASEAN Secretariat and the ASEAN Member States to manage and benefit from a reinforced IPR system. The project is managed by the EC Delegation in Thailand in collaboration with the ASEAN Secretariat and with technical implementation support from the European Patent Office (EPO). ESCAP III follows in the path of ESCAP I (1993-1997) and ESCAP II (2000 – 2006) and is built around the following key activities: (i) regional harmonization of legal and administrative frameworks; (ii) enforcement of IPR; (iii) protecting fair competition and consumers’ rights; (iv) securing compliance with the international treaty obligations of ASEAN countries; (v) IP asset creation and commercialisation inside and outside ASEAN; (vi) strengthening the regional university IP network; and (vi) providing support to ASEAN IPR institutionalisation.

For more information refer to ESCAP II and: E-mail: gbal(at)epo.org and http://www.ecap-project.org/ and http://www.epo.org/about-us/office/international-relations/projects/ecap.html

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**FINLAND**

Finland provides support to the economic growth and trade programmes of the International Development Law Organization (IDLO), aimed at building strong commercial law frameworks in developing countries to maximize the benefits of development assistance and international trade. In the area of investment, it provides support to a regional programme in Southern Africa to implement the OECD’s Policy Framework for Investment, and, in E-commerce, to UNCTAD’s programmes on E-commerce and Law Reform in Laos, Cambodia and East Africa.
**FRANCE**

**Supporting the Implementation of Agricultural Policies – Senegal:** AFD, the French Development Agency, 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: [http://www.afd-senegal.org/jahia/Jahia/site/afd/lang/fr/pid/41](http://www.afd-senegal.org/jahia/Jahia/site/afd/lang/fr/pid/41)

**GERMANY**

**UNCTAD/Germany Trust Fund for WTO accessions:** The Government of Germany is sponsoring 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. The Government of Germany has expressed the wish that this trust fund should support activities in countries with the greatest development needs.

For more information: [http://www.unctad.org/Templates/Page.asp?intItemID=3929&lang=1](http://www.unctad.org/Templates/Page.asp?intItemID=3929&lang=1)

**IRELAND**

**WTO Internship Programme:** Irish Aid has been contributing to the WTO Internship Programme from 2005 to 2009, to a total of US$1.21 million, and has provided continued support to WTO trade-related technical assistance to developing countries and, in particular, Least Developed Countries. This assistance helps 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)

**ITALY**

**Post-WTO accession in Vietnam:** The Government of Italy has provided a total of €750,000 for the creation of a WTO centre to serve as a point of enquiry and notification for the Government of Vietnam in post-WTO implementation. This project also makes provision for consultancy to the private sector and the creation of a WTO training and research inter-university institute. The overall objective of the project is to: (i) facilitate Vietnam’s accession to the WTO; and (ii) develop the domestic trade-related legal system and policy framework to be consistent with international regulations, especially in the field of subsidies.

JAPAN

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 African Regional Intellectual Property Organization (ARIPO) Member States and Africa at large in the area of intellectual property capacity building activities. To this end, ARIPO, in cooperation with the Japanese Patent Office (JPO) and the African Intellectual Property Organization (OAPI), signed a cooperation agreement in May 2008 for the setting up of the WIPO Trust Fund.


Strengthening of FDI Promotion – Vietnam: This is a JICA project that aims to assist the Vietnamese Foreign Investment Agency (FIA) with information collection on FDI and capacity building. The overall objective of the project is to strengthen the Agency’s capacity for the effective management and promotion of FDI in Vietnam. The project: (i) improves activities for investment promotion by developing manuals/forms and an information system; and (ii) develops and conducts training courses for the FIA staff and provincial authorities. The project was launched in 2007 and is expected to be completed in 2010.


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 training to developing countries since 1994, using the JICA’s scheme for technical assistance. Examples of training courses are: (i) JICA Economic Laws TA Project for China; and (ii) JICA Competition Policy and Law Implementation Capacity Building Project for Vietnam. Other countries where JFTC provides assistance are Indonesia, the Philippines, and APEC member countries.


Utilization of Intellectual Property Information in Vietnam: As a WTO member, Vietnam has undertaken commitments to implement the WTO-TRIPS agreement. JICA provided support to the Vietnamese National Office of Intellectual Property from January 2005 to March 2009. This project supports the Vietnamese authorities in developing and utilizing an IP information software system which will enable the National Office of Intellectual Property to process and manage IP applications efficiently and accurately and ensure that IP rights are controlled and protected in Vietnam through: (i) the installation of IP information system software and equipment; (ii) the provision of IP information for the public; (iii) the setting up of IP e-filing and (iv) the provision of support for the national staff in operating and managing the IP information system.

NETHERLANDS

Netherlands — WTO Trainee Programme: The Netherlands contributed a total of US$6.9 million from 2005 to 2009 to the WTO Trainee Programme. In the coming years, it will contribute around US$10 million 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.


NEW ZEALAND

Foreign Investment Advisory Service (FIAS): The objective of FIAS is to improve the investment climate for foreign and domestic investors through regulatory simplification and investment generation. An example is the preparation of amendments to investment legislation in the Solomon Islands aimed at improving the climate for private sector development. FIAS is managed by the International Finance Corporation (IFC), which has aligned all activities in the region under one umbrella, IFC Advisory Services (Pacific). This includes PEP-Pacific, referred to under “Trade-Related Financial Services”.

For more information: http://www.ifc.org/ifcext/fias.nsf/Content/FIAS_Projects_Asia_the_Pacific

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

Advisory Centre on WTO Law (ACWL) − Secondment Programme for Trade Lawyers: 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 an 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. Norway contributes US$500,000 annually to the Centre and intends to make additional contributions.

For more information: http://www.acwl.ch/e/index_e.aspx

44 The figure was originally 3.9 CHF. This was converted using the following exchange rate 1CHF = €0.662 at live rates at 2009.11.10 17:20:23 UTC.
**UNCTAD Trust Fund for Accession:** The Government of Norway contributes to this trust fund, which provides assistance to countries for WTO accession, including those in Africa: Algeria, Cape Verde, Ethiopia, Sao Tome and Principe and Sudan. 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/Templates/Page.asp?intItemID=3929&lang=1](http://www.unctad.org/Templates/Page.asp?intItemID=3929&lang=1)

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**SPAIN**

**University course on regional integration – Central America:** This training programme was funded by the Spanish Agency for International Development Cooperation (AECID) and the Central American Economic Integration System (SICA). Its objective was two-fold: (i) to strengthen institutions and implement projects in the areas susceptible to regional cooperation among the countries of Central America; and (ii) to set up a forum to reflect on the integration process and creation of space for exchanging interests and opinions about the agents involved in the process. It was linked to the framework of AECID’s Programme of Regional Cooperation with Central America, and consisted of seven seminars focused on specialised work areas in the Central American integration process. The programme was designed for civil servants and institutions of Central America related, directly or indirectly, to the process of regional integration, members of civil society, members of the academic world and members of organizations working for international cooperation. The course ran from 2006 to 2007.


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**SWITZERLAND**

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 – 2010; Ideas Centre;
- Vietnam: WTO Trade Negotiation Support (planned); Ideas Centre;
- Tajikistan: WTO Accession.

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.
Programmes and initiatives by category

Selected projects:

- 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;
- (Sustainable) Public Procurement in Ghana, Phase II; Public Procurement Authority of Ghana;
- Geographical indications; Lebanon; IGE.

UNITED KINGDOM

Regional harmonization of trade regulation: UK-DFID provides assistance to Regional Economic Communities (RECs) to facilitate faster and more efficient trade. The Regional Office 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.

Source: http://www.dfid.gov.uk/

UNITED STATES OF AMERICA

Advance National Cooperation for Economic Integration (ADVANCE) Programme: ADVANCE is the main US Government mechanism for achieving the development goals established under the ASEAN-US Enhanced Partnership Plan of Action signed in 2006. This programme complements the ASEAN-US Trade and Investment Framework Arrangement (TIFA):

- The ASEAN-US Technical Assistance and Training Facility works directly with the ASEAN Secretariat to support ASEAN integration.
- The Laos Bilateral Trade Agreement/World Trade Organization (BTA/WTO) Project supports the Government of Laos’ efforts to develop a trade and investment regime consistent with commitments under the U.S.-Laos BTA, its WTO accession programme, and the ASEAN Economic Community Blueprint.

For more information: advanceiqc.com/home/

Business Climate Legal and Institutional Reform (BizCLIR) Project: The BizCLIR task order provides diagnostic and economic enabling environment technical services aimed at improving countries’ economic performance. This project received US$7.5 million in 2007 – 2009. Areas covered include assistance to Doing Business type indicators, agribusiness diagnostics, private sector health diagnostics, and women-focused research and reforms. BizCLIR also provides a web-based portal for disseminating the information and best practices analyzed at http://www.bizclir.com. Historically, this project has operated in Kenya, Nigeria, the Philippines, Senegal, Tanzania, West Bank/ Gaza, Uganda and Zimbabwe. The BizCLIR assessment tool offers a comprehensive methodology for business environment reform using a 360-degree stakeholder assessment. The methodology considers each of the Doing Business topics at a deeper level by analyzing more than 1,000 indicators. Within each of the topics, the team evaluates four pillars of the business environment:

- Legal framework
- Implementing institutions
- Supporting institutions
- Social dynamics
This systematic approach reflects the understanding that the business environment is a complex system with many actors, processes and governing rules. The resulting assessment is a data-rich report for understanding the constraints to business entry, operation, and growth. Governments, donor organizations, and other stakeholders can use this framework to correct inefficiencies in the country’s laws and institutions.

**Doha Project for WTO Accession and Participation – Ethiopia**: This is a US$2.4 million project funded by USAID, which ran from 2005 to 2009. The overall objective of the project was to promote policy and legal reform in Ethiopia that complies with WTO rules, build the necessary political, public, and private sector support for WTO accession, and develop the institutional capacity within the Ethiopian government to effectively analyze trade policy measures. The project was organized around the following activities: (i) strengthening communication and coordination among donors, international trade-related organizations, Government of Ethiopia institutions, the private sector and other key stakeholders to advance trade-related commercial reform; (ii) revising the legal and regulatory regime in harmony with WTO and trade-related commercial and regulatory reform agenda; (iii) enhancing the capacity in institutions responsible for implementation, maintenance and expansion of the trade-related commercial and regulatory reform agenda; and (iv) improving understanding and support for WTO membership and a trade-related commercial and regulatory reform agenda; and (v) improving understanding of and enhancing participation in regional trade. With support from this project, the Government of Ethiopia submitted its Memorandum of Foreign Trade Regime (MFTR) to the WTO as part of its accession negotiations process.

For more information: ethiopia.usembassy.gov/pr0806.html
Supply Capacity
SUPPLY CAPACITY

AUS Kir Sav
AUSTRIA
BEL BEL
CAN CAN
DEN DEN
EUROPEAN COMMISSION
FIN FIN
FRA FRA
GER GER
Greece
IRE IRE
ITA ITA
JPN JPN
KOR KOR
LUX LUX
NLD NLD
NZL NZL
NOR NOR
POR POR
ESP ESP
SWE SWE
SWI SWI
UK UK
USA USA
Cambodia Agriculture Value Chain Program (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 runs 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 and http://www.aciar.gov.au/project/AGB/2008/002

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 and http://www.aciar.gov.au/project/AGB/2006/115

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.


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, which is be located in Praia, Cape Verde, is expected to be in place by the first quarter of 2010, 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 

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 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.


SUPPORT TO THE ETHIOPIAN SHOE INDUSTRY: Through funding from ADC, an Austrian company specializing in insoles 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.


A few examples of NGO co-financing schemes funded by ADA:

- Craftsman Association ANAB: Credit line for rural craftsmen (2007 – 2010), Burkina Faso: US$20,869;
- PROMART crafts promotion project (2007 – 2010), Burkina Faso: US$2.3 million;

BELGIUM

BEEKEEPING IMPROVEMENT PROJECT – TANZANIA: This project, funded by the Belgian and Tanzanian Governments, was launched in April 2007 and is being 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 is expected to run for three years and is budgeted at €1,634,140. Its objective is 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 aims to improve access to finance by improving microfinance structures.

For more information: E-mail: TAN@btctctb.org and http://www.btctctb.org/doc/UPL_2008090810243113177.pdf
**CentroCafe – Peru:** CentroCafe 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 CentroCafe 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.


**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 commune and village level. The project targets the provinces of Ha Noi, Vinh Phuc, Ha Tay, Bac Ninh, and Ha Nam and is expected to last four years. 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.


**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 and is expected to last 60 months 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:

**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

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The Producer Support Programme is a multi-thematic programme which includes the following TCB categories: (i) compliance support; (ii) trade promotion capacity building; (iii) and market and trade information.
Programmes and initiatives by category

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, starting in 2008 and spread over a period of three years.

For more information: E-mail: herta.daelman@iv.vlaanderen.be and http://www.intracen.org

**CANADA**

**African Development Bank (AfDB) - Aid for Trade - US$14.92 million, 2010-2014**

CIDA has led the way in helping the AfDB create a focused AFT trust fund, modelled on the one in place 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.


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 (aiming for 6,000 additional tons during this project), as well as shallots, onions, and garlic (aiming for 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 chain, 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.

The project also focuses on strengthening gender equality by emphasizing activities usually initiated by women. Women are thus in a better position to meet their specific needs, while increasing their influence in several sectors – economic, social, and political. This project represents a major effort in reducing poverty, since it targets rural communities, which are home to 70 percent of Mali’s population. The project is also a timely response to food insecurity in Mali.

**Canada Investment Fund for Africa (CIFA): US$99.44 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; as such, it is an important component of Canada’s contribution to private sector development in the continent. The Government of Canada’s investment of US$99.44 million has leveraged an additional US$159.11 million for investments in fifteen individual African companies in the oil and gas, mining, consumer goods, financial services, agribusiness, manufacturing and logistics sectors, as well as two regional equity funds targeting small and medium-sized enterprises (SMEs).

**CATRRA (Canada-Americas Trade-related Technical Assistance Program): US$17.9 million, 2009-2015**

The Conference Board of Canada implements this programme. Its goal is to assist CIDA 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 with Canada and thereby to contribute to broader poverty reduction and development, mainly through enhanced trade and investment opportunities.

ENABLIS East Africa is a not-for-profit venture established with Accenture, Telesystem Ltd. and the Government of Kenya to provide small, micro and medium-sized enterprises (SMMES) with access to information and communications technologies (ICTs), loans, business coaching, and technical support. Businesses are invited to become accredited members, which gives them access to financial and non-financial support services and links them with other African organizations that support business development. CIDA has supported ENABLIS since 2003. During the first phase of the project, ENABLIS improved the business skills of over 400 South African entrepreneurs (one third of them women) and this resulted in the creation of an estimated 3,500 new jobs, improving the socio-economic status of an estimated 85,000 people. CIDA funding for South Africa ended in March 2008, but the project membership and service offerings for entrepreneurs are continuing to grow.

The second phase of this project started in Kenya and expanded into Tanzania in October 2008. As of March 2009, this project had provided individually tailored business development support services to member-entrepreneurs, organized over 40 group workshops, e-circle training and networking sessions that were highly attended and given high satisfaction rates by entrepreneurs; and set up a new web portal with entrepreneurs’ collaboration tools. ENABLIS East Africa is providing support to 222 entrepreneurs in East Africa (160 in Nairobi, Kenya; 30 in Kisumu, Kenya; and 32 in Dar Es Salaam, Tanzania), of which 45% are women entrepreneurs.


The original Integrated Framework (IF) initiative’s objectives are 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 in response to needs identified by the LDCs. The IF is built on the principles of country ownership and partnership. The EIF reflects agreements on three additional elements of the initiative. They are: to achieve increased, additional, predictable financial resources to implement Action Matrices; strengthened in-country capacities to manage, implement and monitor the IF process; and enhanced IF governance.


The goal of this project is to strengthen the management and administration capacity of two important 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 aims to: (i) expand their production and exports; and (ii) increase the income and living standards of the thousands of small family producers that are members of the co-operatives and their federations. FEDECOAG focuses on the production and export of snow peas, while FEDECOVERA focuses 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. This has led to family income increases of between 10% and 20% reaching out to approximately 2,400 families.


The MENA initiative aims to strengthen countries’ capacity to design and implement policy reforms. It facilitates 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 aims at improving the investment climate and policies.
Standards and Trade Development Facility (STDF)
CIDA has worked through the STDF to promote the adoption of approaches to integrating gender equality considerations intended to ensure the access of female producers/exporters (large and small) to training and information, including targeted programmes and information for female producers/exporters; bringing training to producers to address mobility restrictions; and addressing education disparities.

This programme forms part of the Nile Equatorial Lakes Subsidiary Action Programme (NELSAP). This programme 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.

DENMARK

Agricultural and Rural Development Programme (ARDP) – Vietnam: This is a DANIDA-funded programme, which runs from 2007 to 2012 with a budget of approximately US$41.23 million. The central government component of the ARDP focuses on strengthening the capacity for research and policy development in the area of upland livelihood programmes, while the provincial-level component comprises training and extension services, market access and capacity building, and land allocation. The programme is directly poverty-oriented and focuses on strengthening rural linkages for some of the poorest districts in Vietnam.

For more information: E-mail: vhoang@um.dk and http://www.ambhanoi.um.dk/en/menu/Developmentpolicy/Agriculture/

Business Sector Programme Support (BSPS III) – Tanzania: 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-themed 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/

Business Sector Programme Support (BSPS) – Kenya: This is a DANIDA-funded programme launched in 2006 with a total budget of approximately US$89.63 million. The programme is structured around three components: (i) improving the business environment by supporting advocacy of business membership organizations, the Government’s Private Sector Strategy, and the National Economic and Social Council; (ii) enhancing the competitiveness of micro, small and medium enterprises by providing access to business development services and financial services; and (iii) improving the labour market by strengthening social dialogue and

47 BSPS III Tanzania is a multi-sector project which also includes activities falling under the following trade capacity building categories: compliance support, market and trade information, and legal and regulatory framework.

48 BSPS is a multi-sector project which also includes activities falling under the following trade capacity building categories: supply capacity and trade promotion capacity building.
increasing the capacity of key labour-related institutions. The programme is expected to run for 5 years, until 2011.

For more information:

Cleaner Production in Industry (CPI) – Vietnam: This project is implemented by DANIDA within the broader framework of the Vietnam–Denmark Environment Programme 2005–2010. The project establishes a methodology and cleaner production infrastructure for the National Cleaner Production Action Plan. It aims to raise the government and private operators’ capacity to improve conditions and production efficiency through: (i) training and hands-on demonstration projects; (ii) practice of auditing and inspection; and (iii) design and implementation of improvement plans for small businesses. As of September 2009, the Government approved a National Strategy for Cleaner Production in Industry, which will be the framework for clean production in Vietnam up to 2020. The CPI project is a key initiative of the Vietnamese Government’s efforts to promote the rapid adoption of cleaner production technology on a national scale.


Fisheries Sector Programme (FSPS II) – Vietnam: Denmark has supported the Vietnamese fisheries sector since 1993. FSPSII builds on the experiences and activities from the first phase of the FSPS and is expected to run from 2006 to 2010 with a grant of approximately US$44.04 million from DANIDA. The programme has four components: (i) strengthening the Fisheries Administration; (ii) strengthening Capture Fisheries Management; (iii) achieving the sustainable development of aquaculture; and (iv) strengthening the capacities of post-harvest and marketing.

For more information: E-mail: nthang@um.dk and http://www.ambhanoi.um.dk/en/menu/Developmentpolicy/Fisheries/

IFU joint venture with a fruit processing factory in Vietnam49: In 2003, IFU entered into a joint venture with Orana A/S, a fruit-processing factory in Vietnam. IFU has helped to finance the company by contributing a third of the share capital, equivalent to DKK1 million. In addition, under the Private Sector Development Programme, DANIDA has provided US$537,789 (DKK3 million) in support for employee training in areas from purchasing and sourcing raw materials to planning, financial management, production, quality control and marketing. Furthermore, environmental improvements have been introduced at the factory. Among others, Orana Vietnam has worked with the Danish consultancy firm Carl Bro to establish a system for recycling wastewater from the factory, and much is being done to improve the employees’ working environment. In cooperation with DANIDA, Orana has launched a new project in the poorest regions of the country, where 100 local peasant families are learning to grow strawberries to supply the factory.

For more information: E-mail: ifu@ifu.dk and http://www.ifu.dk

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

49 This IFU joint venture project is a multi-thematic project which also includes activities falling under the trade capacity building category of supply capacity.
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

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 runs 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 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/
Bangladesh Quality Support Programme (BQSP): This is a $US20 million co-funded programme launched in 2006 to assist Bangladesh in its efforts to strengthen and diversify its production and export base. The EC contributed $US14.8 million to the programme, with the remaining funding coming from NORAD through UNIDO, the Government of Bangladesh (in-kind contribution), and ITC. BQSP aimed to bring quality standards and quality management up to an international standard in two of the country’s main export sectors, garments and fisheries. In the garment sector, the main objective was to improve the innovativeness and competitiveness of the industry in response to the phasing out of the textiles quota system. The programme aimed to develop overall product quality through the continuous implementation of extensive research and training and the establishment of appropriate training facilities. It also strove to strengthen testing and quality assurance facilities, to create facilities for developing fabric and fashion design, and to provide state-of-the-art technology to the Centre for Export and Product Development (CEPD) at the Institute of Fashion and Technology. In the area of fisheries, the programme aimed to bring the fish inspection and traceability of the Department of Fisheries and the private sector up to a level that met EU FVO and USA FDA standards. The BQSP proved to be the catalyst for some important developments in the field of quality assurance in Bangladesh, including the creation of a new private-public governing body for the National Institute for Textiles Training and Research (NITTRAD). The project was jointly implemented by UNIDO and ITC and was due to phase out in 2009.

Support to Madagascar Lychee Exports: Since 1998, the European Commission has been supporting the development and structuring of the Madagascan lychee trade which has captured 70% of the lucrative Christmas market in Europe – a market worth some €12 million. The Madagascan lychee trade is concentrated in the Tamatave region on the East coast of the country, where this very seasonal activity provides income to approximately 30,000 producers. The European Union has contributed to reinforcing Madagascar’s comparative advantages in this market by helping to structure the trade in such a way as to enhance product quality. The EC has helped support the sector by providing: (i) access to quality plants, of local or imported strains, and technical guidance that has ensured the volume and timelines of crops; (ii) training to master post-harvest operations such as sulphuring, automatic sorting, etc.; (iii) information to help reinforce commercial relations; (iv) information on the yield of trees, the quantities available, harvest dates, the quality of the product, etc.; (v) support to ensure that processing and treatment plants conform to EU regulations concerning traceability and food safety; (v) support to exporters to meet commercial norms and standards such as GlobalGap, Bio, etc.; and (vi) communication and promotion campaigns for the Madagascan lychees. By ensuring that production meets new EU requirements on food safety, it has been possible to increase exports considerably. In addition, the progressive opening up of the Madagascan lychee market to all of the major European importers has led to an unprecedented increase in exports. These have risen from 7,000 tonnes in 1997 to 21,000 tonnes in 2006. An effective commercial policy on the part of European importers and improved management of freight, in part, the improved performance. Actions aimed at helping peasant farmers further up the chain have, however, also contributed to this success. Over 3,000 hectares of new plantations have been created, benefiting more than 8,000 peasant farmers, and some 10,000 technical manuals have been distributed on various themes: planting, sulphuration, hygiene, etc. At present, around 30 producer co-operatives have committed themselves to achieving commercial certification in order to gain access to a new market segment for extra high quality products. In an increasingly competitive market, the

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54 BQSP also includes activities falling under the trade capacity building category of compliance support infrastructure and services.
55 The support to lychee also includes activities falling under the trade capacity building category of compliance support infrastructure and services.
Madagascan lychees trade could soon extend its reach to new and emerging markets, whilst consolidating its current market share.


