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Volume 1

Multilateral Services

# UNITED NATIONS SYSTEM

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



TRADE CAPACITY BUILDING

# [Resource Guide]

2015



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Vienna, 2015

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**This document has not been formally edited.**



# ACKNOWLEDGEMENTS

This third edition of the Trade Capacity Building Resource Guide builds on and further expands the collaborative effort which contributed to the success of the second Edition in 2010.

In addition to the continued participation of the 30 multilateral agencies, a new agency, UNCITRAL has joined in this collaborative effort for the first time. The five regional development banks - African Development Bank (AfDB), Asian Development Bank (ADB), the Caribbean Development Bank (CDB), European Bank for Reconstruction and Development (EBRD) and Inter-American Development Bank (IDB), have also continued their participation. Six inter-agency collaboration mechanisms have updated their input.

The first and enhanced second edition of the Inter-agency TCB Resource Guide attracted attention far beyond the UN system, of policy-makers in developing countries and bilateral development partners. In addition to the Organization for Economic Co-operation and Development (OECD), Development Assistance Committee (DAC) members, a large number of bilateral assistance providers and donors made use of the second edition of the Guide and expressed strong interest in participating in the endeavour. As a result, and again with the decisive support of the OECD DAC, this third edition now contains an enhanced second volume comprising, not only the profiles and services of all 24 DAC members, but eight additional OECD members (Czech Republic, Estonia, Hungary, Mexico, Poland, Slovak Republic, Slovenia and Turkey) as well as five G-20 members (Argentina, Brazil, China, Russia and Indonesia).

The Guide includes now 37 bilateral profiles. The trade-related services of altogether 32 OECD and 17 G-20 countries, some of which are also OECD members are reflected in the Guide. This compilation of major bilateral and multilateral technical assistance services as well as inclusion of South-South and triangular cooperation initiatives in the area of trade capacity building represents a milestone, which is expected to significantly increase both the coverage and potential use of the Guide.

Sheila Page, Senior Research Fellow at the Overseas Development Institute (ODI), London, again greatly contributed to the 2015 Edition, in particular through her analytical contribution to the costs of trading, adding a value chain perspective and South-South and triangular cooperation, her support to the further conceptualization of the volume on bilateral donors, her review of country profiles and through the overview sections for both volumes of the Guide.

We also thank Kashfia Mansur for coordinating the establishment of this Guide, conducting extensive research and analysis to establish and expand the multilateral and bilateral profiles. Editing services were provided by Margaret Ruth Griffiths.

UNIDO is particularly grateful to the following colleagues and resource persons in the participating multilateral agencies, development banks, and from the bilateral development partners, both the OECD and G-20 representatives and resource persons in the respective national development agencies:

**AfDB:** Nana Ama Cobbina, Moono Mupotola, Mthuli Ncube, Ralph A. Olayé and Alex Rugamba; **ADB:** Steven Beck, Shintaro Hamanaka, Jayant Menon, Thiam Hee Ng, Ramesh Subramaniam, Charisse J. Tubianosa, Ganeshan Wignaraja and Jo Yamagata; **CDB:** Denny Lewis-Bynoe and Patrick Kendall; **EBRD:** Rika Ishii, Andrew Kilpatrick and Jane Ross; **FAO:** Boubaker Ben Belhassen, David Hallam, Jill Higgs Buscemi, Jong-jin Kim, Blaise Kuemlangan and Jamie Morrison; **IDB:** Ricardo Carciofi, Antoni Estevadeordal, Paolo Giordano, Pablo Guerrero, Irasema Infante, Juan Manuel Leñaño, Manuel Marquez, Mauricio Mesquita Moreira, Leopoldo Montañez, Fabrizio Operti, Carolyn Robert, Hans Schulz, Peggy R. Tsukakoshi and Joaquín Tres Viladomat; **IAEA:** Margit Bruck-Friedrich, Javier Guarnizo and Ana Claudia Raffo-Caiado; **ICAO:** Denys Wibaux, Teresa Cerone, Jane Hupe, Jerome Simon, Narjess Teyssier, and Yuanzheng Wang; **IFAD:** Bruce Frederick Murphy and Carlos Sere; **ILO:** David Cheong, Andrew Dale, Michael Elkin, Maria Sabrina De Gobbi, Roberto di Meglio, Markus Pilgrim,

José Manuel Salazar-Xirinachs, Merten Sievers and Olga Strietska-Ilina; **IMO**: Julian Abril, Andrea Garcia, Rouba Ruthnum and Jianxin Zhu; **IMF**: Axel Bertuch-Samuels; **ITU**: Sanjay Acharya; **ITC**: Anders Aeroe, Riefqah Jappie, Friedrich von Kirchbach, Miguel Jimenez-Pont and Aïcha Pouyé; **UNCITRAL**: Monica Canafoglia and Tim Lemay; **UNCTAD**: Anne Miroux, Victor Ognitvsev, Jean-Philippe Rodde, Christiane Stepanek, Manuela Tortora, and Mr. Guillermo Valles; **UNDESA**: Diane Loughran; **UNDP**: Adel Abdellatif, Tenu Avafia, Luisa E. Bernal, Andrew Bovarnick, Biplove Choudhary, Teresa Liu, David Luke, Angela Lusigi, Luciana Mermet, Joern Rieken, Massimiliano Riva, Casper Sonesson and Yumiko Yamamoto; **UNESCAP**: Masato Abe, Donald Clarke, Joong-Wan Cho, Yann Duval, Sangwon Lim, Mia Mikic, Marc Proksch, Ravi Ratnayake, Satyabrata Sahu and Khan Salehin; **UNECA**: Stephen Karingi and Alan Kyerematen; **UNECE**: Tom Butterly, Viginia Cram-Martos, Hana Daoudi, Juan Ramos Garcia, Geoffrey Hamilton, Lorenza Jachia, Olivier Kervella, Serguei Malanitchev, Eva Molnar, José Palacín and Miodrag Pesut; **UNECLAC**: José Carlos Mattos and Osvaldo Rosales; **UNEP**: Giles Chappell, Anja von Moltke, Asad Naqvi and Liazat Rabbiosi; **UN-HABITAT**: Ananda Weliwita; **UNRWA**: Martha Myers, Alex Pollock and Anna Savolainen; **UNWTO**: Dirk Glaesser, Oliver Herrmann, John Kester, Marcel Leijzer, Samiti Siv, Zoritsa Urosevic, Omar Valdez, and Harsh Varma; **World Bank**: Jean-Francois Arvis, Ian Gillson, Daria Goldstein, Mona Haddad, Marc Juhel, Jeffrey Lewis and Jessica Poppele; **WHO**: Peter Beyer, Ahmed Bile, Peter Joseph Mertens and Zafar Ullah Mirza; **WIPO**: Joe Bradley and Victor Owade; **WTO**: Willie Chatsika and Maarten Smeets; **CEB Cluster**: Jean Philippe Rodde and Manuela Tortora; **OECD/CRS**: William Hynes and Frans Lammersen; **GTAD**: Susan Harrison and Maarten Smeets; **EIF**: Justine Namara, Christiane Kraus and Dorothy Tembo; **GFP**: Alina Monica Mustra; and **STDF**: Marlynn Hopper and Melvin Spreij.

**Argentina**: Alexis Am, Miriam Beatriz Chaves and Edgardo Marchi; **Australia**: Deborah Fulton and Joe Rafalowicz; **Austria**: Reinhold Gruber and Anita Weiss-Gaenger; **Belgium**: Yves Dricot and Lieven de la Marche; **Brazil**: Marcio Correa; **Canada**: Karen Garner and Fauzya Moore; **Czech Republic**: Petr Janousek; **Denmark**: Ulrik Eversbusch and Frode Neergaard; **Estonia**: Keiu Saral and Kaili Terras; **European Commission**: Giovanni Mastrogiacomo; **Finland**: Sari Laaksonen and Lotta Karlsson; **France**: Melissa Dalleau and Jean-Christophe Donnellier; **Germany**: Renate von Boddien and Klaus Wardenbach; **Greece**: Nefeli Laparidou and Vasiliki Manavi; **Hungary**: Emese Borza and Attila Juhász; **Indonesia**: Yulastiarman Zakaria; **Ireland**: Mary Barrett and Niall Morris; **Italy**: Pierluigi Colapinto and Stefano Nicoletti; **Japan**: Naokuni Matsubayashi, Tatsuhiro Mitamura and Yukiko Okano; **Korea**: Sungsoo Choi; **Luxembourg**: Aurelie Klein; **Mexico**: Aldo Aldama; **Netherlands**: Commerijn Plomp and Peter Schuurman; **New Zealand**: Matthew Nichols and Vicki Poole; **Norway**: Torun Dramdal and Anne Strand; **Poland**: Katarzyna Kot-Majewska and Iwona Krzeszewska; **Portugal**: Elisabeth Da Cruz and Ana Fernandes; **Russian Federation**: Vladimir Uskov; **Slovak Republic**: Matej Dostál; **Slovenia**: Veronika Boskovic-Pohar and Martina Skok; **Spain**: Esther Saborido Modia; **Sweden**: Marie-Claire Swärd Capra and Cecilia Ekholm; **Switzerland**: Philippe Besson and Christian Sieber; **Turkey**: Derhan Dogan and Burak Rende; **United Kingdom**: Liz Peri; **United States of America**: Steven D. Pierce.

The UNIDO team included Steffen Kaeser and Victor Cobby Baah from the Trade Capacity Building Branch. Finally, UNIDO wishes to express its gratitude to Achim Steiner, Chairman of CEB/HLCP, for the leadership at the level of the UN system. UNIDO is also very grateful to Brian Atwood, Chair of OECD DAC and to Frans Lammersen, Principal Administrator, Development Co-operation Directorate, OECD, for their decisive support of the bilateral contributions to the Resource Guide.

This time, extensive contributions of the multilateral system and bilateral development partners allowed us to put together the so far most comprehensive compilation of trade-related technical assistance services.

# INTRODUCTION

The first edition of this *Trade Capacity Building Resource Guide* was published in 2008 as a UN system driven initiative to provide a summary of ‘who does what for whom’ at time when both donors and recipients were looking again at how aid could best assist countries to use trade as part of their development strategies. It was obvious that the United Nations (UN) organisations, taken together, had an important role in this, but it was also clear that the large number of donors, differing in areas of interest, types of expertise, modes of working and rules on eligibility, made it difficult for an individual country to identify which agencies could help it on a particular project and what types of capacity building could be combined into a trade and development strategy. This edition was widely welcomed, but it was limited to the UN system. Some international and regional agencies had not taken part. The second edition, in 2010, added more agencies and through cooperation with the OECD (Organization for Economic Co-operation and Development) included bilateral programmes and services from the twenty four DAC members (Development Co-operation Directorate of OECD). This third edition now has added more bilateral donors, with an attempt to focus on the growing importance of South-South and triangular cooperation. It now includes eight members of the OECD which are not members of the DAC, **Czech Republic, Estonia, Hungary, Mexico, Poland, Slovak Republic, Slovenia and Turkey** and some additional “South-South” donors, being members of the G20: **Argentina, Brazil, China, Indonesia, and the Russian Federation**. It has also added **UNCITRAL** (United Nations Commission on International Trade Law) to the UN agencies.

This introduction first discusses policy initiatives related to Trade Capacity Building from the WTO (World Trade Organization) and from UNIDO (United Nations Industrial Development Organization): the WTO work programme on Aid for Trade for 2014-2015 (WTO 2014) and the new UNIDO priority for Inclusive and Sustainable Industrial Development (UNIDO 2014). It also presents some results of two strands of recent research, one supporting the importance of helping countries to reduce the costs of trading and the other taking a new approach to understanding how countries are integrated into world markets, with possible implications for the types of assistance needed. It uses the evidence from the two main volumes (Volume 1: Multilateral Services and Volume 2: Bilateral Services) in order to indicate how well current trade capacity building programmes relate to these initiatives and respond to the needs identified. For this, it uses the typology of trade capacity building which has been used in all three editions. Finally it describes how the multilateral and regional agencies and the bilateral donors are improving how they work together and identifies some of the ways in which they are taking a South-South or triangular approach in their programmes.

The Executive Summaries to the two main volumes (Volume 1: Multilateral Services and Volume 2: Bilateral Services) look at whether there are identifiable changes in the programmes of the agencies and bilateral donors which were already covered in the 2010 edition of the *Resource Guide*. The volume on bilateral donors then discusses the donors included for the first time in more detail. Each introduction summarizes the activities of the donors by standard category. For bilateral donors, there is also a summary of their participation in triangular aid.

Both volumes are available on-line at [www.unido.org/tcbresourceguide2015](http://www.unido.org/tcbresourceguide2015).

## Current areas of focus for Aid for Trade

The adoption of the Agreement on Trade Facilitation (WTO 2013a) at the WTO Ministerial meeting in Bali (WTO 2013b) at the end of 2013 and the adoption by WTO members in November 2014 of a [Protocol of Amendment](#) to insert the new Agreement into Annex 1A of the WTO Agreement, gave increased legal force to efforts to reduce the costs and risks of trading. Following this, the WTO adopted a new work programme on Aid for Trade for 2014-2015 (WTO 2014) with assistance to developing countries on implementation of the Agreement as a priority. A second priority is infrastructure development, including services such as logistics. The new work programme also suggests that value chain analysis (discussed below) can be used to guide work on reducing the costs of accessing export markets.

## Inclusive and sustainable industrial development (ISID)

In 2013, UNIDO adopted the objective of inclusive and sustainable industrial development. It is possible to identify three aspects of this which are relevant to evaluating trade capacity building. It supports industrialization as way to reach a higher stage of economic and social development, first as an essential element of structural transformation, as it upgrades both the economic structure and working conditions, and secondly as a way of increasing employment by absorbing increasing numbers of workers. It also emphasizes the need for environmental sustainability, including both cleaner and resource-efficient production.

### The importance of reducing the costs of trading

Previous editions have argued that funding for trade capacity building matters because of the importance of trade for development and have looked at the role of trade during the financial crisis. But it is important to look also at the evidence of what obstructs trade by developing countries in order to draw conclusions on whether aid can help and, if so, what types of aid. If the binding barriers are policy restrictions (import barriers, discrimination through regional trading areas, etc.), aid measures cannot have a major impact, and even aid to adjust to changes in policy (the original purpose of the WTO Aid for Trade (AFT) initiative), would have a limited role at a time when many trade negotiations are stalled. If the most important constraints on trade are from weaknesses in production (supply side problems), then aid will have a role, but it will not necessarily be directly “trade-related” aid. The evidence is growing, however, that the costs of trading are a significant barrier for developing countries trying to increase their participation in world markets. To the extent that this is true, aid targeting these costs will have a significant effect on countries’ ability to use trade in their development strategies.

There are several types of new evidence on trade costs. Work at UNESCAP and at the World Bank (Arvis et al 2013) has confirmed what has been found in a variety of regional and bilateral trade studies, that trading costs are higher for developing countries than for developed. Worse, they found that the differential was increasing, so that the disadvantage of developing countries in trade is increasing. The principal problems appear to be in maritime transport and logistics. Their data, however, are limited and their discussion is at a general level. Two very specific studies start to identify more precisely the types of cost which matter, although one is not directly based on developing countries. A study of the effect of the introduction of containers in maritime trade among developed countries (Bernhofen et al 2013) found that it increased bilateral trade flows on average by 320%, an effect much larger than the authors (or others) could find from formation of free trade agreements or General Agreement on Tariffs and Trade (GATT) membership. Looking at land transport, Bonfatti and Poelhekke (2013) have found that transport systems designed to take mining products to ports have a strong and continuing impact on the pattern of a country’s trade even in other goods because the existence of transport links creates a lasting cost differential between these routes and others. One result, of course, is to reduce intra-regional trade, even where this would, given cost-neutral transport links, be efficient.

A careful comparison by Moisé and Sorescu (2013) of the relationship of trade facilitation indicators (using the definitions in current WTO negotiations) to trade performance indicates what types of changes would have the largest impact on different types of country. For the low income and Sub-Saharan African categories, the largest impact comes from “harmonization and simplification of *documents*” and/or automation of processes. For middle income countries, it comes from “streamlining of *procedures*” (emphasis in original). For land-locked countries, not surprisingly, the greatest improvement comes from reforming transit procedures and agreements. For low income countries, more documents and more time are required to trade. They also found that the simple provision of information (ensuring that agreements and customs classifications and procedures are published on websites and easily available) differs between low income and other countries. An important result is that the impact of “comprehensive trade facilitation reform” is greater than the sum of individual effects, because of the interaction among the different obstacles.

These results indicate that there are areas where change is likely to have strong effects on recipients’ trade and development potential, and thus where targeted trade capacity building can have an important role. In particular, the significance that several studies have found for transit costs identifies an area which may be neglected in programmes designed country-by-country. Some estimates suggest that African border costs are particularly high, but there are well-known problems in other regions; for example, Brazilian food exports in 2013 were held back by transport bottlenecks. The detail in these and other studies of what increases the costs of trading could be used to guide priorities in trade capacity building.

### Adding a value chain perspective

As cross-border integration of production has extended to more commodities and more countries, trade analysis has turned more attention to looking at the whole “chain” of supply, rather than at production of specific goods or at particular stages of production. Dividing production across borders is not new. Both hard and soft commodities have always been partially processed in their country of production and partially in the country of consumption, sometimes with intermediate stages in other countries. Complex commodities, whether clothing in the 18th century or televisions in the 20th, have been sent back and forth across borders to take advantage of cheap or alternatively of highly skilled labour or of different climates or of other differences in factors of production. But it is probably true that a higher proportion of world trade is now involved in trading in single stages of production, and that improved communication and transport have raised awareness of, and reduced the costs of, other potential locations for production. If goods or services cross borders more than once,

then reducing border costs becomes more significant. Analysis of value chains has also drawn attention to the importance of market and other types of power relationships in determining how the gains from trade are shared among the different parts of the chain.

If trade is analyzed in this way, then targeting aid to have the maximum impact requires examining all the actual and potential stages of production which could be located in a recipient country (the increasing separability of stages of production means that the number of stages to consider is constantly increasing) and identifying which chains are most in need of assistance and then where along the chain aid would be most effective, rather than looking at individual goods and services which may be traded and the costs or barriers to each of these. Keane (2013) identifies a range of possible market failures in value chains which can be read as an agenda for aid interventions (Table 1).

**Table 1:** Market Failures Affecting Entry and Participation with Global Value Chains (GVCs), and Responses

Type	Examples	Responses	AfT Category
Coordination	Externalities, complementarities ignored; linkages not exploited; no policy coherence	Capacity building for industrial policy	Trade Development; Trade Related Infrastructure; Building Productive Capacity
Technology: Developing, adapting and adopting	Incomplete and imperfect information; network externalities	Promotion of technology transfer and adoption	Trade Development and Trade Related Infrastructure
Skills formation	Externalities, imperfect information	Coordination and/or subsidies for training	Building Productive Capacity
Environment: Protection, conservation, cleaner technologies	Negative externalities not accounted for	Product and process standards and regulations	Trade Policy and Regulations

Both legal and private standards can be important at every level of production. Intervention may alter the allocation of returns within chains as well as increasing the total gains from trade. The importance of looking at a chain, rather than at individual stages of production or products, like the finding (above) that trade facilitation improvements are more effective when taken together, suggests that approaches to trade capacity building should start from a broad view of how a country is trying to change its trade, and then an assessment of all the obstacles to this. Clearly, individual donors with their own priorities, expertise, and, in the case of specialist agencies, legal areas of responsibility cannot be expected to provide on their own a comprehensive response to the needs identified. This reinforces the need for coordination, not merely within individual types of assistance or individual countries, but across a programme of assistance.

### Comparing the Trade Capacity Building programmes to current priorities

Six possible areas for trade capacity building can be derived from the WTO Aid for Trade programme, the UNIDO ISID, and recent research on barriers to trade:

- Reducing trade costs
- Infrastructure
- Identifying requirements for value chains
- Industrialization
- Sustainability
- Building institutions.

### Costs and infrastructure

In terms of the classification used in this *Guide* (Table 2), some multilateral and regional donors identify Trade Facilitation and Physical Infrastructure as areas of activity but these are fewer than half the number engaged in Global Advocacy, Trade Policy Development and Legal and Regulatory Framework support (the areas which imply a view that policy matters) or Supply Capacity (relevant when internal production costs matter). Compliance Support, which also reduces the costs of trading (see UNIDO 2011), shows only a few donors. Among bilateral donors, the numbers offering support to Trade Facilitation and Physical Infrastructure are as high as those for the policy and supply categories.

**Table 2:** Overview of Trade Capacity Building Services and Initiatives

	Global Advocacy	Trade Policy Development	Legal and Regulatory Framework	Supply Capacity	Compliance and Regulatory Framework	Trade Support Infrastructure and Services	Market & Trade Information	Trade Facilitation	Physical Trade Infrastructure Building	South-related Financial Services	Other South & Triangular Cooperation	Other Trade-related Activities*	Total
Multilateral and regional agencies	22	21	18	21	8	4	11	12	8	7	16	8	31
DAC donors	13	21	18	24	21	15	17	19	20	22	10	7	24
Other EU donors *	1	0	1	0	0	1	1	1	0	1	0	0	4
Other G20 donors	0	5	4	3	3	0	1	5	3	0	6	0	7

\*Hungary and Poland did not provide a breakdown of their trade capacity-building services.

### Supporting value chains

Fewer than half the multilateral and regional donors mention value or supply chains in their responses to this Guide. The **ADB** (Asian Development Bank) has a programme to promote regional supply chains in South Asia in agro-processing and in leather. **UNIDO** also develops value chains in agro-processing. **UNCTAD** (United Nations Conference on Trade and Development), the **ITC** (International Trade Centre) and **UNESCAP** (United Nations Economic and Social Commission for Asia and the Pacific) have programmes for regional cotton and textile chains. Table 3 indicates which agencies' responses had identifiable policies or activities related to value chains. As there was not a specific question on this to donors, not mentioning supply chains does not necessarily show that the agencies do not take account of them.

**Table 3:** Focus of Multilateral Agencies and Regional Development Banks: Value Chain Perspectives, Sustainability and Sectoral Priorities

	Value Chain Perspectives	Sustainability	Sectoral Priorities or activities mentioned
UNDESA			
ITC	x	x	
UNCTAD	x	x	General, Tourism, Bio
UNDP	x	x	General, commodities
UNEP	x	x	Agriculture
UNCITRAL			
UN-Habitat		x	Rural development
UNRWA			General
UNESCAP	x	x	General, textiles
UNECA		x	General support
UNECE		x	
UNECLAC	x	x	General support
FAO	x	x	Agriculture
ICAO		x	
IFAD	x	x	



	Value Chain Perspectives	Sustainability	Sectoral Priorities or activities mentioned
ILO	x	x	General support
IMO			
IMF			
ITU		x	Telecom
UNIDO	x	x	General, Agriculture, Fish Textiles, Clothing, Energy
WB		x	General, Agriculture
WHO			
WIPO		x	
UNWTO		x	Tourism
IAEA			Energy
WTO			
AfDB		x	General, Agriculture
ADB			SMEs
CDB		x	General
EBRD		x	General, Agriculture
IDB	x	x	General

Many more bilateral donors now mention *value* or *supply chains* in their responses to this Guide, but it is not clear how far this has influenced their activities. In some cases the reference seems simply to mean encouraging production for export. Others, like **Portugal**, do have integrated programmes for production and marketing which recognise the need for such an approach, but do not call this a “value chain” approach. Table 4 indicates which bilateral donors’ responses had identifiable policies or activities in the area of value chains. As there was not a specific question on this to donors, not mentioning them does not necessarily show that the agencies do not take account of them.

