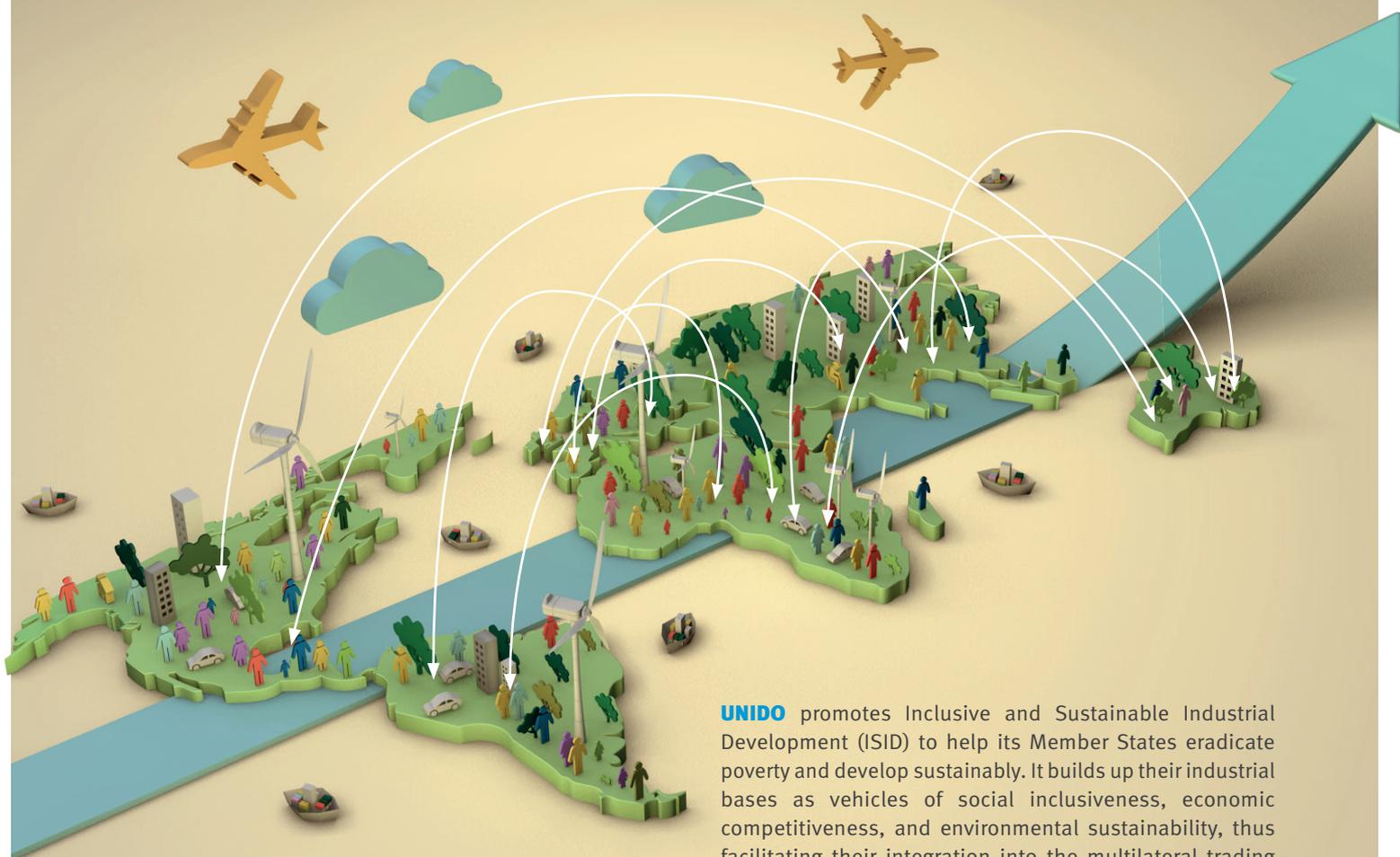


TRADE CAPACITY BUILDING

OPENS DOORS TO
GLOBAL MARKETS



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION



UNIDO promotes Inclusive and Sustainable Industrial Development (ISID) to help its Member States eradicate poverty and develop sustainably. It builds up their industrial bases as vehicles of social inclusiveness, economic competitiveness, and environmental sustainability, thus facilitating their integration into the multilateral trading system.

Within **UNIDO's** Programmes for Economic Competitiveness, Trade Capacity-Building (TCB) provides solutions in the framework of the Aid for Trade (AFT) initiative to access global markets. We team up with governments, international organizations, representatives of the public and the private sectors, financial institutions, academia and civil society to:

- **Enhance** standardization, quality, accreditation, metrology and conformity assessment services
- **Enable** small and medium-sized enterprises (SMEs) to participate in global value chains
- **Increase** the ability of SMEs to compete on export markets

A successful track record is a reliable pointer to future performance. TCB programmes are carefully designed to meet your strategic objectives and address your country's needs. Our programmes have already proven their worth for diverse customers in different business sectors, such as the following:

Burundi Standards and conformity assessment along the coffee value chain

Mozambique Helping boost trade and the private sector

Malawi Building quality infrastructure for agricultural products

West African countries Improving quality infrastructure to enhance exports in 16 countries

Zambia Promoting quality to open export markets for food producers

China Safe food programme enabling participation of processors in global supply chains

Myanmar Strengthening food processing, inspection and import control services to protect consumers