#### FINLAND

To strengthen supply side capacity, Finland focuses on private sector development, on enhancing the role of the information society and on leveraging AFT in the agriculture, forestry and energy sectors.

In Zambia, it supports private sector development by contributing to the Private Sector Reform Development Programme (PSDRP), the Financial Sector Development Plan (FSDP), and through initiatives such as the Zambia Voucher-Based Business Development Services to SME Business Development, Broad-Based Wealth and Job Creation in Zambia, and the National Business Incubator Programme.

In the area of information, Finland supports various initiatives, such as the InfoDev Multi-Donor Trust Fund for Creating Sustainable Businesses in the Knowledge Economy in various countries and the Innovation Partnership Programme to strengthen the national innovation system in Vietnam.

In Nicaragua, it supports PROPEMCE, a programme that, working together with micro, small and medium enterprises, seeks to enhance growth opportunities in selected value chains in agriculture in order to generate income opportunities for women and excluded populations. It supports sustainable trade and investment in the forestry sector, for example through a Sustainable Forestry Project in Laos and the National Forestry and Beekeeping programme in Tanzania, and it supports the development of sustainable business in energy through the Energy and Environment Programmes in Central America, the Mekong Region and Southern Africa.

#### FRANCE

**Developing the fair trade and organic fair trade cotton industry in West and Central Africa – Promoting the MDGs:** This AFD initiative aims at promoting a fair trade partnership that should bring improved incomes and more sustainable practices to cotton production in Mali and other countries in the region. The project, launched in 2008, with a total funding of a €4.7 million grant from the AFD, including support from the PRCC (Trade Capacity Building Programme), aims to help cotton producers in five West and Central African countries (Benin, Burkina Faso, Cameroon, Mali, Senegal) benefit from fair trade and organic farming, which are experiencing a boom in demand. The objective is to improve the competitiveness of the whole cotton sector and promote it on the global market. The collaborating partners include: Fair trade Labelling Organizations International (FLO); Max Havelaar France; Dagris; the French Ministry of Foreign Affairs; the Malian Company for Textile Development and other Malian cotton growing companies; and a number of French clothing manufacturers and retailers, such as Armor Lux. This initiative addresses four Millennium Development Goals: Goal 1: Reduce extreme poverty and hunger; Goal 3: Promote gender equality and empower women; Goal 7: Ensure a sustainable environment; and Goal 8: Implement a global partnership for development.

Enhancement of Potato Exports – Guinea: This project, funded by the French Government and implemented by the Federation des Paysans de Fouta Djallon (FPFD), 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 the 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 Guinean farmers by diversifying the Guinean products for exports. The project specifically aims at endorsing potato exports to neighbouring countries with the end result of a general increase in potato exports and the number of potato farmers and exporters in the Fouta Djallon region of Guinea, thus increasing revenues. Another component of this project is to study possible agricultural products, such as shea, pineapple, mango, cashew nuts and coffee that would be viable for export. The project has increased the production and export of Guinea potatoes from 6,000 tons in 2003 and it is projected that by 2010 production will increase to around 15,000 tons annually. The project has contributed to increased job opportunities, especially for the youth and the women of Guinea, while also providing the country with a nutritious and affordable alternative to rice and corn. Guinea is one of the thirteen countries benefitting from the PRCC.


Private Sector Support Mali (PASP I) – Mali: This project is co-funded by the AFD, the World Bank and the EU for a total of €14.8 million, which includes: (i) a €5.9M AFD grant and a €1.5M DGPTF (French Ministry of Finance) grant to develop meso-finance; (ii) a €2.38M World Bank contribution in the form of a grant to the cost-sharing fund over a two-year period; and (iii) a €5M grant from the 10th EDF which is an EU contribution in the framework of the EPA program, and managed by the AFD. This institutional support programme aims to increase the private sector’s contribution to economic growth in Mali and its regional integration. The specific objectives to achieve this are to: (i) strengthen the position of SMEs/VSEs (very small enterprises) as engines for economic growth by giving priority to high labor-intensive enterprises; (ii) strengthen sectors and industries with comparative advantages (non-exchangeable goods, agribusiness); (iii) contribute to structuring intermediary organizations that represent the private sector, in order to enhance dialogue with the state and help define sustainable policies to support the competitiveness and quality of Malian products; (iv) support banks for SME financing (mesofinance); and (v) improve the quality of the business environment by promoting public/private dialogue.


Support for the Corporate Upgrading Program – Senegal: This project, funded by the French Government and executed by the Agence Française de Développement, was launched in 2005. Phase 1 is expected to run for four years, with a subsequent phase to follow on its results, and is projected to cost €11,900,000. The main objectives are to help Senegalese businesses compete with other countries in the regional marketplace and be profitable with their exports. Project activities include a diagnostic of Senegalese companies’ weaknesses and a needs assessment plan for modernization, as well as the provision of financial and technical support to implement the required upgrades and modernization. Phase 1 involves 215 companies, and Phase 2 intends to extend the support to additional companies.

For more information: http://www.afd.fr/jahia/Jahia/site/afd/lang/en/pid/1228

Support for the economic development of cotton zones – Mali: This project, launched in 2000 with a budget of €6.5 million, and renewed in 2007 with a grant of €11 million, 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; and (iii) improving the mobilization, dissemination and analysis of information for all actors in the industry and the state. The programme’s 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.


Support for the promotion of textile exports – Cambodia: The French Government, through the PRCC, aims at ensuring the sustainability and development of the threatened Cambodian textile export trade. This project, part of France’s general programme to boost the trade capacity of developing countries, was launched in 2005 and ended in 2008. It provided a €1.5 million grant to the Cambodian Government to encourage textile sector exports when the quota system ended on 1 January 2005. The French Development Agency (AFD) has been supporting the textile sector since 2005 through the Garment Manufacturer Association of Cambodia (GMAC) and the programme Better Factories Cambodia (BFC), with the goal of strengthening the country’s comparative advantage by creating a socially responsible trade sector which would tap opportunities in the textile industry, where buyers are becoming increasingly conscious of working conditions. In the first component of the project, which relates to increasing competitiveness and upgrading workforce skills, the PRCC, working with Cambodian authorities: (i) introduced a computerized tax rebate system for imports; (ii) introduced needed training programmes; (iii) funded specific and relevant studies; and (iv) created a watchdog organization to monitor trends. In the second component, which relates to increasing the non-price competitiveness by developing a socially responsible trade sector, the PRCC demonstrated support for the International Labor Organization Garment Sector Project. This programme includes activities such as establishing systems to regulate and audit firms according to labour standards. In 2008, the programme was renewed with a grant of €950,000. The objective of the current project is to sustain the BFC programme as it prepares to become fully autonomous by 2010.


Supporting producer organizations – Burkina Faso: AFD is implementing an ambitious project to strengthen Burkina Faso’s cotton sector institutionally, technically, economically and environmentally. 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 to: (i) develop actions to increase producers’ revenues (e.g. literacy, soil fertility management, diversification); (ii) enhance the structuring of producers’ organizations (e.g. management advice to grassroots groups, training for managers); and (iii) improve the economic, social and financial environment of the whole sector.

For more information: http://www.afd.fr

GERMANY

Bangladesh textile production: With the expiration of the WTO Agreement on Textiles and Clothing, Bangladesh – along with numerous other Least Developed Countries (LDCs) – lost some of its preferential market access and import quotas in the textile and clothing markets of the world’s industrial nations. German development cooperation is therefore supporting Bangladesh in their efforts to improve the competitiveness and export capabilities of SMEs and establish business-related services, thereby helping to retain and create earning opportunities for SMEs.
**Cotton Made in Africa**: This is a BMZ-funded initiative, implemented through a consortium of partners. The programme is targeted at 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: wolfgang.bertenbreiter@gtz.de and http://www.cotton-made-in-africa.com

**Improvement of business environment and investment climate**: German development cooperation is involved in advising several Afghan partner institutions in their efforts to design a medium and long-term trade and investment policy as well as establishing the institutions and processes necessary to implement that policy. The Afghan investment and export promotion agencies set up with German advisory services and support offer local enterprises essential information and services for establishing and expanding industry and trade, along with entrepreneurial activities ranging all the way to the export of Afghan products, and for attracting foreign investment.

**Kenya Private Sector Development in Agriculture (PSDA)**: This is a BMZ-funded programme whose overall objective is to improve small-size farms’ access to regional and international markets. Acting jointly with the KfW Entwicklungsbank and the German Development Service (DED), the programme provides policy advisory services and supports private sector actors in policy-making, promotes public-private partnerships (PPP) and improves the range of services offered by associations representing producers and processors.

For more information: E-mail: reimund.hoffmann@gtz.de and http://www.gtz.de/en/weltweit/afrika/kenia/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.

**Thai-German Programme for Enterprise Competitiveness**: This BMZ-funded programme, with the Thai International Development Cooperation Agency (TICA) as lead agency, is focused on enterprise competitiveness with particular emphasis 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 eco-efficiency of industry.

For more information: http://www.gtz.de/en/praxis/8080.htm

**Potato Seed Production Centre in Georgia**: This is a two-year 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

**Building capacity in the fisheries sector (Mozambique):** This project aims at building capacity in the fisheries sector in Mozambique. Funded by Irish Aid (75% of the project cost) and implemented in collaboration with Skillshare International Ireland and the Mozambique Institute of Small Scale Fishing Development (IDPPE), the project’s overall objective is to reduce poverty and support disadvantaged and marginalised communities in Mozambique by increasing the productivity of small-scale fisheries. It also provides institutional support and capacity building for the IDPPE and the fishing community to improve their internal organization and strengthen their financial management, planning and policy capacities, thus ensuring the development of the small scale fisheries sector. This in turn will improve productivity in the sector and reduce poverty.

For more information: http://www.skillshare.ie/aboutus/our_programme.html#2#2

**Irish Fairtrade Network’s initiatives:** Irish Aid is one of the largest donors to Fairtrade producers in the world and supports the Fairtrade movement both in Ireland and in developing countries. Over the last couple of years, growth in sales of FAIRTRADE Mark food and clothing has averaged over 40% per annum worldwide. Irish Aid supports Fairtrade coffee growers in Central America by working with communities to increase the quality and quantity of coffee supplied to consumers in Ireland and elsewhere in Europe. Between 2006 and 2010, it has planned to provide €7.5 million in support of the Irish Fairtrade Network’s initiatives in Central America. The Irish Fairtrade Network has carried out similar programmes for Tanzania, Kenya, Ethiopia and Uganda.

For more information: E-mail: irishaidcentre@dfa.ie and http://www.irishaid.gov.ie/centre

**Mekong Private Sector Development Facility (MPDF):** Irish Aid has been contributing to the MPDF Trust Fund since 2007, with a total funding of €5.5 million foreseen up to 2010. This is a multi-donor-funded initiative set up by the International Finance Corporation (IFC) in Vietnam, Cambodia and Lao PDR to reduce poverty through sustainable private sector development. Its goal is to help SMEs to solve common operational and management problems and compete more successfully in the global economy. The programme works through six interrelated sub-programmes to improve the business environment, develop the financial systems, and promote public-private sector dialogue. In parallel to supporting the Fund, Irish Aid supports the private sector in the Mekong region by building links with Ireland, including proposed exchange visits in the areas of tourism and business development.

For more information: http://www.dfa.ie/home/index.aspx?id=72235

**Support for Mozambique private sector – cashew production:** Irish Aid works to strengthen pro-poor growth in Mozambique through its support for economic development. In 2007, it allocated a budget of €2.75 million to private sector development in the country. The main component of Irish Aid’s private sector programme in Mozambique has been in the area of agri-business in partnership with the NGO Technoserve. In 2007 Irish Aid provided a grant of €500,000 for a project for cashew production improvement in the south of the country that is being implemented by Technoserve. This collaboration between Irish Aid and Technoserve supports the ongoing work which the NGO has been involved in since 2004. The project aims at improving production processes and reducing production costs in a selected number of companies through technical support in grading systems, and also helps to identify market opportunities for small cashew farmers.

Support for Ugandan organic fruit exporters: Irish Aid has provided €4 million to TRAIDLINKS for the period 2006 – 2008. In Uganda, Traidlinks is funded entirely by Irish Aid to assist businesses improve productive capacity and export potential. Under this programme, experts from Irish businesses work with their counterparts in the seven firms on which Traidlinks focuses in Uganda, transferring skills in order to improve the capacity of these businesses. The programme has intervened in a number of areas from quality improvements through management and business support to certification. Amfri Farms, an organics food processing company and one of the beneficiaries of the Irish Aid TRAIDLINKS programme in Uganda, has seen its business grow at an average of 43% per year since joining the programme.


Capacity of the Office for Southern Development (ODS) – Tunisia (Phase II): This project, funded by the Government of Italy for a total of €2.19 million, was launched in 2008 and is expected to be completed by 2010. It is being executed in collaboration with the Office for Southern Development (ODS). The initiative, which represents the consolidation of a previous project, focuses on the development of small, medium and micro enterprises in the south of Tunisia through the institutional strengthening of the ODS office. The project provides institutional capacity building by: (i) supporting the private sector organizations in the creation and consolidation of databases; (ii) carrying out sector studies; and (iii) providing management training, etc.


Cooperation programme with Makerere University – Uganda: Funded by the Italian Government in cooperation with the Faculty of Technology, Makerere University, this project was launched in 2006 for a duration of 3 years. Its objective was to expand and improve the delivery of services to university students of the Faculty of Technology, Makerere University (FTUM). Assistance was given in the form of both logistical and financial support. The project focused on the allocation of scholarships for advanced courses designed for students in Uganda in areas such as rural development, agricultural mechanization, environmental control and the development of SMEs. The total allocation to this project from the Directorate General for Development Cooperation was €1.8 million.

For more information: sedi.esteri.it/pdgc/italiano/iniziative/SchedaIniziativa.asp?id_paese=96&id_temi=1

SME Cluster Development in Vietnam: In January 2009 the Ministry of Planning and Investment (MPI) of Vietnam, the Embassy of Italy, and UNIDO signed a technical assistance project entitled “SME Cluster Development”. Its total allocation is €3 million. The project builds on achievements recorded in a recently completed MPI-UNIDO project on “Assistance to Establish the National and Provincial SME Support Infrastructure”, and aims at assisting Vietnamese SMEs enhance their competitiveness in domestic, regional and global markets. The project is being implemented in collaboration with the Enterprise Development Agency (EDA) under MPI and selected Industry associations in order to draw lessons from the successful experiences of Italy and UNIDO in SME cluster development. The project is also an important step towards the implementation of a number of measures under the SME Development Plan 2006 – 2010, promulgated by the Prime Minister in Decision 236/2006/QD-TTg on 23 October 2006.

For more information: http://www.unido.org/%3FselectName%3D/doc/DATA1/DATA1/Vacancy/fileadmin/user_media/PMO/index.php?id=7881&tx_ttnews%5Btt_news%5D=322&cHash=aa2d68fa6
Strengthening the National Center for Crafts, Textile and Leather, Algeria: This initiative aims at strengthening the overall functional capabilities and the productive possibilities of the Algerian private sector. Specifically, it provides technical assistance to support the Center, based in Boumerdes, in the fields of leather and textiles. A total of €700,000 was allocated to this project.

For more information: sedi.esteri.it/pdgcs/italiano/iniziative/SchedaIniziativa.asp?id_paese=47&id_tem=12

Support for the development of agriculture – Kenya: This project was part of the UNDP Country Programme for Kenya and ran from 2004 to 2008, with a total budget of US$5 million. The specific objectives of the project were to: (i) build the awareness of farmers’ associations; (ii) support the rental and leasing of agricultural equipment; (iii) provide machinery for soil preparation; and (iv) create mechanisms for maintenance of the equipment used.

For more information: http://sedi.esteri.it/pdgcs/italiano/iniziative/SchedaIniziativa.asp?id_paese=67&kkkkkkkid_tem=11

Support for local fisheries – Mozambique: The objective of this programme is to develop the local fisheries private sector in Mozambique, in particular by supporting the reconstruction process after the flood of 2000 – 2001. The goals of the project are to increase fisheries’ production and create a modern trading network. Its main activities are: (i) empowering the fisheries associations; (ii) improving fisheries’ techniques; (iii) strengthening institutional capacity; and (iv) developing the Bazaruto marine park. Implemented by FAO, the project was launched in 2006 with a total budget allocation of €3.1 million and was due to end in December 2009.

For more information: E-mail: luisa.patrocinio@fao.org

Support for integrated Development – Benin: This project, launched in 2009 and due to end in 2010, was funded by the Italian Government with a total of US$600,000. Its overall objective was to contribute to the fight against poverty and food insecurity by supporting: (i) improvement in agricultural production (including livestock); (ii) diversification of production; and (iii) capacity building of local actors through small investments in water supply and the public health chief. This project is partly financed by the Autonomous Province of Bolzano, which has provided a contribution of US$300,000, and is being implemented by the FAO.

For more information: http://sedi.esteri.it/pdgcs/italiano/iniziative/SchedaIniziativa.asp?id_paese=51&id_tem=3

Textile and clothing in Morocco: The objective of this project, launched in 2007 and sponsored by CITER (Information Centre for Textile in Emilia Romaga), was to contribute to the strengthening of the quality of the textiles and clothing sector in Morocco through retraining and disseminating information. It focuses on public school practitioners and managers and supervisors in the textile sector at national level, through a system of distance learning (ODL). It is being implemented in collaboration with the Moroccan Association of Textile and Clothing Industries (AMITH) and has received a total budget allocation of €1,376,869, of which €962,453 was contributed by the Ministry of Foreign Affairs.

For more information: sedi.esteri.it/pdgcs/italiano/iniziative/SchedaIniziativa.asp?id_paese=73&id_tem=12
**JAPAN**

**One Village One Product (OVOP)**

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 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 and running until the end of 2009. It aimed to empower smallholder horticulture farmer groups through capacity building activities in the area of management, production technology, quality management and rural infrastructure development.


**Trade Training Programme for Kenyan Small and Medium-size Exporters:** This project is funded by JICA, is implemented in collaboration with the Export Promotion Council (EPC), and runs from 2007 to 2010. Its overall objective is to increase Kenyan exports through the trade training of small and medium scale exporters. It is expected that the training provided by the project will equip SME exporters with sufficient knowledge and skills in the fields of export trade. Project outputs include: (i) development of a trade training plan, curriculum and manuals; (ii) implementation of trade training for SME exporters; and (iii) enhancement of EPC staffs’ capacity through the preparation and implementation of training and skills. It is expected that this training will enhance the SME exporters’ skills and improve their competitiveness in international markets. The project will increasingly utilize local trainers trained under the first phase of the project to deliver the lectures.

For more information: http://www.jica.go.jp/kenya/english/activities/activity01.html

**KOREA (Republic of)**

**Increasing Rice Seed Production Project – Laos:** Korea provided the Government of 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. The project consisted of: (i) the provision of facilities (US$220,000): farming equipment, etc.;

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*The OVOP Initiative is a multi-sector project which also includes activities falling under the trade capacity building categories of: (i) trade promotion capacity building; and (ii) market and trade information.*
SUPPLY CAPACITY

(ii) construction of an agricultural centre (US$120,000); (iii) education and training (US$140,000): technical assistance in seed management and farming machinery management; and (iv) courses in operating farming machinery, etc.

For more information: http://www.odakorea.go.kr/eng/operations/Asia/Laos.php

Irrigation Facility and Agriculture Mechanization Project – Tanzania: Over a two-year period (2007 – 2009), Korea funded a project for mechanizing the agricultural sector in Tanzania. 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.

For more information: http://www.odakorea.go.kr/eng/operations/Africa/Tanzania.php

Potato Production Technology Assistance Project – Algeria: This is a US$1.8 million project funded by Korea over a two year period (2007 – 2009). 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.

For more information: http://www.odakorea.go.kr/eng/operations/Africa/Algeria.php

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).

For more information: http://www.google.com/search?q=KOAFEC+Accra+&rls=com.microsoft:en-us&ie=UTF-8&oe=UTF-8&start=Index==&startPage=1&rlz=1I7GGLL_en

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.

For more information: http://www.odakorea.go.kr/eng/operations/Africa/Kenya.php

Textile Technology Training Aid Project – Guatemala: This is a US$800,000 project funded by Korea for the period 2005 – 2006. Its goal was to expand production and increase employment opportunities in the Guatemalan textile industry. The project provided: (i) utilities (US$50,000): 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.

For more information: http://www.odakorea.go.kr/eng/operations/America/Guatemala.php
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 and http://www.lux-development.lu/publication/VIE_light.pdf

Handicrafts Development in Niger: This €2 million project, funded by the Government of Luxembourg and executed nationally by the “Direction pour la Promotion de L'Artisanat”, was launched in 2003 to consolidate the handicrafts development programme which had been running since 1990. The programme has produced 13 arts and crafts sites (villages) with more than 50 cooperatives in Niger. The project, funded and implemented by Lux–Development, focused on commercial, marketing and financing aspects in order to boost the businesses’ confidence and guarantee their economic survival. The project ended in 2008.

For more information: http://www.lux-development.lu/projet2.lasso?lang=uk&pro=12798416

Integrated Rural Development Project – Mali: This €6 million development project in the irrigated plain of San Ouest has aimed to increase food security and poverty reduction in the county of San in the Ségou region. Its overall objective is to achieve sustainable improvement in irrigated agriculture (rice production) and an increase in farmers’ income. Its activities include: (i) the extension and improvement of the hydro-agricultural infrastructure; (ii) strengthening the association of farmers’ management and maintenance capacity; and (iii) technical and financial support through the constitution of a rural credit guarantee fund and the execution of a research development programme. In addition, the project has supported the structural adjustment of the farmers’ association (ARPASO) and strengthened the skills of the public service at the local level in providing services to the farmers. The project is expected to run from 2004 to 2010. The national execution agency is the Ministry of Agriculture.

For more information: http://www.lux-development.lu/pays_details.lasso?lang=uk&pays=mli&pro=12798436

Mashare Agricultural Development Institute (MADI) Namibia: This €2.9 million project was launched in 2001 and completed in 2008. Aimed at strengthening the Mashare Agricultural Development Institute (MADI) in the Kavango region, the project’s objective was to develop MADI into an agricultural training, information, outreach and adapted research centre serving the farmers and rural communities of the region through specific programmes. MADI provides basic skills in agriculture production and irrigation systems, as well as introducing other crop types. It provides training and skills development for mainly livestock and vegetable farmers who are interested in commercialising agro-produce. The project focuses on the following main areas:

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53 This is a multi-thematic project which also include other TCB categories: (i) trade promotion capacity building; and (ii) trade-related financial services.
54 This is a multi-thematic project which also include other TCB categories such as supply capacity.
(i) upgrading physical facilities; (ii) improving the management/administrative structures; (iii) developing and implementing research and training activities; and (iv) establishing a resources centre and a commercial farm unit. The Mashare region has been chosen for its existing advantages as well as the high proportion of farmers and rural communities compared to other Namibian regions. The project also aims to stimulate independent income generating activities.