Only two of the non-DAC donors mention value chains, **Argentina** and **Brazil**, and, as is true for many DAC donors, their sectoral priorities are traditional: agriculture for both, with fish, textiles and clothing, and tourism added for **Argentina**. In the case of these countries, however, in contrast to many of the DAC donors, their own economies have strong agricultural sectors and they therefore have national expertise and experience in this area to offer as donors. The donors included in this volume do not include many of the Asian countries most active in promoting value chains; this may help explain the lack of attention to other types of chain.

**Table 4:** Focus of Bilateral Donors: Value Chain Perspectives, Sustainability and Sectoral Priorities

	Value Chain Perspectives	Sustainability	Sectoral Priorities or activities mentioned
<b>DAC members</b>			
Australia	x		Agriculture, Textiles & clothing
Austria			Agriculture, Energy, Shoes
Belgium	x	x	Agriculture, Fish
Canada	x	x	General, Agriculture, Artisan
Denmark	x	x	General, Agriculture, Industry
EC	x		Rum, Textiles & clothing
Finland	x	x	General, Agriculture, Energy, Construction
France	x	x	Agriculture, Tourism, Finance
Germany	x	x	General, Agriculture
Greece		x	Potatoes
Ireland			Agriculture, Fair Trade
Italy			Agriculture
Japan		x	Agriculture
Korea			General, Agriculture, Textiles & clothing
Luxembourg			General, Rural, ITC

	Value Chain Perspectives	Sustainability	Sectoral Priorities or activities mentioned
Netherlands	x	x	General, Agriculture
New Zealand	x		Agriculture, Fish, Tourism
Norway			Energy
Portugal		x	Agriculture, Rural development, Mineral resources
Spain	x	x	Agriculture, Fish
Sweden	x	x	General
Switzerland	x	x	General
United Kingdom	x	x	General, Agriculture, Textiles & clothing
United States	x	x	General, Agriculture, Tourism
<b>Other EU Member Countries *</b>			
Czech			
Estonia			
Slovak			
Slovenia		x	
* Hungary and Poland did not report in detail their trade-related activities			
<b>Other Members of G20</b>			
Argentina	x	x	General, Agriculture, Fish, Textiles & Clothing, Tourism
Brazil	x	x	General, Agriculture
China			Agriculture, Cement
Indonesia			Textiles, Steel, Glass, Cars, Energy
Mexico			
Russian Fed.			General
Turkey			

Some of the multilateral and regional agencies have programmes in economic sectors which can promote integration in to global value chains. These are found both under Supply Capacity activities and, notably by the **Regional Commissions** and **Banks**, under Trade Facilitation. As was noted above, most of the activities reported are in the areas related to policy and production, rather than directed at the costs of trading. Those agencies with programmes in Physical Infrastructure are acting in the areas identified as most needed, including ports and regional roads. In the category of Trade Facilitation, there are activities to improve the efficiency of customs operations and some directed at the problems facing land-locked countries. The bilateral donors, both DAC and non-DAC donors, are much more active in these sectors. They have a range of activities in the categories of Physical Infrastructure and Trade Facilitation, and in particular in road, air and sea transport and in customs administration. Like the multilateral and regional agencies, many focus particularly on developing regional trading links.

### Industrialization

Textiles/apparel is the only industrial sector mentioned regularly by the multilateral agencies for regional value chains and South-South cooperation. Tourism, fishing and energy are also mentioned more than once, but the supply sector most often explicitly mentioned is Agriculture. It remains the case, as was noted in the previous edition, that almost all the bilateral DAC donors which have sectoral priorities for assistance (20 out of 24) include agriculture as one (frequently the only) area of interest. Industry (which, as for the multilaterals, usually means textiles and clothing, the stereotypical developing country entry to a value chain) and services (usually tourism trail, taken together are covered by only about a third. The coverage of the major bilateral agencies thus seems even more concentrated in traditional areas than that of the multilateral and regional agencies. The information for non-DAC donors is very incomplete. **Argentina** and **Brazil** both mention agriculture, with fish, textiles and clothing, and tourism added for **Argentina**. In the case of these countries, however, in contrast to many of the DAC donors, their own economies have strong agricultural sectors and they therefore have national expertise and experience in this area to offer as donors. **China** reports support for a wide range of industrial sectors and for energy, as well as for agriculture. The non-DAC donors covered in this Guide do not include many of the Asian countries most active in promoting value chains; this may help to explain the lack of attention to other sectors.

It does not appear that the priorities, and in particular the strong bias towards agriculture, are based on identification of appropriate supply chains and stages of production for individual recipients, or that they have changed in response to awareness of the importance of looking at all stages of production, and they do not meet the need for low income countries to avoid over-dependence on simple commodity production. There is no indication that donors are concerned to determine how best to promote industrial upgrading or that they see a role for structural change from agriculture to industry in promoting employment. The dominance of agriculture and textiles suggests a distinctly traditional view of economic activity.

### Sustainability

In contrast to their limited attention to one of the new approaches, value chains, the responses of the multilateral and regional agencies show increasing awareness of how changes in the environment and in international regulations related to it may affect trade and trade policy, and therefore trade capacity building. Activities and priorities reflecting this concern are grouped here under the heading “sustainability”, following the Brundtland Report (WCED p. 43) definition:

“Sustainable development is development that meets the needs of the present without compromising the ability of future generations to meet their own needs. It contains within it two key concepts:

- The concept of needs, in particular the essential needs of the world’s poor, to which overriding priority should be given; and
- the idea of limitations imposed by the state of technology and social organization on the environment’s ability to meet present and future needs.”

Almost all the multilateral agencies mention this (Table 3). Some cite specific activities under Supply Capacity, while some mention this as an “other” type of support.

For the bilateral agencies, the proportion mentioning sustainability issues (Table 4) is smaller than for the multilateral, and only three of the non-DAC donors mention this (but with the same reservation as for value chains, that there was no direct question on this). This may be because trade and environment are treated as separate responsibilities in bilateral programmes, but this difference from the high number of mentions by the multilateral and regional agencies is particularly surprising in view of the emphasis on agriculture in the bilateral programmes. There is a risk that such a division will miss the important linkages between these types of support as countries must design trade strategies which will be sustainable in a changing environment.

### Building institutions

Several of the categories used here for trade capacity building relate to institution building, but Legal and Regulatory Framework is probably the most relevant. About two thirds of multilateral and regional donors, and most bilateral donors, DAC and non-DAC, include some activities under this heading.

### Programmes and priorities

The case for reducing the costs of trading, through both trade facilitation and better infrastructure, now seems well-established. It is supported by research, has been adopted legally (for example, in the new WTO Trade Facilitation Agreement) and is now accepted in donor programmes. Sustainability gets appropriate mentions, but it is not as clearly embodied in trade capacity building programmes, particularly by the bilateral donors.

Value chain analysis is now spreading, but many donors appear not to be using it, and there is little evidence that it is being used to develop a coherent view of the most important areas to target in trade capacity building as suggested by the WTO. Industrialization is rarely a target of the trade capacity building programmes reported in this Guide, and there is little indication that donors are trying to build coherent strategies for structural change.

### Encouraging South-South and triangular cooperation

For the first time, the questionnaires sent to both the multilateral and regional agencies and the bilateral donors tried to identify how they encourage the sharing of knowledge or experience among recipients. Their responses are compiled separately in the relevant volumes (Volume 1: Multilateral Services and Volume 2: Bilateral Services). Almost all the multilateral and regional agencies responded with examples (see Table 5 and the Executive Summary, Volume 1: Multilateral Services). The agencies display a wide range of areas of cooperation, but for most the coverage is narrower than their direct activities. It is normal for the costs of cooperation to be a barrier to joint activities: some of the programmes are directly targeted at meeting the costs of South-South exchanges.

Under half of the DAC donors mention triangular aid explicitly (Table 6), but this includes many of the larger donors. A few of the others indicate that they are considering introducing it. The **Russian Federation** and all the developing countries included in this *Guide* are active in it. Examples of triangular aid are given in the Executive Summary to Volume 2, Bilateral Services.

**Table 5:** Multilateral Agencies and Regional Development Banks: South-South Cooperation and Collaboration with other Agencies

	Encouragement of South-South Partnerships	Agencies reported as partners
UNDESA		UNCTAD, Regional Commissions
ITC	x	UNCTAD, WTO
UNCTAD	x	ITC, UNDP, Regional Commissions, FAO, IMF, UNIDO, WB, WIPO, WTO
UNDP	x	
UNEP	x	ITC, UNCTAD, FAO, UNIDO, Regional Commissions, WTO
UNCITRAL		UNCTAD, UNDP, Regional Commissions, WB, WIPO, WTO, EBRD, WCO
UN-Habitat		FAO, IFAD, ILO, UNIDO
UNRWA		
UNESCAP	x	ITC, UNCTAD, UNDP, UNECA, UNECE, UNECLAC, UNIDO, WTO, ADB, EC
UNECA		ITC, UNCTAD, UNDP, WTO
UNECE		UNDESA, ITC, UNCTAD, UNCITRAL, UNESCAP, UNECA, UNECLAC, UNESWA, FAO, IMO, ITU, WB, WTO
UNECLAC	x	Regional Commissions
FAO	x	UNCTAD, UNIDO, WB, WHO, WTO
ICAO		
IFAD	x	
ILO	x	ITC, UNCTAD, UNDP, UNIDO, WIPO, WTO
IMO		
IMF		UN, WB, Regional Development Banks
ITU		UNCTAD, UNDP, UNEP, UN-Habitat, FAO, ICAO, ILO, UNIDO, WB, WHO, WTO, IDB
UNIDO	x	ITC, UNCTAD, UNDP, UNEP, FAO, ITU, WB, IAEA, WTO
WB	x	
WHO		WIPO, WTO
WIPO	x	UN
UNWTO		UNDP, WB, WTO, ADB
IAEA		FAO
WTO	x	UNCTAD, Regional Commissions, IMF, UNIDO, WB, Regional Development Banks, WCO
AfDB	x	UN, UNECA, WB, WTO, ADB, WCO
ADB	x	UNESCAP, WB, WTO, AfDB, IDB, WCO
CDB		UN, IMF, WB, IDB
EBRD		UN, UNECE, WB
IDB	x	UN, WB, WTO, ADB, WCO,

### Coordination among agencies

The lack of cross-agency coordination and its desirability have been themes of development literature for at least 30 years, since increasing numbers of agencies have become active. The difficulties and costs of coordination are, however, high. This is not only because agencies have different methods of working and areas of interest, but because they may have different objectives and different views on the appropriate strategies for trade and trade capacity building. For recipient countries, the costs of administering a large number of overlapping programmes are high, but so also are the costs of facing a limited number of potential donors.

The multilateral and regional agencies are increasingly emphasizing their cooperation among each other, and there are a number of formal coordination mechanisms, some of which are described in the second section (Inter-Agency Coordination Mechanisms) of Volume 1, Multilateral Services. There is also the UN's "Delivering as One" initiative, mentioned by **UNCTAD**, the **UNWTO** (World Tourism Organization), and the **regional commissions**. Table 5 indicates the partnerships they listed with other agencies or donors. Only agencies and countries included in this *Guide* are listed here as partner agencies, although some mentioned other partners. The only, exceptional, addition is the World Customs Organization (**WCO**), included because it is a major institution in trade and received a number of mentions.

The multilateral agencies which were most often mentioned by other multilateral or regional agencies were the **WTO**, the World Bank, **UNCTAD**, the **UN regional commissions**, and the **regional development banks** (The regional commissions and development banks are each treated as groups in this analysis.). But of these, only the WTO was mentioned by more than half the others. At the next level are **UNDP** (United Nations Development Programme), **UNIDO**, the **ITC** (International Trade Centre), and the **FAO** (Food and Agriculture Organization), mentioned by around a quarter; the other had fewer mentions. Most of the multilateral and regional agencies mentioned at least five other agencies as partners, the exceptions being **UNDESA** (United Nations Department of Economic and Social Affairs), **ITC**, **UNDP**, **IMF** (International Monetary Fund), **World Bank**, **UNECA** (United Nations Economic Commission for Africa), **UNECLAC** (United Nations Economic Commission for Latin America and the Caribbean), and **EBRD** (European Bank for Reconstruction and Development) and some of the specialised agencies such as **UN-HABITAT** (UN Human Settlements Programme), **FAO**, **IFAD** (International Fund for Agricultural Development), **WHO** (World Health Organization), **WIPO** (World Intellectual Property Organization), and **IAEA** (International Atomic Energy Agency). Among other agencies, not covered in this Volume, there were five mentions of the WCO by the multilateral and regional agencies (and one by a bilateral donor, the **United States of America (US)**). The bilateral donors which were frequently mentioned as partners included **Canada**, the **EU** (European Union), **Japan**, **Korea (Republic of)**, **Norway**, the **United Kingdom (UK)**, and the **US**.

The examples given by each agency are probably incomplete and reflect different types of collaboration, and some of the agencies may have considered that mentioning formal coordination mechanisms such as **CEB** (the UN Chief Executives' Board for Coordination) covered their partnerships. It would therefore be wrong to attach too much weight to the differences here. The pattern suggested is that there are overlapping groups which work together, especially at regional level.

The bilateral donors were also asked for this information. Most mentioned fewer partners than the multilateral agencies, but **Brazil** and **China** were exceptions, mentioning eight or nine (Table 6). Only some of the DAC agencies explicitly mention cooperation which goes beyond funding with the multilateral and regional agencies, although descriptions of individual activities reveal that others have such arrangements (Table 6 includes both those mentioning such collaboration in their general descriptions and those giving examples for individual activities. It is not always clear if this is cooperation or just funding). The **WTO** is by far the most often mentioned (thirteen references), followed by the **World Bank** and **UNIDO** (ten each) and **ITC** (nine). The regional development banks taken together are at a similar level, followed by **UNDP** and **UNCTAD**. There were no mentions for the **regional commissions**.

**Table 6:** Bilateral Donors: Participation in Triangular Cooperation and Partner Agencies Aid and Partner Agencies

	Participation in Triangular cooperation	Agencies reported as partners
<b>DAC Members</b>		
Australia		ITC, WB,WIPO,WTO, ADB
Austria		UNIDO,WB, WTO
Belgium		WB
Canada		ITC,WTO
Denmark	x	WTO
EC *	x	ITC, ILO, WTO
Finland		
France		ITC,UNIDO, WTO, Regional Development Banks
Germany	x	UNCTAD, WTO
Greece		
Ireland		ITC, UNCTAD, WB, WTO
Italy		WIPO, WTO, AfDB
Japan	x	WB, WTO, WIPO, AfDB, ADB
Korea		IDB
Luxembourg		
Netherlands		UN, WB,WTO
New Zealand	x	UNDP, WB,ADB,
Norway		ITC,UNCTAD, UNIDO, WTO, WCO
Portugal		UNIDO
Spain	x	UNIDO
Sweden	x	
Switzerland	x	ITC,UNCTAD, ILO, UNIDO, EBRD
United Kingdom	x	ITC, WB
United States	x	ITC,WB,FAO,IFAD,IDB,WCO

\*EC's South-South and triangular cooperation is under consideration

<b>Other EU Member Countries *</b>		
Czech	no	
Estonia	no	
Slovak	no	
Slovenia	no	UNIDO

\*Hungary and Poland did not report in detail their trade-related activities

<b>Other members of the G20</b>		
Argentina	x	FAO
Brazil	x	UNDP, FAO, ILO, UNIDO, WHO, WIPO, AfDB, IDB
China	x	UNDP, FAO, UNCTAD, WB, IMF, WTO, UNIDO, ADB, AfDB
Indonesia	x	UNDP,FAO
Mexico	x	
Russian Fed.	x	UNDP, UNIDO
Turkey	no	UNDP

**France** reports on extensive cooperation in Africa with the **AfDB** (African Development Bank) and the Development Bank of Southern Africa. **Germany** also mentions various types of cooperation, and a high proportion of **Ireland's** activities are in cooperation with or through multilateral agencies. **Japan** mentions cooperation with the **World Bank**, **ADB** (Asian Development Bank), **AfDB**, **WTO** and **WIPO**. **Korea (Republic of)** has a policy of using multilaterals to manage the increase in its aid, intending to channel 30% of its aid in this way. The **United Kingdom** conducts reviews of the effectiveness of multilateral and regional agencies in meeting UK development objectives, and restricts its collaboration to those which share its views. The US collaborates with **ITC** on market development and with various



agencies on agriculture, as well as with the WCO. **Portugal** mentions collaboration on training with **UNIDO**. Other examples are covered in the sections on activities in the detailed Volumes 1 and 2.

Although some non-DAC donors (both developed and developing countries) say that they prefer to act through multilateral and regional agencies because of inexperience with aid in general or trade-related aid in particular, only some of them list such agencies as partners in this Guide. This may be because the others are funding such agencies, but not working with them. This would suggest that they do not intend to acquire experience and then shift to direct funding, but rather plan to continue to delegate this type of assistance to the agencies. **Argentina** works with **FAO**, and also with two agencies not described in this *Guide*, **UNICEF** (United Nations International Children's Emergency Fund) and **UNOPS** (United Nations Office for Project Services). **Brazil** mentions **UNDP**, **ILO** (International Labour Organization), **WIPO**, **FAO** and the **WHO**, and is additionally mentioned by the **AfDB**. **Turkey** has a joint programme with **UNDP** to promote private sector development. **China** stresses its cooperation with the **WTO**, and has signed a Memorandum of Understanding under the WTO's Aid for Trade initiative to help LDCs to accede to the WTO and strengthen their participation in it (WTO, 2012). It also mentions UNDP, the FAO, UNCTAD, the WB, IMF, UNIDO, ADB and AfDB. **The Russian Federation** mentions **UNIDO**, **IMF** and **UNDP**; **Indonesia** mentions the **FAO** and **UNDP**; **Brazil**, **India** and **South Africa** are mentioned by the **ILO** as partners. **Mexico** reports that it works with multilateral partners. **Slovenia** has an agreement with **UNIDO**. These countries may be using the partnerships to gain experience or because they think that they can already offer useful expertise.

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# Executive Summary

This *Guide* now covers 31 multilateral and regional agencies, with additional material on six cross-agency programmes. The first edition in 2008 covered 21 international agencies. The 2010 edition added four more specialised agencies and five regional development banks. This edition has added **UNCITRAL** (United Nations Commission on International Trade Law). They can be classified into three types: those for which trade-related capacity building in developing countries is the core of their work, in particular the **ITC** (International Trade Centre) and **UNCTAD** (United Nations Conference on Trade and Development): these are involved in a wide range of activities; those concentrating on trade or some aspect of it which see assistance to developing countries as an essential part of promoting their responsibilities - these include the **WTO** (World Trade Organization), **UNWTO** (World Tourism Organization), **IMF** (International Monetary Fund), **UNIDO** (United Nations Industrial Development Organization), **FAO** (Food and Agriculture Organization), **IAEA** (International Atomic Energy Agency), **IMO** (International Maritime Organization), **UNEP** (United Nations Environment Programme), **WHO** (World Health Organization) and **ITU** (International Telecommunications Union), as well as **UNCITRAL**: they tend to have a narrower agenda; and finally development agencies, both general and specialist, which recognise that improving countries' capacity to trade must be part of any development strategy, such as **UNDP** (United Nations Development Programme), the **United Nations Economic Commissions and Regional Development Banks**, the **World Bank**, **IFAD** (International Fund for Agricultural Development), **UN-HABITAT** (United Nations Human Settlements Programme) and **UNRWA** (United Nations Relief and Works Agency for the Palestine Refugees in the Near East). For some, aid or trade or both are essential responsibilities; for others, their specialisms give them an important role in building trade-related capacity. Some of the agencies have their own views on appropriate trade and legal policies, and their aid is intended to help countries adopt these. Others do not promote specific objectives, although it is inevitable that they make some assumptions about what policies are feasible or effective.

There have been no major changes in their coverage of different activities or eligibility rules since the previous editions. There are several agencies which have added or removed one activity from those reported in the 2010 edition, but only one with more than one change, the **UNECA** (United Nations Economic Commission for Africa) which has added Supply Capacity and removed Global Advocacy, Legal and Regulatory Framework, Trade Promotion and Market and Trade information. Two more agencies now include Supply capacity; one more offers Trade Policy; and the addition of **UNCITRAL** adds one agency to the Legal and Regulatory Framework list, partially offsetting the withdrawal from this of **UNECA** and **WHO**. The only other activity losing two donor agencies is Market and Trade Information (United Nations Economic and Social Commission for Asia and the Pacific (**UNESCAP**), as well as **UNECA**), with Global Advocacy (**UNECA**) and Compliance Support Infrastructure (**World Bank**) losing one each. There are no changes in those offering Physical Infrastructure or Trade Facilitation.

As noted in the general Introduction to the two Volumes (Volume 1, Multilateral Services and Volume 2, Bilateral Services), more than two thirds offer assistance in the areas related to policy: Global Advocacy and Trade Policy Development, with almost as many offering support for Legal and Regulatory Frameworks. Building Supply Capacity also attracts support from more than two thirds (Table M1). In contrast, fewer than a third are engaged in the areas of Trade Promotion, Financial Services, Physical Infrastructure and Compliance Support. (The last is closely related to Legal and Regulatory Framework support so this low number may be partly a classification result.) Market and Trade Information and Trade Facilitation are only slightly more common.

### The ways in which the multilateral and regional agencies support trade

The key areas for trade capacity building identified in the Trade Capacity Building Resource Guides are:

- **Global advocacy** for trade as a tool for development;
- **Trade policy development**, including competition policies;
- Design and implementation of **legal and regulatory frameworks** that allow for the implementation of WTO and other international agreements, or facilitate accession to them;
- **Supply capacity** development, including the improvement of the business environment and the investment climate, the provision of business services and access to financing, and private sector development in general;
- **Compliance infrastructure and services**, in particular for standards, accreditation and certification bodies, testing and calibration laboratories, and inspection services;
- **Trade promotion** by the development of export promotion strategies and the strengthening of trade promotion institutions;
- **Market and trade information** structures and services;
- **Trade facilitation** to assist import and export mechanisms and processes by the streamlining of customs procedures and border and transport management;
- **Physical trade infrastructure**, such as ports, rail transport, roads, cool chains, and harbours;
- Trade and export financing, international payments and other **trade-related financing**.
- **South-South and triangular cooperation** initiatives
- **Other trade-related activities**: some agencies also reported “other” activities, including some related to climate change or other environmental impact.

Table M1 summarises the areas of trade intervention for each of the agencies. Many of the activities reported could be classified under more than one heading: some are discussed under more than one, but for the details it is necessary to look at the section on Programmes and Initiatives of Volume 1, Multilateral Services.