Pakistan Improving food safety in fishery industry to expand exports

Sri Lanka Upgrading local hygiene and food safety to encourage tourism

Arab region Overcoming technical barriers to trade for regional exports of goods and services

Egypt Traceability to increase safety and customer confidence in medicinal and aromatic plants exports

Iraq Rebuilding of the national quality infrastructure

Lebanon Improving packaging design and labelling to increase exports

Colombia Increasing compliance capacity of the cosmetic sector to access new export markets

Ecuador Designing the food traceability scheme to build trust of consumers and food business operators

Nicaragua Strengthening the national quality system to serve agro-industrial SMEs and increase exports

OUR PROVEN TRACK RECORD

WHAT WE DO

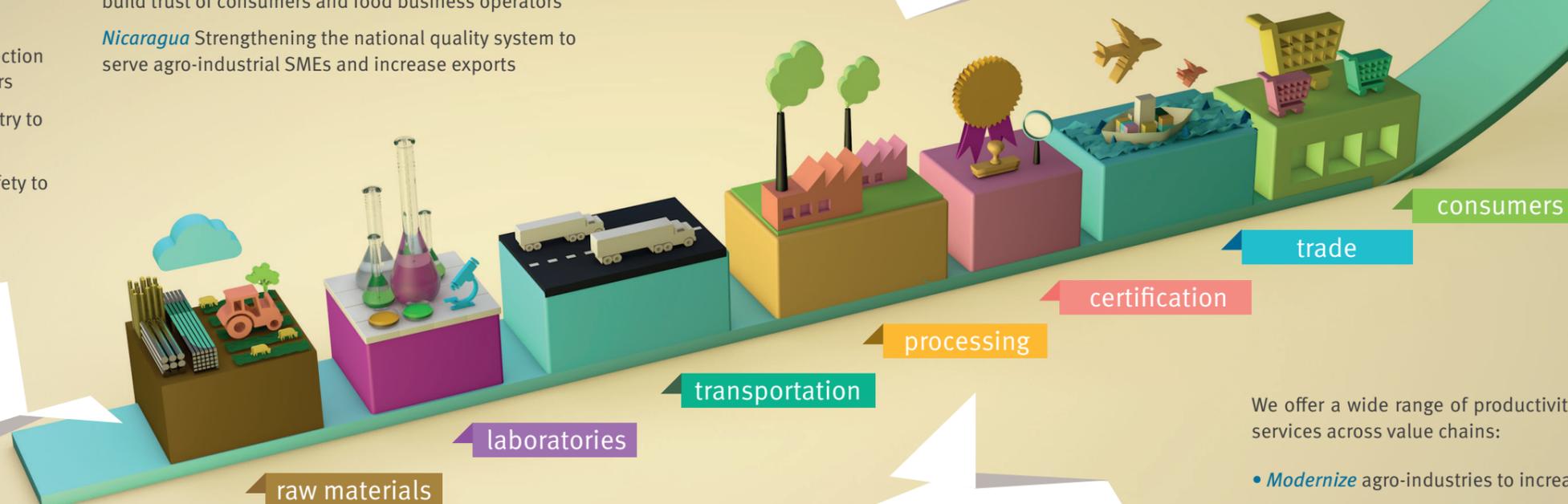
The ability of developing countries to exploit trade opportunities and to access markets is hampered by the absence of competitive supply capacities and compliance infrastructure. Therefore, we focus on:

- **Building** capacity for effective trade and quality policy making
- **Strengthening** the regional and national quality infrastructures
- **Supporting** productive sectors to produce goods that meet international requirements
- **Promoting** food safety and consumer, environmental, social and health protection taking into account gender equality and empowerment

HOW WE DO IT

We offer a wide range of productivity, quality and trade related services across value chains:

- **Modernize** agro-industries to increase their export potential
- **Prepare** SMEs to meet market and consumer requirements
- **Help** to form export-oriented consortia for SMEs
- **Provide** advice on trade related policies
- **Develop** systems to improve knowledge management and assessment of market trends
- **Promote** harmonized standards, the development of quality infrastructure and conformity assessment services
- **Work** with clients to overcome technical barriers to trade arising from environmental, food safety, social responsibility and sustainability issues
- **Enhance** trade opportunities through south-south partnerships





OUR PARTNERS

172 Member States

693 staff members at headquarters and other established offices

55 field offices with 142 national and international staff members

USD609.2 million
total volume of UNIDO operations for the biennium 2012-2013

USD477.7 million
total project and programme portfolio

USD180.5 million
of technical cooperation delivery in 2013

TCB is a leading provider of trade-related technical assistance and has received international recognition for its work. We stand ready as a partner to accompany Member States on their path towards inclusive and sustainable industrial development.

Trade development is a complex matter comprising a multitude of activities at policy, institutional and enterprise levels. In recent years we have stepped up our dialogue and collaboration with:

- **Private sector and academia**
- **Public sector** at the regional and national level
- **UN system organizations**, particularly for trade, health and sanitary and phyto-sanitary issues
- **Development banks** at the international and regional level
- **International technical organizations** setting and harmonizing practices on standards and conformity
- **Donor community**

Together with our partners we multiply the impact of our interventions by joining efforts, know-how, and resources. We are building strong alliances towards healthier societies, flourishing markets and sound economic progress.



UNIDO IN FIGURES



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