Support to the Dairy Sector in Montenegro (Phase II): This is the second phase of a €2.9 million project, funded by the Government of Luxembourg, which ended in 2008. Aimed at supporting the dairy sector in Montenegro, its primary objective was to develop rural income-generating activities in north-eastern Montenegro, mainly through the improvement of the dairy sector. Its specific objectives were: (i) to ensure the sustainability of Zora Dairy Enterprise; (ii) to support commercial and non-commercial milk producers by developing income-generating activities in the region; and (iii) to support sector development through appropriate policy and strategy changes.

For more information: askld@lux-development.lu and http://www.lux-development.lu/pays_details.lasso?lang=uk&pays=mli&pro=12798436

Technical Assistance to the WAEMU in the ITC sector: This is a €900,000 project, funded by the Government of Luxembourg and executed nationally by the West African Economic and Monetary Union (WAEMU). Aimed at promoting and extending access to information and communication technologies (ICT) in WAEMU and its Member States, the project targets the private sector in particular; (i) supporting reform of the legislative and regulatory frameworks; (ii) supporting capacity building of the WAEMU Commission in its role as coordinator of the ICT sector; (iii) supporting the Commission in formulating a clear and precise strategy and defining priorities for the ICT sector; and (iv) supporting the undertaking of a complete review of the sector at regional level in order to define a common strategy and a blueprint for the role of the WAEMU, its Commission and its Member States in achieving an ICT strategy for the region. The project was launched in 2009 and is expected to come to completion by 2011.

For more information: E-mail: askld@lux-development.lu and http://www.lux-development.lu/pays.lasso?lang=uk

NETHERLANDS

BioTrade Facilitation Programme (BTFP): BTFP facilitated sustainable trade in products and services based on indigenous biodiversity in developing countries, assisting enterprises (for example small, medium, and community-based enterprises) with export promotion. It ran from 2003 to 2008, with funding from the Government of Switzerland (US$2.5 million) and the Government of the Netherlands (US$2.5 million), and was coordinated by UNCTAD in collaboration with the respective donors, import/export promotion agencies SIPO and CBI, and other relevant agencies such as the ITC and local agencies in-country. Potential beneficiaries included the Andean countries and Brazil, Uganda and Southern African countries as well as Indonesia, Philippines and Vietnam. BTFP provided technical support to enterprises in the form of: (i) export plans, which were implemented through a set of practical trade promotion services; (ii) market information; (iii) product development; (iv) quality improvement certification; (v) labelling; and (vi) trade fair participation and matchmaking. Some examples of successful projects were:

- Marula fruit project in South Africa: oil from Marula seeds is an excellent basic product in the cosmetic industry;
- Breeding caimans for meat in the Amazon region.
BTFP has demonstrated that it is possible, through the promotion of bio-products, to engage in sustainable production and yet contribute to higher income gains for small producers in developing countries.


**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

**Modern energy technologies for the poor:** The Dutch Government, through its development budget, provides funding for the non-governmental foundation ETC Energy. ETC Energy supports two international networks concerned with increasing the access of the poor to modern energy technologies: (i) the EASE network, which is active in nine countries – Bolivia, Tanzania, Uganda, Senegal, Mali, Vietnam, Cambodia and Laos – is coordinated in the Netherlands and works through five technology platforms (biogas, portable cookers, mininets, maintenance of solar energy systems, and climate financing); and (ii) the ENERGIA network, which has 22 national focal points and a regional secretariat in Africa and Asia, an international secretariat and an advisory council. ENERGIA functions on the basis of a network policy and MoUs (in development). These international energy and technology networks design strategies aimed at increasing access to energy for the poor, with men and women seen as equal partners.

For more information: http://www.etc-energy.org/index.php?id=183

**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.


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66 In 2008, CBI’s contribution to ITC stood at €2.78 million. CBI received a €20 million contribution to its budget in 2008 from the Ministry of Foreign Affairs.
NEW ZEALAND

(IFC-PENSA) Indonesia: The NZAID programme supports a range of activities aimed at improving the competitiveness of businesses and farms in partner countries. An example is PENSA, a US$22 million multi-donor trust fund managed by IFC. This programme operates in five regional centres in Eastern Indonesia:

- Denpasar (focusing on the service industries and exporters);
- Surabaya (focusing on financial services and access to capital);
- Balikpapan (focusing on developing SME supply-chain linkages to the mining sector);
- Makassar (focusing on fisheries and agribusiness opportunities).

The objective of the programme is to improve lives and livelihoods by expanding the range of opportunities and capabilities for small and medium businesses.


Pacific Business Mentoring Programme (PBMP): The recently launched 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.

Samoa private sector development: The NZAID programme provides around US$ 504,000 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

Women in Business Development Incorporated (WIBDI): WIBDI is a small non-profit NGO that aims to provide income generation opportunities for rural and vulnerable people in Samoa. It is funded by the NZAID programme and has developed supply chains and export markets for organic coconut oil and, more recently, organic Misiluki bananas. With support from Biosecurity New Zealand, the United Nations Food and Agriculture Organization (FAO) and the Samoan Ministry of Agriculture, WIBDI is currently working towards assisting its members to meet international SPS requirements. Meeting SPS and biohazard requirements will allow for the regular export of certified organic lady-finger bananas (misiluki) to New Zealand.

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PENSA is a multi-sector project which also includes activities falling under the following trade capacity building categories: (i) trade promotion; (ii) capacity building; and (iii) trade finance.
**Africa Inspires:** This programme, which is implemented by ITC, focuses on promoting ethical fashion in Africa. The Government of Norway contributed close to US$700,000 in 2008 and 2009.

**Common Fund for Commodities (CFC):** Since 2008 the CFC has received funding of US$3.6 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/](http://www.common-fund.org/)

**Export-led Poverty-Reduction Programme:** This project is implemented by ITC and covers 18 countries in all regions. It focuses on integrating the poor into the export value chains of labour-intensive products and services. The Government of Norway made a total contribution of close to US$875,000 in 2008 and 2009.

**Multi-Donor Trust Fund for Trade and development (MDTF):** This is a World Bank-implemented trust fund to which the Norwegian Government has contributed close to US$5.26 million for a three-year period (2008 – 2010). It focuses on LDCs in Africa – on the mainstreaming of trade into country policies – and includes technical assistance, capacity building, diagnostics, research, and project preparation.

**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 2009, nine countries are engaged in long-term cooperation, while 15 receive limited assistance. The budget for 2009 was US$46 million.


**Organic Pavilion at Bio Fach – Africa:** This project is implemented by the International Task Force on Harmonization and Equivalence in Organic Agriculture (IFOAM) and aims to link African organic producers to international markets and to generate direct business. Total funding allocated to this programme from 2008 to 2010 is close to US$680,000.


**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 I East Africa:** This programme was launched in 2009, implemented by the Federation of Norwegian Commercial and Service Enterprises (HSH), with funding of US$25,000 by Norad in 2009. It is a trade-related training programme which targets women’s organizations 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

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Note: As per the OECD DAC classification, this programme falls under Economic Infrastructure (see Annex 1 – Snapshot of Norway’s Infrastructure and Energy programmes).
communication strategies; and develop new products and/or new packaging. Phase II is expected to begin in 2010.

For more information: http://www.norway.or.ke/News_and_events/Gender/women_entreprenours/ and http://www.hsh-org.no/eway/default.aspx?pid=294&trg=Content_8384&Main_7555=8384:0:10, 2536:1:0::0:0&Content_8384=8353:0:10,3018:1:0:0::0:0

Women in Trade: This project focuses on mainstreaming the gender dimension in all programmes and on developing indicators. The project is implemented through ITC, with a total Norwegian contribution of US$1.75 million over the two-year period, 2008 and 2009.

Women’s Entrepreneurship 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 2008 was close to US$870,000.

For more information: http://www.ilo.org/empent/Areasofwork/lang--en/WCMS_093870

PORTUGAL

Analytical Study of food crop production in Mozambique and its main evolutionary tendencies: This study was undertaken in 2003 – 2004 by the Government of Mozambique with technical assistance from the Ministry of Foreign Affairs of Portugal, with a budget allocation of close to US$43,000 granted by the Government of Portugal.

For more information: tcbdb.wto.org/entity_project.aspx?catCode=250&EntityID=9

Cluster in East Timor – The aim of this intervention is to increase the sustainability, visibility and long-term impact of the activities to be implemented under a set of projects by different institutions within a common framework in the districts of Ermera and Liquíça. A central element of the Cluster is the strategic intervention by PADTRL (Programme to Support Rural Development in East Timor), around which various projects are operating on different scales and complementing each other in an integrated approach. 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.

Horticultural Project of Quebo (Fruit and Horticultural Center of Quebo) – Guinea-Bissau: This project, funded by the Government of Portugal, ran from 2001 to 2006, with a total contribution of US$1 million. The overall objective was to support the diversification of food production and improve quality, productivity and post-harvest capacities. It focused on strengthening the Fruit and Horticultural Centre of Quebo, with the aim of assisting small farmers in the Quebo region improve their productivity and the quality of their fruit and horticultural products.


Programme to support civil society’s role in the promotion of sustainable trade and fair trade – Guinea Bissau and East Timor: This project aimed at strengthening local capacity for trade and fair trade. It carried out the following activities in the target countries: (i) workshops and training on fair trade and global trade issues; and (ii) a study visit to Portugal and Spain to expose participants to the fair trade niche market concept in Europe. As an outcome of this initiative, a permanent working group on fair trade was established from the PALOPs countries: Grupo de Promoção e Reflexão sobre Comércio Justo – GuinéBissau (GPRCJGB).
The project was funded by IPAD and implemented by the Fórum CIDAC Centro de Recursos para o Desenvolvimento, which is a Portuguese NGO.

For more information: http://www.cidac.pt/RelatorioActividades07.pdf

SPAIN

Development of agricultural business – Vietnam: The Spanish Agency for International Development Cooperation (AECID) provided a €540,560 grant to the Vietnamese Government for the second phase, launched in 2008, of a project to build policies supporting the development of SMEs in the agricultural sector. Vietnam’s capital for the project will come from the Institute for Agricultural Development Policies and Strategies under the Ministry of Agriculture and Rural Development.


Fisheries rehabilitation project – Indonesia: AECID is currently providing funding of €1.5 million to the fisheries sector in Indonesia. The project began in December 2005 and, in addition to providing support to revive aquaculture and fishing, it is assisting the Indonesian Government and its agencies with fisheries coordination, planning and strategies. This project is implemented by the FAO.


Food security and livelihoods project in the District of Baucau – East Timor: This project is funded by AECID; in November 2009, AECID provided additional funding of €600,000, which will allow FAO to expand its support to food security in Baucau until 2011. The aim of the project is to increase the variety, quality and quantity of food produced by the communities living around the Seiçal River basin in Baucau District by building on the farmers’ capacity, with the overall aim of promoting a progressive transition from subsistence farming to a more market-oriented approach to production.

For more information: timorlorosaenacao.blogspot.com/2009/12/spanish-government-expands-support-for.html

Promotion of the development of micro and small businesses – Cambodia: This project, funded by AECID, was launched in 2006 and was expected to end in December 2009. Its objective was to assist and rehabilitate landmine survivors and promote new agriculture techniques and new productive approaches in northern Cambodia. Run by the ETEA Foundation and the Apostolic Prefecture of Battambang over three years, it has provided assistance to landmine victims and their families through rural development and the development of agriculture for trading.

For more information: http://www.fundacionetea.org/index.php?m=100&nid=96

Regionalization of the support plan for coffee producers in Central America and elaboration of the operational programme: Funded by AECID, this project was launched in 2005 and ended in 2008. It was implemented by the ETEA Foundation and aimed to support coffee producers in the region. Its objectives were to: (i) contrast and validate the previous AECID assessment related to support projects in the coffee sector in the region; (ii) generate a forum for discussion, debate and agreement about these actions and the synergy that can be generated with other organizations and institutions; (iii) contribute to the regional coordination of the teams that each OTC (Oficina Técnica de Cooperación) has dedicated to the support of the sector; (iv) take a fundamental course of action in the process of regionalisation of the AECID support sector as well as principle operational guidelines for the programme, 2006 – 2008; and (v) generate a starting point for
revising, assuming and adapting the resultant regional guidelines and operational programmes between the involved organizations and institutions in each country.

For more information: http://www.fundacionetea.org/index.php?m=101&nid=108

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 is a Sida-funded project in partnership with IVL, Gamana, JNTU, Green Business Centre (GBC) and EPTRI, which aims to introduce new cleaner production solutions to the Patancheru area to reduce emissions, and 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 (Tadjikistan, Kirgistan);
- Trade Promotion Programme Serbia, Phase III.

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.

Selected projects:
- Cleaner Production Centers: Peru, Colombia, Brazil, Tunisia, Morocco, Egypt, Jordan, Vietnam, Laos; Energy Management Standard with South Africa; UNIDO;
- Promotion of organic certification and the organic market: Ukraine, Romania, Albania, Lebanon, Bugaria; Research Institute for Organic Agriculture (FiBL);
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.

**UNITED KINGDOM**

**Africa Enterprise Challenge Fund:** A contribution of US$15.95 million has been given to the new Africa Enterprise Challenge Fund to encourage private-sector participation in productive sectors.

**CDC funding of Brookside Dairy Limited Kenya:** Brookside Dairy is a private company founded in 1993 following the deregulation of the dairy sector in the early 1990s. CDC provided an equity fund of US$5 million to the dairy company through fund manager Aureos. The equity fund supported the company’s expansion and modernisation plans.

**Making Markets Work Better for the Poor (M4P2) Vietnam:** UK-DFID is contributing US$11 million to the M4P’s second phase in Vietnam. M4P2 aims to increase participation of the poor in three thematic areas – public-private partnership in infrastructure services, value chains and private sector employment. This project has been helping Vietnamese farmers and rural poor link up to the global value chain.

**Source:** [http://www.dfid.gov.uk/](http://www.dfid.gov.uk/)

**UNITED STATES OF AMERICA**

**African Development Bank Co-Guarantee – Ghana:** In 2008 USAID approved a co-guarantee with the African Development Bank (AfDB) for Ghana. The loan portfolio guarantee with two banks, one with Barclay’s Bank Ghana and the other with Prudential Bank Ghana, is a 10-year US$48 million guarantee facility whereby the AfDB will cover 40 percent of the exposure on outstanding loans and USAID will cover 10 percent. Target beneficiaries are export-oriented small and medium enterprises, in particular producers of non-traditional exports (e.g., agriculture products like papaya, pineapple, and horticultural products; garments; and handicrafts). These borrowers are too small for corporate loans but have financing needs larger than microfinance institutions can provide (the so-called “missing middle”).


**African Development Foundation/Trade and Investment Program:** In 2009 the USADF provided grants to private enterprises and non-governmental organizations in Africa. These grants were to promote the expansion and development of export trade. Other activities funded by the ADF are trade facilitation, trade-related agriculture, services trade, and tourism sector development. In 2009, ADF provided a grant of close to US$4.5 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)
**African Global Competitiveness Initiative (AGCI):** This is a US$200 million project funded by USAID. The AGCI was launched in 2006 and is expected to run for five years. It aims to build sub-Saharan Africa’s capacity for trade and competitiveness and to stimulate investment in Africa. The initiative focuses on: (i) improving the business and regulatory environment for private sector-led trade and investment; (ii) strengthening the knowledge and skills of sub-Saharan African private sector enterprises to take advantage of market opportunities; (iii) increasing access to financial services for trade and investment; and (iv) facilitating investment in infrastructure. AGCI is being implemented in the following activities:

- **African Global Competitiveness Hubs:** The four regional Global Competitiveness Hubs are the primary implementers of AGCI and are located in Ghana and Senegal for West Africa, Botswana for Southern Africa and Kenya for East and Central Africa, and are managed by the respective USAID Regional Missions. The Competitiveness Hubs, also known as Trade Hubs, are the regional focal points for AGCI. They provide information and technical assistance to African organizations, U.S. Government agencies, donor and civil society organizations and the private sector on trade, investment and business activities in the region, including training opportunities.

- **Southern Africa Global Competitiveness Hub (SAGCH):** Implementing the AGCI and part of IEHA for an improved trade environment within the SADC region, the SAGCH provides technical assistance that includes performing diagnostics of trade frameworks, following up recommendations, and mobilizing stakeholders in the trade policy, infrastructure and finance areas. In fiscal year 2009, the SAGCH generated US$42.3 million in exports, working with 259 businesses, and was the preferred facilitator of key WTO and WCO trade assessments in the SADC region.

- **Competitiveness and Trade Expansion Programme (COMPETE):** This is a US$84 million-funded programme, which runs from 2009 to 2013. Through the COMPETE programme, USAID takes an integrated approach to addressing the issues of advancing trade and economic growth and ensuring food security in the region. COMPETE works with regional partners such as the Common Market for Southern and Eastern Africa (COMESA) and the East African Community (EAC) to implement solutions to remove red tape, raise quality and production standards and work in partnership with regional trade associations and local producers so that they can be more competitive in the global marketplace. The programme components are focused on: (i) reducing barriers to trade; (ii) increasing competitiveness and market access in selected value chains, including staple foods; and (iii) increasing trade and investment between the U.S. and Eastern and Central Africa (ECA) via the ECA Trade Hub. The partner countries include Burundi, Congo (DRC), Ethiopia, Kenya, Rwanda, Somalia, Sudan, Tanzania, Uganda, Zambia.

For more information: E-mail: info@competeafrica.org and eastafrica.usaid.gov/en/Activity.1082.aspx

The ultimate goal of AGCI is to support African policymakers in advancing trade-led economic growth and complementing existing projects with additional resources. USAID’s Africa Bureau, Office of Sustainable Development (AFR/SD) provides general oversight of the implementation of AGCI programmes.

For more information:
and http://www.usaid.gov/locations/sub-saharan_africa/initiatives/agci.html

**BASIS Assets and Market Access Collaborative Research Support Program (AMA CRSP)** is a virtual institute comprising researchers from around the globe that operates in support of USAID’s Bureau of Economic Growth, Agriculture and Trade. The programme was launched in 2006. The AMA CRSP aims to improve the agricultural competitiveness and quality of life of the rural poor in the developing world through policy-relevant research that is dedicated to improving access to resources and enhancing the operation of markets. In addition to

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64 This is a multi-sector project which also includes activities falling under the trade capacity building category of trade facilitation.
funding research and building the capacity of local research institutions, the programme sponsors policy-oriented outreach activities that integrate the research findings into a coherent and effective voice about policy and programming priorities and options.

For more information: http://www.basis.wisc.edu/live/ama_crsp_annual_07_08.pdf

Productivity and Competitiveness Initiative for Bolivia (PCIB): This programme will increase the productivity and sales of micro, small and medium enterprises (MSMEs) in order to generate/sustain employment and increase incomes in urban and peri-urban areas through strengthening selected value chains, strengthening the 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. In 2009 the programme received US$1.3 million.

Rural Competitiveness Activity (ARCo) – Bolivia: ARCo is a US$2.1 million USAID-funded programme which ran from 2005 to 2009. The main goal of the ARCo project was to strengthen the competitiveness of rural enterprises in the Chapare and Yungas regions of Bolivia; specifically, to improve competitiveness in several commodities, namely bananas, coffee, palm hearts, and pineapples. The project also assisted producers in accessing U.S., European and regional markets. It provided rural producers with training and technical assistance on how to add value to their products, meet market-based demand, and strengthen relationships with processors and exporters. ARCo also actively engaged the finance sector to identify financial services to help make businesses more competitive in regional and international markets, and it facilitated organic certification and phytosanitary standards.

For more information: bolivia.usaid.gov/US/5Id.htm and bolivia.usaid.gov/Downloads/BO/Iad_Projects/2008_Arco.pdf

The ASEAN Competitiveness Enhancement (ACE) Project supports improved private sector economic integration within the ASEAN region in the textiles, garments, and tourism sectors.
Compliance Support Infrastructure and Services
**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.


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.


Trade Development Facility (TDF)\(^5\): 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.


**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)

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\(^5\) The TDF is a multi-sector programme which also includes activities falling under the trade capacity building categories of: (i) legal and regulatory framework; (ii) trade facilitation; and (iii) supply capacity.
BÉLGICA

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

CANADÁ

Food and Agriculture Products Quality Vietnam: US$17.9 million, 2005-2010

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). Activities relate to 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

Exports of tea, artichokes and other vegetables in Vietnam: The DANIDA Business Sector Programme Support (BSPS) Vietnam provides farmers with assistance to improve the quality of their products that are going to the international market. It provides poor farmers with technical certification support, such as GLOBALGAP and processing and export services. In 2008 DANIDA contributed approximately US$900,000 to supporting activities on a cost-sharing basis through private enterprises involved in the processing and exporting of agricultural products. During the pilot phase, private service providers have provided training and technical assistance support to over 600 farmers and have secured VietGAP certification for 60 farmers and GLOBALGAP certification for 12 farmers. It is envisaged that, once the pilot programme is concluded, the other processors will replicate the same models without any external grant.

For more information: http://www.ambhanoi.um.dk/en/menu/AboutUs/News/NewsArchives2008/DanidaSupportToExportsOfArtichokeTeaAndVegetables.htm

Support to the Vietnamese Office for Technical Barriers to Trade (TBT): Through the BSPS, 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 and
associations with information about specific TBT requirements in certain countries or markets. The twining 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/DanidaSupportsVietnamTBTOfficeToOvercomeWT0Barriers.htm

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**EUROPEAN COMMISSION**

**Establishment of a (WAEMU/UEMOA) System for Accreditation, Standardization and Quality Promotion (PARI) – Phase II**

This is an EC-funded programme with a total allocation of US$ 22.28 million. It is a follow-up to PARI I (US$18.56 million). Phase II is a 3-year programme launched in 2007 and is being implemented by UNIDO through an US$8.9 millions grant agreement between the EC and UNIDO. Phase II has been extended to the 15-country regional grouping of ECOWAS (Economic Community of West African States) and Mauritania. This programme builds on the results obtained during Phase I and will work towards reinforcing the regional accreditation bodies and the various technology centres catering for priority export industries such as cotton, fruits and vegetables, meat and milk products, and fisheries.

The WAEMU/UEMOA Quality Project pursued a holistic approach which addressed all the key aspects that make up a functioning quality assurance system: standardization, accreditation of testing facilities (laboratories), metrology and certification of enterprises. Support was provided to the various actors involved in the quality chain, including the relevant regional and national bodies, equipment to laboratories, support to some 70 enterprises seeking the ISO Quality Management System Standard, as well as a pool of ISO certifiers and sanitary inspection services. The project was the first one in West Africa to apply a regional approach to issues of quality. This approach allowed for synergies, economies of scale and pooling of resources, which is particularly relevant for the smaller and less-developed countries in the region. Some of the concerted results from PARI I are: (i) development of a first ever African quality standard for cotton; (ii) lifting of the 2005 EU export ban on shrimps from Benin; (iii) upgrading of laboratories to the required standards for export, as well as the introduction of Hazard Analysis and Critical Control Points in export enterprises; and (iv) bringing national regulations into compliance with EU sanitary requirements on fishery products. Phase II focuses on three main regional initiatives: (i) establishment of a regional documentation centre with a database of standards and technical regulations; (ii) harmonization of standards and technical regulations; and (iii) setting up a framework law for consumer protection to ensure that consumers are fully informed about product contents, correct packaging and storage, and their health implications.