**Table M1:** Overview of UN Agencies and Regional Development Banks' Trade Capacity Building Services

	Global Advocacy	Trade Policy Development	Legal and Regulatory Framework	Supply Capacity	Compliance Infrastructure and Services	Trade Promotion	Market & Trade Information	Trade Facilitation	Physical Trade Infrastructure	Trade-related Financial Services	South-South & Triangular Cooperation	Other Trade-related Activities*
UNDESA	•	•										
ITC	•	•	•	•	•	•	•	•	•	•		
UNCTAD	•	•	•	•		•	•	•	•	•	•	
UNDP	•	•	•	•						•		
UNEP	•	•	•	•						•		
UNCITRAL			•									
UN-HABITAT				•								
UNRWA				•								•
UNESCAP		•	•	•			•			•		
UNECA		•		•								
UNECE	•		•		•		•	•				
UNECLAC	•	•	•	•	•	•	•			•		
FAO	•	•	•	•	•		•			•		
ICAO		•	•					•				•
IFAD	•	•								•		
ILO	•	•	•	•						•	•	
IMO			•				•					
IMF	•	•					•					•
ITU	•		•	•	•							•
UNIDO	•	•	•	•	•		•			•		
WB	•	•	•	•			•	•	•	•	•	
WHO	•	•										
WIPO			•							•		
UNWTO	•	•		•	•	•	•					
IAEA				•	•							
WTO	•	•	•				•	•		•		
AfDB	•	•	•	•			•	•	•	•	•	
ADB	•	•		•			•	•		•	•	
CDB	•			•				•				
EBRD	•			•				•	•			•
IDB	•	•		•		•	•	•	•	•		

\* Most multilateral donors did not use this category, and activities listed under this category were distributed under the other categories

### 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 understanding of the relationship between trade and development, and supporting policies. Some agencies provide information on and support for the interactions between their more specialized interests and trade.

**UNDESA** (United Nations Department of Economic and Social Affairs) publishes reports on the World Economic and Social Survey, and also offers direct assistance to countries on global advocacy. **UNIDO** publishes the Industrial Development Report. The **WTO** publishes research on trade and trade policy, including the annual World Trade Report and research reports. It also provides information and opportunities for discussion to parliamentarians, researchers, and NGOs. **UNCTAD** has a range of specialist publications, most on an annual basis, which provide background information and analysis on trade. These include the Trade and Development Report, the World Investment Report, the Economic Development in Africa Report, the Least Developed Countries Report, The Information Economy Report, the Technology and Innovation Report, The Trade and Environment Review and The Creative Economy Report. It also prepares Investment Policy Reviews of individual countries, Information and Communications Technology reviews, and Science, Technology and Innovation Policy Reviews. It has a long history of analysis and advocacy on commodity trade. The **World Bank** tries to change world trade policies through analysis and reports, and has focused particularly on WTO negotiations and, more recently, on regional negotiations.

**UNDP** publishes research on trade and human development, and supports LDCs and land-locked developing countries, with a particular focus on managing commodities. **UNEP** provides research and advice on environment-related trade opportunities. The **ITC** tries to develop in-country interest in trade issues, citing especially non-tariff barriers and gender and environmental issues, through national discussions and assistance in integrating such issues into trade policy. It also encourages developing sectoral export strategies. The **UNWTO** has in-country and global initiatives to increase awareness of the importance of tourism and to encourage reducing barriers. The **FAO**, **AfDB** (African Development Bank) and **CDB** (Caribbean Development Bank) prepare strategy papers. The **FAO**, **IFAD**, **ITU**, **ADB** (Asian Development Bank), **AfDB**, **CDB** (Caribbean Development Bank), **EBRD** (European Bank for Reconstruction and Development) and **IDB** (Inter-American Development Bank) organise workshops. The **ILO** (International Labour Organisation) has a continuing programme to analyse the social impacts of trade policy.

The **IMF** promotes liberalising trade, and prepares the biannual World Economic Outlook which includes projections of the impact of different trade policies. **UNECE** (United Nations Economic Commission for Europe) provides research and information on the needs of the transition economies. The **WHO** is interested in improving policy coherence between health and trade policies.

### Trade Policy Development

Agencies' assistance to 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.

The **WTO** has a longstanding programme to train trade policy officials from developing countries, and also has specialist courses on particular topics, including new regulations and negotiating skills, and supports academic research. It has a programme to help countries assess their trade capacity building needs. **UNDP** assess trade policy training needs and supports officials in integrating trade and human development into development policy. It has programmes for Asia-Pacific and Africa. **UNCTAD** provides analysis and policy advice on commodities as well as training for trade officials. It provides advice on integrating environmental policies into trade policy. It provides policy advice and training for trade negotiations, including trade in services, investment agreements and preferential trade. It offers training courses for trade and other officials, negotiators, and for researchers. **UNIDO** builds capacity to formulate and implement trade policy, especially on improving the quality of exports, and prepares studies of the policies needed to promote value chains in individual sectors and on industrial governance. **UNDESA** has trained LDC and Central American trade officials. The **ITC** trains public sector officials and also supports the private sector to take an active role in developing trade policy. NTMs are a particular focus. The **FAO** offers training in trade policy and access to data and other information. **IFAD** provides background studies of how trade policy can reduce poverty.

**UNEP** provides advice on voluntary sustainability standards. The **UNWTO** has programmes to strengthen capacity in tourism administrations. The **WHO** helps countries understand the implications of trade agreements for health objectives. The **ILO** provides training in



analysing the social impact of trade. The **ICAO** (International Civil Aviation Organization) is more directive, offering a framework for trade policy in aviation, and the **IMF** also encourages trade liberalisation in its advice programmes. The **World Bank** provides research and analysis to help countries' trade policy formulation. It has developed a tool kit to improve trade governance and streamline non-tariff measures. Its analysis includes support for understanding and responding to specific trade shocks, trade diagnostic studies of countries' need for trade support, and sectoral studies, for example on food and services in Africa and as background for regional integration in south Asia.

The regional commissions and banks tend to have a strong commitment to regional integration. Recently the **World Bank** has also taken this position. **UNESCAP** has a data base on trade and investment agreements and sponsors a network of researchers on trade in Asia. It provides capacity building on trade policy as well as supply research to policy makers. **UNECA** has a programme of assisting regional integration through research, information, and discussion. It has a trade policy research centre. **UNECLAC** (United Nations Economic Commission for Latin America and the Caribbean) provides research and information on trade policy, and supports policy makers through publications, including Latin America in the World Economy, and workshops. These include analysis of trade within the region and with other regions, notably with Asia.

The **AfDB's** main focus is regional integration, preparing studies and offering funding and training for this. The **ADB** provides workshops, and research, and also offers training and provides manuals on trade policy. The **IDB** provides studies of the implications of existing and proposed agreements, transport and other costs, and the role of export promotion agencies; it has recently focused on the impact of Asia on Latin American trade policy. It has a long history of supporting its members in negotiating regional agreements and providing training for trade officials.

### 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. A number of the agencies specialise in particular areas, rather than trying to provide expertise on the legal rules in all sectors. For several, the aim is to balance trade-related obligations with other national (or international) interests.

**UNCTAD** and the **World Bank** advise countries on WTO accession and on implementing other international agreements, including on intellectual property and preferences. They also provide support on national legislation; for **UNCTAD** this now includes competition and consumer law, while the **World Bank** advises on trade regulations and supports countries to meet international standards, including those for agricultural goods. The **WTO** advises countries on meeting their legal commitments in the WTO, both directly and through setting up reference centres. The **ITC** helps countries develop legal frameworks for supporting trade and also assists in harmonising regional frameworks.

**UNDP** has provided advice on implementing the **WTO's** intellectual property agreement and on trade and biodiversity. **WIPO** (World Intellectual Property Organization) advises countries on how to draft or revise legislation to implement international rules on intellectual property. **UNIDO** helps countries implement WTO agreements on Technical barriers to Trade (TBTs) and Sanitary and Phytosanitary measures (SPS). The **FAO** provides support for countries to meet international agreements and also in negotiations.

The **ICAO** has its own objectives for the international regulatory framework, and promotes these as well as helping countries respond to international regulations. The **ILO** has developed labour standards over almost a century, and provides advice to countries on their own labour legislation and training on this. The **IMO** has developed standards for safety and avoiding pollution, and helps countries to implement these. **UNEP** provides advice to enable countries to meet eco-labelling standards. The **ITU**, which regulates the use of the radio frequency spectrum, offers a 'tool kit' to help countries develop appropriate regulatory frameworks as well as organising international meetings for regulators. It provides annual data on policies. **UNCITRAL** offers assistance in acceding to its conventions.

**UNESCAP** advises on the WTO negotiations. **UNECE** encourages harmonisation and standardisation of regulations. It also supports 'market surveillance' to protect the safety of workers and products and ensure quality. It uses exchange of information among members to improve knowledge sharing. **UNECLAC** maintains a database of trade disputes relevant to Latin American and Caribbean countries, with analyses.

The **AfDB** has introduced The African Legal Support Facility to assist countries in both public trade negotiations and commercial transactions with foreign companies.

### 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 more general capacity to produce, and this distinction is becoming less pertinent as borders open and competition in local markets from imports increases. Some agencies do not make this distinction in their projects.

**UNDP** supports the development of regional value chains, especially in Africa and Central Asia. It has a programme encouraging the production and marketing of sustainable commodities. It is introducing a comprehensive programme for Arab states on trade reform, productivity, employment and investment. **UNCTAD's** trade support encourages moving up value chains. It has an extensive programme on analysing the supply and role of foreign investment and also advises on foreign investment agencies. Its sectoral programmes include tourism, and it supports SMEs, partly by linking them to larger companies. It helps countries to use information and communications technologies more effectively. The **ITC** supports SMEs through training, marketing, information, and advice. One training programme is on supply chain management. **UNESCAP** helps to identify opportunities for SMEs to participate in regional and global value chains. It has programmes encouraging sustainable production, foreign investment, and technology transfer. The **IDB** provides general support for the private sector, with a focus on developing international value chains. The **ILO** provides advice on increasing employment creation and on developing skills for projected new employment, using a value chain approach. It tries to increase productivity through helping good labour and environmental practices.

The **UNWTO** helps countries to identify potential for tourism activities. **UNEP** helps countries find opportunities in bio-trade and organic agriculture. **UN-HABITAT** had helped develop production through rural-urban linkages. **UNRWA** provides skills training. **UNIDO** provides research on the opportunities for individual sectors and products, with an emphasis on the quality standards needed. It assists agricultural chains through improving food hygiene management and reducing waste in processing. It is also helping countries to improve standards in some industries and encouraging the adoption of innovative technologies which save or recycle energy or use cleaner energy and other initiatives to help countries find opportunities in green industries. It helps SMEs by encouraging joint export initiatives and linkages with larger firms. It helps build national institutions which will encourage upgrading and productivity improvements. **UNECA** helps countries to take advantage of the US Africa Growth and Opportunity Act (AGOA). **UNECLAC** analyses the prospects for exports of different sectors. The **World Bank** provides assistance to agribusinesses and also supports South-South investment.

As well as offering general support for countries trying to encourage their private sectors, the **AfDB** has programmes in agricultural and rural development, including a fertiliser production project. The **EBRD** also focuses on agribusiness, and understandably the **FAO** sees its main aim as being increasing agricultural productivity. The **IAEA** also focuses on agriculture, trying to improve production methods to provide higher quality.

The **CDB** has traditionally supported export agriculture and light manufacturing, but is now shifting to support for tourism. Its activities have a broad coverage including agriculture, fishing, forestry, manufacturing, distribution, mining, tourism, and transport. The **ITU** provides assistance in developing telecom technologies. The **ADB** focus is on assisting small and medium-sized enterprises (SMEs), and the **EBRD** also has programmes for these.

### Compliance Support Infrastructure and Services

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, and less on the details of compliance. It is an area where the specialised agencies again have the main role.

**UNIDO** advises countries on the advantages of developing compliance institutions, and assesses their needs. It supports the development of standardisation, testing, and accreditation bodies, including those regulating food safety standards and energy efficiency. The **ITC** provides advice to help countries develop certification and inspection bodies as well as direct support on improving quality. The **FAO** hosts the international standard setting agencies for SPS and plant protection, and can provide support to build institutions to help countries meet SPS requirements. The **IAEA** develops countries' expertise in meeting international food safety standards. The **ITU** encourages international standards, and is providing support for developing country participation in standard setting as well as

training in compliance. The **UNWTO** has developed a certification system for tourism training. The **UNECE** helps countries to agree and apply common standards on agricultural goods. **UNECLAC** offers *ad hoc* support on compliance.

### Trade Promotion Capacity Building

This category includes both direct support to exporters and the building of institutions in-country which will provide such support. It is different from many of the other categories in its direct relationship to the private sector.

This is an important part of the **ITC**'s activities: it provides training and a set of packages to help countries develop their trade support institutions. It also encourages benchmarking against other countries' institutions. The **UNWTO** provides advice and technical support for tourism marketing. The **IDB** and **UNECLAC** offer advice on policies and mechanisms for countries trying to promote trade.

### Market and Trade Information

Market information and trade information services are different in their focus and methods. Market information is about sub-sectors and products, while trade information focuses on the aggregate level, including data on trade flows, policies affecting trade, and trends in these. Market information is usually targeted at traders. Trade information is, broadly speaking, intended to be used by policy-makers.

The **ITC** provides *market information* on a range of commodities and services, and also helps countries develop their own market information services. **UNIDO** helps countries to develop business information centres.

*Trade information* is more often supported than market information by the multilateral agencies. The **World Bank** has supported a partnership with **UNCTAD**, **ITC**, and the **AfDB** to compile data on trade flows, and make them easily available, integrating various international databases. These incorporate information on trade policy, including tariffs, measures of trade restrictiveness and non-tariff measures (NTMs) on goods and services, and logistics costs. Its models allow countries to simulate the effects of policy changes. **UNCTAD** is a major provider of trade data and information on trade policies, with a comprehensive database on tariffs and non-tariff measures. The **UNWTO** has important databases on tourism flows and has developed analytic tools for estimating the effects of tourism on economies. The **WTO** compiles some trade data and supports the Global Trade-related Technical Assistance Database (**GTAD**): described in the section on Interagency Cooperation Mechanisms of Volume 1, Multilateral Services.

The **FAO** improves countries' access to relevant trade databases and helps them to develop their own market and commodity information. **UNIDO** makes similar efforts on industrial trade and productivity statistics at global, regional, and country level. The **AfDB** compiles data for its region and also assists statistical offices in member countries. The **ADB** and **IDB** maintain data bases on regional agreements and trade indicators more generally. **UNECLAC** has a trade database.

### Trade Facilitation

This category covers the development, harmonization, and implementation of the rules and procedures which govern how goods cross borders.

The **WTO**, **IMF**, **World Bank**, and **IMO** help countries to assess their trade facilitation needs. These efforts are intended, in part, as an input to the WTO trade facilitation negotiations. The **World Bank** advises on streamlining regulations and procedures and also on reducing costs of transport. It has focused particularly on the needs of landlocked countries, including work on trade corridors. **UNCTAD**, as well as offering support for negotiations on trade facilitation, advises on policy and legislation. It provides capacity building on all types of transport services, including shipping and port management. It has developed an automated system for customs data and clearance. The **ITC** offers support to private sector providers of logistics and other services relevant to trade facilitation as well as helping companies to meet legal requirements. The **IMF** offers training and advice on improving customs administration.

The **Regional Commissions** have a joint project to improve countries' access to global value chains by reducing obstacles to trading. **UNESCAP** has implemented this through workshops and exchange of information. It encourages simplification and standardisation of border procedures, providing information and advice as well as research on the significance of trade facilitation. It also has a programme for trade in food products. **UNECE** also encouraged simplification and standardisation and helps to develop agreed

procedures. **UNECLAC** has concentrated on improving customs procedures. The **AfDB** works to reduce border costs through addressing legal and regulatory constraints, improving border and transport infrastructure, and encouraging related services such as financial and distribution services. The **ADB** also focuses on regions, in particular concentrating on strengthening integration in four sub-regions Central, East and South Asia, and the Greater Mekong. The **IDB** has activities to improve the logistics and physical infrastructure of trading, including transport, assisting both the public and the private sectors.

### Physical Trade Infrastructure

Like Supply Capacity, this is a category where the boundary between trade support and more general support to production or development is not clearly defined. Some agencies, including the **World Bank**, try to allocate spending on individual projects partially to trade and partially to other purposes; others focus on the principal purpose of a project or a type of activity.

The **World Bank** has concentrated on transport infrastructure. **UNCTAD** offers advice on improving the productivity of transport services, with a particular focus on multi-modal transport. The **ICAO** provides advice, forecasts, and some financial support for air transport infrastructure.

**UNECE** develops standards, for example for transport of dangerous goods and road vehicles, and has helped establish a regional programme for roads. The **AfDB's** priorities are improving regional transport corridors, rural roads, and maintenance of transport, and encouraging private provision of ICT services. The **CDB** supports airports, sea ports, and roads, especially those needed for tourism and commodity exports. The **EBRD** and **IDB** support roads and sea transport.

### Trade-Related Financial Services

Trade finance is one of the areas where exporters from developing countries are most 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. Therefore both the cost and the availability of appropriate finance are problems. Some agencies offer support to build national capacity, while others try to fill the gap until such capacity is available.

**UNCTAD** provides technical assistance on insurance, commodity risk management, and other financial tools. The **ITC** offers training to institutions in providing trade finance and to companies in how to access it. When trade finance became less available during the financial crisis, the **World Bank** developed new instruments to help SME traders, particularly in agriculture.

The **AfDB** offers both general support to trade finance and special assistance when normal sources dry up. The **ADB** supports both lending and equity finance. The **IDB** facilitates loan finance, especially for SMEs. The **EBRD** provides loan guarantees for trade finance and factoring, and also offers training in trade finance. It has a variety of other financing programmes for traders.

### South-South and Triangular Cooperation

The **ITC** has encouraged regional cooperation on a sectoral basis, for example in its cotton initiative for Africa, while **UNDP** has encouraged cross-border cooperation among SMEs. The **WTO** encourages it in its regional programmes. **UNDP** has an agreement with China to encourage South-South cooperation and has a unit to analyse such cooperation. **UNCTAD** has Aid for Trade projects focused on supply-side needs. The **World Bank** promotes the exchange of experience, giving examples in garments and irrigation.

Among the specialised agencies, the **FAO** has a longstanding programme to facilitate experts from relatively advanced developing countries to assist other countries, especially in Africa. It also has agreements with **Argentina, Indonesia and China** to fund assistance among developing countries and specific sectoral agreements, for example with **Brazil** for assistance on environmental issue in Latin American countries. **IFAD** (International Fund for Agricultural Development) also considers funding and helping exchange of knowledge an important part of its programme. **UNEP** has promoted sectoral assistance in fish, cotton and tourism. **UNIDO** promotes exchange of experience in industrial sectors and fishing and also in the area of business organisations. It has worked with **China** on advice on inspection centres. The **ILO** has worked

with **Brazil** on projects in Lusophone Africa and has signed an agreement with **Brazil, India** and **South Africa** to promote decent work. **WIPO** encourages exchange of experience on the institutional aspects of protecting intellectual property.

The UN Regional Commissions and the regional development banks have a long history of facilitating South-South cooperation, and some are extending this beyond their own regions. The **IDB** has worked with **China** (and also with **Korea (Republic of)**) and also collaborates with the **ADB** to share good development practices. The **ADB** has regional programmes to encourage cooperation in South Asia and in the Mekong region. It provides technical assistance to **China** in its cooperation with other countries in the region. The **AfDB** has an agreement with **Brazil** to fund cooperation in countries in Africa. **UNESCAP** has sectoral programmes in cotton and textiles and in services. **UNECLAC** has done comparative analysis as an input into South-South assistance.

### Other Trade-Related Activities

Other types of assistance, although some of them may not be specifically targeted at trade, may be intended to affect trade.

One of the original objectives of the WTO's Aid for Trade initiative was to help countries to adjust to changes in trade policy by other countries. The **IMF** developed the Trade Integration Mechanism (TIM) to assist countries to respond to multilateral trade liberalization (because of the lack of progress on WTO negotiations, only three countries have used this: Bangladesh, Dominican Republic and Madagascar.) There appear to be no similar mechanisms to help countries affected by regional integration which excludes them, although, unlike multilateral liberalisation, such agreements are being implemented.

**UNCTAD** offers advice on the trade and investment impact of climate change regimes, with the aim of helping developing countries use the opportunities created, for example in Clean Development Mechanism (CDM) and carbon markets. The **ICAO** has developed standards for measuring and controlling the environmental impacts of air travel, and the **ITU** is developing or encouraging new, less energy-intensive technologies. The **EBRD** has helped develop a market for carbon credits, and also mentions supports for institutional reform.

The **AfDB** includes its general support to improving business development in this category. The **ILO** mentions a project to encourage a local economy based on traditional products. **UNRWA** also promotes community development, while the **World Bank** includes here support to countries for intra-African trade to improve food security.





# ACRONYMS

<b>AAACP</b>	All African Caribbean Pacific Agricultural Commodities Programme	<b>ARTNeT</b>	Asia-Pacific Research and Training Network on Trade
<b>AAMP</b>	Area-Based Agricultural Modernization Programme	<b>ASEAN</b>	Association of South East Asian Nations
<b>ACA</b>	African Cotton Association	<b>ASYCUDA</b>	Automated System for Customs Data
<b>ACI</b>	Airports Council International	<b>ATF</b>	Africa Trade Forum
<b>ADB</b>	Asian Development Bank	<b>ATPC</b>	African Trade Policy Centre
<b>ADBI</b>	Asian Development Bank Institute	<b>ATPSM</b>	Agriculture Trade Policy Simulation Model
<b>ADF</b>	African Development Fund	<b>AU</b>	African Union
<b>AfDB</b>	African Development Bank	<b>AUC</b>	African Union Commission
<b>AFFM</b>	African Fertilizer Financing Mechanism	<b>BAB</b>	Bangladesh Accreditation Board
<b>AFIM</b>	Africa Facility for Inclusive Markets	<b>BCSIR</b>	Bangladesh Council of Scientific and Industrial Research
<b>AFMI</b>	African Financial Markets Initiative	<b>BDA</b>	Border Development Authority
<b>AFRITAC</b>	African Regional TA Centre	<b>BAS</b>	Business Advisory Services
<b>AfT</b>	Aid for Trade	<b>BDS</b>	Business Development Services
<b>AGMA</b>	Alliance for Gray Market and Counterfeit Abatement	<b>BEST</b>	Better Work and Standards Programme
<b>AGOA</b>	African Growth and Opportunity Act	<b>BFQ</b>	Better Fisheries Quality
<b>AITIC</b>	Agency for International Trade Information and Cooperation	<b>BIC</b>	Business Information Centre
<b>ALADI</b>	Latin American Integration Association (Asociación Latinoamericana de Integración)	<b>BIMP-EAGA</b>	Brunei Darussalam–Indonesia–Malaysia–Philippines East ASEAN Growth Area
<b>AMAD</b>	Agricultural Market Access Database	<b>BMC</b>	Borrowing Member Country
<b>AMF</b>	Arab Monetary Fund	<b>BMS</b>	Business Management System
<b>AMIS</b>	Agricultural Market Information System	<b>BPP</b>	Business Partnership Programme
<b>APEC</b>	Asia-Pacific Economic Cooperation	<b>BQI</b>	Better Quality Infrastructure
<b>APCI</b>	Africa Productive Capacity Initiative	<b>BSTI</b>	Bangladesh Standards and Testing Institution
<b>APCTT</b>	Asian and Pacific Centre for Transfer of Technology	<b>BWTG</b>	Better Work in Textiles and Garments
<b>APLAC</b>	Asia-Pacific Laboratory Accreditation Cooperation	<b>CACM</b>	Central American Common Market
<b>APTA</b>	Asia-Pacific Trade Agreement	<b>CAEP</b>	Committee on Aviation Environmental Protection
<b>APTF</b>	Asia-Pacific Trade Facilitation Forum	<b>CAFTA</b>	Central America Free Trade Agreement
<b>APTIAD</b>	Asia-Pacific Trade and Investment Agreements Database	<b>CAN</b>	Andean Community (Comunidad Andina)
<b>APTIR</b>	Asia-Pacific Trade and Investment Report	<b>CAREC</b>	Central Asia Regional Economic Cooperation
<b>ARCAL CIV</b>	Establishing a South American Regional Network of National and Reference Laboratories for Pharmacologically Active Substances and Contaminants in Food of Animal Origin through Implementation of Approved Nuclear & Conventional Analytical Techniques	<b>CARICOM</b>	Caribbean Community and Common Market
<b>ARCAL XCVII</b>	Improving Analytical Quality Through Quality Assurance Training, Proficiency Testing and Certification of Matrix Reference Materials Using Nuclear Analytical and Related Techniques in the Latin American Nuclear Analytical Technique Network	<b>CAS</b>	Country Assistance Strategy
<b>ARCEIT</b>	Arab Regional Centre for Entrepreneurship & Investment Training	<b>CBBT</b>	Capacity-Building for BioTrade
<b>ARIA</b>	Assessment of Regional Integration in Africa	<b>CBD</b>	Convention on Biological Diversity
<b>ARIC</b>	Asia Regional Information Center	<b>CBO</b>	Community-Based Organization
<b>ARSO</b>	African Organization for Standardization	<b>CBTA</b>	Cross-Border Transport Agreement
		<b>CBTF</b>	Capacity Building Task Force on Trade, Environment and Development
		<b>CCA</b>	Common Country Assessment
		<b>CCJ</b>	Caribbean Court of Justice
		<b>CCLEC</b>	Caribbean Customs Law Enforcement Council
		<b>CDB</b>	Caribbean Development Bank
		<b>CDIP</b>	Committee on Development and Intellectual Property
		<b>CDM</b>	Clean Development Mechanism
		<b>CEB</b>	Chief Executives Board
		<b>CECI</b>	Committee on Economic Cooperation and Integration
		<b>CEFACT</b>	Centre for Trade Facilitation and Electronic Business

<b>CEM</b>	Country Economic Memorandum	<b>ECLA</b>	Economic Commission for Latin America (Comisión Económica para América Latina)
<b>CEO</b>	Chief Executive Officer	<b>ECLAC</b>	Economic Commission for Latin America and the Caribbean (Comisión Económica para América Latina y el Caribe)
<b>CEPII</b>	Centre for International Prospective Studies (Centre d'Etudes Prospectives et d'Informations Internationales)	<b>ECOSOC</b>	Economic and Social Council
<b>CFC</b>	Common Fund for Commodities	<b>ECOWAS</b>	Economic Community of West African States
<b>CFF</b>	Commodity Finance Facility	<b>EDI</b>	Electronic Data Interchange
<b>CIBNOR</b>	Biological Research Centre of the Northeast (Centro de Investigaciones Biológicas del Noroeste)	<b>EDIP</b>	Enterprise Development and Investment Promotion
<b>CIDA</b>	Canadian Investment Development Agency	<b>EECCA</b>	Eastern Europe, Caucasus and Central Asia
<b>CIQS</b>	Customs, Immigration, Quarantine and Security	<b>EGS</b>	Environmental Goods and Services
<b>CIS</b>	Commonwealth of Independent States	<b>EGP</b>	Enterprise Growth Programme
<b>CITES</b>	Convention on International Trade in Endangered Species of Wild Fauna and Flora	<b>EIB</b>	European Investment Bank
<b>CLOUT</b>	Case Law on UNCITRAL Texts	<b>EIF</b>	Enhanced Integrated Framework
<b>CM</b>	Codling Moth	<b>ELSNIT</b>	Euro-Latin Study Network on Integration and Trade
<b>CFMI</b>	International Maritime Committee (Comité Maritime International)	<b>EnMS</b>	Energy Management Standard
<b>CNS/ATM</b>	Communications, Navigation, Surveillance/Air Traffic Management	<b>EPA</b>	Economic Partnership Agreement
<b>COAST</b>	Collaborative Actions for Sustainable Tourism	<b>EPZ</b>	Export Processing Zone
<b>COMESA</b>	Common Market for Eastern and Southern Africa	<b>ESTA</b>	AfDB Statistics Department
<b>COMFAR</b>	Computer Model for Feasibility Analysis and Reporting	<b>ESW</b>	Economic and Sector Work
<b>CoP</b>	Community of Practice	<b>ETB</b>	Economics and Trade Branch
<b>CORTE</b>	Confederation of Organizations in Road Transport Enforcement	<b>ETC</b>	Early Transition Country
<b>COSOP</b>	Country Strategic Opportunities Programme	<b>ETC</b>	European Travel Commission
<b>CREI</b>	Centre for Research in International Economics (Centre de Recerca en Economia Internacional)	<b>EU</b>	European Union
<b>CRM</b>	Customer Relations Management	<b>EurAsEC</b>	Eurasian Economic Community
<b>CRS</b>	Creditor Reporting System	<b>EVCA</b>	European Private Equity and Venture Capital Association
<b>CSR</b>	Corporate Social Responsibility	<b>EWEC</b>	East–West Economic Corridor
<b>CTD</b>	Common Technical Document	<b>FAL</b>	Facilitation of Maritime Traffic
<b>CTPL</b>	Canadian Centre for Trade Policy and Law	<b>FAO</b>	Food and Agriculture Organization
<b>DDA</b>	Doha Development Agenda	<b>FCM</b>	False Codling Moth
<b>DFID</b>	Department for International Development	<b>FDI</b>	Foreign Direct Investment
<b>DGFF</b>	Development and Globalization: Facts and Figures	<b>FEALAC</b>	Forum for East Asia–Latin America Cooperation
<b>DIF</b>	Direct Investment Facility	<b>FIAS</b>	Foreign Investment Advisory Services
<b>DLF</b>	Direct Loan Facility	<b>FIATA</b>	International Federation of Freight Forwarders Associations (Fédération Internationale des Associations de Transitaires et Assimilés)
<b>DMC</b>	Developing Member Country	<b>FIPA</b>	Foreign Investment Protection and Promotion Agency
<b>DMFAS</b>	Debt Management and Financial Analysis System	<b>FLACSO</b>	Latin American School of Social Sciences (Facultad Latinoamericana de Ciencias Sociales)
<b>DSU</b>	Dispute Settlement Understanding	<b>FTA</b>	Free Trade Agreement
<b>DTIS</b>	Diagnostic Trade Integration Study	<b>FTA</b>	Free Trade Area
<b>EAP</b>	Economic Analysis and Policy Section	<b>FY</b>	Fiscal Year
<b>EATL</b>	Euro-Asian Transport Links	<b>FYR</b>	Former Yugoslav Republic
<b>EBAN</b>	European Business Angel Network	<b>GAP</b>	Good Agricultural Practice
<b>EBRD</b>	European Bank for Reconstruction and Development	<b>GATS</b>	General Agreement on Trade in Services
<b>EC</b>	European Commission	<b>GATT</b>	General Agreement on Tariffs and Trade
<b>ECDR</b>	E-Commerce and Development Report	<b>GEF</b>	Global Environment Facility
<b>ECESA</b>	Executive Committee on Economic and Social Affairs	<b>GEI</b>	Green Economy Initiative
		<b>GFP</b>	Global Facilitation Partnership for Transport and Trade
		<b>GFSI</b>	Global Food Safety Initiative

<b>GHG</b>	Greenhouse Gas	<b>IDB</b>	Inter-American Development Bank
<b>GHP</b>	Good Hygienic Practice	<b>IDLO</b>	International Development Law Organization
<b>GHS</b>	Globally Harmonized System of Classification and Labelling of Chemicals	<b>IDRC</b>	International Development Research Centre
<b>GILF</b>	Global Industry Leaders' Forum	<b>IEC</b>	International Electrotechnical Commission
<b>GIZ</b>	German International Cooperation (Deutsche Gesellschaft für Internationale Zusammenarbeit)	<b>IEE</b>	Industrial Energy Efficiency
<b>GMP</b>	Good Manufacturing Practice	<b>IEG</b>	Independent Evaluation Group
<b>GMS</b>	Greater Mekong Subregion	<b>IER</b>	Information Economy Report
<b>GRTKF</b>	Genetic Resources, Traditional Knowledge and Folklore	<b>IF</b>	Integrated Framework
<b>GSP</b>	Generalized System of Preferences	<b>IFAD</b>	International Fund for Agricultural Development
<b>GSR</b>	Global Symposium for Regulators	<b>IFC</b>	International Finance Corporation
<b>GSSD</b>	Global South–South Development Expo	<b>IFI</b>	International Financial Institution
<b>GSTC</b>	Global Sustainable Tourism Council	<b>IFOAM</b>	International Federation of Organic Agricultural Movements
<b>GSTP</b>	Global System of Trade Preferences	<b>IGPR</b>	Inclusive Growth and Poverty Reduction
<b>GTAD</b>	Global Technical Assistance Database	<b>IIA</b>	International Investment Agreement
<b>GTAP</b>	Global Trade Analysis Project	<b>IIC</b>	Inter-American Investment Corporation
<b>GoU</b>	Government of Uganda	<b>IICA</b>	Inter-American Institute for Cooperation on Agriculture
<b>GPTT</b>	Global Partnership for Transportation and Trade	<b>IIRSA</b>	Initiative for the Integration of Regional Infrastructure in South America
<b>GTAD</b>	Global Trade-Related Technical Assistance Database	<b>IKB</b>	Industrial Knowledge Bank
<b>GTFP</b>	Global Trade Finance Programme	<b>ILAC</b>	International Laboratory Accreditation Cooperation
<b>GTLP</b>	Global Trade Liquidity Programme	<b>ILO</b>	International Labour Organization
<b>GTSF</b>	Global Trade Supplier Finance	<b>IMF</b>	International Monetary Fund
<b>HACCP</b>	Hazard Analysis Critical Control Point	<b>IMO</b>	International Maritime Organization
<b>HD</b>	Human Development	<b>IMF</b>	International Mobile Communications
<b>HDIA</b>	Human Development Impact Assessment	<b>IMP</b>	Investment Monitoring Platform
<b>HCFC</b>	Hydrochlorofluorocarbon	<b>IMT-GT</b>	Indonesia–Malaysia–Thailand Growth Triangle
<b>HES</b>	Hotel Energy Solutions	<b>INT</b>	Integration and Trade Sector
<b>HIPC</b>	Heavily Indebted Poor Country	<b>INTAL</b>	Institute for the Integration of Latin America and the Caribbean
<b>HIV/AIDS</b>	Human Immunodeficiency Virus/Acquired Immune Deficiency Syndrome	<b>IP</b>	Intellectual Property
<b>HS</b>	Harmonized System	<b>IPA</b>	Investment Promotion Agency
<b>IAC</b>	Investment Advisory Council	<b>IPCC</b>	Intergovernmental Panel on Climate Change
<b>IAEA</b>	International Atomic Energy Agency	<b>IPPC</b>	International Plant Protection Convention
<b>IAF</b>	International Accreditation Forum	<b>IPPF</b>	Infrastructure Project Preparation Facility
<b>IAS</b>	Invasive Alien Species	<b>IPR</b>	Investment Policy Review
<b>IATA</b>	International Air Transport Association	<b>IRENA</b>	International Renewable Energy Agency
<b>IBRD</b>	International Bank for Reconstruction and Development	<b>IRSS</b>	Implementation Review and Support System
<b>IBSA</b>	India–Brazil–South Africa	<b>IRTS</b>	International Recommendations for Tourism Statistics
<b>ICAN</b>	ICAO Air Services Negotiation	<b>IRU</b>	International Road Transport Union
<b>ICAO</b>	International Civil Aviation Organization	<b>IsDB</b>	Islamic Development Bank
<b>ICC</b>	International Chamber of Commerce	<b>ISO</b>	International Organization for Standardization
<b>ICF</b>	Investment Climate Facility	<b>ITAM</b>	Mexico Autonomous Institute of Technology (Instituto Tecnológico Autónomo de México)
<b>ICN</b>	International Competition Network	<b>ITC</b>	International Trade Centre
<b>ICSID</b>	International Centre for Settlement of Investment Disputes	<b>ITCP</b>	Integrated Technical Cooperation Programme
<b>ICSU</b>	International Council for Science	<b>ITPO</b>	Investment and Technology Promotion Office
<b>ICT</b>	Information and Communication Technology	<b>ITTC</b>	Institute for Training and Technical Cooperation
<b>ICTPR</b>	ICT Policy Review	<b>ITU</b>	International Telecommunication Union
<b>ICTSD</b>	International Centre for Trade and Sustainable Development	<b>ITU-D</b>	ITU Telecommunication Development Sector
<b>IDA</b>	International Development Association	<b>ITU-R</b>	ITU Radiocommunication Sector

<b>ITU-T</b>	ITU Telecommunication Standardization Sector	<b>NTM</b>	Non-Tariff Measure
<b>JAMPRO</b>	Jamaica's Promotion Corporation	<b>OAS</b>	Organization of American States
<b>JCDMAS</b>	Joint Committee on Coordination of Assistance to Developing Countries in Metrology, Accreditation and Standardization	<b>OECD</b>	Organisation for Economic Co-operation and Development
<b>JICA</b>	Japan International Cooperation Agency	<b>OIE</b>	World Organization for Animal Health (Office International des Epizooties)
<b>JVI</b>	Joint Vienna Institute	<b>OIF</b>	International Organization of the Francophonie (Organisation Internationale de la Francophonie)
<b>LAC</b>	Latin America and the Caribbean	<b>OIML</b>	International Organization of Legal Metrology (Organisation Internationale de Métrologie Légale)
<b>LACEA</b>	Latin American and Caribbean Economic Association	<b>OPEC</b>	Organization of the Petroleum Exporting Countries
<b>LAEBA</b>	Latin America/Caribbean and Asia/Pacific Economics and Business Association	<b>OSCE</b>	Organization for Security and Co-operation in Europe
<b>LDC</b>	Least Developed Country	<b>OTRI</b>	Overall Trade Restrictiveness Index
<b>LED</b>	Local Economic Development	<b>PAC</b>	Pacific Accreditation Cooperation
<b>LIASA</b>	Leather Industry Association of South Asia	<b>PARUL</b>	Poverty Alleviation through Rural-Urban Linkages
<b>LLDC</b>	Landlocked Developing Country	<b>PC</b>	Pacific Corridor Highway
<b>LPI</b>	Logistics Perception Index	<b>PCE</b>	Phytosanitary Capacity Evaluation
<b>LV-LED</b>	Lake Victoria Local Economic Development Initiative	<b>PIFS</b>	Pacific Islands Forum Secretariat
<b>M&amp;E</b>	Monitoring and Evaluation	<b>PMA</b>	Plan for the Modernization of Agriculture
<b>MAP</b>	Mesoamerican Integration and Development Project	<b>PNG</b>	Papua New Guinea
<b>MCCF</b>	Multilateral Carbon Credit Fund	<b>PPG</b>	Project Preparation Grant
<b>MCCT</b>	Measurement and Control-Chart Toolkit	<b>PRS</b>	Poverty Reduction Strategy
<b>MCDA</b>	Multi Criteria Decision Analysis	<b>PRSP</b>	Poverty Reduction Strategy Paper
<b>MCFE</b>	Medium-Sized Co-Financing Facility	<b>PTA</b>	Preferential Trade Agreement
<b>MCH</b>	Maasai Cultural Heritage Foundation	<b>RBM</b>	Results-Based Management
<b>MDG</b>	Millennium Development Goal	<b>RCI</b>	Regional Cooperation and Integration
<b>MEA</b>	Multilateral Environmental Agreement	<b>RDB</b>	Regional Development Bank
<b>MENA</b>	Middle East and North Africa	<b>RE</b>	Renewable Energy
<b>Mercosur</b>	Common Market of the South (Mercado Común del Sur)	<b>REAP</b>	Responsible Entrepreneurs Achievement Programme
<b>MFW4A</b>	Making Finance Work for Africa	<b>REBIS</b>	Regional Balkans Infrastructure Study
<b>MIC</b>	Middle-Income Country	<b>REC</b>	Regional Economic Community
<b>MIF</b>	Multilateral Investment Fund	<b>Redibero</b>	Ibero-American Network of Trade Promotion Organizations (Red Iberoamericana de Organizaciones de Promoción del Comercio Exterior)
<b>MIGA</b>	Multilateral Investment Guarantee Agency	<b>RETA</b>	Regional Technical Assistance
<b>MMP</b>	Microcredit and Microfinance Programme	<b>RIS</b>	Regional integration Strategy
<b>MP</b>	Montreal Protocol	<b>RISP</b>	Regional Integration Strategy Paper
<b>MoU</b>	Memorandum of Understanding	<b>RITD</b>	Regional Integration, Infrastructure and Trade Division
<b>MRA</b>	Multilateral Recognition Agreement	<b>RMC</b>	Regional Member Country
<b>MSME</b>	Micro, Small and Medium-Sized Enterprise	<b>RMT</b>	Review of Maritime Transport
<b>MTS</b>	Multilateral Trading System	<b>ROA</b>	Regional Office for Africa
<b>N4P</b>	Networks for Prosperity	<b>ROC-TF</b>	Regional Organizations Cooperation Mechanism on Trade Facilitation
<b>NAMA</b>	Non-Agricultural Market Access Negotiations	<b>RPA</b>	Risk Participation Agreement
<b>NEFCO</b>	Nordic Environment Finance Corporation	<b>RSTWG</b>	Regional Standards Technical Working Group
<b>NEPAD</b>	New Partnership for Africa's Development	<b>RTA</b>	Regional Trade Agreement
<b>NFF</b>	Natal Fruit Fly	<b>RTPC</b>	Regional Trade Policy Course
<b>NGN</b>	Next-Generation Network	<b>RULSUP</b>	Rural-Urban Linkages Support Programme
<b>NGO</b>	Non-Governmental Organization	<b>RUPP</b>	Rural-Urban Partnership Programme
<b>NIA</b>	National Implementation Arrangement		
<b>NIB</b>	Nordic Investment Bank		
<b>NIFPHATT</b>	National Institute for Fisheries and Post-Harvest Technology & Training		
<b>Norad</b>	Norwegian Agency for Development Cooperation		
<b>NSI</b>	National System of Innovation		

<b>SAARC</b>	South Asian Association for Regional Cooperation	<b>STRATSHIP</b>	Strategic Planning Workshop for Senior Shipping Management
<b>SADC</b>	Southern African Development Community	<b>SUC</b>	Special Unit on Commodities
<b>SAGQ</b>	South Asian Growth Quadrangle	<b>TA</b>	Technical Assistance
<b>SASEC</b>	South Asia Subregional Economic Cooperation	<b>TAM</b>	TurnAround Management
<b>SATNET Asia</b>	Network for Knowledge Transfer on Sustainable Agriculture Technologies and Improved Market Linkages in South and South-East Asia	<b>TASA</b>	Template Air Services Agreement
<b>SCCR</b>	Standing Committee on Copyright and Related Rights	<b>TBL</b>	Triple Bottom Line
<b>SCDP</b>	Supply Chain Development Programme	<b>TBT</b>	Technical Barriers to Trade
<b>SCF</b>	Structured and Corporate Finance Department	<b>TC</b>	Technical Cooperation
<b>SCM</b>	Supply Chain Management	<b>TCB</b>	Trade Capacity-Building
<b>SCORE</b>	Sustaining Competitive and Responsible Enterprises	<b>TCBDB</b>	Trade Capacity-Building Database
<b>SCP</b>	Standing Committee on the Law of Patents	<b>TCD</b>	Trade Competitiveness Diagnostics
<b>SCP</b>	Sustainable Consumption and Production	<b>TCFP</b>	Technical Cooperation Funds Programme
<b>SCT</b>	Standing Committee on the Law of Trademarks, Industrial Designs and Geographical Indications	<b>TDR</b>	Trade and Development Review
<b>SCTD</b>	Steering Committee on Tourism for Development	<b>TEM</b>	Trans-European Motorway
<b>SDR</b>	Special Drawing Right	<b>TER</b>	Trade and Environment Review
<b>SECO</b>	Swiss Secretariat for Economic Affairs	<b>TER</b>	Trans-European Railway
<b>SECSA</b>	Subregional Economic Cooperation in South and Central Asia	<b>TFED</b>	Trade, Finance and Economic Development Division
<b>SEMED</b>	Southern and Eastern Mediterranean	<b>TFF</b>	Trade Facilitation Facility
<b>SEZ</b>	Special Economic Zone	<b>TFFP</b>	Trade Finance Facilitation Programme
<b>SICA</b>	Central American Integration System (Sistema de la Integración Centroamericana)	<b>TFG</b>	Traffic Forecasting Group
<b>SIDS</b>	Small Island Developing State	<b>TFLOC</b>	Trade Finance Line of Credit
<b>IECA</b>	Central American Economic Integration (Secretaría de la Integración Económica Centroamericana)	<b>TFP</b>	Trade Facilitation Programme
<b>SIGCI</b>	Interactive Graphic System of International Trade Data (Sistema Interactivo Gráfico de Datos de Comercio Internacional)	<b>TFP</b>	Trade Finance Programme
<b>SIT</b>	Sterile Insect Techniques	<b>TFI</b>	Trade Finance Initiative
<b>SME</b>	Small and Medium-Sized Enterprise	<b>TFTWG</b>	Trade Facilitation and Transport Working Group
<b>SPECA</b>	Special Programme for the Economies of Central Asia	<b>TIACA</b>	International Air Cargo Association
<b>SPS</b>	Sanitary and Phytosanitary	<b>TIGN</b>	Trade, Integration and Growth Network
<b>SPX</b>	Subcontracting and Partnership Exchange	<b>TIM</b>	International Transit of Goods
<b>SRD</b>	Standards Restrictiveness Database	<b>TIM</b>	Trade Integration Mechanism
<b>SQMT</b>	Standards, Quality, Metrology and Testing	<b>TIR</b>	Technology and Innovation Report
<b>SSATP</b>	Sub Saharan Africa Transport Policy Programme	<b>TNC</b>	Transnational Corporation
<b>SSC</b>	South-South Cooperation	<b>TNT</b>	Transparency in Trade
<b>SSCTF</b>	South-South Cooperation Trust Fund	<b>TPC</b>	Trade Policy Course
<b>SS-GATE</b>	South-South Global Assets and Technology Exchange	<b>TPO</b>	Trade Promotion Organization
<b>STAMP</b>	Strengthening and/or Streamlining Agencies concerned with Maximizing and Promoting FDI	<b>TPR</b>	Trade Policy Review
<b>STDF</b>	Standards and Trade Development Facility	<b>TPRM</b>	Trade Policy Review Mechanism
<b>STED</b>	Skills for Trade and Economic Diversification	<b>TRACECA</b>	Transport Corridor, Europe-Caucasus-Asia
<b>ST-EP</b>	Sustainable Tourism – Eliminating Poverty	<b>TRAINS</b>	Trade Analysis and Information System
<b>STI</b>	Science, Technology and Innovation	<b>TRIPS</b>	Trade-Related Aspects of Intellectual Property Rights
<b>STIP</b>	Science, Technology and Innovation Policy	<b>TRIST</b>	Tariff Reform Impact Simulation Tool
		<b>TRTA</b>	Trade-Related Technical Assistance
		<b>TSA</b>	Tourism Satellite Account
		<b>TSI</b>	Trade Support Institution
		<b>TTBD</b>	Temporary Trade Barriers Database
		<b>TTF</b>	Transport and Trade Facilitation
		<b>TTFA</b>	Transport and Trade Facilitation Audit
		<b>TTFSE</b>	Trade and Transport Facilitation in South-East Europe
		<b>TTSSC</b>	Task Team for South-South Cooperation
		<b>TVET</b>	Technical and Vocational Education and Training