**Pesticides Initiative Programme (PIP):** PIP was an “All ACP” programme funded by the EC in collaboration with the Brussels-based ACP Secretariat and was implemented by the COLEACP. It was launched in 2001 with a total budget of US$44.5 million allocated over its duration. It ended in October 2009. The overall aim of the project was to assist companies within the ACP horticultural industry to adjust to the European pesticide standards, in particular to the Maximum Residue Limits (MRLs) which are imposed on ACP agricultural production. The key objectives were to: (i) enable ACP companies to comply with European food safety and

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60 WAEMU is a customs and monetary union which seeks to promote trade and economic integration among its eight Member States: Benin, Burkina Faso, Côte d’Ivoire, Guinea-Bissau, Mali, Niger, Senegal and Togo.

61 French Acronym for the project

62 The UEMOA Quality Programme also includes activities falling under the trade capacity building category of compliance support infrastructure and services.
Programmes and initiatives by category

traceability requirements; and (ii) consolidate the position of small-scale producers in the ACP horticultural export sector. A follow-up programme on sanitary and phytosanitary measures, which was also to include a component on pesticides residues (PIP2) was launched at the end of 2009 with a total budget of US$48.2 million over a 5 year-period. To date, PIP has implemented 450 individual projects in 28 ACP countries.

For more information: E-mail: infopip@coleACP.org and http://www.coleACP.org/en/pip/11784-homepage

Support to Kenya Plant Health Inspectorate Services (KEPHIS): The EU has decided to recognize the Kenya Plant Health Inspectorate Services (KEPHIS) as the “competent authority” to inspect Kenyan horticultural exports to the EU. This means that horticultural products can now be certified locally for compliance with official EU conformity requirements, thereby facilitating trade. This project serves as an important example of institutional collaboration between an ACP country and the European Commission which yields real results for business operators on both sides without necessarily requiring huge financial resources from donors. One key element of KEPHIS’s success as a trade-facilitation institution has been its close collaboration with the private sector. It has been actively involved in the private-sector-driven initiative to establish a local market standard for horticultural produce – Kenya Gap – with extensive support from the EU-funded Pesticides Initiative Programme. KEPHIS’s competence in checking for conformity with phytosanitary standards has given a significant impetus to the local supply chain. The Commission continues to work closely with both the public and private sectors in Kenya to support the country’s horticultural boom in a sustainable manner. Among new support measures is a €2.4 million grant which will enable KEPHIS to obtain state-of-the-art laboratory testing equipment and train its staff to use it. EU-approved KEPHIS certification saves Kenyan exporters time and money by cutting out unwanted red tape. Before, there were parallel export certifications by different government agencies, which often added time-consuming procedures, created confusion and increased costs. A KEPHIS certificate of conformity costs a mere €5, considerably less than similar certification obtained at European ports. This new approach has the added bonus of increased transparency and predictability for Kenyan horticulturalists. Kenyan exporters now know for certain that, by obtaining KEPHIS certification, there will be no extra hurdles on the way to the lucrative European market.


Support to the Philippines Bureau of Fisheries and Aquatic Resources (BFAR): A 2004 inspection mission revealed that the Philippines Bureau of Fisheries and Aquatic Resources (BFAR) was unable to enforce the necessary sanitary and phytosanitary (SPS) standards to fulfill the requirements for the import of fishery and aquaculture products into the EU. As a result, the EC set a process in motion to help BFAR to comply with EU standards. This included providing expert advice to help all the relevant stakeholders to better understand EU regulations and to implement short to medium term interventions to build capacity and strengthen their institutions. Through this support, EU experts provided assistance in the general organization of official control of fisheries and aquaculture products, including the registration and approval of fish farms, vessels, and processing plants. They also helped establish systems to enforce the necessary controls throughout the entire production process and to perform the systematic testing required for export certification. European Union support also helped BFAR to organize laboratory services.


FINLAND

Finland provides support to UNIDO’s trade capacity-building programmes, with a particular focus on strengthening the capacity of Least Developed Countries (LDCs) to meet trade-related standards, and to the Standards and Trade Development Facility (STDF) to build capacity and raise awareness on sanitary and phytosanitary (SPS) standards.
Programmes and initiatives by category

FRANCE

New monitoring laboratory for the shrimp industry – Madagascar: This project, funded by the French Government and implemented by Institute Pasteur de Madagascar (IPM), was launched in 2005, and is budgeted for €1.4M. Its main objective is to improve the competitiveness of the shrimp industry by enabling it to comply with strict export regulations and reduce the sanitary risks connected to shrimp farming. The project aims to establish a high level laboratory which will support and protect the shrimp industry by regularly and continuously monitoring diseases and sanitary conditions at all levels of shrimp farming, improving the industry’s capabilities for diagnosing such diseases. This industry, creating 10,000 jobs and generating €100 million, is very important for the Malagasy economy. Madagascar is one of the thirteen countries benefiting from the PRCC.


“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 (MAEE) 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

Trade Capacity Building Fund – Mali: This Fund, a €1.5 million grant from the French Government, was launched in 2006 as an open-ended envelope in the framework of the PRCC. It finances projects identified by the Malian Government and private sector, particularly in the area of conformity and SPS and trade negotiations. Projects eligible for this fund are those that: (i) support agro-processing exporting industries in areas such as traceability, conditioning, packaging, transport, or the search for new markets and marketing; and (ii) strengthen the institutional negotiating capacities of Malian trade negotiators representing Mali on the different international negotiating platforms.


GERMANY

Common Code for the Coffee Community (4C): This is an international initiative targeted at coffee producing countries, launched in 2002 as a public-private partnership initiated by the BMZ and implemented by GTZ and the German Coffee Association (DKV). One of the basic elements of 4C is the 4C Code of Conduct. This constitutes a set of good practices which are used in the coffee sector to guide participants towards more sustainable production, the post-harvest processing and trading of coffee, and the adoption of social, environmental and economic standards.

For more information: http://www.4c-coffeeassociation.org/index.html
Programmes and initiatives by category

**Development and implementation of technical rules and standards:** In connection with the accession procedures for Azerbaijan’s WTO membership, Germany is providing the Azerbaijani Ministry of Economic Development with technical advice on the implementation of measures to meet the obligations arising from the SPS Agreement and on the establishment of a national notification body. Practice-orientated training courses for Azerbaijani technical personnel supplement the advisory services.

**GLOBALGAP Option 2:** This is a GTZ-funded project, targeted at Ghana, Kenya, Macedonia and Thailand, through which members of a farmers’ group can achieve EUREGAP certification. A key element in group certification is a documented quality management system. This project provides farmer groups with technical support for the preparation of all certification documentation.

For more information: E-mail: doris.guenther@gtz.de and http://tradestandards.org/en/Project.89.aspx

**GREECE**

**Consumer Protection Network in the West Balkan Countries:** This project was implemented by the Ministry of Development/General Secretariat for the Consumer with a total budget of €1 million (in two phases). The project included a series of activities to transfer knowledge, adapt consumer behaviour, institutionalize the safety of goods, provide information on possible threats to public health and train government agencies so that they could introduce their own consumer policy. The most important activities were: (i) the establishment of a Network for Consumer Protection (NCP) for the West Balkans; (ii) the establishment of a total of five Centers for Consumer Protection in Albania, Serbia, FYROM (Former Yugoslav Republic of Macedonia), Montenegro and Bosnia–Herzegovina, equipped with computers and peripheral systems to give a feasible connection with the NCP intranet; (iii) the introduction of software to administer consumer information and provide information to the public; (iv) training consultants for the NCP on consumer credit and consumer protection issues; (v) the provision of pilot seminars by the NCP consultants (the consultants who were trained during the previous activity, in turn trained, in a series of seminars, a wide range of the public (local councils, consumer organizations, teams of volunteers, NGOs, etc); and (vi) awareness-raising activities about the project (one-day meetings, printed material, electronic material).


**ITALY**

**Accreditation of laboratories of the Ethiopian Leather and Leather Products Technology Institute (LLPTI) – Ethiopia:** In 2009 the Government of Italy, through the Italian Development Cooperation Directorate, provided a total of €1.36 million for a project to support the accreditation of the LLPTI laboratories, which was implemented in collaboration with UNIDO. Its activities include reorganization, professional training of staff, the starting-up of laboratories for quality analysis, and completion of the procedures for international accreditation.

For more information: http://www.itacaddis.org/italy/index.cfm?fuseaction=news.news_detail&news_id=103
Technical support to footwear industry – Indonesia: This project, which receives €5.5 million funding from the Government of Italy, provided support to the footwear sector through the creation of a Center for Technical Services. Its goal is to facilitate, by improving the technical quality of their production processes and marketing, the development of SMEs that manufacture leather shoes.

For more information: http://www.cooperazioneallosviluppo.esteri.it/pdgcs/italiano/iniziative/SchedaIniziativa.asp?id_paese=9&id_temi=12

Regional training programme to improve phytosanitary capacity: This is a regional project which aims to narrow the gap in phytosanitary capacity between Vietnam, on the one hand, and Cambodia, Lao PDR, and Myanmar on the other, by supporting Vietnam in its enhancing of the capacity of the other countries in the region. Vietnamese authorities are using their know-how under the JICA ASEAN Regional Cooperation Meeting (JARCOM) scheme to provide their neighbouring countries with training and capacity building activities. The project’s activities include: (i) training courses; (ii) assessment and identification of key issues pertaining to the harmonization of quarantine service; and (iii) knowledge and skills transfer in areas such as quarantine management, including surveillance, risk analysis and diagnosis. The project was launched in 2008 and will run for three years with, as counterpart, the Vietnamese Plant Protection Department, Ministry of Agriculture and Rural Development.


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 transferral of related technology. It also contributed US$3 million to a second project in quality management to assist Iraq’s industrial development through the provision of standard quality-testing equipment and training.

For more information: http://www.odakorea.go.kr/eng/operations/MiddleEast/Iraq.php

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 AccessGuide) and the Sustainable Trade and Innovation Centre (STIC).

For more information: E-mail: ulrich.hoffmann@unctad.org and andrew.stevenson@unctad.org and http://www.unctad.org/trade_env/projectCTF.asp – r0.unctad.org/tradeEnv/test1/projects/taskforce/OverviewNote%20on%20standards%20and%20trade%20work%20in%20UNCTAD%20Jan04.pdf

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

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

Fairtrade Labelling: The NZAID 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

Phytosanitary capacity building in the Mekong: This programme has been supporting the development of an adequate and appropriate phytosanitary information management system, capable of producing import and export certificates and facilitating the storage of information related to pest identification and surveillance. Beginning with Viet Nam and then extending to other countries in the Mekong subregion, the objective is to contribute to sustainable rural livelihoods through improving governments’ plant protection and phytosanitary capabilities, reducing agricultural losses from pests and diseases, and facilitating trade.
Accreditation Infrastructure Creation and Development (SADCAS): This project is run from the Southern Africa Development Community (SADC) Secretariat in Gaborone with support from Norad and technical assistance from UNIDO. It focuses on the setting up of accreditation mechanisms and the creation of a regional accreditation body so that the SADC countries are equipped to accredit laboratories (test and calibration), certification bodies (for quality and environmental management systems, personnel and products) and inspection bodies. Norway supported the preparatory work with funding of US$386,000 for the period 2003 – 2007, and is continuing to support it from 2007 to 2011.

For more information: http://www.norad.no and http://www.sadaca.org

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 Centre for Development Cooperation in Fisheries (CDCF) and the Ministry of Agriculture and Rural Development of Vietnam in close collaboration with the Norwegian Ministry 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 allocated by Norad for Phase II was US$3.36 million (2005 – 2009). 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.


Trade Capacity Building Project for Agro-Industry: This US$2.5 million programme was launched in 2003 as a three-year initiative funded by Norad and implemented by UNIDO for the East African Community (EAC) with the aim, through a coordinated effort at regional level, of enhancing the capacity of the three participating countries to engage in international trade. Its main development objectives were to: (i) enhance the capacity of enterprises to produce according to international market requirements; (ii) strengthen export-oriented support services, mainly relating to conformity assessments; and (iii) enhance the institutional capacity and services of the participating countries to implement the WTO agreements on TBT and SPS. The programme is managed by UNIDO through the EAC Secretariat, a Regional Steering Committee with membership drawn from partner states and National Steering Committees at national level.

For more information: E-mail: f.ugbor@unido.org and http://www.unido.org/index.php?id=540

Trade Capacity Building in the MEKONG Delta countries (Mekong II): This programme is a follow up to the Mekong I programme. Phase II was launched in 2006, with an allocated budget of US$2.5 million from Norad and is expected to run from 2006 to 2009. It is implemented by UNIDO and focuses on expanding the capacity-building interventions that were built under Phase I of the project, such as ISO 9001, 14001, Hazard Analysis Critical Control Point (HACCP) and Good Manufacturing Practice (GMP) training. Its overall objective is to address the standards and conformity capacity needs in the countries of the Mekong region by building local competency (to ensure sustainability) through training trainers in standards development, accreditation and certification. It also focuses on developing and upgrading the standards, metrology, testing and quality (SMTQ) infrastructure in the countries and assisting them to participate in global trade and conform to WTO requirements. During Phase I, Cambodia became the first LDC to accede to the WTO, despite its
Programmes and initiatives by category

limited capacity to meet TBT requirements. Norad, through UNIDO, assisted in the development of the laws on standards and metrology for Cambodia and the Lao PDR.

For more information: E-mail: T.Miyake@unido.org and http://www.unido.org/fileadmin/import/71080_No.26.TCB_Brief_No._1_ebook.pdf

Other Compliance Projects:

**AFRIMETS – Africa:** This project focuses on the implementation of an Intra Africa Metrology System, with a projected funding of US$475,000 in 2010 by the Government of Norway and to be implemented by UNIDO.


**Bangladesh Quality Support Programme:** The objective of this project, implemented by UNIDO, is to strengthen the Bangladesh Standard and Testing Institution. Total funding by Norway in 2008 was close to US$300,000, and a new phase is planned with projected funding of US$52,000. This project is implemented by UNIDO.

For more information: http://www.unido.org/index.php?id=4771&ucg_no64=1&cc=BGD

**Globalgap – Uganda:** This project is implemented by UNIDO with a projected contribution of close to $90,000 from the Government of Norway in 2010.

**Integrated Industry Production – Sri Lanka:** This is an SMTQ programme, implemented by UNIDO and funded by the Government of Norway since 2009 to close to US$370,000 and with a projected funding of close to US$280,000 for 2010.

**ISO 9001 – Asia:** This project, implemented by UNIDO, focuses on the implementation of the ISO 9001 Quality System. Projected funding by Norway for 2010 is US$350,000.

**Provision and Adaptation of Norwegian Accreditation’s QMS, plus provision and installation of EDNA at SADCAS (2008 – 2009):** Norwegian Accreditation (NA) is implementing an electronic case handling system (EDNA) and performs evaluation of the quality management system at SADCAS (Southern African Development Community Accreditation Service). Implementing EDNA includes installation, training, adjustment and maintenance. NA is undertaking GAP analyses and comparison of SADCAS quality management system with ISO 17011.

**Public-Private Partnership (PPP) – Uganda:** This project supports the Ugandan export of meat and involves the development of institutional capacity and infrastructure for standards.

**SARCC Programme:** This project, funded by the Government of Norway and implemented by UNIDO, focuses on standards, methodology, testing and quality (SMTQ). It is currently in Phase II with a total Norwegian funding of US$1.2 million in 2008 and a projected funding of close to US$900,000 in 2010.

**Strategic Fair Trade Funding Programme:** This is a global programme implemented by the Fair Trade Labelling Organization (FLO). Its aim is to ensure that the three core ideas of the label concept, i.e. global fair-trade standards, producer certification and producer-related trading rules, are harmonized, and that compliance is inspected and certified all along the supply chain. The Norwegian Government allocated US$680,000 to this programme in 2009.

**Trade capacity building in East Africa:** This project is implemented by UNIDO with funding by the Government of Norway: US$1.2 million in 2008 with a projection of US$700,000 in 2010.
**PORTUGAL**

Africa Project Development Facility (APDF) – Lusophone APDF: The Government of Portugal has made a contribution of close to US$300,000 to the APDF, which was established in 1986 as a multi-donor initiative to help African SMEs develop “bankable” business plans and secure project financing. APDF facilitates access to a wide set of business development services for local SMEs and organizations in sub-Saharan Africa, including capacity building for SMEs, consulting services, business associations and local financial institutions. The tools offered to SMEs are: (i) development of business plans, due diligence and valuations; (ii) business diagnosis; and (iii) financial structuring and fund raising. Enterprise support services (ESS) include: (i) organizational/human resource development; (ii) marketing and sales strategies; (iii) productivity improvements and quality control; (iv) improvements in finance and accounting systems; (v) strategic planning; and (vi) working capital management and sourcing.

For more information: http://www.ifc.org/

Institutional support to the National Agency of Alimentary Security (NASA): The Government of Portugal has provided funding to NASA since 2004 (US$113,000) for capacity building and monitoring SPS measures in Cape Verde. Activities have included: (i) training ANSA staff on EU SPS requirements; and (ii) setting up monitoring systems specifically for food products and SPS measures. The project has also included a component on food aid distribution.

For more information: tcbdb.wto.org/trta_project.aspx?prjCode=4750&benHostId=216

Reinforce the institutional capacity of Mozambique’s Engineering Laboratory (LEM): The purpose of this project was to enhance LEM’s intervention capacity. It included the production and publishing of national accounts according to the national accounts systems; improving its intervention capacity through specialized technical assistance; increasing personnel qualifications; and purchasing equipment with technical documentation. The project ran from 1998 to 2008 with funding of close to €235,000 from the Government of Portugal in collaboration with the Laboratório de Engenharia de Moçambique.

For more information: E-mail: cooperacao.portuguesa@ipad.mne.gov.pt

**SWEDEN**

ARSO-SIS: ARSO is an African inter-governmental standardization agency comprising national standards bodies (NSBs) of African countries. It is responsible for the coordination of standardization in Africa in collaboration with various socio-economic stakeholders within and outside the continent. ARSO works with international and regional standards organizations such as ISO, the Board of African Ecolabelling Mechanism (AEM) and others. It is a recipient of funding from Sida in the form of support to expert group meetings and to capacity development programmes for African standardization.

Copyright and Related Rights in the Global Economy: This is a global Sida-funded programme targeted at policy-makers from both the public and private sectors. Its objective is to enhance participants’ understanding of copyright and related rights, with emphasis on their contribution to economic growth, trade and development, thus increasing participants’ ability to handle, address, and deal with those issues at the national, sub-regional, and regional levels as well as in the international context, in order to build consensus and promote international cooperation.
Export Promotion of Organic Products from Africa (EPOPA), Phase II B: EPOPA funds projects in Uganda, Tanzania and Zambia, with the objective of increasing the incomes of smallholders through the export of organic products. It consists of several sub-projects in two main categories: (i) institutional development and capacity building (training and support for national organic movements, development of certification organizations); and (ii) export projects (commercial exports of organic products). Phase II of this programme runs until 2010.

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, 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.

UNITED KINGDOM

Meeting international standards: In Mozambique, UK-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: In Bangladesh, UK-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.
Securing trademarks: In Ethiopia, where coffee exports make up a large section of the economy, a licensing programme has been developed to trademark fine Ethiopian coffee, thus raising its value in overseas markets and ensuring that Ethiopia improves its coffee export earnings.

Source: http://www.dfid.gov.uk/

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.

For more information: http://tcb.eads.usaidallnet.gov/query/do?_program=/eads/tcb/activitiesByNumber&act_num=8028

CODEX Outreach Capacity Building Program: 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: 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.

Other programmes:

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.


- Sindh Judicial IPR Awareness: CLDP’s Pakistan programme aims to strengthen intellectual property (IP) administration and enforcement in Pakistan.
- Workshop on IP Enforcement: Commercial Law Development Programme (CLDP), in coordination with the US Patent and Trademark Office (USPTO), held a two-day workshop in Abuja, Nigeria. This workshop addressed the protection of IP rights for the music industry in Nigeria and the law enforcement perspective, combating counterfeiting in Nigeria and the threat it poses to citizens’ health and safety.
The National Institute of Standards and Technology (NIST)'s Standards in Trade Program brings officials from key markets to familiarize them with the US standardization and conformity assessment systems:

- The NIST Standards in Trade (SIT) Workshop on Intelligent Transportation Systems (ITS), held in São Paulo, Brazil, provided a forum for the discussion of standards and codes, their development, conformity assessment and regulations in the United States and Brazil as they relate to intelligent transportation systems and their components.
- The NIST Standards in Trade Workshop for China On Renewable Energy and Efficient Lighting Systems provided a forum for the discussion of standards and codes, conformity assessment and regulations in the United States and China as they relate to photovoltaic systems, distributed generation equipment, and solid-state (LED) lighting.
- The NIST and STAMEQ Standards in Trade Workshop for Vietnam on Fire Protection of Buildings covered aspects of fire safety for new and recent buildings in Vietnam. The workshop included discussions about the fire resistance of building structures and content, active and passive fire protection and detection systems, and access/egress design and implementation.

For more information:
http://http://tcb.eads.usaidallnet.gov/query/do?_program=/eads/tcb/activitiesByNumber&act_num=9204
Trade Promotion Capacity Building
AUSTRIA

Business Partnerships Programme (BPP)\textsuperscript{63}: 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. Study tours, which were previously funded under the BPP, have been discontinued following an evaluation of the programme in 2009.

For more information: E-mail: wirtschaft@ada.gv.at and http://www.entwicklung.at/uploads/media/Chances_in_Emerging_Markets_June2009.pdf
(See, under Supply Capacity, examples of successful project partnerships which have developed from the BPP.)

Ecoprofit for Sustainable Mongolian Entrepreneurship\textsuperscript{64}: This project was funded by ADA and the EC Invest Asia Programme and ran from 2006 to 2009. It was designed to assist the Mongolian private sector (SMEs) penetrate the European Union market and build market linkages. The main project objectives were: (i) improve the environmental and economic performance of Mongolian industry, based on EU best practice and technologies; (ii) increase Mongolian capacity at a consultancy level and provide a guideline for replication on a larger scale; (iii) raise awareness of Europe in Mongolia and vice versa; (iv) strengthen mutual trade and investment flows between the regions; (v) support environmental technology transfer; and (vi) promote the ASIA INVEST programme in Mongolia. The implementing partners were CENTRIC Austria International, as the lead partner, the Clean Technology Centre, Cork, Ireland (CTC) and the Mongolian Chamber of Commerce and Industry (MNCCI).

For more information: E-mail: info@mongolchamber.mn and http://www.centric.at/index5.htm

BELGIUM

Ex-Change: The aim of Ex-Change 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. The Flemish Government has financed Ex-Change since 2002 and foresees approximately €400,000 of funding in 2009.

For more information: http://www.ex-change.be

\textsuperscript{63} BPP is a multi-thematic project which also includes the TCB categories of: (i) supply capacity; (ii) market and trade information; and (iii) trade-related financial services.

\textsuperscript{64} Ecoprofit is a multi-thematic project which also includes the TCB category of supply capacity.
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, was launched in the fall of 2008, is expected to run for 3 years, and is being 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.btctcb.org/doc/UPL_2008090810293318925.pdf

Support to the Business Resource Centre – Benin: This project was funded by the Belgian and Benin Governments and executed by the Belgian Technical Cooperation in collaboration with the Ministry of Labor and Public Services. Based in Cotonou, the project was launched in August 2004 and was expected to last 38 months at a cost of €1,433,022. It aimed to improve the delivery of training to business and industry personnel by providing assistance to the training staff and supporting the purchase of equipment for the centre. The project focused on improving personnel competence and providing technical training in key sectors for people seeking employment.

For more information: E-mail: representation.ben@btctcb.org and http://www.btctcb.org/westafrica/showpage.asp?iPageID=2978

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.