<b>UEMOA</b>	West African Economic and Monetary Union (Union Economique et Monétaire Ouest Africaine)	<b>VSS</b>	Voluntary Sustainability Standards
<b>UK</b>	United Kingdom	<b>WAEMU</b>	West African Economic and Monetary Union
<b>UN</b>	United Nations	<b>WAIPA</b>	World Association of Investment Promotion Agencies
<b>UNAIDS</b>	Joint United Nations Programme on HIV/AIDS	<b>WB</b>	World Bank
<b>UNAPCAEM</b>	United Nations Asia-Pacific Centre for Agriculture Machinery and Engineering	<b>WBI</b>	World Bank Institute
<b>UNCDF</b>	UN Capital Development Fund	<b>WCO</b>	World Customs Organization
<b>UNCITRAL</b>	United Nations Commission on International Trade Law	<b>WCP</b>	WTO Chairs Programme
<b>UNCTAD</b>	United Nations Conference on Trade and Development	<b>WEDF</b>	World Export Development Forum
<b>UNDAF</b>	United Nations Development Assistance Framework	<b>WEF</b>	World Economic Forum
<b>UNDP</b>	United Nations Development Programme	<b>WEO</b>	World Economic Outlook
<b>UNDESA</b>	United Nations Department of Economic and Social Affairs	<b>WESP</b>	World Economic Situation and Prospects
<b>UNECA</b>	United Nations Economic Commission for Africa	<b>WESS</b>	World Economic and Social Survey
<b>UNECE</b>	United Nations Economic Commission for Europe	<b>WFP</b>	World Food Programme
<b>UNECLAC</b>	United Nations Economic Commission for Latin America and the Caribbean	<b>WHA</b>	World Health Assembly
<b>UNEP</b>	United Nations Environment Programme	<b>WHO</b>	World Health Organization
<b>UNESCAP</b>	United Nations Economic and Social Commission for Asia and the Pacific	<b>WIPO</b>	World Intellectual Property Organization
<b>UNESCO</b>	United Nations Educational, Scientific and Cultural Organization	<b>WIR</b>	World Investment Report
<b>UNESCAP</b>	United Nations Economic and Social Commission for Western Asia	<b>WITS</b>	World Integrated Trade Solution
<b>UNFCCC</b>	United Nations Framework Convention on Climate Change	<b>WMO</b>	World Meteorological Organization
<b>UNFSS</b>	United Nations Forum on Sustainability Standards	<b>WRC</b>	World Radiocommunication Conference
<b>UN-HABITAT</b>	United Nations Human Settlements Programme	<b>WPSDG</b>	Working Party on the Social Dimension of Globalization
<b>UNICEF</b>	United Nations International Children's Fund	<b>WTI</b>	World Trade Institute
<b>UNIDO</b>	United Nations Industrial Development Organization	<b>WTO</b>	World Trade Organization
<b>UNITAR</b>	United Nations Institute for Training and Research		
<b>UNNEt</b>	United Nations Network of Experts for Paperless Trade in Asia and the Pacific		
<b>UNODC</b>	United Nations Office on Drugs and Crime		
<b>UNOPS</b>	United Nations Office for Project Services		
<b>UNOSSC</b>	United Nations Office for South–South Cooperation		
<b>UNRWA</b>	United Nations Relief and Works Agency for the Palestine Refugees in the Near East		
<b>UNSD</b>	United Nations Statistics Division		
<b>USSIC</b>	UNIDO Centre for South–South Industrial Cooperation		
<b>UNWTO</b>	World Tourism Organization		
<b>UPU</b>	Universal Postal Union		
<b>US</b>	United States		
<b>USAID</b>	United States Agency for International Development		
<b>UVSSTF</b>	UNIDO–Vimta South–South Training Facility for Testing Laboratories		
<b>VPP</b>	Vice-Presidency for Private Sector and Non-Sovereign Guaranteed Operations		



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# [ Programmes, Services and Activities ]

by Area of Intervention

## **PROGRAMMES, SERVICES AND ACTIVITIES**

Global Advocacy

Trade Policy Development

Legal and Regulatory Framework

Supply Capacity

Compliance Support Infrastructure and Services

Trade Promotion Capacity Building

Market and Trade Information

Trade Facilitation

Physical Trade Infrastructure

Trade-Related Financial Services

South-South and Triangular Cooperation

Other Trade-Related Activities



## GLOBAL ADVOCACY



African Development Bank (AFDB)



United Nations Conference on Trade and Development (UNCTAD)



Asian Development Bank (ADB)



United Nations Department of Economic and Social Affairs (UNDESA)



Caribbean Development Bank (CDB)



United Nations Development Programme (UNDP)



European Bank for Reconstruction and Development (EBRD)



United Nations Economic Commission for Europe (UNECE)



Food and Agriculture Organization (FAO)



United Nations Economic Commission for Latin America and the Caribbean (UNECLAC)



Inter-American Development Bank (IDB)



United Nations Environment Programme (UNEP)



International Fund for Agricultural Development (IFAD)



United Nations Industrial Development Organization (UNIDO)



International Labour Organization (ILO)



World Bank Group (WB)



International Monetary Fund (IMF)



World Health Organization (WHO)



International Telecommunication Union (ITU)



World Tourism Organization (UNWTO)



International Trade Centre (ITC)



World Trade Organization (WTO)

## AfDB



### Trade advocacy

AfDB actively addresses poverty reduction in its country strategy papers and sector projects and through regional integration strategy papers (RISPs). The RISPs will form part of the recently approved regional integration strategy which has focus areas on capacity building and trade. The Bank participates on a regular basis with the WTO, UNECA, regional economic communities (RECs) and donors to develop ways to advance the Aid For Trade agenda in Africa. The Bank renders strong support for the promotion of good governance as the key to meeting the Millennium Development Goals (MDGs).

### Workshops and seminars

The Bank organizes workshops and seminars to facilitate discussions amongst African bank supervisors, officials from other financial institutions and with international experts on financial and trade-related matters. These workshops are mostly organized in collaboration with other international organizations.

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## ADB



### Policy advocacy

ADB acts as a facilitator in trade and investment policy dialogue at regional and subregional forums and supports capacity building. In 2007, it played a leading role in the WTO's Aid-for-Trade Initiative in the Asia and Pacific Region.

ADB also supports various regional policy forums, such as the Association of Southeast Asian Nations (ASEAN), the People's Republic of China, Japan, and the Republic of Korea (ASEAN+3), the Asia Pacific Economic Cooperation, the Asia-Europe Meeting, the South Asian Association for Regional Cooperation (SAARC), and the Central Asia Regional Economic Cooperation (CAREC).

For more information:

<http://www.adb.org/Documents/Brochures/InBriefs/Regional-Cooperation-Integration.pdf>

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## CDB



### Events

DB hosts a variety of seminars, conferences, forums and symposia on matters of interest to the Caribbean Region. In 2012, together with the World Bank and the IDB, the Bank hosted a series of conferences on economic growth, due to the substantial challenges facing its borrowing member countries (BMCs) in this policy area. In 2010, the Bank hosted a regional conference on growth and development. Subsequently, the Bank published the conference presentations in a book entitled "Growth and Development Strategies for the Caribbean". In 2012, the Bank also published a book entitled "Debt Sustainability in the Caribbean" which provides a comprehensive review of public sector debt in the Caribbean. Within the Caribbean Region, fiscal and debt unsustainability is another major economic challenge. The Bank in this policy area has responded by the provision of policy-based loans in support of fiscal consolidation in its BMCs. These activities and events indicate the Bank's strategy of fostering extensive dialogue and consultations with its BMCs, many development partners and stakeholders on critical policy issues many of which have substantial global components.

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In the social sector, the Bank, through its focus on poverty reduction, is assisting its borrowing member countries to attain by 2015 the Millennium Development Goals which were established by the United Nations.

For more information: <http://www.caribank.org/titanweb/cdb/webcms.nsf/AllDoc/52E74171867E5D7F872573380052E954?OpenDocument>



## EBRD

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### Conferences and events

The EBRD organizes conferences which bring together key market players and civil society stakeholders (including NGOs) opinion makers, business organisations, academics, think-tanks, local authorities and government officials to analyse the latest challenges in the trade finance sector and identify the most lucrative ways to overcome them in the current economic environment.

One of the most notable of these meetings is the Trade Facilitation Programme (TFP) one-day event, organised in a conference format, which is held within the framework of the EBRD's Annual Meeting and Business Forum in May every year. The event offers an opportunity to share contemporary trade finance banking expertise through presentations by professional trade finance bankers and specialists. It also provides the stage for signing agreements with banks that have recently joined the TFP and hosts an award ceremony for the most active TFP banks in the previous year.

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## FAO

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The common aim of FAO is to raise the profile of the problems of hunger and food insecurity, and to try and ensure that trade contributes to the eradication of food insecurity and poverty. This requires, inter alia, ensuring that trade rules are supportive of development strategies and goals, and that developing countries participate effectively in a growing global trade.

In terms of global advocacy, the services provided by FAO broadly relate to: (i) MDGs; (ii) Poverty Reduction Strategy Papers (PRSP); and (iii) mainstreaming trade-related issues.

### Mainstreaming appropriate trade policies in national development plans.

It is widely recognized that agricultural trade has considerable potential to contribute to reducing food insecurity, as well as to development in general. The challenge is not only to raise awareness of this potential and then mobilize the necessary resources for the development of agricultural trade, but also to ensure that appropriate agricultural trade policies and supportive measures are mainstreamed in national policy and strategy papers, such as PRSPs. In particular, this service contributes to the first MDG (reduce by half the proportion of poor and hungry people in the world by 2015), and also to the eighth (develop a global partnership for development), by further developing an open trading and financial system that is rule-based, predictable and non-discriminatory, and includes a commitment to good governance, development and poverty reduction—nationally and internationally.

FAO's general objective is to enable governments and civil society in developing countries and countries with economies in transition to acquire the necessary information, knowledge, and expertise for mainstreaming appropriate trade policies in national development plans and policies, and to ensure that adequate resources are invested.

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As far as information on and analysis of the role of agricultural trade in reducing hunger is concerned, all FAO member nations are potential beneficiaries. Assistance on mainstreaming appropriate trade policies can be utilized by all developing countries and countries with economies in transition; specific beneficiaries include agriculture and trade policy-makers, policy analysts, trade negotiators, producers' associations, and industry and trade associations.

The service is provided through global and regional studies, analysis, expert consultations and workshops. Targeted sectors include agriculture, fisheries and forestry. The service facilitates coordination with the capacity building activities of other agencies, such as the WTO, the World Bank, UNCTAD and UNIDO.

For more information: Food security and MDGs: [www.fao.org/es/esa](http://www.fao.org/es/esa),  
Trade capacity building: [www.fao.org/trade/](http://www.fao.org/trade/)

## IDB



Capacity building is crucial to create and sustain a long-term and multi-sector critical mass of national expertise on regional and global integration. The challenge is to expand the reach to the new issues of the integration and trade agenda and be more proactive in the inclusion of a wider range of stakeholders, including the private sector and sub-national entities.

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### Inter-institutional cooperation on trade and integration

At the international level, the IDB, through its Integration and Trade Sector, collaborates with international organizations, such as the OECD, the International Chamber of Commerce, the United Nations, the World Bank, the WCO, the WTO, and other Regional Development Banks, such as the ADB, in areas related to trade and development, including aid for trade, customs, trade facilitation, trade agreements, etc., in order to analyze problems and solutions which will contribute to enhancing trade and integration and will support capacity building. The IDB has been taking a leading role in the Latin American and Caribbean regions in matters concerning implementation of the global Initiative on Aid for Trade, in close coordination with the OECD, the WTO, and other regional and sub-regional organizations.

### Regional Policy Dialogue on Trade and Integration

As part of the IDB Regional Policy Dialogue Program, the Trade and Integration Network provides high-level Latin American and Caribbean policy makers responsible for global and regional integration policies with the opportunity to discuss policies and initiatives by exchanging ideas and best practices, analyzing common problems, and exploring the policy implications of research findings.

For more information: <http://www.iadb.org/int/>

## IFAD



### Rural poverty advocacy

IFAD tackles poverty not only as a lender but also as an advocate for rural poor people. Its multilateral base provides a natural global platform to discuss important policy issues that influence the lives of rural poor people, as well as to draw attention to the centrality of rural development to meeting the Millennium Development Goals.

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*For more information:*

*[www.ilo.org/trade](http://www.ilo.org/trade)*

## ILO

The ILO promotes dialogue at the global level between its own constituents - representatives of governments, employers and workers - on the potential employment effects of trade policies and on measures that maximize opportunities for employment and decent work. The ILO also engages with other agencies to promote policy coherence between trade policies, on the one hand, and labour market policies, on the other. This requires, inter alia, ensuring that the objective of advancing opportunities for women and men to obtain decent work is integrated into poverty reduction strategies (PRSs) at global and country levels.

### **Working Party on the Social Dimension of Globalization (WPSDG)**

The aim of the WPSDG is to provide a forum for the ILO's Governing Body to discuss and formulate policies aimed at enhancing the social dimension of trade and related issues. The WPSDG is concerned with formulating policy orientations within the ILO to support the efforts of its constituents to adopt an integrated approach to, among other issues, trade and decent work. Such an approach ensures the simultaneous advancement of economic objectives, the creation of employment, the extension of social protection, the protection of workers' rights, and social dialogue.

The WPSDG meets twice each year at the ILO Governing Body (composed of representatives of workers' and employers' organizations and governments from different parts of the world). Background papers are discussed and policy orientations are formulated for adoption. From time to time, other international organizations from either outside or within the UN System are invited to address the WPSDG.

The WPSDG recently facilitated consensus between the ILO and the WTO on how the interaction between trade policies and labour market policies may either support the possibilities that exist to create employment or prevent these opportunities from being realized. This significantly advanced the mainstreaming of employment objectives and labour market policy in the international policy arena.

For more information: [www.ilo.org/integration](http://www.ilo.org/integration)



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## IMF

### **Economic growth and poverty reduction through trade**

The IMF is a firm advocate of open trade as an engine for economic growth and poverty reduction. The IMF has called on the global community to reject protectionism in trade and finance. Concluding the Doha Round is a priority as liberalization would boost the growth potential of developed and developing countries alike; global trade would increase as a consequence while incentives to negotiate bilateral trade agreements, which encroach on the non-discrimination principle at the heart of the multilateral system, would be reduced. Twice a year the World Economic Outlook (WEO) presents the IMF staff's analysis and projections of economic developments at the global level, including analysis of major economic policy issues.

For more information: [www.imf.org](http://www.imf.org)



ITU



### Exhibitions and forums

ITU organizes worldwide and regional exhibitions and forums, such as ITU TELECOM WORLD, which bring together government agencies – ministries, regulatory bodies and national statistical offices – international organizations, researchers, and others in the telecommunications and ICT industry to exchange ideas, knowledge and technology for the benefit of the global community and, in particular, the developing world.

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ITU Telecom World 2012, held in Dubai, was an event where the bywords are knowledge and action. It convened a high-quality, influential mix of participants drawn from across the ICT industry along with Heads of State and Government, regulators, innovators, digital entrepreneurs and many more. A dynamic series of conferences took place that tackled core issues such as using ICTs to create a new future, optimization of spectrum resources, innovation, development and the economic crisis, convergence and transformation of the ICT value chain, the impact of social networks and more. The event also focused on a number of varied and innovative showcasing, sponsorship and hospitality options, and provided extensive opportunities for networking and doing business with top-level participants.

For more information: [www.itu.int/ITUTELECOM/](http://www.itu.int/ITUTELECOM/)

### Workshops and seminars

ITU organizes a number of workshops and seminars to progress existing work areas and explore new ones.

The events cover a wide array of topics in the ICT field and attract high-ranking experts as speakers, with attendees ranging from engineers to high-level management from all industry sectors.

For more information: [www.itu.int/en/itutelecom/Pages/default.aspx](http://www.itu.int/en/itutelecom/Pages/default.aspx)

ITC



The international trade arena is dynamic and complex. Building awareness of the opportunities and challenges that developing countries face in the area of international trade is a key role for ITC. The organization boosts trade awareness by providing thought leadership and encouraging debate among trade and development experts, enabling decision makers to collaborate, making complex research accessible and practical for the general public, and orchestrating trade-related events such as the World Export Development Forum (WEDF).

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### Awareness of new issues in international trade

Global advocacy is at the heart of a number of ITC programmes, particularly those in new and innovative areas such as Non-Tariff Measures (NTMs) affecting trade, Women and Trade, and Trade and the Environment. The NTM programme is launched in each country with a stakeholder meeting including representatives of the public and private sectors. In addition, roundtable discussions and public-private dialogues are held to increase transparency and awareness of the impact of NTMs on international trade and sustainable economic development.

With several NTMs associated with the environment and climate change, global advocacy is an important part of ITC's Trade and Environment programme. The programme has produced a how-to guide on carbon-footprinting for SMEs and ITC is actively engaged in raising trade and environmental issues in the international media. A special study on trade in endangered species has been produced in partnership with the Convention on International Trade in Endangered Species of Wild Fauna and Flora (CITES) for use by government authorities and non-governmental organizations (NGOs) in Southeast Asia.

A key component of ITC's Women and Trade programme is building awareness of gender issues in trade and mainstreaming gender into the work of trade-related technical assistance, including the work of ITC. ITC works closely with partners to ensure gender is mainstreamed into trade policy. ITC also conducts research to develop a deeper understanding of the gender make-up of key sectors in partner countries, in order to maximize impact of activities on women. ITC's Global Platform for Action on Sourcing from Women Vendors is actively involved in highlighting the extremely low level of procurement from women-owned companies — by corporations and governments — and is committed to raising the level of corporate spending on women from 1% to 7% among its members.

#### **Strategies for export development**

Real change in the trade landscape and dynamics of a particular sector, country or region can only be effected through strategic, integrated initiatives involving a representative array of stakeholders from the public and private sectors to identify a common vision, determine the strategic requirements, and manage the implementation of an action plan. In this context, an export strategy represents the best possible assessment of trade-related needs. From this initiative, countries have a tangible, informed platform from which to attract investment for future initiatives.

This is the essence of ITC's approach to export strategy. In addition to working with individual sectors and countries, export strategy plays an intrinsic role in a number of ITC's large programmes. Placing export strategy at the forefront of large programmes demonstrates the ultimate goal of sustainable development through exports.

Increasingly, ITC's work in export strategy is moving beyond the strategy document towards supporting implementation, through coordinated management mechanisms that are established and managed by national and regional institutions. In the case of the All African Caribbean Pacific Agricultural Commodities Programme (AAACP), which was completed at the end of 2011, detailed regional cotton, textile and clothing sector strategies were developed in West and Central Africa, while sector strategies were also developed for high-value commodities in partner countries. Rather than simply produce a strategy document, partner institutions were enabled jointly to produce plans of action and implementation frameworks to accompany each of the regional and national sector strategies. In West Africa, the governance structure to ensure the implementation management of the regional cotton strategy was established by the West African Economic and Monetary Union (UEMOA). The implementation framework was recognized by the bodies of the UEMOA Commission as the lead institution for mobilizing resources for the implementation of the strategy and for providing effective support in the development of the cotton-textile-clothing industry in the region. Similar results were achieved in other large programmes.

For more information:

Export strategy: <http://www.intracen.org/Policy/Export-Strategy-Design/>

World Export Development Forum: <http://www.intracen.org/policy/wedf/>



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## **UNCTAD**

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#### **Main reports:**

UNCTAD, through its reports, policy reviews and programmes, encourages trade policy makers to recognise the link between trade and development.

#### **The World Investment Report**

Since 1991, the World Investment Reports (WIRs) have provided up-to-date and comprehensive data on issues pertaining to foreign direct investment (FDI) and transnational corporations (TNCs), analysed trends and

developments in FDI, examined the implications of activities by TNCs related to these trends, and assessed consequent international as well as national policy issues of relevance to developing countries. The WIR is a key instrument to help policymakers improve their understanding of emerging FDI-related issues and policy implications for development and thereby to enhance their ability to formulate FDI policies that will contribute to their development objectives.

For more information: [www.unctad.org/wir](http://www.unctad.org/wir)

### **Trade and Development Report**

The Trade and Development Report (TDR), launched in 1981, is issued every year for the annual session of the UNCTAD Trade and Development Board. The report analyzes current economic trends and major policy issues of international concern, and makes suggestions for addressing these issues at various levels.

For more information: <http://www.unctad.org/Templates/Page.asp?intItemID=2508&lang=1>

### **Economic Development in Africa Report**

The Economic Development in Africa Report analyses selected aspects of Africa's development problems and major policy issues confronting African countries.

For more information: <http://www.unctad.org/Templates/Page.asp?intItemID=2863&lang=1>

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[africadev@unctad.org](mailto:africadev@unctad.org)

### **Least Developed Countries Report (LDC)**

UNCTAD's Least Developed Countries Report provides a comprehensive and authoritative source of socioeconomic analysis and data on the world's most impoverished countries. Each report contains a statistical annex which provides basic data on the LDCs.

For more information: <http://www.unctad.org/Templates/Page.asp?intItemID=3073&lang=1>

Information Economy Report (IER) and E-commerce and Development Report (ECCR)

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### **The Information Economy Report**

The *IER* is one of few annual global publications that monitors ICT trends from a development perspective. It is an important tool for dissemination of data and analysis related to ICT and development, and it provides policy guidance. The *IER* informs policymakers and other stakeholders about relevant trends, in particular with regard to the access to, use and impact of ICT in developing countries. Key research areas include implications of the "digital divide", the impact of ICT on productivity and poverty alleviation, ICTs as an enabler for private sector development and international trade in ICT goods and services.

For more information: <http://unctad.org/en/Pages/DTL/Technology,-Innovation-and-Trade-Logistics.aspx>

### **The Technology and Innovation Report (TIR)**

The TIR seeks to fill the gap in policy research by analyzing issues of importance in technology and innovation from a developmental perspective. Experience from the previous editions of this Report shows that while much of the analysis in the TIR series are applicable to developing countries, the policy findings are of relevance to the international community and globally as a whole.

For more information: <http://unctad.org/en/Pages/DTL/Technology,-Innovation-and-Trade-Logistics.aspx>

### **The Creative Economy Report**

The first UN policy-oriented report on the world's creative economy was launched in April 2008. The Creative Economy Report is a multi-agency comprehensive study intended to facilitate a better understanding of the key issues underlying the emerging creative economy.

For more information: [www.unctad.org/creative-economy](http://www.unctad.org/creative-economy)

### **Investment Policy Reviews (IPRs)**

IPRs are designed to improve a country's investment environment. IPRs assess the policy, regulatory, institutional and operational framework for foreign direct investment. They help governments to integrate foreign investment into their national strategies and to maximize its benefits. Each review contains a strategic analysis of a country's FDI needs, reference to comparative best practices and related action-oriented recommendations.

For more information: [www.unctad.org/ipr](http://www.unctad.org/ipr)

### **Trade and Environment Review (TER)**

The objective of the Trade and Environment Review is to enhance understanding of and promote dialogue on the development dimension of key trade and environment issues.

For more information: [http://www.unctad.org/trade\\_env/aboutTED.asp](http://www.unctad.org/trade_env/aboutTED.asp)

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**Commodity Policy Reviews:** this is an initiative under study and development.

For more information: <http://www.unctad.info/en/Special-Unit-on-Commodities/>

### **Other related programmes:**

#### **Development and Globalization: Facts and Figures (DGFF)**

With economic globalization challenging much of our traditional wisdom, this brief synopsis of data and information offers some explanations of new and emerging economic trends.

For more information: <http://www.unctad.org/Templates/StartPage.asp?intItemID=2874&lang=1>

#### **Best Practices in Investment for Development**

The objective of this programme is to provide a compendium of accessible and practical policy experiences that can help to guide policy making in developing and transitional economies.

For more information: <http://www.unctad.org/Templates/Page.asp?intItemID=4983&lang=1>

<http://www.unctad.org/Templates/Page.asp?intItemID=4986&lang=1>

#### **The Creative Economy Programme**

Within this Programme, UNCTAD provides research and policy-oriented analysis on creative economy issues, demand-driven policy advice and technical assistance to governments, networking through its E-Newsletter, and data on trade statistics for creative goods and services (<http://stats.unctad.org/creative>). The project "Strengthening the creative industries in five ACP countries through employment and trade expansion"

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is an ACP project funded by the EC and implemented jointly by UNCTAD, ILO and UNESCO. The pilot project is under implementation (2008-2011) in Fiji, Mozambique, Senegal, Trinidad and Tobago and Zambia.

For more information: [www.unctad.org/creative-programme](http://www.unctad.org/creative-programme)

### Science, Technology and Innovation Policy Reviews - STIP Reviews

Reflecting a renewed awareness of the crucial role of technology and innovation in the development process, in recent years UNCTAD has experienced increased demand from member States and other stakeholders for both strategic advice and training on STI policy. UNCTAD training activities complement STIP Reviews as means of building capacity in STI policy-making in developing countries. The unique feature of UNCTAD's training on STI is the treatment of STI as a key element of the integrated treatment of development that includes trade, finance and investment. STI policies are seen as complementary to other national policies related to trade, finance, investment and others, all coherently integrated into the country's national development strategy. For more information: <http://unctad.org/en/Pages/DTL/Technology,-Innovation-and-Trade-Logistics.aspx>

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Science, Technology and Innovation Policy Reviews (STIP Reviews) are undertaken by UNCTAD at the request of member States. Through a STIP Review, a country's STI stakeholders can identify the key strengths and weaknesses of their innovation systems and establish strategic priorities for its development. The STIP Review report published by UNCTAD includes a diagnosis of the national system of innovation (NSI), an assessment of the STI policies in place, and is normally complemented by in-depth studies of specific sectors, institutions or STI-related problems that are of particular relevance to the country under review. STIP Reviews can provide the basis for capacity-building activities targeting various elements of the innovation system. In several beneficiary countries, STIP Reviews have ignited significant renewal in STI policy, helped raise its profile in national development strategies and facilitated the inclusion of STI activities in international cooperation plans.

For more information: <http://unctad.org/en/Pages/DTL/Technology,-Innovation-and-Trade-Logistics.aspx>

### ICT Policy Reviews (ICTPRs)

The UNCTAD Information and Communications Technology (ICT) Policy Reviews (ICTPR) serve to help developing countries adjust their ICT policies and implementation mechanisms aimed at developing the information and knowledge-based economy. The reviews assess the implementation of ICT strategies, policies and programmes geared towards the development of the information economy. They provide action-oriented recommendations for policy improvements. The reviews are presented within UNCTAD's inter-governmental framework. Governments can benefit from peer reviews and sharing of best practices.

For more information: <http://unctad.org/en/Pages/DTL/Technology,-Innovation-and-Trade-Logistics.aspx>

### Current Studies on science and technology for development

As part of UNCTAD's response to the growing interest in science, technology and innovation, current studies series have been introduced since 2009 dealing with a variety of issues.

For more information: <http://unctad.org/en/Pages/DTL/Science-Technology-and-ICT-Branch.aspx>



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## UNDESA

Through its capacity development activities, UNDESA assists countries, at their request, in global advocacy, including in macroeconomic and trade policy development, as part of broader national development strategies. In so doing, it collaborates with the regional commissions and UNCTAD, particularly through the UN Development Account and its projects.

### World Economic and Social Survey (WESS)

WESS provides objective analysis of pressing long-term social and economic development issues, and discusses the positive and negative impact of corresponding policies. The analyses are supported by analytical research and data included in the annex.

The World Economic and Social Survey 2012 analyses the nature of the challenges associated with generating new sources of international development finance. A number of initiatives have been launched in the last decade, most of which have been used to fund global health programmes that have helped to provide immunizations and AIDS and tuberculosis treatments to millions of people in the developing world. While these initiatives have successfully used novel methods to channel development financing, they have not yielded much additional funding, leaving available finance well short of what is needed. It concludes that while a number of mechanisms have great potential, realizing that potential will require international coordination and corresponding political will to tap sources, as well as the design and implementation of appropriate management mechanisms for the allocation of additional resources for development and global public goods.

For more information: <http://www.un.org/en/development/desa/policy/wess/>

The World Economic and Social Survey 2009 seeks to bridge this gap within the public policy debate. It argues that mitigation and adaptation efforts can move forward effectively only if they are part of a consistent development strategy built around a massive investment-led transformation along low-carbon, high-growth paths. While acknowledging that a variety of market and non-market institutional mechanisms will be needed if advances are to be made along those paths, the survey contends at the same time that a critical role must be played by developmental states able to mobilize public finance and build appropriate technological capacity.

For more information: <http://www.un.org/esa/policy/wess/>



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## UNDP

### Trade and human development

UNDP undertakes a variety of advocacy initiatives on trade and human development concerns and in support of MDG achievement at country, regional and global levels in cooperation with other UN agencies and other partners. Advocacy initiatives include research and guidance material on how to make trade work for human development. For example, in cooperation with UNDESA, UNDP publishes the MDG 8 Gap Task Force Report on an annual basis. UNDP's trade-related publications are available at [www.undp.org](http://www.undp.org).

### Least Developed Countries (LDCs)

The UN recognizes the LDCs as a category of countries that requires concerted support from the international community in response to the challenges these countries face. UNDP works with LDC governments and other stakeholders to prioritize inclusive growth strategies in trade negotiations and trade policies. UNDP also

assists LDCs to address vulnerabilities arising from global shocks, climate change and other crises. UNDP contributes to the implementation of the Istanbul Programme of Action for LDCs at the global, regional and country levels including through advocacy in the Enhanced Integrated Framework (EIF) and Aid for Trade (Aft) among other global initiatives.

### Landlocked Developing Countries (LLDCs)

UNDP supports the efforts of LLDCs within the framework of the Almaty Programme of Action to develop both trade negotiation and substantive trade capacity in line with national priorities and in specific areas of interest, such as trade facilitation.

### Natural Resource Management, including Commodities

Countries with rich natural resource endowments face both opportunities and risks to efficiently manage and allocate revenues from these resources in a manner that is inclusive and socially and environmentally sustainable. Management of natural resources involves complex economic, social and political dimensions as well as the interplay of various actors at the international, national and local levels. Commodity prices have been relatively high in recent years but also volatile. Many developing countries, particularly the low-income countries in the ACP Group, depend on the export of commodities for a significant portion of their foreign trade revenues. As part of the Rio+20 and post-2015 agenda, natural resource management is a key area of work for UNDP in support of sustainable human development, resilience to crisis, inclusive growth and poverty reduction. UNDP's interventions that are directly or indirectly related to the management of natural resources for human development include a programme to strengthen national capacities for contract negotiations in extractive industries in Africa. The organization is currently engaged in analytical work aimed at examining the linkages between extractive industries, conflict prevention and inclusive growth. UNDP works with the ACP Group, the Common Fund for Commodities (CFC), UNCTAD, and others on advocacy on the commodities problematique, particularly as it relates to trade issues. UNDP supports UNCTAD's Global Commodities Forum including by participating in the Forum's Steering Committee.

UNECE



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### Improving understanding of the needs of transition economies

In its global advocacy, the UNECE focuses on bringing to the fore the trade development challenges and interests of transition economies in South-Eastern Europe, the Caucasus, and Central Asia. For example, its outreach services (such as conferences, publications, and its own website) and Aid for Trade activities promote a better understanding of the impediments to these economies' increased participation in international trade, and how these impact the daily work of enterprises, setting limits to trade expansion and diversification. These economies need special assistance, particularly for developing their human capacity and building infrastructure. Many are at a level of development that is on a par with lower middle-income countries and, in some cases, with LDCs. In addition, they started their transition to a market economy with very limited experience in international trade and markets, and very little institutional capacity. In some cases, infrastructure is non-existent in a number of key areas that are important if these countries are to participate effectively in global supply chains and international trade networks.

For more information: [www.unece.org](http://www.unece.org)



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## UNECLAC

### Updated diagnostic activities and stronger links with the UN specialized agencies

ECLAC supports:

- Monitoring requirements for the international dissemination of information and for the main debates and possible actions that are ongoing in the U.S. and the EU;
- Meetings with governments and academia aimed at raising regional awareness on these issues and seeking to build common positions to be taken to international forums.

Currently ECLAC is conducting an analysis of the scope of the current debate about the link between climate change, trade and the multilateral trading system, and is carrying out studies of analysis techniques to enhance the search for a regional position on the issue.

During the 2010-2011 biennium two broad lines oriented the work of the Subprogramme. First, the division continued to contribute to the improvement of linkages of Latin America and the Caribbean (LAC) with the global economy through the development of trade, integration and cooperation schemes at the subregional, regional and hemispheric levels, by strengthening linkages between (LAC) countries and other economies. The other line of work refers to strengthening the role of ECLAC as a reliable reference for assistance and technical advice as well as a forum for building consensus in the area of international trade and integration among the countries of the region. Today the subprogramme is a necessary reference to LAC economic and commercial relation with countries worldwide.

### Products and activities in 2010-2011:

The work of the Division was most active in the specific field of analysis and promotion of economic relations with other regions and countries. The elements that allow for this conclusion are ample, but perhaps the most important is represented by the visit to ECLAC of the Vice-President of the Popular Republic of China, Mr. Xi Jinping, and the presentation he made to a high level auditorium. Most of the opinions expressed in his speech were reflected in the document that the Subprogramme had prepared for the occasion. Additionally a study, "The United States and Latin America and the Caribbean Highlights of economics and trade" was prepared for the presidential visit of Barack Obama to Latin America in March 2011.

The Subprogramme also was very active in the area of capacity building with the organization of many activities in a wide spectrum of the field of international economy and global trade. Some examples of this are the conference "Latin American and Caribbean Labor Markets and the Global Economy"; meetings under the framework of the Project "Changing Nature of Asia-Latin American Economic Relations" and the workshop "Trade and Climate Change in Latin America," held in Washington.



UNEP



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### Analysis and support while transitioning to a green economy

The UNEP-led Green Economy Initiative, launched in late 2008, consists of several components whose collective overall objective is to provide analysis and policy support for promoting a transition to a green and inclusive economy.

The UNEP Green Economy Initiative includes three sets of activities:

- Producing research materials that analyse the macroeconomic, sustainability, and poverty reduction implications of green investment in a range of sectors from renewable energy to sustainable agriculture and providing guidance on policies that can catalyze increased investment in these sectors.
- Providing advisory services on ways to move towards a green economy in specific countries.
- Engaging a wide range of research, non-governmental organizations, business and UN partners in promoting the transition to a green and inclusive economy.

### Identifying trade opportunities in the green economy

In 2012, UNEP launched the Green Economy and Trade Opportunities Project (GE-TOP), which explores trade opportunities in developing countries associated with a transition to a green economy. The project also analyses the need for policy reform to maximize gains from such opportunities and inform the dialogue on trade and green economy currently taking place. GE-TOP builds upon existing analysis in the areas of trade and green economy. In particular, the project benefits from analysis carried out in the context of UNEP's Green Economy Initiative and its national- and regional-level advisory services.

The first stage of the project produced a report (Green Economy and Trade – Trends, Challenges and Opportunities) that identifies and analyses existing green economy related trade opportunities in developing countries in certain key sectors (agriculture, fisheries, forests, manufacturing, renewable energy and tourism). The first stage of the project also comprised the organisation of a series of events providing a platform for a multi-stakeholder discussion on trade opportunities in a green economy in the regional and global contexts. Following the publication of the report and related events, UNEP, in the second stage of GE-TOP, is conducting additional analysis and outreach activities at the national level. UNEP will initially select three countries from Africa, Asia, and South America.

For more information: [www.unep.ch/etb](http://www.unep.ch/etb);

<http://www.unep.org/greeneconomy/GreenEconomyandTrade/tabid/105867/language/en-US/Default.aspx>



## UNIDO

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**Cost-benefit analysis for conformity assessment infrastructure and services**

UNIDO advocates the development of a local conformity and compliance infrastructure by conducting cost benefit analyses on compliance services. These analyses compare the local and foreign costs of quality and safety compliance, and highlight the long-term advantages of investment in the establishment of a local/regional conformity and compliance infrastructure.

For more information: [www.unido.org/tcb](http://www.unido.org/tcb)

**Quality infrastructure needs assessments**

With the objective of advocating for more effective technical assistance, and the design and implementation of tailored action plans for countries and sub-regions in the area of compliance services and infrastructure, UNIDO undertakes regional and national analyses to assess the priority needs for quality infrastructure upgrading. These analyses include data on quality infrastructure, in particular for African and Asian countries, and are used to advocate for the need for technical assistance in this area, both with developing countries and with donors.

For more information: [www.unido.org/tcb](http://www.unido.org/tcb)

**Trade Standards Compliance Analysis**

Since 2010, UNIDO publishes a periodical *Trade Standards Compliance Report* (TSCR) to systematically examine the challenges that developing countries face with regard to trade standards and international market requirements, and to support technical assistance to overcome these challenges. It is funded by the Norwegian Agency for Development Cooperation (NORAD) in partnership with the Institute of Development Studies (IDS). The TSC analyzes rejections of developing countries’ exports at border entry to major international markets and provides estimates of the financial implications of non-compliance (“export losses”). The TSC analysis also assesses the exporting countries’ ability to detect and prevent non-compliance and the resulting export losses. For this purpose, UNIDO has developed and applied new innovative methodological tools, including a Quality Infrastructure (QI) survey and a corporate buyers’ compliance confidence survey. The TSC Report presents the results from these surveys which, together with the insights gained through the import rejection analysis, help to identify weaknesses in a country’s compliance capacity that it needs to address to fully exploit its export potential. These different methodological approaches and comparative analyses also allow for the benchmarking of compliance capacity across countries and regions.

Recently UNIDO has also – in collaboration with the Institute of Developing Economies of the Japanese External Trade Organization (IDE-JETRO) and the Inter-American Development Bank (IDB) – engaged in regionalized versions of the Report that can more strongly take into account regional conditions and specificities as well as intra-regional trade, thereby allowing the tailoring of policy recommendations to regional circumstances. It is intended to establish a series of such regional TSC Reports for Africa, Asia, and Latin America and the Caribbean.

The TSC analysis aims to enhance transparency on trade standards and to increase awareness and understanding of present and future compliance challenges for developing countries. The studies undertaken in the TSCR can provide analytical support and inputs for the design and development of technical assistance projects and local or regional trade and compliance capacity-building programmes.

**Industrial Development Reports**

UNIDO’s flagship publication, its Industrial Development Reports, provide decision-makers in government and the private sector, the development community and scholars, with updated information and analysis on key trends, challenges, and opportunities in the world economy pertaining to industry and industrial development.

For more information: [www.unido.org/idr](http://www.unido.org/idr)

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### Global dialogue on trade and development

The World Bank promotes changes in the world trading system to make it more supportive of development, particularly for the poorest countries and for poor people across the developing world. This includes collaborating with the WTO, other multilateral agencies, governments in developing countries and donors to support a “pro-development” outcome in the Doha Round, while also working with partners to maximize the developmental impact of regional trading agreements. The trade policies of developed countries, in particular, can have especially negative effects on developing countries – prominent examples include the support policies for agriculture in a number of high-income countries. Advocacy to remove such distortions and make international trade rules and institutions more supportive of the needs of developing countries can have a direct impact on the poor. The World Bank’s Trade Strategy outlines three priorities in this area: (i) continued analysis of the impacts on developing countries of policies implemented by major countries, international trade rules and actions that would benefit economic development prospects; (ii) assisting governments to remove tariff and non-tariff barriers to regional market integration; and (iii) supporting international cooperation on trade-related regulatory reform (especially services policies). The Bank views Aid for Trade, especially in support of trade facilitation, as an essential complement to this process.

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#### Successful examples of WB advocacy being adopted

Examples include analysis to underpin advocacy for duty-free, quota-free access to G20 markets for LDCs; rules of origin reform; mechanisms to support the opening of markets for services suppliers from low-income countries, including through the temporary movement of natural persons; the interaction between intellectual property protection, trade, FDI, and growth; the appropriate design of trade agreements and linkages with Aid for Trade (“coherence”); agricultural policy reforms to reduce the volatility of world food prices and expand access to food; and analysis of the trade dimensions of climate change and related policies, including the need for financial support mechanisms and multilateral rules to address potential negative spillovers for developing countries.

An important dimension to such activities is the collection and reporting of comparable and consistent data on applied policies across countries and on outcomes. The Transparency in Trade (TNT) data initiative, a partnership of the ITC, UNCTAD, AfDB and the World Bank Group with support from UNSD, comprises a joint multi-year program of data collection, capacity building and open-access provision of trade and trade policy data. The objective is to jointly collect data that complements what is reported by the WTO, integrate the use of this data with related databases, and build capacity at the national and regional levels to make the data-collection and data-management sustainable. The range of data already available under WITS – which includes trade volumes and values, and tariff schedules – is being extended to non-tariff measures, including anti-dumping and other contingent protection measures, and policies affecting trade in services.



## WHO

### Policy coherence in trade and health for human development

The WHO work in the area of trade aims to achieve greater policy coherence between trade and health policy, so that international trade and trade rules maximize health benefits and minimize health risks, especially for poor and vulnerable populations. It explores the intersection between the framing of national public health policies and the need to comply with international trade agreements, focusing on the opportunities to design policies that minimize possible conflicts between trade and health, and that maximize mutual benefits.

For more information: <http://www.who.int/phi/implementation/trade/en/index.html>

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## UNWTO

### Global Advocacy for trade liberalization

International tourism has become one of the major international trade categories, accounting for 6 per cent of total worldwide exports of services and goods. Today the export income generated by international tourism represents one third of all trade in services. For many developing countries, it is one of their main income sources and a key export category, creating much needed employment and opportunities for development. Developing countries have a huge potential for economic development through tourism if they can effectively use their competitive assets and attract investment under a liberalized regime. UNWTO aims at raising awareness among its members of the challenges that derive from the trade liberalization process and to provide assistance to Member States in their trade and investment negotiations.

For more information: <http://mkt.unwto.org/>

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### SCTD Capacity Building

In responding to the needs of developing and least developed countries (LDCs), UNWTO with its partners of the UN Inter-agency initiative of the Steering Committee on Tourism for Development (SCTD) [reference section on Inter-agency Cooperation Mechanisms below] are collaborating through joint activities (e.g. training workshops, etc.) designed at creating knowledge and resource capacity for highlighting the relevance of tourism as traded service in the global market; its importance in economic development and poverty reduction and ensuring that tourism is included in national development strategies. The basis for such activities derives primarily from the result of a series of joint studies – the diagnostic trade integrate studies (DTIS) – a World Bank-led initiative in collaboration with other UN entities (i.e. UNDP, WTO, etc.), which looks at “evaluating internal and external constraints on a country’s integration into the world economy, and recommends areas where technical assistance and policy actions can help the country overcome these barriers”, and whereby *tourism* was identified by 30 LDCs (approx. 86 per cent of all LDCs) as a priority for their development needs. (see joint discussion paper by UNDP and members of the SCTD – *Tourism and Poverty Reduction Strategies in the Integrated Framework for LDCs*<sup>1</sup>, 2011).

<sup>1</sup> [http://www.undp.org/content/undp/en/home/librarypage/poverty-reduction/trade\\_content/tourism-and-LDCs.html](http://www.undp.org/content/undp/en/home/librarypage/poverty-reduction/trade_content/tourism-and-LDCs.html)

WTO



### World Trade Report

The World Trade Report is an annual publication that aims to deepen understanding about trends in trade, trade policy issues and the multilateral trading system.

Regulatory measures for trade in goods and services raise new and pressing challenges for international cooperation in the 21<sup>st</sup> century. The World Trade Report 2012 examines why governments use these non-tariff measures and to what extent such measures may distort international trade.

[http://www.wto.org/english/res\\_e/publications\\_e/wtr12\\_e.htm](http://www.wto.org/english/res_e/publications_e/wtr12_e.htm)

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### Activities for parliamentarians and civil society

Outreach activities for parliamentarians and civil society are part of an overall WTO strategy to help legislators and civil society representatives attain a better understanding of their rights and obligations as members of the WTO and to follow the Doha Development Agenda (DDA) negotiations. They are also a response to challenges in the Declaration for greater transparency in the WTO's operations and improved dialogue with the public. Outreach activities are demand-driven, and consist of national workshops organized in response to requests from WTO members, and regional workshops organized jointly with partner institutions and conducted in selected regions. The objectives of the regional workshops are to:

- Foster greater understanding of and interest in the multi-lateral trading system (MTS);
- Inform parliamentarians and civil society representatives about the basic operations of the WTO, key issues on the international trade agenda, and the status of the DDA;
- Discuss how parliamentarians can be better involved in the MTS and the work of the WTO;
- Encourage dialogue and exchanges of views and ideas among parliamentarians and civil society representatives on trade-related and development-related issues of particular relevance to their regions.



# [ Trade Policy Development ]



## TRADE POLICY DEVELOPMENT



African Development Bank (AFDB)



United Nations Development Programme (UNDP)



Asian Development Bank (ADB)



United Nations Economic and Social Commission For Asia and the Pacific (UNESCAP)



Food and Agriculture Organization (FAO)



United Nations Economic Commission for Africa (UNECA)



Inter-American Development Bank (IDB)



United Nations Economic Commission for Latin America and the Caribbean (UNECLAC)



International Civil Aviation Organization (ICAO)



United Nations Environment Programme (UNEP)



International Fund for Agricultural Development (IFAD)



United Nations Industrial Development Organization (UNIDO)



International Labour Organization (ILO)



World Bank Group (WB)



International Monetary Fund (IMF)



World Health Organization (WHO)



International Trade Centre (ITC)



World Tourism Organization (UNWTO)



United Nations Conference on Trade and Development (UNCTAD)



World Trade Organization (WTO)



United Nations Department of Economic and Social Affairs (UNDESA)



## AfDB



### Regional integration strategy

The Bank's engagement in regional integration is underpinned by its Medium Term Strategy (MTS), 2008-2012 and the Regional Integration Strategy (RIS), 2009-2012. The African continent has to scale up substantial investments in regional infrastructure development and capacity building in order to make regional integration productive and effective in delivering development. Complementarities are needed in addressing hard and soft infrastructure constraints. While upgrading and building better roads, railways, ports, border constructions, energy installations etc., is important commensurate measures must be taken to improve and remove the legal, regulatory and institutional barriers that constrain the private sector and other businesses operational environment. To structure and improve its interventions in addressing these constraints the Bank has in 2011 developed the West, Eastern, Central and Southern Africa Regional Integration Strategy Papers (RISPs) respectively that give effect to the regional dimensions. The Northern Africa RISP is still under preparation. The RISPs further aim at providing an analytical framework for streamlining regional operations (ROs) in the Bank and identify the Regional Public Goods for which the Bank could potentially provide funding support.