EUROPEAN COMMISSION

Business Uganda Development Scheme Enterprise Development Support (BUDS-EDS): The EC launched the BUDS-EDS in 2003, with a total funding of €700,000. The objective of this three-year programme, which ended in 2006, was to equip Ugandan enterprises and the agencies supporting them with state-of-the-art know-how to help them take advantage of economic opportunities. The scheme was managed by the Private Sector Foundation Uganda (PSFU). BUDS-EDS assisted some 650 enterprises and associations, most in the manufacturing (31%) and services (29%) sectors. The initiative provided grants to successful candidates, which covered 50% of the costs of the project. This meant that BUDS-EDS total financial impact was nearly €1.5 million. The PSFU were required to ensure that a significant proportion of the beneficiaries were based in poorer regions of the country, and that women would benefit. As a result, 40% of the beneficiaries were outside Kampala and 35% were enterprises owned or managed by women. The vast majority of
activities supported by BUDS-EDS were related to training (31%), company diagnostics and planning (18%), international marketing and sales promotion (15%) and management systems (14%). BUDS-EDS introduced competition among the providers of business development services, including consultancies, trainers, IT developers, business linkage providers, and advocacy agencies. The enterprises and associations that benefited from the scheme utilized services provided by 175 different companies, only eight of which were international firms. About three-fifths of the firms surveyed reported an increase in sales as a result of an activity supported by BUDS-EDS, with a vast majority recording increments of between 10% and 50%. Some 90% of respondents indicated that the scheme had improved their business in one or more of a number of ways: increases in sales and profitability, skills enhancement, stronger market positioning and competitiveness, and higher quality of services delivered. Beneficiaries also indicated that their businesses had grown and/or diversified. Others were able to reduce their operating costs, find new funding sources and change the structure of their businesses.


EU-SADC Investment Promotion Programme (ESIPP): ESIPP was a US$427.1 million regional programme for the SADC private sector, funded by the EC and managed by the EC delegation in Botswana. The programme was designed to act as a catalyst for increased investment and economic co-operation within the SADC region. It promoted investment, both domestic and foreign, thus strengthening the private sector and contributing to regional integration. It focused on strengthening the capacity of private sector intermediaries, such as investment promotion agencies, chambers of commerce and other financial institutions, to mobilize foreign capital and technology into the region. The capacity-building component of ESIPP provided the SADC region with an ongoing programme of Sectoral Partnership Meetings (SPMs) for potential investors from the EU and SADC or third countries. ESIPP assisted over 400 companies in the region to market their projects and promote them to potential investors and partners. It organized major matchmaking events to assist companies find partners in overseas markets: nearly 5000 one-to-one exploratory meetings between enterprises took place. To date, these contacts have led to almost 60 business partnerships being forged and an additional 200 letters of intent being followed up as potential partnership opportunities. A similar programme, ProInvest, to which the EC committed US$163 million, is being run by the Centre for Development Enterprise (CDE) for all ACP countries. The ESIPP programme was completed in 2008 and ProInvest, which is also in the last stages of implementation, has taken over ESIPP’s activities. A number of “new generation” private sector programmes, such as the Flagship Innovation Programme, are currently under design by the EC and should be operational by 2010.


Trade Enhancement Programme A – Egypt (TEP A – Support to Export Promotion Center): TEP A is an EC-funded technical assistance programme which aims to enhance the capacity of various Egyptian support bodies to help businesses trade, particularly in foreign markets. The US$29.7 million programme was designed within the framework of MEDA II64, was launched in 2004 and implemented over a three-year period. The programme’s overall objective was to strengthen the Foreign Trade Training Centre (FTTC), a non-profit autonomous training institute operating under the aegis of the Egyptian Ministry of Trade and Industry, which specializes in export promotion. FTTC supports the state’s policy for enhancing export competitiveness through: (i) training trade facilitators; (ii) developing exporters’ skills, knowledge and capabilities; and (iii) creating a cadre of export specialist from new graduates. TEP A has helped improve the FTTC capacity to provide better tailor-made services and assistance through the use of short-term experts in different fields, such as transportation, legal aspects, and export marketing. The programme also provided funding for subscriptions

64 The MEDA Regulation is the principal instrument of economic and financial cooperation under the Euro-Mediterranean partnership. It was launched in 1996 (MEDA I) and amended in 2000 (MEDA II). It enables the European Union (EU) to provide financial and technical assistance to the countries in the southern Mediterranean: Algeria, Cyprus, Egypt, Israel, Jordan, Lebanon, Malta, Morocco, the Palestinian Territory, Syria, Tunisia and Turkey.
Programmes and initiatives by category

TRADING PROMOTION CAPACITY BUILDING

Trades information data and resources, such as Trade Map and Compass, which are of direct help to exporting companies. It also helped the Egyptian Commercial Service (ECS), which provides commercial diplomacy services abroad (47 representation offices are now working in a harmonized environment after intensive corporate coaching and tutoring); the Egyptian Export Promotion Centre (EEPC), in the field of strategy and marketing; and the ministry units dealing with issues relating to the WTO and the EC (WIT and the EC Association Agreement (EAA), in negotiation skills and the preparation of position papers for negotiation rounds. The programme was implemented alongside two other MEDA II programmes: (i) Trade Enhancement Programme B: (a US$59.4 million programme supporting trade reform and export competitiveness); and (ii) Customs Reform Programme C: (a US$8.9 million programme designed to streamline and harmonize customs procedures).


FINLAND

The Finnish business partnership programme, Finnpartnership, supports feasible and commercially viable partnerships between companies in Finland and those in developing countries with the objective of enhancing economic growth, diversifying the economy and exports, and reducing poverty in developing countries. The services provided by Finnpartnership to Finnish companies are: a business partnership support facility; identifying business partners (matchmaking); planning and financial advice; and mentoring. By supporting various programmes of the International Trade Centre, Finland seeks to enhance the export capacity of developing country enterprises, including through building the capacity of trade promotion organizations.

FRANCE

Developing export promotion tools – Madagascar: This project is funded by the French Government under the PRCC (Trade Capacity Building Programme) framework and is co-financed by the US Agency for International Development through the USAID programme “Business and Market Expansion” (BAMEX). The specific aim of the project is to contribute to an increase in Madagascan exports by strengthening the internal capacities of exporting companies and improving market research and the promotion of Madagascar’s image in foreign countries. The PRCC finances export promotion tools through three structures: (i) an export office to provide individualized support to export companies within the SME Solutions Center established by the International Finance Corporation (IFC); (ii) support for a group of textile companies (the Text’Ile Mada cluster) in partnership with the Center for the Development of Enterprise (CDE); and (iii) financial assistance for the France-Madagascar Chamber of Commerce and Industry to develop export promotion activities. In September 2009, AFD renewed its contribution to Madagascar within the framework of the PRCC. The French Government made a €1.5 million contribution to support the tourism sector in Madagascar.

For more information:
**Trade Capacity Building Programme**[^1] (PRCC)[^2] – Global: The PRCC was established in 2002 and during its first three years of operation granted subsidies to approximately 40 projects, including: developing eco-tourism in Mauritania; training Vietnamese trade advisors; establishing geographical indications in Cambodia and Laos; and developing fair trade in Guinea. The programme was renewed for three years in 2006 and again in 2009 (PRCC2 and PRCC3) with funding, in subsidies, of up to €30 million. The programme is co-financed by the Treasury and Economic Policy Directorate General (DGTE) of the French Ministry of Economy, Finances and Industry and implemented by the French Development Agency (AFD). The DGTE-AFD Framework Agreement focuses on building trade capacity, especially tangible growth in exports. This is reflected in: (i) grants to provide technical assistance and training and promote awareness; (ii) sector and feasibility studies; and (iii) funding of small teaching equipment. Activities include, for example: (i) bringing production and distribution conditions up to standard; (ii) improving standards and inspection systems; (iii) supporting business upgrading; and (iv) adapting support procedures to the export trade.


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**GERMANY**

**Enhancement of Regional Business Associations – East Africa Business Council (EABC), Arusha:** The component of the GTZ-EAC programme, “Support of the EAC integration process”, aims at developing the role of the private sector as a driving force for regional development and competitiveness in East Africa. The project has been established under a cooperation agreement between the East African Community (EAC) and the Federal Republic of Germany, with the overall objective of increasing EABC’s and other regional business associations’ lobbying and policy dialogue capabilities.

For more information: http://eabc.info/partners/gtz

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**IRELAND**

**Uganda Export Promotion Board (UEPB) (MarketLinked):** This is a pilot 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 pilot project will select ten companies to participate in a series of activities ranging over training, market research, business counselling and mentoring, marketing and promotion.


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[^1]: PRCC is a multi-thematic project which also include other TCB categories such as: (i) supply capacity; (ii) compliance support infrastructure and services; and (iii) market and trade information.

[^2]: French acronym − Programme de Renforcement des Capacités Commerciales (PRCC)
ITALY

Export promotion training: The Italian Institute for Foreign Trade (ICE) runs an annual project for training Italians and foreigners in international trade. The training projects for foreigners are aimed at entrepreneurs or civil servants from developing countries and economies in transition. Activities are organized for specific regions, and are held in English or in the common language of the region: French, Spanish, or Portuguese. The beneficiary countries are selected according to economic and commercial priorities established annually by the Ministry of International Trade. Training is delivered in the form of courses on export management, lasting from 2 to 4 weeks, and often including: (i) a study tour or internship with Italian companies; (ii) short seminars on specific subjects, requested by the host country and run abroad; and (iii) scholarships covering the costs of participation in specialised training course or masters degrees organized in Italy by major institutes.

For more information: E-mail: form.internazionale@ice.it and http://www.italtrade.com/training/training.htm

Italian Trade Commission in South Africa: Through the Italian Institute for Foreign Trade, the Italian Government oversees the promotion of trade and business opportunities, as well as industrial cooperation between Italian companies and companies in foreign lands. Forming part of a network of 117 offices in 87 countries around the world, the Italian Trade Commission located in Parkwood, Johannesburg, aims to promote the trade of Italian products and services in South Africa under the “Made in Italy” brand. Among its many services, it provides information on the Italian market and business opportunities, a basic overview of the Italian economy, and information on Italy’s national trade policies. Up-to-date information is available on the laws and regulations applicable to foreign investment, and assistance is on hand for potential foreign investors. For marketing in Italy, the Italian Trade Commission provides details of trade fairs and exhibitions held throughout Italy each year, as well as access to market research.

For more information: http://www.southafrica.com/trade/italy/

Twinning project – Tunisia: The Italian Institute for Industrial Promotion (IPI) is a key partner in the Twinning Project in Tunisia, which aims to strengthen the capacity of regional development organizations to promote private investment. It has the specific objectives of: (i) strengthening their capacity to promote local partnerships; (ii) improving their management arrangements; (iii) fostering their macroeconomic analytical capacity in the promotion of private investment; (iv) promoting partnerships and networking among regional development organizations; and (v) improving their communication. The project lasts for 24 months and has a budget of €1,330,000.

For more information: http://www.ipi.it/en_inside.asp?id=1434

JAPAN

JETRO support for market linkages 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

JETRO support for production and market linkages also includes activities falling under the following trade capacity building categories: (i) trade promotion capacity building; and (ii) supply capacity.
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.


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.evd.nl/business/programmes/programmaint_mfo.asp?land=mfo

NEW ZEALAND

Pacific Islands Trade and Investment Commission (PITIC): New Zealand funds the PITIC Auckland office, which promotes Pacific exports into New Zealand and investment and tourism into Pacific Islands economies. PITIC 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.


SWITZERLAND

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; Viettrade and ITC (follow-up project planned).
Market and Trade Information
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@aciarc.gov.au and http://www.aciar.gov.au/ASLP

Making Markets Work for the Poor (M4P) − AusAID has made market-based approaches a corporate priority in its engagement with food security through rural development, and has designed a US$13.7 million (AUD$13.8 million) Multi-country Market Development Facility (2010-13) to implement market development activities in Fiji and Timor Leste and to support similar activities in the Solomon Islands. (It is intended that the Facility will support market development programmes in other countries in due course).

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@btccbt.org and http://www.btccbt.org/showpage.asp?PageID=1802

Strengthening The Textile Research Institute (TRI) − Vietnam: This project, launched in November 2007 and expected to last 36 months, is 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

**CANADA**


This project aims at establishing a sustainable and effective Agricultural Market Information System (AMIS), to be run by the Ministry of Agriculture and Rural Development through the Institute of Policy and Strategy for Agriculture and Rural Development in Ho Chi Minh City.

The intention is to build upon and improve the existing market information system and to support the operation of a more systematic process of product price data collection at selected locations and the ongoing release/transmission of information to farmers through various uses of media and extension services. At the same time, the project supports increased coordination between government departments that are also responsible for collecting and using agriculture market information, which can be linked to and complement the AMIS. Finally, the project supports capacity development for both the use of the system and the information, while ensuring that this capacity is sustainable and is institutionalized within Vietnamese organizations and government bodies.


This project aims at improving cooperation and coherence across three Regional Economic Communities (RECs), i.e. 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. The project is being implemented by ITC Geneva.

**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.

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. TechChange 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.


Export Promotion Council Kenya (EPC): The EPC has received support from DANIDA through its Business Sector Programme Support (BSPS). The BSPS/EPC Decentralization Project for the Trade Information Delivery Services project focused on the decentralizations of the EPC’s trade information delivery services. It aimed at enhancing the already established Mombasa Regional Office by providing access to trade information and funding the facilities, i.e. office equipment and furniture. In 2007, the EPC received funds of US$91,225 for a first phase of the project. These funds have contributed to the enhancement of the regional coast office in Mombasa and subscriptions to trade information databases.

For more information:
http://www.epckenya.org/index.php?option=com_content&task=view&id=124&Itemid=131

Study of Business Opportunities in the IT and Communications Industry – Nicaragua: In 2009 the Royal Danish Embassy and the B2B Programme in Nicaragua commissioned an Information and Communication Technology Sector Study to contribute to the identification of business opportunities and challenges in Nicaragua. Danish-Nicaraguan partnerships within the B2B Programme already established in Nicaragua are selling services and products to specialized markets in areas such as new generation wireless applications for mobile telephone systems, business process outsourcing (BPO), software development, ICT competence, e-learning and other specialized services. The promotion of poverty alleviation through an international competitiveness approach, business-driven social responsibility, inclusive businesses, quality employment and environmental sustainability is the main vision behind the B2B Programme.

For more information:

EU’s Export Helpdesk for developing countries (EH): The EH is an online service launched by the EC in 2004 to facilitate market access for developing countries to the European Union and thereby boost their exports by ensuring that their exporters get the maximum information and assistance necessary to export to the EU market. This free and user-friendly service provides developing country exporters, importers, trade associations and governments with the following trade information: (i) EU and Member States’ import requirements and internal taxes.

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69 Figure was originally stated in Kenya shillings (KES). The exchange rate applied is 1.00 KES = 0.0124301 US$ at 8 Dec. 2010
Programmes and initiatives by category

applicable to products; (ii) EU preferential import regimes benefiting developing countries (customs duties and documentation, rules of origin, etc.); (iii) trade data for the EU and its individual Member States (imports and exports); (iv) contacts with importers from the EU; and (v) links to other authorities and international organizations involved in trade operations and trade promotion. An equivalent tool for European exporters is the Market Access database, which provides an online record of barriers under examination in EU trading partners.


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

GERMANY

Information Services for Small and Medium enterprises (SMEs) in South Asia: This project is funded by BMZ in collaboration with the Secretariat of the South Asian Association of Regional Cooperation (SAARC) in Nepal as the lead executing agency. Its objective is to provide SMEs with: (i) improved access to information on market developments; (ii) price information; (iii) export and financial possibilities; (iv) strengthening of regional networks of chambers of commerce and business associations; and (v) a capacity building programme.

For more information: horst.ammann@gtz.de and http://www.gtz.de/en/weltweit/asien-pazifik/nepal/12395.htm.

ITALY

Institutional support to the commercial sector in agriculture – Mozambique: This programme aims to strengthen and widen the functions of the Agricultural Commercial Sector Promotion Office (CEPAGRI) in Mozambique. CEPAGRI was supported by the Italian cooperation from 2000 to 2001. The project was launched in 2003, has a total budget allocation of €1.79 million, and is expected to end in 2009.

For more information: paolo.miste@italcoop.org.mz

1 Information Services for Small and Medium Enterprises (SMEs) in South Asia is a multi-sector project which also includes activities falling under the trade capacity building category of trade promotion capacity building.
**JAPAN**

**Agricultural Statistics and Economic Analysis Development (ASEAD) Project Thailand:** ASEAD is a joint project by the Office of Agricultural Economics, the Ministry of Agriculture and Cooperatives and JICA aimed at improving the quality of agricultural statistics together with the analysis of economic data in Thailand. ASEAD project activities are grouped as: (i) assist food security improvement in ASEAN countries; (ii) improve methods of statistical data collection; (iii) develop information networks for agriculture; (iv) develop economic analysis for agriculture; and (v) improve training programmes. 

For more information: asead.oae.go.th/en/about/index.html

**Regional market survey in East African countries:** In 2008, JICA funded a market survey for the East African region to identify potential commodities that can be manufactured and consumed and/or marketed in the region. The study also established a list of potential products (LPP) which can be manufactured in Kenya and exported to the EAC, and explored the commodities imported into Kenya from the EAC and from non-EAC Member States. It focused on Kenyan manufacturers for commodities produced by both large and medium enterprises and SMEs in the agro-processing, petroleum and chemicals sub-sectors. Its findings were presented through a series of dissemination workshops in Nairobi, Kisumu and Mombasa. JICA provides similar support in other African countries and Asia.


**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 the Agency for International Business and Cooperation (EVD) – part of the Dutch Ministry of Economic Affairs. 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.

Export Coaching Programme (ECP): The ECP, launched by the CBI in 2004, is expected to run to 2014. 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 €1000 to CBI.

For more information: E-mail: pgilst@cbi.eu or 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:

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

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1) The ECP Programme is a multi-thematic programme which includes activities under the TCB categories of: (i) supply capacity; and (ii) market and trade information.

2) CBI is an Agency of the Ministry of Foreign Affairs and part of the development cooperation effort of the Netherlands.
Statistics New Zealand Helpdesk: The NZAID programme provides support to Statistics New Zealand for a helpdesk to assist several Pacific countries to use software to monitor trade statistics.

Norad’s Matchmaking Programme (MMP) – Sri Lanka and South Africa: This is a Norad-funded programme implemented by the Norwegian Trade Council (NTC) in South Africa and a private company in Sri Lanka, and supported by a network of regional contact points in Norway and in NTCs abroad and through the Norwegian Industrial and Regional Development Fund (SND). The objective is to establish sustainable and profitable joint ventures between Norwegian companies and companies in South Africa and Sri Lanka through the development of business partnerships that would foster the transfer of technology and the exchange of management and business skills. The programme supports private companies by: (i) assisting them to develop company profiles; (ii) identifying and matching partners through networking; (iii) providing technical and financial support to facilitate company face-to-face contact, i.e. travel and TA; and (iv) assisting successful MMPs apply for Norad support for business-co-operation. In addition to the MMP support, Norad extends grants to support qualifying companies in the start-up phase with: (i) feasibility studies (max. grant: 50%); (ii) support for training of employees and temporary management assistance (max. grant: 50%); (iii) support for investment in basic infrastructure and environmental protection (max. grant: 80%); (iv) equity investment guarantees for the Norwegian investors; and (v) external assistance from consultants.

For more information: E-mail: oslo@ntc.no and http://www.eksport.no and http://www.nb-partner.no

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 a 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. Norway contributed US$4.6 million to Phase 2 of the programme, which ended in December 2009. 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. The mid-term review of Phase 2, carried out in November 2008, concluded that the
Programmes and initiatives by category

MARKET AND TRADE INFORMATION

programme is on track and is delivering solid results, both in the form of new statistics and in terms of the capacity of the cooperating institutions. Important achievements include the establishment and release of national accounts according to the SNA93 and the development of a disaggregated macroeconomic model for Malawi (called Malawimod), updated with the most recent national accounts data. The National Statistical Office has also acquired the necessary competence to carry out the annual welfare monitoring surveys. In addition to the institutional cooperation programme, Norway has also contributed with financial and technical support to the Census of Agriculture and Livestock (NACAL) in 2007 and to the Population and Housing Census in 2008.

For more information: E-mail: ssb@ssb.no and http://www.ssb.no/int/idc.pdf

SWITZERLAND

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.

Selected projects:
• Medicinal herbs from Ghana; SIPPO, Osec;
• Support to the Peruvian and Bolivian knitwear sector; SIPPO, ITC Lima;
• Support to Peruvian jewelry producers; SIPPO;
• Market Intelligence, Colombia (in the context of FTA Trade Capacity Building); SIPPO, Proexport.

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.
For more information: http://www.competitiveness.org.gy/implementation/gtis

**USDA'S Global Agriculture Information Network (GAIN):** Since 1995 GAIN has provided timely information on the agricultural economy, products and issues in foreign countries that are likely to have an impact on United States agricultural production and trade. U.S. Foreign Service officers working at posts overseas collect and submit information on the agricultural situation in more than 130 countries to USDA’s Foreign Agricultural Service (FAS), which maintains the GAIN reports. Production, supply, and distribution (PSD) data in GAIN reports are NOT official USDA data, but represent estimates made by FAS attachés. Official USDA PSD data are determined after the analysis of all overseas reports, drawing on additional sources, including more than 1,500 documents received from private and public sources around the world, global weather information, and satellite imagery analysis. After this analysis, official USDA data are released in USDA’s World Agricultural Supply and Demand Estimates monthly report and in FAS’s World Production, Market and Trade reports.

For more information: gain.fas.usda.gov/Pages/Default.aspx
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Trade Facilitation

**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

**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 Program.

**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.


**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.


**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.
**AUSTRIA**

**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**

**Construction of Inland Container Depots in Tanzania:** This project, launched in July 2007 for 2 years at a cost of €2,546,280, was funded by the Belgian and Tanzanian Governments and executed jointly by the Belgian Technical Cooperation, the Ministry of Infrastructure Development, and the Reli Asset Holding Company (the government operating unit of the rail system in Tanzania). It was set up to improve the capacity of the existing container depot in Itala and build two additional container depots in Shinyanya and Mwanza, with the objective of increasing domestic and transit freight capacity by improving container wagon turnaround time from 13.9 days to 9 days. The project aims to provide a cost-effective, reliable, and effective movement of goods from within Tanzania and for its landlocked neighbours, the Democratic Republic of Congo, Burundi, Rwanda, and Uganda.

For more information: http://www.btcctb.org/doc/UPL_2008090810284127402.pdf

**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.

**African Development Bank (AfDB) - Aid for Trade - US$14.92 million, 2010-2014**

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 programmes, very few of which focus exclusively on trade facilitation and standards.

**Inter-American Development Bank (IDB) - Aid for Trade Strategic Fund - US$9.94 million, 2010-2014**

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.

**State Customs Service Capacity Building: US$1.99 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, will provide targeted technical support to increase the SCSU’s capacity to effectively manage its customs laboratory system and 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, which in turn will contribute to the effective characterization of goods for tariff classification, customs valuation, and validation of origin. The project will aid the SCSU in becoming more effective, consistent with World trade Organization and EU procedures, credible, transparent, and science-based, all of which are critical for enabling further SME development in Ukraine.

**Department of Revenue and Customs (DRC) – Bhutan: DANIDA supported the Department of Revenue and Customs (DRC) in Bhutan from 2001 to 2009. The DRC falls under the Ministry of Finance and is responsible for the management and administration of national tax and non-tax revenue. DANIDA and other donor supporters have been crucial to changes in the capacity of DRC, especially in IT, and have been instrumental in enabling DRC to produce statistics and reduce tax avoidance. This programme is now completed.**

For more information: http://www.netpublikationer.dk/UM/7113/html/chapter04.htm

**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**

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17 It could also be Physical Trade Infrastructure.
(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=com_content&Itemid=7

**Trade Development Support Program (TDSP)** – Cambodia: TDSP is a US$12.6 million trust fund aimed at assisting Cambodia expand its international trade, to which DANIDA’s private sector development programme is contributing approximately US$6.5 million over a 3-year period until the end of 2011. The programme is financed by the EC, DANIDA and UNIDO, and administered by the World Bank. The programme’s focus includes legal reforms, trade facilitation and product standards. TDSP will fit into the Cambodian Trade Sector-Wide Approach (known as the Trade SWAp), which unites all activities funded by development partners to assist the Royal Government of Cambodia (RGC) to enhance its trade potential. The Trade SWAp reaches across all sectors, from fisheries to rubber and tourism, by addressing legal reform and cross cutting issues.

For more information: http://www.phnompenh.um.dk/en/menu/DevelopmentCooperation/CambodiaCountryProgramme/CambodiaCountryProgramme20062010/PrivateSectorDevelopmentProgramme20082011/

**EUROPEAN COMMISSION**

**Border Management Programme in Central Asia (BOMCA)**: BOMCA is one of the largest EC assistance programmes in Central Asia, with a funding allocation of US$38 million covering the period 2003 to 2010. The programme was initiated in 2002 and implemented for the EC by the United Nations Development Programme (UNDP) under the leadership of the UNDP Country Office in Bishkek, Kyrgyzstan. BOMCA’s overall objective is to secure the gradual adoption of modern border management methods in Central Asia with the purpose of enhancing border security and facilitating legal trade and transit. It aims to introduce European Best Practices in Integrated Border Management (IBM) in Central Asia. The programme comprises three components: (i) policy advice, and legal and institutional reform; (ii) strengthening national training capacities; and (iii) pilot site trials in Integrated Border Management. The seventh phase of BOMCA was launched on 1 January 2009 to cover the years 2009 to 2010. BOMCA 7 has continued to promote the concept of IBM, encompassing five areas of intervention: (i) institutional reform in Kazakhstan, Kyrgyzstan and Tajikistan – training and policy advice; (ii) strengthening training capacities in Central Asia, including those of dog handlers – training, equipment procurement and infrastructure development; (iii) assisting Tajikistan in securing the Tajik/Afghan border – infrastructure development; (iv) strengthening infrastructure capacities along trade and transit corridors – infrastructure development, equipment procurement and training; and (v) strengthening counter-drug capacities at borders in Central Asia – infrastructure development, equipment procurement and training.

For more information: E-mail: office@lists.eu-bomca.kg and http://www.eu-bomca.kg and http://trade.ec.europa.eu/doclib/docs/2006/january/tradoc_118805.pdf

**FRANCE**

**External Trade Single Window (GUCE):** The AFD has been supporting the single window programme, Guichet Unique (GUCE), in collaboration with the World Bank and the EC. The project has been operational since mid-2004. With the support of the AFD, GUCE was computerized to create one front office that is connected to the information systems of the organizations present in the one-stop agency. This programme has contributed

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7 TDSP is a multi-thematic project which also includes activities falling under the trade capacity building categories of trade policy development, compliance support, trade promotion and capacity building, and supply capacity.
Programmes and initiatives by category

TRADE FACILITATION

to significant time gains for users through the setting up of an electronic computerized system for customs declaration. The programme for the computerization of GUCE is run by Douala Port in Cameroon.

For more information: http://www.guichetunique.org/htm/eng/guce_electronique.htm

GERMANY

InWEnt International Leadership Training (ILT) on Global Trade: The ILT provides advanced training for young professionals from customs and other relevant authorities. From 2010 onwards, the programme will be extended to include ECOWAS member countries. The ILT is implemented by InWEnt on behalf of the Federal Ministry for Economic Cooperation and Development (BMZ).


Streamlining customs clearance procedures and strengthening customs authorities: As part of the process of regional integration, the customs administrations of the ACP countries are undergoing a transformation that places greater emphasis on their function as “service providers for traders”. The German Federal Ministry for Economic Cooperation and Development (BMZ) is supporting junior managerial staff from the customs administrations of the Southern African Development Community (SADC) and East African Community (EAC) countries in their efforts to carry out these new tasks effectively. In addition to the original customs-related topics, the topics of trade promotion, trade statistics and monitoring of trade agreements have also become integral components of the one-year training course.

IRELAND

Port training programme for the port communities of English-speaking developing countries (TrainForTrade): In November 2007, Irish Aid signed a €474,000 cooperation agreement with UNCTAD to fund for four years the TrainForTrade Port Training Programme, a programme targeted to the port communities of English-speaking developing countries. A number of training and capacity building activities in the fields of international trade, trade-related services, investment and port management activities are foreseen. The programme draws on Ireland’s expertise in ports and customs management, and foresees study tours for port managers, organized in partnership with the Dublin Port Company.

For more information: E-mail: dominique.chantrel@unctad.org and zannie.leong@unctad.org and learn.unctad.org/

JAPAN

Project for capacity building for Kenyan Customs Officers: This JICA-funded project, from August 2007 to July 2009, was set up to enhance the capacity of the Kenya Revenue Authority to operate the One Stop Border Post (OSBP) in cooperation with the revenue authorities of Tanzania and Uganda. The project’s objectives were to build customs officers’ capacity, know-how and skills in the management of the OSBP system, with the aim of improving the overall efficiency of the customs services and reducing cargo handling at border posts. Two Japanese experts from Osaka and Tokyo Customs facilitated the project.

For more information: http://www.jica.go.jp/kenya/english/activities/activity01.html
Regional cooperation project on risk management for customs in the Mekong region: This JICA-funded project was launched in 2008 and brings together Thailand, Cambodia and Viet Nam customs authorities. The project aims to facilitate the cross-border movement of people and goods, particularly for imports and exports, by building the capacity of the respective customs authorities; assisting in standardizing, harmonizing and streamlining customs procedures; and making customs and tariff systems transparent. JICA has three long-term experts based in Thailand to support this technical assistance programme. The project was expected to end in 2010.


KOREA (REPUBLIC OF)

Promoting the narrowing of the information gap through ICT assistance – Morocco: This is a technical assistance project in which the Government of Korea funded an expert to provide advice to the Moroccan Government on setting up Public Key Infrastructure (PKI) technology for authorized e-certification. The project was funded through KOICA. It 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.odakorea.go.kr/eng/casestudies/koica.php

LUXEMBOURG

Study investigating the construction of transit centres on the Island of Santiago – Cape Verde: The Government of Luxembourg funded this €95,000 feasibility study for the construction of five transit centres for passenger and freight transport on the island of Santiago, Cape Verde. The study established the options for the harmonious development of the transport system in response to the island’s economic development needs. This project was launched in 2007 and was expected to come to completion in 2010.

For more information: http://www.lux-development.lu/publication/rapann/rapann_uk_08.pdf

NETHERLANDS

Plateforme Logistique Aménagée en Zone Aéroportuaire (PLAZA) – Mali: PLAZA (Plateforme Logistique Aménagée en Zone Aéroportuaire) is a logistics and processing centre for mangos and other fruit, financed by the Dutch Cooperation and implemented by various agencies such as CBI, EVD and others. The aim is to support rural income generation and job creation throughout the supply chain. The PLAZA centre provides Malian exporters with the necessary infrastructure and cooling facilities to comply with European food safety regulations. The project resulted in a 400% increase in mango exports from Mali over a three-year period, with almost half of the total volume of exported mangos in 2008 going to the Netherlands. The opening of the PLAZA centre complements other projects in Mali, financed by USAID, the World Bank and STDF, to expand exports of fresh fruit and vegetables that meet international safety standards, as a means of supporting economic diversification and poverty reduction. It also contributes to ongoing efforts by the STDF, the European Commission, ECOWAS and others to control the spread of fruit fly in West Africa.

For more information: http://www.cbi.eu/videos/mango-value-chain.php
Support to ICT infrastructure – Sikasso Online: The Ministry of Foreign Affairs is providing the Dutch Institute for Communication and Development (IICD) with €20 million in the form of a grant for 2006 – 2010 towards supporting its many activities in the area of ICT. In 2007, around 700,000 active users in 138 projects benefited directly from IICD’s ICT facilities. An example of an IICD project which facilitates trade through ICT is the Malian project Sikasso Online. In the Malian province of Sikasso a network has been set up to improve communication and the flow of information on agricultural matters between rural organizations in remote areas and regional and national authorities. Local farmers’ organizations in seven towns and villages form the core of a communication system that can serve a total of more than a million farmers, 51% of whom are women. This communication project uses computers and the Internet and local radio stations to distribute relevant information on crops, marketing and agricultural policy more widely.

For more information: E-mail: information@iicd.org and http://www.iicd.org/projects/mali-jefako-gelekan/?searchterm=None

Trade Facilitation Facility (TFF): This is a US$40 million multi-donor trust fund facility, launched in April 2009, to help developing countries improve their competitiveness through concrete improvements in their trade facilitation systems and by reducing trade costs. It is designed to respond rapidly to government requests for assistance in improving infrastructure, institutions, services, policies, procedures, and market-oriented regulatory systems that enable firms to conduct international trade on time and at lower costs. The donors contributing to this fund are the UK, the Netherlands, Sweden and the World Bank Group; the latter will manage the fund over the next four years. The first projects under the fund will have such targets as improving the Chirundu border crossing between Zimbabwe and Zambia, creating customs value databases for LDCs in Southern Africa, and building the capacity of the Abidjan-Lagos corridor organization. The Trade Facilitation Facility supports low income countries in: (i) implementing practical initiatives in key areas such as border management improvement, institutional development, trade procedures, logistics services and gateway infrastructure; (ii) developing trade corridors and other regional facilitation activities around the world; (iii) mobilizing resources from development banks and donors; and (iv) implementing the trade facilitation provisions of international trade agreements, including a possible future trade facilitation agreement within the WTO.


NEW ZEALAND

Pacific Trade Facilitation: Under the Pacific Agreement for Closer Economic Relations (PACER), the NZAID 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.


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16 Work in this area is multi-sectoral and also includes activities falling under the trade capacity building category of compliance support infrastructure and services.
TRADE FACILITATION

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 WCO Columbus Programme: In 2009, Norad contributed US$350,000 to the WCO Columbus Programme, a capacity building programme run by the World Customs Organization (WCO) Capacity Building Directorate (CBD). Prior to this, total funding to this programme in 2007-08 stood at close to US$350,000. Norad’s funding contributed to the development of nine country-specific diagnostics and provided managerial and strategic assistance to five countries in sub-Saharan Africa and South East Asia. Other capacity building activities that have been implemented by the WCO under this framework programme with Norad include training workshops on customs clearance of postal items in collaboration with the Universal Postal Union. This training targeted officials from Eritrea, Ethiopia, Gambia, Ghana, Kenya, Liberia, Nigeria, Seychelles, Sierra Leone, Rwanda, Tanzania (United Rep.) and Uganda: one official from customs administration and one from the post office. The programme’s overall objective was to improve the quality of service provided, which is at the heart of both customs and postal strategies. Phase II is expected to start in 2010 with projected funds of close to US$420,000.

For more information: http://www.wcoomd.org/home_wco_topics_cboverviewboxes_cbnews_cbcoperaitionnoradnews.htm

Investment Climate Facility for Africa (ICF): ICF works to remove the barriers that exist to doing business in Africa, recognizing that a healthy investment climate is vital for the continent’s economic growth. It is a partnership between private companies, development partners and governments, founded on the principle that African governments and the private sector need to work together to enable Africa to finally realise its very real investment potential. ICF is a pan-African body, based in Africa, explicitly and exclusively focused on improving the continent’s investment climate. It works with receptive African governments to systematically remove constraints to investment in order to make the continent an even better place to do business. Under this programme, the Norwegian Government funds capacity building for customs administration, with a focus on Kenya, Tanzania, Uganda, Liberia and Senegal.

For more information: http://www.icfafrica.org/
**The Norwegian Trust Fund for Private Sector and Infrastructure (NTF-PSI)** provides grant resources for World Bank Group activities aimed at mainstreaming the investment climate, providing technical assistance in areas related to governance and infrastructure services for the poor, and promoting structured cooperation on petroleum sector governance issues. The Norwegian Government and the World Bank established this new umbrella trust fund in 2002 to consolidate Norwegian funding of many existing trust funds on energy, water, urban development, infrastructure, and private sector development within the World Bank Group. Norway is the single donor to the fund. As of December 31, 2008, Norway’s contributions to the NTF-PSI since its inception in 2002 totalled just over US$62 million, and financial-year 2009 allocations reached over US$16.6 million. Within the NTF-PSI, it is estimated that the yearly contribution allocated specifically to AfT projects stands at around US$0.5 million.


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**Regional Authorized Economic Operator (AEO) – Central America:** The Spanish Agency for International Development Cooperation (AECID), the Spanish Agency of Tax Administration (AEAT) and the World Customs Organization (WCO) organized a workshop with representatives of the customs administrations of Argentina, Bolivia, Colombia, Ecuador, El Salvador, Spain, Nicaragua, Panama, Peru, Dominican Republic and Uruguay to promote the creation of a regional Authorized Economic Operator (AEO) program. The event, held in October 2009 in the headquarters of AECID in Santa Cruz de la Sierra (Bolivia), was funded under the project Trade Facilitation and Standards of the Logistics Chain, financed by the General Cooperation Fund of Spain.

For more information: [http://events.iadb.org/calendar/eventDetail.aspx?lang=En&id=1467](http://events.iadb.org/calendar/eventDetail.aspx?lang=En&id=1467)

**Single Window – Algeria:** This project is a collaboration between the Valenciaport Foundation, the Port Authority of Valencia and the Algerian Customs Authority, and is funded by EuropeAid and implemented in collaboration with the Spanish organization International and the Ibero-American Foundation of Public Administration and Policies (FIIAPP). The objective of the project is to provide technical support to Algerian ports and institutions to develop tools that facilitate the movement of vessels and goods, following improvements in communication between port authorities, customs and other public bodies as well as the communication of these entities with clients and members of the port communities. The final objective of the project is, therefore, for the Algerian ports to improve their management capacity and their competitiveness by launching services offered by electronic single windows. This would centralize all current services whilst simplifying administrative procedures and requirements in the ports. The introduction of single windows in the ports of Algeria will hopefully result in the creation of an advanced port information system, as is the case at the Port of Valencia with its technological platform valenciaportpcs.net.


**Study on trade relations between Spain and India:** The main objective of this study is to support the Valencian productive network, the Valencian port-logistics community and Valencian society in general, as well as the Port Authority of Valencia (APV), in facilitating and promoting trade to both maintain and strengthen fluid trade relations with Indian markets and those of neighbouring countries in that economic region. Another fundamental aim of the project is to contribute to promoting business opportunities between economic agents in India and the port community and their respective areas of influence. The project will study the statistics of trade flows and the modal split between India and Spain and between India and the Valencian region in
particular. This project endeavours to bolster the competitiveness and consolidate the position of SMEs in the
Valencian region in an emerging international market such as India. Through this project, Valencian SMEs will
be able to identify business opportunities to establish a presence in and/or trade with a new market.

For more information: http://www.fundacion.valenciaport.com/Projects/Projects/ESTUDIO-DE-LAS-
RELACIONES-COMERCIALES-ENTRE-ESPAÑA.aspx

SWEDEN

Support to World Customs Organization (WCO) – Phase 2 of the WCO Columbus Programme: Sida is con-
tributing US$7.3 million to the WCO Columbus Programme, which is designed to assist the member countries
of the EAC, SADC, ECOWAS and the MENA customs unions. This programme, which supports the design of
a regional SAFE implementation plan for the East African Community (EAC), based on the Columbus Pro-
gramme, has been developed by the EAC countries and the WCO Secretariat, in close cooperation with the
EAC Secretariat, SITPRO and Business Action for Improving Customs Administration in Africa (BAFICAA). The
EAC programme will cover a prioritized project plan under the Columbus Programme for the modernization
of customs administrations in Burundi, Kenya, Rwanda, Tanzania and Uganda.

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.

UNITED KINGDOM

One Stop Border Post: UK-DFID’S strategic partnership with COMESA has produced Africa’s first One Stop Bor-
der Post (OSBP) on the border between Zambia and Zimbabwe. This checkpoint, on one of the busiest borders
on the continent, will tremendously reduce the time it takes for people and goods to travel across the border.

Regional Trade Facilitation Programme: The UK-DFID-supported Regional Trade Facilitation Programme
(US$25 million\(^{19}\) since 2004), working through the EAC-COMESA-SADC Joint Task Force, aims to reduce bot-
tlenecks and cut trade time by 10% along the North-South corridor by providing technical assistance, small
infrastructure investments and fund-raising.

TradeMark Programme: UK-DFID is committing £100 million under its new TradeMark programme to support
the North South Corridor and broader AfT initiatives. TradeMark builds on UK-DFID’s very successful Regional
Trade Facilitation Programme (RTFP) that was instrumental in supporting COMESA, EAC and SADC to formu-
late the North South Corridor programme as a tripartite initiative. In addition to TradeMark, UK-DFID sup-
ports the World Bank’s Trade Facilitation Facility (TFF), which was launched by the World Bank at the North
South Corridor Conference.

\(^{19}\) The value were initially in UK pound the following exchange rate has been used 1 GBP = 1.587 USD.
**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.


**Regional Trade Liberalization and Customs Project (RTLc):** RTLC supports Kazakhstan, Kyrgyzstan, and Tajikistan in achieving greater economic growth and competitiveness through trade and transit reform. This is a USAID-funded programme, which ran from 2004 to 2009 and which received US$US 9.5 million for its last three years. The objective of the project was to help enterprises participate more effectively in the regional and global economy by making it easier for businesses to deliver their products to markets. The RTLC team worked to achieve improved competitiveness through reduced trade barriers, liberalized customs regimes and expanded transit links throughout the region. The activities under this project included: (i) technical assistance for the Governments of Kazakhstan and Tajikistan to complete their accession to the WTO, and to the Government of Kyrgyzstan to fully implement WTO membership commitments; (ii) support to regional policy dialogue and collaboration in reducing trade barriers related to customs, transit costs, and transport infrastructure; (iii) improvement of private sector access to market information and increased transparency and predictability in the trading environment, allowing importers, exporters and producers to trade more efficiently with minimum government intrusion.


**Worldwide Support for Trade Capacity Building:** 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. TCB 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.

Physical Trade Infrastructure
AUSTRALIA

Mekong Transport Infrastructure Development Project: 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. It also foresees the establishment of a regional support centre to build the capacity of provincial departments of transport, and physical improvements to provincial port facilities and rural landing stages. This project runs from 2007 to 2013, with a co-funding of US$32.77 million from AusAID.

For more information: E-mail: ducong.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 multi-donor 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 region, including in transport, water and sanitation, energy and telecommunications. Australia has pledged to contribute over US$90 million over the next four years. 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

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

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 close to US$10 million up to 2010.

For more information: http://www.pidg.org/sitePages.asp?step=4&navID=2&contentID=10

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This project also covers the category of physical trade infrastructure.
BELGIUM

Port of Bujumbura dredging in Burundi: This project is funded by the Belgian Government and executed by the Belgian Technical Cooperation in partnership with the Burundian Ministry of Foreign Relations and International Cooperation and the Ministry of Transport, Post and Telecommunication. Launched on the 26th of April 2008 and expected to last 2 years at a cost of €1 million, the project is to dredge the Port of Bujumbura, making it more effective and so reducing the cost of transportation for both imports and exports. A more effective and cost-competitive mode of transportation for Burundi’s exports will lower transport costs and help fight poverty in the country as well as stimulate the economy.

For more information: http://www.btcctb.org/doc/UPL_20091002171723724.pdf

Rehabilitation and Maintenance of Roads in Agricultural Areas in DRC: This project is financed by the Belgium Directorate General for Development and executed by the BTC in partnership with the Ministry of Rural Development. The project was launched on the 20th of December, 2007 and was expected to last 24 months at a cost of €8,400,000. It was set up to improve roadways in the provinces of Bandundu, Lower Congo, Oriental Kasai, and Maniema, giving an increased transport capacity that would lead to a reduction in poverty in the urban and rural population by improving the delivery of agricultural products to the population in the targeted regions, ensuring employment and stimulating the private sector. A maintenance fund, managed by local structures and SMEs, has been established to ensure the sustainability of the project beyond its initial rehabilitation of the infrastructure.

For more information: http://www.btcctb.org/doc/UPL_2009033110400516418.pdf

CANADA

West Africa Regional Market Development: US$3.08 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). Its purpose is to increase the WAEMU market’s credibility and performance by mobilizing more public savings in an environment conducive to the transparency, security, and integrity of transactions. This programme was developed under the auspices of the West African Development Bank (WADB) and the World Bank. The bulk of this funding is allocated for regional road repairs (paving of dirt roads, rehabilitation of paved roads, hydro and irrigation dams). This comprehensive programme has three components: technical assistance and institutional support, development loans, and a guarantee facility. Canada’s support focuses on technical assistance and institutional support.

DENMARK

DANIDA Road Sector Program Phase II – Zambia: The road sector is one of the priority sectors in the Danish-Zambian current development cooperation. Phase II of the Road Sector Programme was launched in 2007 and continues until 2012. The programme supports Zambia’s 10-year Road Sector Investment Programme (ROADSIP II). One of the main objectives of ROADSIP II is to bring a core network of about 40,000 kilometres into maintainable condition by 2012. The programme has three components: (i) support for rehabilitation of main roads – approximately US$43.02 million; (ii) support for districts – approximately US$12.55 million; and (iii) institutional support – approximately US$2.87 million.

For more information: http://www.amblusaka.um.dk/en/menu/Development+Assistance/Infrastructure/
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. Reconstruction is expected to be completed in 2014.

EUROPEAN COMMISSION

EU-Africa Partnership on Infrastructure: The EU-Africa Infrastructure Trust Fund (US$227 million) was set up by the EC (US$161 million from the EC and US$65.3 million from the EU’s 12 Member States) as an instrument of the EU-Africa Partnership on Infrastructure to support the implementation of this partnership. The EC has announced additional contributions of US$297 million in 2009 and 2010. Launched in 2007, the fund benefits cross-border and regional infrastructure projects in sub-Saharan Africa. It channels grant resources from the Commission and Member States in such a way that they can be blended with the lending capacity of the EIB and Member State development financiers. The target infrastructure sectors are energy, water, transport and telecommunications. The EIB is the trust fund manager and works closely with the fund’s main stakeholders, the African Union, the EU Member States, the EC and the AfDB.

For more information: E-mail: y.derossee@eib.org and www.eib.org/projects/.../infrastructure_trust_fund/index.htm and http://www.eu-africa-infrastructure-tf.net/

FINLAND

Finland supports various initiatives designed to enhance economic infrastructure relevant to AfT, particularly for access to energy and ICTs. These include: energy and environment partnership programmes in Central America, the Mekong Region and Southern Africa; the EU-Africa Infrastructure Trust Fund that is aimed at enhancing economic infrastructure and access to energy; EBRD’s Technical Cooperation Trust Fund and the West Balkans Fund that provide support towards the development of infrastructure, particularly in the areas of energy and telecommunications; and, in partnership with UNECA’s Knowledge Society Programme, the development of national ICT-infrastructure strategies in African countries.