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### Trade policy training

The African Development Institute's programme activities for regional member countries and Bank staff for 2012 included several trade policy training components on trade and regional integration. The main focus areas are the following (i) Balance of Payments Statistics (ii) Innovative methods of financing infrastructure and regional integration (iii) international trade and financial services (iv) export dynamics and trade facilitation and (v) African Regional Integration Outlook (Assessing the impact of regional integration on economic convergence and inclusive growth).

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For more information: <http://www.afdb.org/en/knowledge/african-development-institute/training-programme-and-seminars/#c27267>

## ADB



### Trainings and seminars

ADB and the Asian Development Bank Institute (ADBI) provide institutional and technical capacity building in line with the changing trade policy landscape and the proliferation of free trade agreements (FTAs) in Asia. ADB and its Institute have provided regional, sub-regional and in-country courses and seminars on trade policy, FTAs, rules of origin, sanitary and phytosanitary measures, and trade facilitation and logistics. Around 500 middle- to high-level officials and private sector representatives across Asia-Pacific have been trained since 2006.

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### Trade-related manuals

ADB aims to provide effective manuals in various areas of trade which draw upon the Bank's experience in regional trade policy capacity building for the Asia-Pacific region. Examples are: (i) *How to Design, Negotiate, and Implement a Free Trade Agreement in Asia*; (ii) *Trade Facilitation Handbook: Bridging the Gap between Policy and Practice in Asia and the Pacific* (jointly with UNESCAP); (iii) *Risk Management Guide* (jointly with the WCO); and *GMS Cross-Border Trade Agreement Operations Manual*.

### Research on trade and investment

ADB and ADBI conduct research in several areas of trade and investment in the Asia-Pacific, including the Doha Round, FTAs, infrastructure and trade costs, and regional and subregional integration.

Recent books include Brooks and Hummels (2009) *Infrastructure's Role In Lowering Asia's Trade Costs: Building for Trade*; Francois, Rana and Wignaraja (2009) *Pan-Asian Integration: Linking East and South Asia*; and ADB and ADBI (2009) *Infrastructure for a Seamless Asia*.

There are also online working paper series which disseminate information and generate debate on the many facets of trade, including:

- ADB Economics Working Paper ([www.adb.org/economics/erd-working-papers.asp](http://www.adb.org/economics/erd-working-papers.asp));
- ADB Working Paper Series on Regional Economic integration ([www.aric.adb.org](http://www.aric.adb.org));
- ADBI Working Paper Series ([www.adbi.org](http://www.adbi.org)).



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## FAO

FAO services relevant to this trade capacity building category are related to: (i) trade policy; (ii) country studies and (iii) diagnostics and impact studies. The common aim is to contribute to member countries' better formulation of agricultural commodity policies and trade strategies compatible with their overall development objectives. Assistance provided in the trade negotiations arena helps countries to participate more effectively in international policy-making.

### Support for the multilateral trade negotiations

By the provision of training, studies and analysis, FAO aims to help developing countries build human and institutional capacities in areas of regional and international trade policy. A key emphasis is on enabling countries to be well-informed and equal partners in regional and international trade agreements.

Trade policy is one of the chief components of countries' overall agricultural development and food security objectives. Capacity building in trade policy (including policies shaped on the basis of trading agreements) enables countries to formulate better negotiating positions. Ex-ante and ex-post impact studies provide guidance in assessing the impact of trade policies and contribute to informed decision-making. In those contexts in which poverty and food security are important issues, the need to understand the linkages with policies, and the far-reaching consequences of reforms, requires complex analytical tools.

The organization's services aim to tackle problems associated with the lack of resources and technical capacity that prevent developing countries from building well-founded and appropriate views and positions in regional and multilateral trade negotiations. The services also examine the relationship between international trade in fish and food security, analyzing economic and food security issues, and sustainability and resource management practices.

The services entail the provision of statistics, information and analyses on issues related to trade policy and trade negotiations. These supports are delivered through a variety of means: dissemination of publications through the Internet; email; FAO offices; the organization of subregional and regional workshops; national seminars; and round-tables in Geneva aimed at trade negotiators.

Inter-agency (UN) collaboration, mainly in the form of creating a common platform through seminars, workshops, etc., for the dissemination of analytical results, is an important component of the service.

The beneficiaries of the services include, but are not limited to, policy-makers, analysts, trade negotiators, research institutes, and the private sector and civil society in general in developing and transition countries.

For more information: [www.fao.org/economic/est/international-trade/en/](http://www.fao.org/economic/est/international-trade/en/)

IDB



As a result of trade capacity building programs in LAC, the region has a large number of sophisticated trade and investment agreements and some of the lowest tariffs.

### Policy research and impact studies

The IDB prepares analytical products with the overall goal of assisting member countries in designing and implementing trade and integration policies that facilitate economic growth, development and poverty reduction. It aims to provide policy recommendations and analysis to IDB operations and stakeholders that are technically sound, relevant to countries' current development goals and consistent with current theoretical knowledge and policy debate. The policy research has been built around various areas including:

(a) The design of optimal strategies for implementing existing agreements to promoting convergence and accumulation among the existing agreements.

(b) The trade and investment implications for the region of the emergence of Asia. A comprehensive China and Latin America and the Caribbean (LAC) report was published in 2004, "The Emergence of China: Opportunities and Challenges for Latin America and the Caribbean". This was followed by a report on India and Latin America, "Is India the Next Big thing for Latin America? Opportunities and Challenges for Trade and Investment (2010)". "Ten Years After the Take-off, Taking Stock of China-Latina America and the Caribbean Economic Relations (2010)"; "Korea, Breaking the Mold of the Asia-Latin America Relationship (2011)"; "Shaping the Future, Of the Asia and the Pacific-Latin America and the Caribbean Relationship (2012)".

(c) Non-policy trade costs, including logistics, trade facilitation and information costs, that is, trade costs other than tariffs and non-tariff barriers, such as transport costs and other trade facilitation costs, including the information costs of carrying out trade. Research in this area involved the publication in 2008 of the report "Unclogging the Arteries: The Impact of Transport Costs on Latin American and Caribbean Trade", that shows that these types of barriers are today the most important obstacles to trade in the region. In 2010, the Bank published Evaluation of the Impact of Export Promotion Institutions in LAC, which examines the effectiveness of LAC export promotion agencies, a topic of particular relevance given the region's pressing need to diversify its exports in an environment where government resources are increasingly scarce.

Finally, a forthcoming policy research report will look at the impact of domestic transport costs on LAC's exports and the regions' insertion in global value chains.

A broad aim of IDB policy research on trade policy development is to spark analysis, studies and debate on integration and trade issues across Latin America and the Caribbean. Important tools for this purpose are:

(a) The Euro-Latin Study Network on Integration and Trade (ELSNIT) that focus on promoting the collaboration between European and LAC researchers on regional integration issues. It is a co-organized by INT/INTAL and four leading European centers specializing in regional and global integration issues: Center for International Economics (UPF-Barcelona); Centre d'études prospectives et d'informations internationales (CEPII - Paris); European University Institute (Research Institute of the European Commission based in Florence) and the Kiel World Economics Institute.

(b) LACEA – Trade, Integration and Growth Network (LACEA-TIGN) is one of several networks co-organized with LACEA and has a focus on trade, integration and growth issues.

(c) REDINT (Red de Integración INT-INTAL) seeks to promote collaborative research on trade and integration among the main research institutions in LAC. It is often used to produce background papers for the INT's policy research reports.

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(d) LAEBA (Latin America/Caribbean and Asia/Pacific Economics and Business Association) is a forum dedicated to advancing economic linkages between Asia and LAC through cross-regional and comparative research and exchange. LAEBA is co-organized by INT/INTAL and the Asian Development Bank Institute.

#### **Trade policy notes**

Upon request by client countries, the IDB Integration and Trade Sector prepares trade policy notes to assist individual countries in trade policy-making by providing a diagnosis of the country's trade sector, highlighting the main challenges and opportunities that the country faces in the trade area, and presenting a set of recommendations for implementing such policies. The notes normally deal with specific country issues on trade, such as how to implement the provisions of a trade agreement, promote exports and attract foreign investment, and achieve such objectives as minimizing the impact on vulnerable groups.

#### **Support for the negotiation and implementation of trade and investment agreements**

Over the last decade, the Latin American and Caribbean countries have signed a substantial number of trade and investment agreements. Given the increasingly complex web of agreements, it is critical that the public and private sectors involved in international trade and investment understand the implications of these deals. The Bank provides support to public and private sectors through grants, financial operations, policy advice and capacity building in coordination with the WTO on the following areas:

- Technical assistance in the negotiation of trade and investment agreements;
- National legislation reform to comply with the requirements of the agreements in areas such as intellectual property, rules of origin, investment, government procurement, services, technical standards, antidumping, conflict resolution, environment and climate change, and sanitary and phytosanitary measures;
- Evaluation of the economic and social impact of trade liberalization, and policy advice to minimize the impact of trade and investment agreements on the most vulnerable industries and social groups;
- Comprehensive transition plans towards trade liberalization and economic integration.

One example is a recently launched project, Implementation and Administration of Free Trade Agreements, which is intended to provide support to Latin American and Caribbean countries in solving key challenges and problems associated with the implementation and administration of recently adopted free trade agreements (FTAs), in order to enable countries to be better placed to comply with these agreements and to use their implementation as a building block for strengthening institutional capacity, the rule of law and the business climate, and for enhancing competitiveness.

#### **Trade and Integration Capacity Building Programme**

The IDB, jointly with the WTO, has developed a training programme for trade negotiators in the framework of the Memorandum of Understanding signed by these institutions in February 2002.

The objective of the IDB/INTAL-WTO Training Programme is to strengthen the capacities of the governments in the region for negotiating and implementing the multilateral trade agreements. The Programme is directed to national government officials from Latin America and the Caribbean whose working responsibilities are closely related to the process of trade negotiation at a multilateral level. Training themes include: WTO rules, trade in services, sanitary and phyto-sanitary standards, Aid for Trade, trade and development, environment and climate change.

For more information see: <http://www.iadb.org/int/>  
<http://www.iadb.org/en/intal>

## ICAO



### Economic development of air transport

ICAO's aim in the area of Economic Development of Air Transport is to exert a leadership role creating a favourable global regulatory environment for the sustainable development of international air transport.

The Organization has developed a comprehensive policy framework and practical guidance for use by States in adapting to the changes in civil aviation and the global environment. ICAO develops and provides the policy and the guidance material in the areas of air transport regulation, aviation infrastructure management, statistics, forecasting and economic analysis. The work in this field also supports the achievement of other ICAO Strategic Objectives, such as in the areas of safety, security and environmental protection.

The services in these fields are provided to:

- Governments (Ministry of Transport, Civil Aviation authorities, Ministry of Trade and Ministry of Tourism);
- Air transport service operators and providers and trade and tourism associations;
- Civil aviation professionals, consultants, airlines, airports, air navigation service providers and the travelling public.

The service is provided by:

- Technical support on an as-required basis;
- Attendance at meetings conducted by other international organizations;
- Dissemination of information through publications (documents, manuals and circulars), training courses and meetings (workshops, seminars, symposia, and conferences),
- Inputs: Meetings (workshops, seminars, symposia, and conferences); panels of experts; individual expertise;
- Databases access, State surveys, CD-ROMs and printed material.

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## IFAD



IFAD is increasingly engaged in policy dialogue - working to influence policy in the interests of small-scale producers and the rural poor. In so doing, the Fund's key aim is to increase awareness of the linkages between macro-level policies and programmes and the micro-level decisions made by millions of smallholders, rural entrepreneurs, pastoralists, fishers, indigenous peoples, and rural workers. By influencing policy, the Fund also seeks to maximize incentives and opportunities for poor rural people. It bases its efforts on its knowledge, acquired through experience, of the factors affecting rural poverty. In the policy area, with the active involvement of civil-society organizations, IFAD has given priority to helping smallholders adapt to climate change and improve natural resource management, supporting agricultural research and rural financial services, and market-assisted agrarian reform.

For more information: <http://www.ifad.org/operations/policy/policydocs.htm>

### Results-based Country Strategic Opportunities Programme (COSOP)

A COSOP is a framework for making strategic choices about IFAD operations in a country, identifying opportunities for IFAD financing, and facilitating management for results. The central objective of a COSOP is to ensure that IFAD country operations result in a positive and lasting impact on poverty. Each COSOP reviews the specific rural poverty situation as the basis for determining geographic sites where IFAD would operate, thematic areas to focus on, and innovations to promote in the country programme.

For more information and examples: <http://www.ifad.org/operations/policy/cosop.htm>

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## ILO

### Assessing and addressing the impact of trade policy on employment

The service aims to assist countries to anticipate the likely impact of trade policies on employment, and to monitor progress in achieving decent work. Such analysis informs the design of policies and strategies to address the challenges arising from adjustment and to take advantage of potential opportunities for employment creation.

The analysis forms the basis for social dialogue between governments and employers' and workers' organizations on the likely effects of trade policies. The inclusion in the country studies and in the social dialogue of ministries responsible for trade and social policies, together with business and labour, ensures the design of effective and coherent policies.

The ILO supports countries' efforts to implement these policies and strategies through technical assistance.

For more information see [www.ilo.org/eutrade](http://www.ilo.org/eutrade)



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## IMF

### Assistance to governments on trade liberalization

The IMF encourages its members to liberalize their trade regimes in order to promote efficient resource allocation and enhance sustainable economic growth. Trade issues feature prominently in surveillance consultations with member countries, policy discussions surrounding IMF programmes, and research. This includes consultations under bilateral and multilateral surveillance that cover members' own trade reforms, multilateral trade negotiations, trade policy spillovers from actions of other economies, and the appropriate adjustment of a range of policies to the trade policy environment.

For more information: [www.imf.org](http://www.imf.org)



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## ITC

ITC supports developing country policymakers to integrate the business sector into the global economy through improved policy effectiveness for export development and trade promotion. The main approaches used are: strategies for export development, increasing private sector involvement in trade policy and enhancing capacity for trade policy formulation.

### The private sector in trade policy

ITC's objective is to bring private sector interests and perspectives into the policy-making process and to promote an effective collaboration between public and private sectors. ITC approaches this work from three angles: business implications of regional integration, organized business participation in public-private dialogue, and LDC accession to the WTO.

To deliver the above, ITC supports the work of decision-makers through the provision of information and training. It facilitates public-private dialogue to obtain sound and sustainable formulation and implementation of trade policies. Information is disseminated through in-country networks made up of public-private stakeholders.

Increasing private-sector confidence in LDCs in the WTO accession process is a key objective of ITC. The organization engages the private sector in this policy process through building awareness of the business implications of accession to the WTO, while ensuring that the private-sector voice makes an important contribution to

the negotiations. A marked improvement in private-sector confidence in WTO accession is evident as a result of increased private-sector involvement in the accession processes of Ethiopia, Lao PDR and Samoa.

### Increasing capacity for trade policy formulation

In order to engage effectively in the multilateral trading arena, developing countries need to build sustainable capacity for better informed trade policy development. ITC works with local institutions from the private and public sectors to build national capacity in trade policy. For example, the organization is assisting Pakistan in building its capacity for trade policy formulation, in partnership with WIPO and UNIDO. ITC assists local institutions to bridge the gap between public and private sectors in order to establish a more informed platform for trade policy formulation. In addition, this project has enabled a strategic partnership between the key Pakistani institution leading this initiative and the World Trade Institute (WTI) in Bern, Switzerland, ensuring access to global experts in the field of trade policy. As a result, future Pakistani trade policy specialists have access to world-class training in trade policy development.

For more information, visit:

Market analysis tools: <http://www.intracen.org/trade-support/market-analysis-tools/>

Business voice in trade policy: <http://www.intracen.org/policy/business-voice-in-policy-making/>

WTO Accession: <http://www.intracen.org/policy/assisting-with-wto-accession/>

UNCTAD



UNCTAD

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### Policy advice on commodities

UNCTAD's work on commodities, conducted by the Special Unit on Commodities (SUC) created following UNCTAD XII, consists of a balanced mix of analysis, policy advice and direct assistance in response to the needs of the public and private sectors and civil society in commodity-dependent countries.

A number of activities are carried out, including assisting developing countries to:

- Develop national commodity strategies, including mainstreaming commodity policies into their national and regional development strategies;
- Build supply-side capacity and attain competitiveness;
- Move up value chains and diversify commodity sectors;
- Comply with public and private international trade standards (sanitary and phytosanitary standards compliance, agrifood safety standards and quality requirements);
- Access commodity information and databases through the web-based tools INFOCOMM/INFOSHARE;
- Take advantage of export opportunities for commodities in emerging markets;
- Build human and institutional capacities;
- Promote and improve transparency and accountability in the public, private and corporate sectors in order to enable the countries concerned to maximize the benefits that accrue to them from the extractive industries, taking into account, where appropriate, the implementation of relevant initiatives on extractive industries;
- Establish effective marketing systems and support frameworks for small commodity producers, including economically viable safety-net programmes;
- Develop commodity financing and risk management schemes (including commodity exchanges).

Initiatives under development are the Commodity Policy Reviews and the Sustainable Claims Portal, which addresses, inter alia, the following issues: protection of ecosystems and biodiversity, waste management, managing scarce resources, ecological standards, soil protection, water, pollution reduction, transport, services and housing.

For more information: [www.unctad.org/commodities](http://www.unctad.org/commodities)



### **Trade, environment and development**

UNCTAD is engaged in a broad programme of work on strengthening the capacities of developing countries, especially LDCs, to make trade and environmental policies mutually supportive and guided by a development-oriented approach.

The overarching long-term objective of UNCTAD's programme on trade, environment and development is to enhance the capacities of developing countries to analyze those issues and address them at the national, regional and international levels in a manner consistent with their development priorities. In addition, UNCTAD promotes practical mechanisms aimed at addressing specific problems identified in its technical cooperation activities or intergovernmental work, and in the promotion of trade in environmentally friendly products. Technical cooperation and capacity building activities on trade, environment and development focus on a number of priority subjects and activities:

- Market access issues, including environmental requirements and export competitiveness, as well as trading opportunities for environmentally-preferable products;
- Trade liberalization in environmental goods and services (EGS);
- Protection and sustainable use of biodiversity and traditional knowledge;
- Various technical cooperation activities carried out under the UNEP-UNCTAD Capacity Building Task Force on Trade, Environment and Development (CBTF);
- Assisting developing countries in seizing the trade and investment opportunities of the emerging climate regime and carbon market;
- Activities by the International Task Force on Harmonization and Equivalence in Organic Agriculture (ITF) launched by UNCTAD, FAO and the International Federation of Organic Agricultural Movements (IFOAM);
- The Consultative Task Force on Environmental Requirements and Market Access for Developing Countries (CTF);
- Building capacity for improved policy-making and negotiation on key trade and environment issues;
- Activities and partnerships carried out in the context of the BioTrade Initiative at national, regional and subregional level;
- Activities and partnerships carried out in the context of the Climate Change Programme (see below).

For more information: [www.unctad.org/trade\\_env](http://www.unctad.org/trade_env)

### **Trade negotiations and commercial diplomacy**

UNCTAD implements trade-related technical cooperation and capacity-building activities that assist in the beneficial integration of developing countries, especially LDCs, into the international trading system, international trade and trade negotiations so as to ensure development gains and poverty reduction. This includes activities aimed at monitoring and assessing the evolution of the trading system from a development perspective, formulating national trade policies and analyses in relation to poverty reduction, and developing trade and trade-related capacities. Key issues to be addressed include special and differential treatment, South-South trade, WTO accession, trade in services, TRIPS and development, development benchmarks (as in services), trade and poverty, and trade and gender.

For more information: <http://www.unctad.org/Templates/StartPage.asp?intItemID=1917&lang=1>



## UNDESA



### Capacity-building for graduation strategies for Least Developed Countries in Asia and Africa

Activities under this project focused on improving the capacity of LDCs to access and benefit from the special support measures adopted by the international development community, including trade-related support measures which are among the most complex measures to access and are dispersed across a range of development and trading partners.

For more information: <http://www.un.org/esa/policy/>  
<http://www.un.org/ldcportal>

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### Capacity building for removing constraints in utilizing trade-related international support measures for Least Developed Countries

The objective of this project is to increase national capacity in the governments and export sectors of participating LDCs to access and effectively use the trade-related international support measures for advancing the development strategies of LDCs in overcoming structural handicaps and economic vulnerability.

For more information about both projects:  
[http://www.un.org/en/development/desa/policy/capacity/projects\\_ldcs.shtml](http://www.un.org/en/development/desa/policy/capacity/projects_ldcs.shtml)

## UNDP



### Mainstreaming trade

UNDP works with national stakeholders to design and implement a strategy for mainstreaming trade in order to enhance policy coherence and the development impact of trade policies, effectiveness of institutional mechanisms and national ownership of initiatives supported by the Enhanced Integrated Framework (EIF) and Aid for Trade. Mainstreaming trade is defined as the process of integrating trade into national and sectoral development planning, policymaking, implementation and review in a coherent and strategic manner. This means taking trade-related issues into account when planning and executing broader development objectives. It further implies using trade proactively to attain specific national development goals, including poverty reduction. Mainstreaming takes place at three levels: 1) policy; 2) institutional; and 3) international cooperation.

UNDP assists national stakeholders to develop a road map for mainstreaming trade, customized around the country's needs. An executive group or network is identified among these stakeholders to lead implementation. This effort is currently being piloted in four LDCs, with plans to scale up taking the results of the pilots into account.

Specific tools that have been developed to support this work include:

- *Trade and Human Development. A Practical Guide to Mainstreaming Trade*

For more information:  
[http://www.undp.org/content/undp/en/home/ourwork/povertyreduction/focus\\_areas/focus\\_trade\\_and\\_investment/trade\\_capacity/](http://www.undp.org/content/undp/en/home/ourwork/povertyreduction/focus_areas/focus_trade_and_investment/trade_capacity/)

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### Capacity assessment of trade-related institutions

UNDP assists LDCs taking part in the enhanced Integrated Framework (EIF) programme to identify trade-related institutional capacity constraints and develop an action plan to overcome them. The objective is to strengthen organizational performance and contribute to making trade a strong driver of inclusive growth and transformation in LDCs. UNDP's methodology focuses on the assets and needs of the capacity assessment owner – i.e. the lead agency in charge of trade policy formulation and implementation, typically the trade ministry – taking into account the requirements of other trade-related organizations and stakeholders. To this extent, the purpose, scope, focus and priorities of the assessments are tailored to the specific needs of countries. This effort is currently being piloted in five LDCs and will be scaled up in the near future based on results.

For more information: [http://www.undp.org/content/undp/en/home/ourwork/povertyreduction/focus\\_areas/focus\\_trade\\_and\\_investment/trade\\_capacity/](http://www.undp.org/content/undp/en/home/ourwork/povertyreduction/focus_areas/focus_trade_and_investment/trade_capacity/)

### Trade diagnostic and needs assessments

UNDP undertakes trade diagnostic assessments in the context of the Enhanced Integrated Framework (EIF) and trade needs assessments under the Aid for Trade (AFT) Initiative. Specific tools that have been developed to support this work include:

- *A Guide, How to Conduct Trade Needs Assessments in Transition Economies;*
- *A Guide, How to Conduct Trade Needs Assessments in Developing Countries;*
- *Capacity Assessment for Trade Policy Implementation;*
- *Human Development Impact Assessment of Trade Policy*

UNDP coordinates its support to the EIF and AFT primarily through the UN Chief Executives Board (CEB) Interagency Cluster on Trade and Productive Capacity, and more generally through UN country assistance plans. UNDP prioritizes support to vulnerable country groupings, such as the least developed countries (LDCs), land-locked developing countries (LLDCs) and small island developing states (SIDS). This focus area envisages the design and development of joint inter-agency support programmes in as many as 60 countries.