FRANCE

Contribution to the West African Power Pool (WAPP): The WAPP is a regional energy market jointly created by the 15 member countries of the Economic Community of West African States (ECOWAS). Its goal is to develop interconnections between the Member States’ electricity networks and establish a Regional Electricity Regulation Authority (ARERA). This interconnection is expected to bring many benefits, including a diversification of primary energy sources, possible competition between production centres, increased reliability of electricity supplies and enhanced stability of the networks. Interconnection also leads to the harmonization of technical rules and commercial and financial agreements, and creates a tighter interdependence.
between the stakeholders. The AFD (French Development Agency) has given a grant of €5 million to ECOWAS to support the setting up of the ARERA.

For more information: http://www.ecowapp.org/english_home.html

Enhancing agricultural productivity by water resource management in Vietnam: AFD is co-financing the Second Red River Basin Sector Project, with the Asian Development Bank and the Government of the Netherlands. This project aims to provide technical and institutional support for the creation of a basin agency in line with the Vietnamese water law of 1999. It is financing infrastructure to increase agricultural productivity (to strengthen irrigation and drainage networks, renovate pumping stations, and improve water distribution) and to improve flood protection (strengthening dikes and river banks). The main structures are managed by the state, and the infrastructure is implemented and managed at a decentralized level, thanks to a rural development fund. The project will help boost agricultural production and the development of industrial areas because of the reduced risk of flooding.

For more information: http://www.afd.fr/jahia/webdav/site/afd/users/.../public/.../AFD-Vietnam_GB.pdf

Extension of Pointe Noire Port in the Republic of Congo: In April 2009, the AFD approved a loan of €29 million to the Pointe-Noire Port Authority to finance its priority investment programme. This port, which is the Congo’s only maritime outlet, is showing signs of saturation as a result of a heavy growth in traffic, especially container-goods traffic. The project aims to respond to this increase in traffic by improving service quality and intensifying private sector involvement. This includes extending the outer sea wall in order to facilitate sand entrapment, dredging to deepen the shipping channel and the harbour, extending the container terminal so that “fifth generation” container carriers can dock, rehabilitating the wharf and reinforcing the networks.

For more information: http://www.afd.fr/jahia/webdav/site/afd/users/administrateur/public/plaquettes/afd_subsaharienne_FR.pdf

Financing Tunisia’s first Build Operate and Transfer (BOT) project in the transport sector: This project aims to both modernize Monastir airport and raise Enfidha Airport’s passenger handling capacity by 7 million passengers annually. Enfidha will consequently become Tunisia’s biggest international gateway. The total project cost stands at €600 million, 30% of which is financed by equity and 70% by a loan with a maturity of 14 to 20 years. PROPARCO (the French Investment and Promotions Company for Economic Cooperation) is contributing €30 million of financing alongside other development institutions (IFC, EIB, ADB, OFID) and international banks. This operation provides an example of the counter-cyclical role PROPARCO plays as a European Development Finance Institution (EDFI). PROPARCO is continuing to support mega infrastructure projects during the financial crisis and relieve the balance sheet constraints of certain commercial banks. By participating in this project, PROPARCO and AFD are underscoring their role as long-term development partners, specifically for PPP projects. The project will contribute to supporting the development of the tourist sector, which provides one of the main sources of foreign currency and is one of the country’s main employment areas. The financing agreement was signed in February 2009 and the total direct loan amounts to €30 million.

For more information: http://www.proparco.fr/jahia/Jahia/site/proparco/lang/en/Tunisie-transport

PROPARCO loan to ORMAT Group – Kenya: This is a direct loan from PROPARCO to the Ormat Group and KPLC, Kenya’s Electric Utility Company, to increase the production of electricity at the Olkaria III Geothermal plant from 13MW to 48MW. A loan of US$15 million was facilitated by PROPARCO to finance the expansion. The capacity increase of the geothermal plant represents a reduction in Kenya’s reliance on hydro power while increasing the reserve capacity of its electrical power production. The environmental benefit of the project is also consistent with the World Bank environmental and social standards. The project is registered under the Clean Development Mechanism.

For more information:
http://www.proparco.fr/jahia/Jahia/lang/en/Accueil_PROPARCO/Projets_PROPARCO
Rehabilitating the road infrastructure in Kenya: This project to rehabilitate the Maai Mahiu/Narok road aims to: (i) improve the local road network in the District of Narok (365,000 inhabitants); (ii) develop national road transport between West Kenya (a densely populated and agriculturally rich area) and the capital city Nairobi; (iii) facilitate access to the Masai Mara Park, one of Kenya’s main tourist attractions; and (iv) provide an alternative to the north corridor (Mombasa/Nairobi/Kampala) for sub-regional traffic between Kenya, the north of Tanzania, Rwanda and Burundi via the corridor on the south shore of Lake Victoria. The project, totalling €40 million (of which AFD is financing €18 million) is co-financed by the KfW, to whom the AFD has delegated project implementation. This involves rehabilitating 90km of the B3 national highway, between Maai Mahiu (53 km north of Nairobi) and the city of Narok. This road, asphalted in the 1970s, is at present in a very bad state, largely due to a sharp increase in traffic as a result of its national and sub-regional role – the traffic has more than doubled in four years, and the number of trucks has increased significantly.


GERMANY

Energy generation and supply – Tajikistan: A project to replace the electrical switchgear at Nurek Hydro-electric Power Station in Tajikistan, the nation’s sole source of all its electric power, is being financed by KfW Entwicklungsbank. Such modernisation will also serve to ensure power supply to the Talco aluminium works, which in 2006 accounted for 75% of Tajikistan’s exports.

Establishing the maritime transport sector – Timor-Leste: This is a BMZ-funded programme for Timor-Leste, with advisory support provided by GTZ to the Ministry for Transport and Communication (MTC) for the setting up of a legal and regulatory framework for the maritime transport sector. In parallel to this programme, Germany’s development Bank, the KfW, is funding the operation of a ferry connection.

For more information: E-mail: klaus.huetten@gtz.de and http://www.gtz.de/en/weltweit/asien-pazifik/timor-leste/16959.htm

Telecommunications – East Africa: Together with five other development banks, KfW Entwicklungsbank is providing support in the form of a financial cooperation promotion loan to enable participation by a group consisting mostly of small African telecommunications companies in the planned East African undersea cable consortium EASSy. The project calls for a 9,900-kilometer-long submarine fibre-optic cable to be laid along the east coast of the African continent, stretching from South Africa to Sudan. The cable is intended to enable the 22 coastal and landlocked nations of East Africa to gain cost-saving access to worldwide telecommunications and Internet services, thereby also improving the basis for regional and international trade.

Transport and storage – Guinea: In collaboration with the African Development Bank (AfDB) and the European Investment Bank (EIB), KfW Entwicklungsbank (development bank) is financing efforts to expand and improve the quality of the harbour facilities of Guinea’s capital city and port, Conakry. The primary aim of the project is to achieve the cost-effective execution of Guinea’s foreign trade in order to improve the country’s competitiveness and increase economic growth with an eye to reducing the widespread poverty found there. The project is also intended to contribute, in particular, to regional integration and offer the neighbouring landlocked country of Mali better seaport access.
IRELAND

**Road Rehabilitation – Ethiopia:** This is a multi-donor initiative managed by the World Bank. The project is financing the construction and rehabilitation of key road transport links that will remove constraints to growth and increase access to the country’s marginal and drought area. 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. As well as benefitting the country’s economy, the project will support major institutional reforms in the road transport sector. The road works is expected to lead to substantial savings in vehicle operating and infrastructure maintenance costs, as well as reductions in travel time and transport costs for road users in the rural areas.

For more information: go.worldbank.org/NCJ3KXP0A0

ITALY

**Bumbuna’s hydroelectric power station – Sierra Leone:** The Government of Italy is providing financial support for the reconstruction of Bumbuna’s hydroelectric power station. This infrastructure, vital for the production of electric power, consists of a dam 88 metres high and 440 metres long, which, through a technical mechanism, generates 50MW of electric power and takes care of the water management in the region. Its reconstruction is one of the main activities of the reconstruction process that is taking place after 13 years of civil war. In 2005, consistent with its former commitments, the Italian Cooperation and Development Bureau resumed the work it had started on this project at the beginning of the 1980s but that had been interrupted by the civil war. The project is expected to contribute to the production of electric power, one of the biggest challenges the country faces.

For more information: http://www.abidjan.cooperazione.esteri.it/utlabidjan/EN/best_practices/bumbuna.html

**Construction of the Porto Novo road – Cape Verde:** The Government of Italy has financed the completion of the Porto Novo – Janela road (21 Km), considered by local authorities to be of great importance for the development of the island of Santo Antao. This project was launched in 2004 and financed by the Ministry of Foreign Affairs (DGDC), the Luxembourg Government and the Government of Cape Verde to a total of €6,766,000, with €3 million contributed by the Government of Italy. The project was executed by the Government of Cape Verde from 2008 to 2009.

For more information: http://coopitadakar.net/fr/index.php

**Maintenance of refrigeration facilities in fishing ports – Tunisia:** This project, launched in 2004 and ended in 2007, was financed by the Italian Government through the Ministry of Foreign Affairs (DGCS) to a total of €1.6 million, and implemented by FAO in collaboration with the APIP (Agency of Transportation and Fishing Facilities) / Ministry of Agriculture and Water Resources. It aimed to provide the APIP, the Tunisian Government institution responsible for fishing ports, with the instruments and capabilities needed for both the regular and the extraordinary maintenance of refrigeration and the production of ice. These will be placed inside the internal structures of the main ports along the entire coast of Tunisia.

Railway supply of 24 double-decker trains – Morocco: This project is part of the national programme to develop Morocco’s transport sector. The project aims, through the expansion and modernization of the country’s passenger transportation, to ensure a fast and efficient rail system, particularly in central regions, considered a priority for the country’s economic development. The project includes the supply of 24 trains, each with 4 double-decker coaches that will achieve higher operating speeds, significantly reducing journey times, particularly on routes between Casablanca and Fez. The first trains were delivered in 2006. The project came to a total of €187 million, of which the Ministry of Foreign Affairs contributed €82 million.

For more information:  
http://sedi.esteri.it/pdgcs/italiano/iniziative/SchedaIniziativa.asp?id_paese=73&id_temi=6

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.


Improvement of the Port Management System – Vietnam: This JICA-funded project aimed to improve the port management system and enhance the efficiency of the maritime transport system in Vietnam. The project was administered by Vietnam Maritime Administration (VINAMARINE) and ran from February 2005 to November 2009. Its activities included: (i) strengthening the capacity of VINAMARINE in port administration and port management; (ii) improving the terminal operation of international gateway ports in Vietnam; (iii) formulating strategy for the operation and promotion of gateway ports in Vietnam; and (iv) setting up a regulatory framework to promote the non-state sector’s participation in port operation.


JARCOM-IAI Cooperation: The Initiative for ASEAN Integration (IAI) aims to contribute to narrowing the development gap among ASEAN member countries. The IAI Work Plan for the CLMV countries (Cambodia, Laos, Myanmar and Vietnam) focuses on four priority areas: (i) infrastructure development (transport and energy); (ii) human resource development (public sector capacity building, labour and employment, and higher education); (iii) information and communication technology; and (iv) regional economic integration (trade in goods and services, customs, standards and investments). JARCOM (JICA-ASEAN Regional Cooperation Meeting) supports the IAI work plan. Under the JARCOM framework, a number of AIT projects are being implemented in line with the IAI. Whilst the projects are focused in such areas as compliance support, trade facilitation and trade promotion, projects cover all the 10 TCB categories.

For more information: http://www.jarcom.net/?page=iai
Programmes and initiatives by category

**Mombasa Port Development Project:** This project, launched in 2007 and due to be completed in 2014, is expected to facilitate trade and economic development in Kenya and the neighbouring countries of Uganda, Burundi and Rwanda. The project consists of the construction of a new container terminal and the procurement of ship-to-shore gantry cranes, rubber-tired gantry cranes and other cargo handling equipment for the new terminal as well as the provision of consulting services. This is an ODA loan from the Japanese Government. The implementing agency is the Kenya Ports Authority (KPA).


**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.


**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.


**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 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)
Northwest Provincial Road Improvement Project – Cambodia: This is a project to rehabilitate sections of National Road (NR) 56 and upgrade the cross border facilities with Thailand, with the aim of helping to improve access to market and to social services. Its main objectives are: (i) improved access to agricultural and tourist areas in the northwestern parts of Cambodia, with reduced travel time and transport costs; and (ii) improved regional cooperation between Cambodia and Thailand. Such regional cooperation will be achieved through: (i) an improved cross-border facility at O’Smach; (ii) a more sustained routine road maintenance programme of the Ministry of Public Works and Transport (MPWT) that will reduce road user and road agency costs; and (iii) improved road safety in Cambodia, reducing losses from traffic accidents. Implementation started in 2010 with funding from the ADB, the Government of Korea and the Government of Cambodia. The total funding for this project is US$47.89 million with US$25.5 million coming from the Government of Korea.

For more information: http://pid.adb.org/pid/LoanView.htm?projNo=42358&seqNo=01&typeCd=3

Road Infrastructure on Santo Antaô – Cape Verde: This project is funded jointly by the Government of Cape Verde, the European Union (€18 million), the Government of Luxembourg (€10.7 million) and the Government of Italy (€3 million). It consists of the construction of a coastal road, 23 km in length, linking Porto Novo to Janela on the island of Santo Antaö. The overall objective of the project is to promote the economic development of the island and facilitate the transportation of people and goods and thus enhance trading. This project helps to build stronger rural market linkages and aims at strengthening domestic trade.

For more information: http://www.lux-development.lu/publication/rapann/rapann_uk_08.pdf

Support to the development of Ngweze market and the Arts and Craft Centre in Namibia: This €2.9 million project, which ran from 2003 to 2008, aimed to improve the income of the poorest traders, producers and artisans working in the informal sector through increased market entrance, to be achieved by upgrading and developing the necessary infrastructure and capacity in Katima. The overall objective is to assist the Ministry of Regional and Local Government, Housing and Rural Development with the promotion of income generation, small business expansion and human resources development in the Capivi Region. Specifically, the project aims to promote the informal distribution sector and the arts and crafts sector in greater Katima. The expected results are: (i) the building of a modern, basic and hygienic infrastructure at Mgweze Open Market and at the Arts and Crafts Centre; (ii) the development of properly organized community-based organizations and marketers’ and artisans’ associations, and a properly managed Ngweze market; and (iii) the development of efficient support services (training, financial) for artists and craftsmen.

For more information: http://www.lux-development.lu/pays_details.lasso?lang=uk&pays=nam

Facility for Infrastructure Development (ORIO): ORIO is a grant facility funded by the Dutch Ministry of Foreign Affairs under the responsibility of the Minister of Development Cooperation. It contributes to the development, implementation (construction and/or renovation), operation and maintenance of public infrastructure in developing countries. This facility is available to central governments, state-owned companies and special purpose...
companies, to both Dutch companies and companies from other countries and consortiums of companies in partnership with local government and state-owned companies or special purpose companies which wish to carry out infrastructural projects in a number of developing countries. The maximum range of the project budget is €60 million and the minimum is €2 million. ORIO operates through calls for proposals. The fund is managed by EVD.

For more information: E-mail: ORIO@info.ev.nl and http://www.advanceconsulting.nl/financing/grants/ORIO_-_grants_for_infrastructure_projects

**Infrastructure Development Fund – FMO:** This Fund supports the development and improvement of the social-economic infrastructure in developing countries. Known until October 2009 as the LDC Infrastructure Fund, the Infrastructure Development Fund is an offshoot of the ORET subsidy program. FMO (the Netherlands Development Finance Company) aims, by providing risk capital through the Fund, to stimulate private investors to invest in private or public-private infrastructure projects in developing countries. The Infrastructure Development Fund removes a definite risk for other financiers, which should thus catalyze additional private funds. Through the Fund, FMO provides various forms of long-term financing (tenors of up to 20 years) for large infrastructure projects. Loans of up to €15.5 million may be extended in euros, US dollars or local currencies, and equity investments (only minority shares) may be made of up to €7.75 million. Also feasible are investments in international or multilateral funds that, in turn, facilitate infrastructure projects as defined by the Fund. The Fund may also supply grants for the development of new projects, which may be used for elements of a project that usually fall to a government (which fails to provide for it), or for covering one-time investments integral to the realization of the project but not contributing to its profitability.

For more information: http://www.fmo.nl/smartsite.dws?id=396

**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.ausaid.gov.au/country/pacific/infra.cfm

**Tuvalu Ship to Shore project:** This project receives funding of US$4.2 million through the NZAID 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.

Norway

Infrastructure Project Preparation Facility (NEPAD-IPPF): The Norwegian Government committed US$7.8 million to the NEPAD Infrastructure Project Preparation Facility (NEPAD-IPPF), covering the period 2007 to 2009. NEPAD-IPPF assists African countries, Regional Economic Communities (RECs), and other regional infrastructure development institutions prepare high quality and viable infrastructure projects and programmes with a regional/continental outlook in energy, trans-boundary water resources management, transportation, and ICT, to ensure sustainable regional economic development integration through cooperation among African countries, donors and the private sector. In 2007, the Fund mobilized US$22.5 million. The initial NEPAD-IPPF donors were Canada and Denmark; the new donors are DFID (UK) and Norway, and, in the meanwhile, countries like Italy and Spain have expressed interest in contributing to the fund.

For more information: E-mail: r.thomas@afdb.org and http://www.afdb.org/fileadmin/uploads/afdb/Documents/Project-and-Operations/26438406-EN-BASIC-FACTS-ABOUT-NEPAD-IPPF-SPECIAL-FUND-R.PDF

South African Energy Sector Policy Research Programme: The South African Energy Sector Policy Research Programme was initiated in March 2006 with the signing by South Africa (RSA) and Norway of a business plan proposed by the Department of Minerals and Energy (DME). The programme was to run for a period of three years until the end of March 2009, with a budget allocation of around US$6.1 million, but has been extended until March 2011. It comprises five subcomponents: (i) restructuring the electricity industry: Energy Development Corporation (EDC) and the Norwegian Water Resources and Energy Directorate (NVE); (ii) liberalising the hydrocarbons sub sector: the Petroleum Agency of South Africa (PASA) and the Norwegian Petroleum Directorate (NPD); (iii) regulating the energy sector: National Energy Regulator (NERSA) and NVE; (iv) promoting renewable energy options: DME and NVE and; (v) transforming the core functions of the Petroleum Agency: DME and NPD.

For more information: http://www.norad.no/en/Thematic+areas/Energy/Clean+Energy/Where+we+are/South+Africa/132751.cms

Portugal

Market analysis and development – Cape Verde: This project was funded by the Ministry of Economy of Portugal over a two-year period from 2002 to 2003. The budget allocated to this study and its implementation came to close to US$243,000. The project’s main objective was to design an energy sector policy for Cape Verde. Following the adoption of this policy, assistance was further provided for planning Cape Verde’s national electrification.


Soft loan to Cape Verde: The Government of Portugal has been extending soft loans to the Government of Cape Verde for the implementation of a number of infrastructure projects, ranging from road rehabilitation to airport construction. Some examples are:

- Road construction and rehabilitation: budget US$54,757,015 (ongoing);
- Airports of Boavista and So Vicent: budget US$12,775,133 (completed 2008);
- Construction of the PRAIA Outer Ring Road: budget US$29,579,915 (ongoing);
- Rehabilitation of the Road PRAIA/50 DOMINGOS: budget US$12,428,536 (ongoing).
PHYSICAL TRADE INFRASTRUCTURE

Technical assistance to the Provincial Departments of Roads and Bridge – Mozambique: This is a technical assistance programme that ran from 2004 to 2008 and received €79,000 from the Government of Portugal. The project aimed to contribute to the improvement of the Mozambique road network, including signs and the supervision of road and bridge building, and was undertaken in collaboration with the Mozambique National Road Administration (Administração Nacional de Estradas) and the Ministério das Obras Públicas Transportes e Comunicações Portugal. The implementing agency was the Instituto de Estradas de Portugal (IEP). A protocol was signed between IEP and DNEP (National Directorate of Roads and Bridges) which laid out the scope of intervention for the collaboration and focused on: (i) strengthening government strategic planning and road planning capacities; (ii) network inventory; (iii) planning and monitoring; (iv) equipment management; and (v) training.

For more information: E-mail: cooperacao.portuguesa @ipad.mne.gov.pt

Demand Forecast of the Peruvian National Port System: This project, launched in 2009, supports the overall objective of developing the Peruvian National Port Development Plan, the work to be undertaken consisting principally of a study of the demand forecast for the port infrastructure in the Development Plan. Sixty-two public and private port facilities have been identified, of which 45 are maritime, 11 are river-based and 6 are lake-based. All of these are of interest as they channel both national and international maritime trade. The forecast of the demand of port traffic determines and sustains the technical, economic and financial viability of the ports of the Peruvian National Port System. The study will strengthen the obligations of the National Port Authority of Peru (APN) and establish port development policies to bolster the competitiveness of Peruvian ports, both nationally and internationally. The project is being implemented by the Valenciaport Foundation in collaboration with the APN.

For more information: http://www.fundacion.valenciaport.com/Projects/Projects/PREVISION-DE-DEMANDA-DEL-SISTEMA-PORTUARIO-NACIONAL.aspx

Infrastructure Investment Fund of Peru: The Development Finance Corporation (COFIDES) is contributing $100 million in capital to the Joint Infrastructure Investment Fund of Peru created by the Inter-American Development Bank (IDB) and the Andean Finance Corporation (CAF). The project was announced in October 2009. A consortium of Toronto-based fund-managing firm Brookfield Asset Management and Peru’s AC Capital has been appointed fund manager for the Fund, which was set up as a joint initiative between the Inter-American Development Bank and COFIDES. The Fund has initial capital commitments totalling US$500 million and has been created through a number of sources: Peruvian private pension funds are making the largest contribution with US$300 million; another US$100 million is coming from COFIDES and Peru’s national development bank; the IDB and CAF are contributing US$50 million each; and Brookfield is contributing US$100 million. The consortium is seeking new financial commitments from domestic and foreign investors, and was expected to begin operations in early 2010. It will be structured as a private equity fund, regulated under Peruvian law (as reported by America Economia). The fund will participate in public private partnership projects in transport and logistics, energy, water and sanitation in Peru.

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 Sub-region: 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, PRC, 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 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:

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: E-mail: jhumber@usaid.gov and pdf.usaid.gov/pdf_docs/PDACM674.pdf and http://www.usaid.gov/locations/sub-saharan_africa/initiatives/aip_brief.pdf

Lesotho Compact: Metolong Dam Bulk Water Conveyance and Program Management Activity includes the construction of a bulk water conveyance system and the establishment of a programme management unit for the Metolong Dam activity. The Metolong Dam has the potential to expand private sector garment export production by between 50 and 80% in the next five years. This programme is funded under a US$362.6 MCA Compact which focuses on water, health and private sector development (PSD). The PSD component of the project is US$36.


Mocoa-Puerto Asís Road: This is a US$24 million project funded by USAID and launched in 2006. The benefits of building the road from Mocoa to Puerto Asís include savings in operational costs for vehicles, which translates into lesser transportation costs for goods produced in the region, and the facilitation of access to local and international markets. Additionally, there will be social and economic benefits for local producers derived from the strengthening of regional productive activities.

For more information: http://assets.panda.org/downloads/wwfcol_enaction_v7.pdf
**AUSTRALIA**

**Enterprise Challenge Fund (ECF) (Pacific and South East Asia):** ECF is a six-year US$20.36 million (AUD$20.5 million) AusAID-funded programme which provides grants (US$99,302 – US$20.36 million) on a competitive basis to innovative business projects which will benefit the poor and help to transform and/or positively impact on key sectors. Projects must also be commercially sustainable within three years of funding and bidders must be unable to access financial support from elsewhere. ECF operates in nine countries: Cambodia, Laos, East Timor, Eastern Indonesia, Southern Philippines, Fiji, Solomon Islands, Vanuatu and Papua New Guinea.

Further information on ECF can be found at: [http://www.enterprisechallengefund.org](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.


**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.


**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. It was launched in December 2007 and is expected to last four years. The Belgian Government is providing €3 million towards its financing, with the remainder coming from the Vietnamese, €670,866, and the Counter Value Fund, €230,864. The project has its head office in Hanoi and 17 branch offices in the provinces. Its objective is 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 aims to work 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 will be the rural poor and ethnic
TRADE-RELATED FINANCIAL SERVICES

populations of the 17 provinces. It is targeting four areas: access to financial services, access to business services, access to micro-finance, and efficient programme management.

For more information: http://www.btcctb.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.


**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.


**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

**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. Approximately US$40 million of funding has been raised as of July 2010 from the three founding partners, and a second closing of approximately US$140 million, open to other donors and development finance institutions, is anticipated in 2011.

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 and v.giardina@afdb.org

**EUROPEAN COMMISSION**

**ACP Investment Facility:** The ACP Investment Facility, a €3.1 billion risk-bearing revolving fund geared to fostering private investment in ACP countries, is financed by the EU Member States through the European Development Fund. The Facility was launched in April 2003 by the ACP and EU partners and is managed by the European Investment Bank (EIB). The Facility, which is a risk-sharing financial instrument, replaced the former risk-capital funds of the Member States of the EU, 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: (i) the ACP Investment Facility; and (ii) 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 (OR) in ACP countries over the period 2008 to 2013. Operations carried out under the Bank’s own resources are covered by a specific guarantee from EU Member States.


**FINLAND**

Finland provides support to the International Trade Centre’s (ITC) programme on trade finance to facilitate SMEs’ access to finance; to IFC’s advisory services to improve access to finance; to mitigating the impact of the global financial crisis in developing countries; and, in the area of microfinance, to the Consultative Group to Assist the Poor (CGAP).

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79 €2 billion corresponding to the first financial protocol, supplemented by an additional €1.1 billion under the second financial protocol.
FRANCE

ARIZ: a risk-sharing tool facilitating access to bank credit: ARIZ is a guarantee mechanism designed to give SMEs and microfinance institutions (MFIs) better access to financing. ARIZ aims to be a lever for economic growth through 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, and was launched by the French President in Cape Town, South Africa, on 29 February 2008. It aims to support economic growth and job-creating start-ups. Its intervention capacities have been scaled up and its range has been extended to include the private sector. It is present in over 20 countries, mainly in Africa, with some 40 partner banks worldwide.

For more information: http://www.afd.fr/jahia/webdav/site/afd/users/administrateur/public/plaquettes/AFD_ARIZ_GB.pdf

AFD Group and CSR in the Banking Sector: This project, funded by the Agence Francaise de Developpement, was launched in 2004 with the primary objectives of improving in-house working conditions; reducing the ecological footprint; encouraging sponsorship and philanthropy; creating partnerships with NGOs, clients, and microfinance institutions; and providing products and services such as green loans, socially responsible investments (SRI), and environmental and social risk management for investments. The project benefits each bank institution by lowering operating costs, allowing for a stable shareholding, improving portfolio quality, increasing productivity with higher employee retention, creating a better public image and reputation, and attracting loyal customers and stable deposits.


Expanding access to credit and financial products: Microfinance – Cambodia: AMRET, formerly known as EMT, is Cambodia’s leading microfinance institution, with over 17 years of experience. In March 2008, PROPARCO participated in AMRET’s capital increase up to €1.6 million and has just allocated a US$4 million loan to finance the institution’s growth. By financing the development of AMRET’s activity, PROPARCO is contributing to actions to underpin economic growth in Cambodia through support for the creation and development of micro activities. This financing has assisted AMRET enter into a new growth phase that has opened up access to credit to a much wider population. AMRET contributes to maintaining or creating numerous jobs (almost 200,000), particularly for women.

For more information: http://www.proparco.fr/jahia/Jahia/site/proparco/lang/en/Cambodge_AMRET

Microfinance and Women’s Rights Formation of Fondation Zakoura Microcredit – Morocco: This project, launched in 2006, is funded by the French Government and is budgeted for €10 million. Its main objectives are to fight poverty and develop a sense of civic responsibility by associating financial services to non-financial services, such as the provision of complementary business training and other educational courses. Specifically, the project contributes to the financial independence of Moroccan women and aims at improving their quality of life while bringing them an acute awareness of their financial rights and promoting the development of small businesses. Moroccan women have benefited from the project: it has educated them in their rights to equality in the workplace and their families, and to their health.

Germany

Access to trade financing, e-commerce and market analyses: The Deutsche Investitions-und Entwicklungsgesellschaft (DEG, German Investment and Development Company) is currently participating in a trade promotion programme in Nigeria set up about two years ago by the Australia and New Zealand Banking Group Ltd. (ANZ) and the Netherlands Development Finance Company (FMO). In this programme, ANZ Business Bank backs up the letters of credit (L/C) opened by selected Nigerian banks. FMO and DEG have a direct contractual relationship with each of the local banks involved and assume one third of the risk of default arising from L/C confirmation in each case. In addition to the significant importance of trade financing from a development policy viewpoint, such transactions simultaneously support German exporters as well.

Banking and financial services: As a component of a programme fostering broad-based economic growth in Namibia, a network of German development cooperation organizations is promoting a microfinance bank that offers financial services tailored to meet the needs of rural areas. In this cooperative project, GTZ supports the establishment of the bank’s institutional structure, while KfW provides equity participation and fosters efforts to attract investors, and DED (the German Development Service) provides a specialised advisor on site. 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 SADC.

The programme for the promotion of sustainable economic development in Algeria envisages the establishment of financial services for small enterprises. In consultation with government authorities, a financing institution is to be founded 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.

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 German development cooperation though the FSD 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 and, not least, through finance in the agricultural sector. 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: thomas.schild@gtz.de and http://www.gtz.de/en/weltweit/afrika/uganda/16458.htm

Strengthening the microfinance sector: Financial Sector Technical Assistance Programme (FSTAP): The FSTAP is executed by the World Bank, German development cooperation and the African Development Bank (AfDB). The programme provides long-term support and advice through training courses as well as a short-term expert to microfinance associations and the Mozambique Central Bank (Banco de Moçambique – BM). Advisory services are geared to demand and aligned with the needs of the Microfinance Institute and the Central Bank.

For more information: E-mail: svenja.paulino@gtz.de and http://www.gtz.de/en/weltweit/afrika/mosambik/19557.htm

DEG (Deutsche Investitions- und Entwicklungsgesellschaft mbH) is part of the KfW Banking Group. As a market-oriented investment and development company, DEG provides equity and risk capital to private business structures in developing countries.
**GREECE**

**International activity of the National Bank of Greece Training Centre:** In 2009, the NBG Training Centre was to implement 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:

(i) Egypt: Credit Products for Small Business, Credit Guarantee Systems; (ii) Georgia: Financing Entrepreneurship, the Case of Credit Guarantee Systems; (iii) Ukraine: Financing Entrepreneurship, the Case of Credit Guarantee Systems; (iv) Montenegro: Commercial Lending, Credit Analysis and Evaluation; (v) Montenegro: Internal Audit for Banks.

For more information: http://www.ekete.gr/files/kek/Κατάλογος%20Τραπεζικών%20Προγραμμάτων%20EN.pdf

**ITALY**

**Integrated/Consolidated programme for SME development – India:** This project, launched in 2006 for a three-year period, was funded by the Government of Italy to a total of €3.2 million, and executed by UNIDO. It proposed to integrate all the Italian support projects to local entrepreneurs by focusing on three main themes: industrial districts, funds guarantee, and investment promotion. It planned the creation of a coordination unit within the local Ministry of Small Scale Industries to support the PMI financed by the Italian Government. Innovative forms of providing finance to companies were to be experimented with within the participating industrial districts with the aim of promoting the decentralization of industrial promotion and integrating it with other projects financed by the European Union and bilateral agencies in order to improve the quality of production while paying special attention to environmental and social aspects.

For more information: http://www.ambnewdelhi.esteri.it/NR/rdonlyres/5D71F290-D4E6-4943-8161-7EBC92F7A3D0/10667/OngoingProjects.doc

**Promotion of innovative financial instruments for the development of rural enterprises and microfinance (Profinder):** This is a micro credit programme for Burkina Faso, funded through the Italian Development Cooperation Directorate (DGCI). The project was launched in 2008 and was expected to be completed by 2010. It has been implemented through IFAD with the overall objective of reducing poverty through the diversification of income. Its specific objectives were to: (i) improve access to financial services for micro rural enterprises; and (ii) identify, test and develop innovative approaches to development finance. The project has been implemented with technical assistance from the Italian NGO CISV (Comunità Impiego Servizio Volontario) and received a portion of the financing granted by DGCS to IFAD. The total budget was €1.5 million.

For more information: sedi.esteri.it/pdgcs/italiano/iniziative/SchedaIniziativa.asp?id_paese=51&id_temii=9

**State Capital Investment Corporation (SCIC) Vietnam and SIMEST:** In 2008, SCIC and SIMEST, the Italian development finance institution promoting the activities of Italian business abroad and headed by the Ministry of Economic Development, signed a Memorandum of Understanding (MOU) with the aim of setting up a partnership between the two parties. With this MOU, SCIC and SIMEST will foster the business relationship between Vietnam and Italian companies and boost Italian direct inflow investment in Vietnam, especially in equitization programmes in such sectors as Infrastructure and construction, and the automotive, mechanical, rubber, plastic, textile, food, shoes and leather, wood and pharmaceutical sectors.
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.


Trade finance initiative in cooperation with IFC programs supporting trade with developing countries: The Japanese Government launched a US$1.0 billion trade finance facilitation initiative in February 2009 in close cooperation with IFC, a member of the World Bank Group, and the Asian Development Bank. This initiative aims to help importers and exporters in developing countries and to support continued trade flows during the current economic crisis. Japan’s commitment to the new trade finance initiative follows a $2 billion contribution made through JBIC to IFC’s Bank Recapitalization Fund.

For more information: E-mail: LPang@ifc.org

KOREA (REPUBLIC OF)

Project to assist the establishment of a stock exchange in Vietnam: The KOICA contributed a total of US$1,200,000, covering a 7 year-period (96-02), to the Government of Vietnam 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 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 Hochiminh Stock Exchange and the Hanoi Stock Exchange are now in operation.

For more information: http://www.odakorea.go.kr/eng/casestudies/koica.php

LUXEMBOURG

Awareness campaign on microfinance: Millennium Development Goal 8 focuses on furthering an open, rule-based, 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 called “Microfinance at Noon” 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. Microfinance Lunch Breaks provide an opportunity to
focus on a specific topical theme affecting the sector. Each session, attended by some hundred participants, takes place during the lunchtime break. On the menu: a study or practical case presented by a microfinance expert, followed by a question and answer session.

For more information: http://www.microfinance.lu/311.html?&L=1

Banking training – Laos: The Government of Luxembourg has allocated a budget of €2 million to this project, which is aimed at strengthening the financial sector in Lao PDR through capacity building of the country’s banking sector. The project is being implemented by Lux-Development in cooperation with Luxembourg’s Financial Technology Transfer Agency (ATTF). The project’s overall objective is to set up, design and implement training modules for the banking sector, in liaison with regional institutions, the Lao Banking Institute and commercial and public banking institutions. Its three major components focus on: (i) upgrading the Bank Training Institute in line with international standards; (ii) setting up teachers’ and trainers’ development programmes; (iii) setting up a structured and competent management team, capable of leading the Lao Banking Institute towards sustainability; (iv) defining and launching a series of national degree/diploma courses for different levels within the overall master plan and the national human resources development strategy, as well as an induction course for new bankers; and (v) developing the technical and managerial skills of state-owned-bank staff and staff from the Bank of Laos. The project was launched in 2008 and is expected to come to completion in 2010.

For more information: http://www.lux-development.lu/publication/LAO_light.pdf

Development of microfinance in Cape Verde: action plan 2009 – 2010: This action plan, financed by the Government of Luxembourg and implemented by the NGO “Aide au Développement Autonome”, aims to enhance the microfinance sector in Cape Verde through: (i) support for the financing of the sector through the collection of savings at both local and diaspora levels; (ii) support for the better knowledge management and transparency of the sector; (iii) support for the professionalisation of the sector through capacity building for the professional association FAM-F; and (iv) development of the institutional framework (regulations, national strategy, coordination of donors). The project budget is €314,020.

Discover the Luxembourg Financial Centre Programme: The Agence de Transfert de Technology 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

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
Promoting inclusive financial sectors in the West African Economic and Monetary Union (WAEMU/ UEMOA) Zone: In 2008, Luxembourg committed €18 million for a five-year project in the WAEMU zone, which promotes inclusive financial sectors in each member country. Implemented in partnership with the Central Bank for West African States (BCEAO), the project builds on the Regional Decentralised Finance Support Programme (PRAFIDE), which is an existing BCEAO regional programme that supports financial decentralization in its member countries. The project intends to contribute to the implementation of PRAFIDE. It also complements its intervention with activities targeting the sector national plans on the Decentralised Financial Systems (SFDs) of the Member States of the UEMOA. The objective of the project is to consolidate the financial sector and improve control of risks to the sector in order to promote microfinance operations in the UEMOA zone. The project aims to: (i) adapting and strengthening the microfinance sector supervision in the UEMOA zone under the new regulatory framework; and (ii) improving the SFDs in the production and control of financial information.

For more information: http://www.lrtm.lu/.../Presentation+AFR_017_Promoting+Inclusive+financial+sector+in+the+WAEMU+Zone.pdf

Technical assistance in financial services: This is technical assistance financed by the Government of Luxembourg and implemented by Luxembourg’s Financial Technology Transfer Agency (ATTF) for the Central Bank and the Ministry of Finance of Cape Verde. In 2009, the technical assistance was for money laundering prevention, compliance and risk management, with a budget of €68,500. In 2010 it is expected to focus on: (i) payment and securities settlements; (ii) assets and liabilities management; and (iii) SMEs’ balance sheet analysis, with an approximate budget of €42,000 Euro.

Netherlands

FMO and Alios Finance Group support to leasing operation in Zambia: The FMO entered into a joint US$7 million loan agreement with the Alios Finance Group (AFG) in 2009 aimed at enabling AFG to expand its leasing operations onto the Zambian market. In 2008 AFG had entered the Zambian market with the foundation of Alios Finance Zambia, making Zambia the eighth market to be able to access leasing products provided by AFG. This agreement provides AFG with the capital needed to create a critical mass for its Zambian operations in the leasing market. Leasing is a vital financial instrument for private sector companies. This loan has a tenor of 5 years with a grace period of one year, with the amount to be provided equally in local and US currency. It comes from the Micro & Small Enterprise Fund (MASSIF), which FMO manages on behalf of the Dutch Government.

For more information: E-mail: janalbert.valk@alios-finance.com and http://www.fmo.nl/smartsite.dws?id=394

FMO €35 million loan to improve access to financial services in Zambia: Zanaco is Zambia’s oldest bank, and its number one bank as measured by the number of accounts and deposits. It is a universal bank with one of the largest branch networks in Zambia and provides credit to all productive sectors of the economy, including agriculture. As the People’s Bank, Zanaco focuses its corporate social responsibility activities primarily in areas such as building financial literacy and improving financial inclusion for those who do not have access to finance. In 2009 FMO provided ZANACO with a loan of €35 million, which will help to improve access to financial services in Zambia.

For more information: http://www.zanaco.co.zm
**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 and http://www.fmo.nl/smartsite.dws?id=394

**Support by FMO for setting up ACLEDA Bank Ltd in Laos:** Started in 2008 as a subsidiary of ACLEDA, the successful Cambodian microfinance bank, the ACLEDA Bank Ltd. In Laos, aims to play a role in the Mekong area. The establishment of ACLEDA in Laos is FMO’s first equity investment in the country. FMO provides long-term equity of €3 million in local currency, coupled with a capacity development plan to support the institutional strengthening of the Bank. FMO provides similar funding in other partner countries.

For more information: http://www.acledabank.com.kh

**NEW ZEALAND**

**Kula II:** This NZAID programme supports the management costs of the regional venture capital fund, Kula II. Kula II has a planned equity of US$20 million and a ten-year life. Its aim is to invest in small and medium enterprises (SMEs) across 12 countries in the region in order to promote economic growth and private sector development. Key investors are the Asian Development Bank, the Commonwealth Development Corporation and the European Investment Bank.

**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”.

For more information: http://www.ifc.org/ifcext/pacificedf.nsf/Content/Programs

**NORWAY**

**NMI Frontier Fund:** This fund invests primarily in emerging microfinance institutions (MFIs), both directly and through Microfinance Investment Vehicles (MIVs). Targeted MFIs are smaller and, frequently, newer organizations that are growing rapidly, providing products and services, particularly in challenging regions or difficult market segments, or piloting or introducing new or innovative products, services, and distribution channels. The geographic concentration of the Frontier Fund is sub-Saharan Africa and South Asia, and its focus countries are Cameroon, Ghana, Kenya, Mali, Nigeria, Senegal, Tanzania, Uganda, India, and
Pakistan. The Frontier Fund provides equity, senior, subordinated, or convertible debt to emerging MFIs with an orientation toward equity investments. Investments averages US$2 million, but can be as large as US$6 million and as small as US$1 million. The NMI Frontier Fund is capitalized with about US$40 million and has an initial term of 10 years.

For more information: http://www.nmimicro.no/index.php?section=1&page=1

**NMI Global Fund (GF):** This fund invests primarily in Microfinance Investment Vehicles (MIVs) managed by established MIV managers. It supports the expansion of micro-finance institutions (MFIs) that have large and sustainable operations, and expects that investments in these MFIs will help them increase their market penetration, expand into new markets, and develop new products and services. The investment size range is between US$3 million and US$8 million. Capitalized with approximately US$60 million, and with an initial term of 10 years, the NMI Global Fund seeks a fair financial return from its investments, aiming to balance these returns with a strong commitment to development impact and other social objectives. It invests in regionally-oriented MIVs where appropriate, has a balanced distribution of debt and equity investments, and seeks to work with a wide variety of MIVs, MIV managers, and established MFIs. It strongly focuses its investments on Africa, Asia and Latin America but is not limited to these regions.

For more information: http://www.nmimicro.no/index.php?section=1

**Norwegian Microfinance Initiative (NMI):** Established in 2008, NMI is a public/private investment partnership that combines Norwegian capital and knowledge to establish a strong support mechanism for microfinance institutions (MFIs) in developing countries in whom it invests and for whom it provides professional assistance and technical support. Its mission in doing so is to contribute to the empowerment of the poor and to the creation of jobs, wealth, and economic and social sustainability in developing countries. It channels its investments through two investment funds: (i) NMI Global Fund; and (ii) the NMI Frontier Fund (see below). Its professional and technical assistance is provided through the NMI Professional Assistance Facility, which is supported by Norad. Its investors and strategic partners include Norfund (the Government of Norway Development Finance Institution) and four private sector partners. Its investors have committed approximately US$100 million to the two investment funds, with equal amounts of capital committed from the public and private sector investors. NMI follows a long-term development approach with its investments, seeking to balance a positive social and economic impact with a sound financial return. This is consistent with Norway’s broader approach to international development and with the commitment of NMI’s private sector partners to socially responsible investment and sustainable development. NMI also seeks to build institutional and human capacity in the MFIs in which it invests and to ensure that they expand their outreach to the poor, grow in a sustainable fashion, and develop new products and services that serve poor and low-income people (particularly women and their families) in new ways.

For more information: E-mail: info@nmimicro.no and http://www.nmimicro.no/index.php

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**Spain**

**Support to Kenya Industrial Research Institute (KIDRI):** In 2009 the COMESA Secretariat, with funding from the Spanish Government, launched a women’s entrepreneurship programme which will provide 85% guarantees to loans given to women. The Kenya Industrial Research Institute (KIDRI) has been selected to provide support to women’s incubator projects. The PTA Bank is expected to manage the Spanish Fund.

For more information: http://about.comesa.int/attachments/169_090722_Speech_forPTA_Bank2009Addis.pdf
SWEDEN

Making Finance Work for Africa (MFW4A) Initiative: This partnership is a major multilateral initiative which helps African countries boost their economic growth and fight poverty by encouraging and facilitating the development of their financial sectors. MFW4A draws on a wide range of contributors. The partnership focuses on the need to ensure that African countries develop dynamic, well-run and efficient national and regional financial services and banking systems. Sida, the Swedish Agency for International Development Cooperation, provides technical assistance to the MFW4A Partnership Secretariat, which is hosted by the African Development Bank (AfDB), as well as a financial contribution to the MFW4A 2008 – 2010 work plan.

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 non-bank institutions).

Selected projects:
• Eastern Europe: EBRD Trade Finance Facility, since 1999;
• Global: IFC Global Trade Finance Advisory Services Facility, 2010 – 2012;

UNITED KINGDOM

Microfinance for Guyanese businesswomen: UK-DFID is supporting a local women’s group – the Trafalgar/Union Community Development Committee (TUCDC) – though microfinance destined to improve the productivity of tilapia for the export market though the purchase of supernmale tilapia. This project is being run in collaboration with the University of Wales (Swansea) where a UK-DFID’s Fish Genetic Programme funded the original research that led to the development of the genetically improved fish stock.

Source: http://www.dfid.gov.uk/
Azerbaijan Private Sector Competitiveness Enhancement Program (PSCEP): This is a USAID-funded programme which was launched in 2008 and is expected to run for four years until 2011. PSCEP is designed to promote the competitiveness of select non-natural resource sectors of the Azeri rural economy in order to create jobs, increase exports and generate investments. PSCEP’s main objective is to improve SME access to finance. The project works with banks and financial institutions to introduce financial instruments and strengthen existing services such as: (i) purchase order finance (POF); (ii) expanding the use of letters of credit, letters of guarantee and documentary collection; and (iii) expanding the use and availability of leasing in the Azeri market. To date, over US$4.5 million in POF loans have been issued by PSCEP partner banks to Azeri SMEs, supporting more than US$32 million in sales and exports and creating 139 new jobs, including 54 jobs for women.


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. Since DCA was established in late 1999, more than 225 partial credit loan and bond guarantees have enabled approximately US$1.8 billion of private capital to be lent in more than 60 countries. The cost to USAID is approximately US$61 million, meaning that for every dollar spent by the U.S. Government on a DCA guarantee, an average of US$30 is made available by the private sector. Claims on the DCA portfolio are approximately one percent, proving to partner financial institutions that underserved borrowers are indeed worthwhile and profitable investments.

For more information:
Australia
Austria
Belgium
Canada
Denmark
European Commission
Finland
France
Germany
Greece
Ireland
Italy
Japan
Korea (Republic of)
Luxembourg
Netherlands
New Zealand
Norway
Portugal
Spain
Sweden
Switzerland
United Kingdom
United States of America