For more information: [www.undp.org/poverty/topics7\\_trade\\_capacity.shtml](http://www.undp.org/poverty/topics7_trade_capacity.shtml) and [www.undp.org/geneva/trade.html](http://www.undp.org/geneva/trade.html)

For more information on the CEB Trade and Productive Capacity Cluster, please see: <http://www.unsystemceb.org/>

### Human development impact of trade and investment policies

Human Development Impact Assessment (HDIA) of trade and investments policies aims to integrate human development concerns into domestic policy-making through a participatory approach. By demonstrating the likely or existing effects of any aspect of a policy choice, the HDIA can facilitate a greater understanding among policy-makers of the implications of their decisions, and thereby foster not only greater and more informed debate on those decisions but also provide a basis for monitoring the impact of policy choices.

The HDIA process identifies the specific policy, policy proposal or negotiation issue to be assessed and the stakeholders upon whom it will have an impact or will most likely impact. While determining causal relationships and transmission channels can present conceptual challenges, the HDIA is based on the assumption that policy impacts can be analyzed through their effects on four essential pillars of human development: productivity, equality, sustainability, and empowerment. Accordingly, the HDIA offers a flexible and customizable framework and therefore methodological choices are connected to a number of contextual factors, including the scope of the exercise, time-frame and data availability.

The HDIA of trade and investment policies is not only an analytical tool. The process of conducting the HDIA itself develops capacity by creating awareness of the linkage between policy making and human development. It also supports national institutions' efforts to establish reliable, participatory and transparent policy monitoring systems.

#### **Inclusive growth and poverty reduction in the Asia Pacific region**

The Inclusive Growth and Poverty Reduction (IGPR) portfolio of UNDP's Asia-Pacific Regional Centre includes policy advisory support to countries to accelerate progress on the MDGs through enhanced participation in inclusive processes related to trade and globalization. Advocacy on employment and gender-responsive trade and macro-economic policies and support for regional integration, trade promotion and export diversification are important components of the IGPR portfolio.

UNDP's entry point on the work related to fostering inclusive globalization rests on its niche in making trade work for human development – i.e. trade as a key driver of poverty reduction. Particular attention is given to the South Asia and the Least Developed Countries (LDCs) in the region. IGPR is working with a consortium of partners and agencies to foster deeper regional integration in the South Asian Association for Regional Cooperation (SAARC) region and to promote greater cooperation on achievement of MDG with both the Association of Southeast Asian Nations (ASEAN) and the SAARC. UNDP is also assisting countries in line to graduate from LDC status and is collaborating with governments to build productive capacities through accessing the multi-agency Enhanced Integrated Framework (EIF).

For more information: [http://asia-acific.undp.org/practices/poverty\\_reduction/Inclusive\\_Growth.html](http://asia-acific.undp.org/practices/poverty_reduction/Inclusive_Growth.html)

#### **Regional integration and institutional capacity development for trade policy formulation and implementation in Africa**

The project aims to enhance the capacity of African countries to formulate appropriate trade policies and participate effectively in the global trading system. It serves to support the countries and the regional economic communities to improve competitiveness and capacity for trade through strengthening the trade institutions, research and policy advice. It also focuses on working with beneficiary countries to mainstream trade into comprehensive national development frameworks and poverty reduction strategies so as to enable a more integrated approach to trade policy formulation and implementation.

The countries that benefit from this project are: Burkina Faso, Lesotho, Mali, Mozambique, Niger, Rwanda, Togo and Uganda. Regional economic communities (RECs) such as the ECOWAS (West Africa), UEMOA (West Africa), COMESA (East and Central Africa) and SADC (Southern Africa) are also participating in the project.

Specifically in regard to the Enhanced Integrated Framework, 33 UNDP country offices in sub-Saharan Africa support various aspects of the implementation of the Economics programme.

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## UNESCAP

UNESCAP is engaged in capacity development in trade research and trade policy analysis, dissemination and exchange of data, information and research outputs, and facilitation of interaction between researchers, policy-analysts and policymakers, and government officials.

### Asia-Pacific Research and Training Network on Trade (ARTNeT)

ARTNeT is a regional network of almost 50 national-level research institutions in the ESCAP region. It aims to increase the amount and quality of “home-grown” trade and investment policy research in the region, so as to provide governments with a sound basis for policy decisions. ESCAP, with the support of core ARTNeT partners, including the International Development Research Centre (IDRC) (Canada), WTO, UNDP and UNCTAD, provides the Secretariat for the network and coordinates its activities. ARTNeT undertakes regional research projects, develops research dissemination mechanisms (working paper and policy brief series, alerts, and newsletters, regional trade publication database) develops innovative research tools and databases, increases interactions between policymakers and researchers (regional consultative meetings), and organizes specific capacity building activities catering to researchers and research institutions especially targeting those from LDCs and other countries with special needs.

For more information: [www.artnetontrade.org](http://www.artnetontrade.org) or [www.unescap.org/tid/artnet/](http://www.unescap.org/tid/artnet/)

### Asia-Pacific Trade and Investment Report (APTIR)

APTIR provides independent analysis of trends in trade and investment presents creative policy options and highlights future opportunities. This independent analytical work aims to assist government officials, business leaders and other relevant decision makers and stakeholders involved in policies affecting trade in goods and services and flows of capital and labour. APTIR 2011 included analyses of climate-smart trade and investment opportunities in the Asia-Pacific region, highlighting the complexities of the current debate on trade and climate change, and identifying win-win opportunities for developing countries in the region. APTIR 2012 focused on trends and developments in the economies of Asia and the Pacific in their post-recovery from the 2008-2009 crisis and trade collapse and found that after the initial promising signals of a recovery in 2010, exports from Asia and the Pacific were again facing a risk of deceleration. APTIR is accompanied with the online dataset of trade, investment and trade facilitation performance indicators featured in tables or country briefs.

For more information: [www.unescap.org/tid/ti\\_report2012/home.asp](http://www.unescap.org/tid/ti_report2012/home.asp)

### Capacity building for evidence-based trade policymaking

ESCAP has developed a training programme to increase developing countries’ capacity for evidence-based trade and investment policymaking. It is open to all members and associate members of ESCAP but especially targets countries with poor research and analysis capacities. The two types of activities include: capacity building in research, delivery of research outputs and their dissemination through the ARTNeT Working Paper series and capacity building in the area of trade policy formulation, monitoring and evaluation through regional policy consultations. The service includes access to databases developed at ESCAP, as well as analytical tools, reference materials, and other relevant literature.

For more information: [www.unescap.org/tid/artnet/training.asp](http://www.unescap.org/tid/artnet/training.asp)

### Asia-Pacific Trade and Investment Agreements Database (APTIAD)

The Asia-Pacific Trade and Investment Agreements Database (APTIAD) was set up as a resource for researchers and policymakers in the area of international trade and investment. It has three main components. The Trade Agreements Database component is designed to give researchers and policymakers both an overview of, and easy access to, all the regional and bilateral trade agreements entered into or under negotiation by the countries of the Asian and Pacific region. As of June 2012 there were over 200 such agreements, including those agreements that have not been notified to WTO but for which there is official information readily available, and also those agreements under negotiation for which there has been at least a first formal

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negotiation round. The Interactive Trade Indicators component is designed to help policymakers calculate some of the most commonly used indicators related to the trade performance of national economies and/or trade agreements (examples of indicators: export/import value, export/import growth, export/import share, trade share, trade intensity). The third component is an extensive glossary of relevant terms.

For further details: [www.unescap.org/tid/aptiad](http://www.unescap.org/tid/aptiad)

### Strengthening the Asia-Pacific Trade Agreement (APTA)

The objective is to enhance the national decision-making process of the current member countries as well as the prospective member countries, in respect of APTA, thereby contributing to an increase in regional trade flows, regional integration, and global integration in a WTO-consistent manner. Prospective members' accession to APTA is facilitated by enhancing their understanding of the recent dynamics and development of the Agreement. ESCAP, as the secretariat for APTA, has organized a series of capacity building events for both governments and private sector representatives on impacts of APTA membership and explaining accession negotiation process. At present, Mongolia is negotiating accession to APTA, while several other countries are considering joining APTA.

**Activities:** In order to improve in-depth information on the revitalized APTA for the target groups, a number of analytical studies on the utilization of APTA and policies for its improvement, based on actual trade data among members, with special attention to a sector- and product-specific analysis were undertaken. The results of the studies were introduced to a number of prospective member countries at capacity building and awareness-building events. The sessions of the Standing Committee and Ministerial Council of APTA have been utilized to continue trade negotiations on deepening of the Agreement, expanding the coverage of concessions and address non-tariff barriers.

**Success and impact:** By the implementation of those activities, APTA members will have developed the policy decision related to strengthening APTA and, in particular, to facilitating the further liberalization. Also based on improved understanding of APTA and its benefits, we expect to see the national decisions of accession to APTA by a number of prospective members, such as Mongolia.

For more information: [www.unescap.org/tid/apta.asp](http://www.unescap.org/tid/apta.asp)

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UNECA



### Promotion of Regional Integration in Africa

The Regional Integration, Infrastructure and Trade Division (RISD) continues to be a major source of intellectual support to the process of Africa's integration, and a "think tank" for analysing, clarifying and providing solutions to a variety of issues and challenges confronting this process. Within the framework of its programs, the Division undertakes and disseminates research studies, as well as provide advisory services and technical assistance in critical areas of Africa's integration agenda.

In this regard, the Division undertakes a number of important activities in key areas including institutional development and capacity building for integration, trade liberalization, macro-and economic policy convergence, and infrastructural development (transport and energy), as well as in mineral and water resources development.

Of far-reaching potential impact is RITD's innovative work in evaluating the status of Africa's integration process embodied in the Report on the **Assessment of Regional Integration in Africa (ARIA)**. This leading publication prepared jointly with the AUC and AfDB on regional integration, has been influencing the policy debate in the continent over the past years. ARIA I published in 2004 defined the background for the successive ARIA publications by providing a comprehensive assessment of the status of regional integration in Africa. ARIA II examined and made recommendation on the rationalization of multiplicity of memberships in regional integration in Africa. ARIA III addressed macro-economic policy convergence, monetary and financial integration in the various RECs. ARIA IV focused on the issue of intra-African trade. ARIA V, launched during the AU Summit in January 2012, provided analytical research and defined a framework to facilitate the move towards the CFTA,

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which assisted the Heads of State and Government in their deliberations and decisions to establish the CFTA and boost intra-African trade. In the coming years, and given the success of this report among its readership, ARIA is expected to continue profiling itself as a leading yearly publication on regional integration in the continent. The upcoming ARIA VI will focus on the necessary requirements for a harmonized and seamless trading environment, so that the continent is able to maximize its trade potential within African borders and beyond.

The Division has provided support to and cooperated with the African Union Commission (AUC) and Regional Economic Communities (RECs) in a number of areas including but not limited to supporting the AUC on the Boosting of Intra-Africa trade and the Establishment of a Continental Free Trade Area (CFTA) by 2017. In the context of the theme of the 18<sup>th</sup> Ordinary Session of the AUC Summit on “Boosting Intra-Africa Trade” held in Addis Ababa, Ethiopia in January 2012, the ECA and AUC worked jointly to prepare several technical papers. These included the joint ECA/AUC/AfDB flagship publication on Assessing Regional Integration in Africa (ARIA V) on the theme of Boosting Intra-African Trade, a Briefing note for the Chair of the Union, the AUC and ECA principals in preparation for the AU Summit, dealing with critical issues to the design and establishment of the CFTA. Equally, a Q&A on Boosting Intra-African Trade was prepared, which targeted major questions evolving around the CFTA for sensitizing the Heads of State, and for public dissemination and awareness. A Synthesis Paper was also prepared, which summarized the content of the three key documents which were discussed in the Summit, namely: (i) the Issues Paper on Intra-African Trade (ii) the Action Plan for Boosting Intra-African Trade, and (iii) the Framework, Roadmap and Architecture for Fast-tracking the Continental Free Trade Area. ECA also undertook a number of important ancillary technical studies aiming at: assessing the economic implications of the establishment of a Continental Free Trade Area, followed by a Continental Customs Union, which analyzed in detail the economic benefits from the CFTA, and the huge potential and opportunities to enhance export diversification and intra-industry trade across the African continent. Important technical inputs were thus brought to bear on the January 2012 Summit to shape the debate and decisions of the Heads of State on this important subject, which successfully led to a milestone Declaration and Decision of the Summit on Boosting Intra-African Trade and the Establishment of a Continental Free Trade Area by the year 2017.

To maintain the momentum from the Summit, AUC in close collaboration with ECA, organized a Consultative Meeting of Senior Officials from Member States on Boosting Intra-African Trade, held in Addis Ababa, 3 – 4 April 2012. The meeting was organized within the context of the decision of the AUC Chairperson to nominate a Committee of 7 Heads of State and Government to help clarify any moot issues on the establishment of the CFTA, which some Heads of State had raised during the Summit, particularly with regard to the extent of Africa’s infrastructure preparedness to make the CFTA feasible by the indicative date of 2017. In this context, the ECA was requested to prepare 2 technical questions regarding the feasibility of establishing a CFTA, given the reality of intra-African trade and infrastructure density in the continent. The ECA prepared and subsequently presented these papers in the meeting, informing the discussions of the representatives of the member States and RECs, which adopted the papers and issued recommendations that supported moving ahead with the CFTA. Further, the ECA provided support and inputs in the development of a comprehensive Work Plan for the Department of Trade and Industry of the AUC for 2012, with concrete support to activities relating to the Action Plan for Boosting Intra-African trade. An Expert Group Meeting (EGM) on Metrology, Export Diversification and Intra-Industry trade was also organized in Lusaka, Zambia on 3 and 4 May 2012 to provide further clarity and build capacity on the issue of economic diversification as an important fulcrum of the CFTA agenda.

In a recent roundtable meeting of the AUC with its partners to explore ways and means of mobilizing resources for the realization of the CFTA and the Action Plan for Boosting Intra-African Trade, it was agreed that the African Trade Policy Centre (ATPC) based in ECA would take the lead in implementing the cluster on trade policy in the Action Plan as well as support the implementation of the trade policy dimensions of the other clusters in the Action Plan. Finally, ATPC has also been requested to assist the AUC in developing the implementation strategy of the Action Plan, as called for in aforementioned the AU Summit.

#### **African Trade Policy Centre**

The African Trade Policy Centre (ATPC), an initiative of ECA was created by the ECA in June 2003. The Centre which is based at the ECA Headquarters in Addis Ababa was set-up with the financial support of the Canadian Government through the Canada Fund for Africa. The Centre has also received support from UNDP, the Government of Denmark and Sweden and DFID. The main objective of the Centre at the time of its establishment was to strengthen the human and institutional capacities of African Governments; to formulate and



implement sound trade policies; and participate more effectively in trade negotiations at the bilateral, regional and multilateral levels. Phase II of ATPC (2008-2013)'s strategic orientation is to assist RECs and member states to better integrate trade into their development strategies.

For more information: [www.uneca.org/atpc](http://www.uneca.org/atpc)

**UNECLAC**



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### **Policy-making and policy implementation assistance**

In order to assist in policy-making and policy implementation, UNECLAC provides information and disseminates knowledge among officials of member countries, experts, NGOs, students, members of the private sector and other civil society institutions on the current trade trends and their possible repercussions on Latin American and Caribbean countries.

This service contributes to the analysis of the trade effects of different events in the areas of international economy, trade negotiations, and globalization of production, as well as the effects of the implementation of subregional agreements in Latin America and the negotiations at the WTO.

The service is provided through seminars, workshops and direct technical assistance. Inputs used are individual expertise, training, seminars, workshops, conferences, group discussions and any educational course delivered to a group (on-site or in-house), technical missions, expert consultations, specialized advice, investigations, analysis, diagnostic studies, surveys, access to databases, and reference guides.

### **MAJOR ACHIEVEMENTS IN 2010 - 2011**

#### **Research, Analysis and Dissemination**

During the biennium the subprogramme organized its work around three main subject areas: (a) economic and commercial trends in Latin American international relations; (b) Internationalization Strategies for Latin American and Caribbean countries with emphasis on competitiveness, negotiation and administration of trade agreements; and (c) regional integration and cooperation; trade and climate change and promotion of positive linkages between trade and poverty and trade and gender equality.

During the last quarter of 2011 the flagship publication of the subprogramme: Latin America in the World Economy 2010-2011, which by itself reflects and defines the work of the Subprogramme, was presented to the press. Individuals representing universities (44%) and governments (12%) are the most demanding users of the flagship, while university students (27%) and researchers, scientist and teachers (23%) are the mainly profession of the downloader's. Different editions of this flagship publication has been downloaded more than 300.000 times during the biennium, with 96% of its readers considering the publication as good, very good or excellent, proving the relevance of the publication for the region.

With regard to capacity building for regional stakeholders the work of the Subprogramme has been highly recognized by stakeholders of the region as evidenced by the impressive increase in the number of downloads to approximately 4 million in 2010-2011. During the first eleven months of the biennium, the monthly average of downloads was 128,415, while in same period of the second year of the biennium reached 203,924, indicating almost 59% of increase. Invitations received by the staffs to seminars, conferences, workshops and meeting, reached de number of 68 events, mainly to discuss topics related to trade relations between Latin America and the Caribbean and China, the European Union, the US, India and other, Trade and Climate Change, LAIA development, trade and small and medium enterprises, the increase in food prices and its effects in the region, multilaterals, etc. that evidence the work of the division in respect to International insertion strategies, with emphasis on competitiveness, negotiating and administering trade agreements, regional integration and cooperation, trade and environmental sustainability and trade assistance for poverty reduction.

Among the main outputs of the division, besides the annual flagship publication, it is important to mention some publications which have been significant to the recent evolution of regional debate on integration and

the role of the region in the global economy. One such publication was the report on “Opportunities for Convergence and Regional Cooperation” which was presented at the High-Level Summit of Latin America and the Caribbean in Cancun, Mexico in February of 2010. Besides this document, there are many other publications that have been produced during the biennium with the objective of analyzing the regional situation, among them: “Invertir en Integración. Los retornos de la complementariedad entre hardware y software” a joint document prepared by the IDB, World Bank and ECLAC for the Fourth Meeting of Ministers of Finance of America and the Caribbean, Calgary, Canada, March 26, 2011; “Modelling Public Policies in Latin America and the Caribbean” a joint publication between ECLAC and the Inter-Development Bank (IDB), which includes a selection of studies on a variety of topics based on comparable methodologies; “Temas controversiales en negociaciones comerciales Norte Sur” which is a contribution to the discussion by ECLAC on the interaction between North-South trade agreements and public policy in the light of the Latin American and the Caribbean experience.

Furthermore, the Subprogramme was requested by the Ministry of Foreign Affairs, International Trade and Worship of Argentina to prepare a report on relations between Latin America and Asia to be presented to the V Ministerial Meeting of the Forum for East Asia-Latin America Cooperation (FEALAC) which unites 16 Asian and 18 Latin American countries and by the Pro-Tempore Secretary of the Rio Group to prepare three reports on relations with ASEAN, Africa and the countries of the Gulf Cooperation Council.

Many elements allow for a conclusion that the scope of action of the Subprogramme is ample, but perhaps the most important is represented by the visit to ECLAC of the Vice-President of the Popular Republic of China, Mr. Xi Jinping, and the presentation he made to a high level auditorium. Most of the opinions expressed in his speech were reflected in the document that the Subprogramme had prepared for the occasion. Mr. Jinping stated clearly that “China is willing to work with the nations of the region to increase mutual exports of high value-added products, expand trade and optimize the business structure”, a position that has been defended by the publications of the Subprogramme, including the document People's Republic of China and Latin America and the Caribbean. Ushering in a new era in the economic and trade relationship, presented at the occasion.

Also in this regard, the Division has been very active in analyzing and promoting regional relations with other regions, as evidenced by the publications that describe recent trends in investment and trade relations between Latin America and other parties, as well as advancing proposals for improving such relations. As an example the division prepared the documents “El Arco del Pacífico Latinoamericano: construyendo caminos de complementación e integración con Asia”, “India and Latin America and the Caribbean. Opportunities and challenges in trade and investment relations” and specially, the report “En busca de una asociación renovada entre América Latina y el Caribe y la Unión Europea” as part of the preparatory work for the VII European Union- Latin America Summit that will be carried out in Santiago in 2012. In only one month this document reached over 25000 downloads from ECLAC website, which evidence the interest generated by the publication. The Subprogramme also prepared a document on the occasion of the presidential visit of Mr. Barack Obama to Latin America in March 2011: The United States and Latin America and the Caribbean Highlights of Economics Trade.



## UNEP

### Providing information and analysis on voluntary sustainability standards

Participation in the Steering Committee of the United Nations Forum on Sustainability Standards (UNFSS) which is a newly established platform that seeks to ensure that developing countries are not effectively excluded from export markets by engaging them in the dialogue on voluntary sustainability standards (VSS).

The UNFSS has a particular focus on the potential value of VSS as tools for developing countries to achieve their sustainable development goals. At the same time, the UNFSS addresses the potential trade or development obstacles these standards may create, with particular emphasis on their impact on small-scale producers and less developed countries. The UNFSS aims to facilitate a dialogue for the exchange of knowledge on these issues and provide a forum for intergovernmental actors to communicate among each other and engage with key target groups (producers, traders, consumers, standard setters, certification bodies, trade diplomats, relevant NGOs and researchers) to address their information needs and influence concerned stakeholders. The UNFSS will deliver

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analytical and empirical work and assist – upon specific request from developing countries – with analysis of VSS in their country's context and in implementing UNFSS recommendations.

As discussions on private standards in other related international trade fora have not progressed significantly, UNFSS will work towards filling this gap by analyzing the impact of VSS and required strategies to pro-actively address VSS, with a country as well as sector specific analytical approach and by providing scientifically based information about costs, benefits and impacts. UNFSS will also explicitly deal with the trade and development concerns regarding VSS and some systemic standard issues, such as, ensuring they are scientifically based, are proportionate to the real risk they address, and that the burden of compliance is distributed fairly.

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**UNIDO**


### **Development of national quality policy and strategy**

This service builds the capacities of governments and industry-related institutions to improve their knowledge and the analytical skills required to formulate, implement and monitor export-oriented quality strategies and policies. The service helps to establish appropriate institutional arrangements within government structures to develop an SQMT infrastructure, policy measures, and support programmes. Such services build competence not only at national level but also within local authorities to enable them to devise coherent sectoral and local strategies for:

- Policy-related economic analysis;
- Policy formulation;
- Policy implementation;
- Policy monitoring and impact assessment.

For more information: [www.unido.org/en/doc/5066](http://www.unido.org/en/doc/5066)

### **Sectoral trade development studies**

Sectoral trade development studies are prepared on the globalization and localization of value chains in industries of key importance for developing countries, such as food processing, textiles and garments, leather, furniture, biotechnology, automotive components and electronics. These studies assist developing countries and economies in transition to assess and benchmark the performances and the competitive position of their domestic industries, in particular with regard to trade and compliance challenges and, on that basis, develop strategies for innovation and entry into global value chains.

For more information: [www.unido.org/en/doc/5070](http://www.unido.org/en/doc/5070)

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### **Industrial policy studies**

Policy studies are prepared on key aspects of industrial governance. The objective is to help policy-makers and other stakeholders to improve the industrial governance system and the formulation, implementation, and monitoring of strategies, policies and programmes to enhance exports, productivity, innovation and learning. They also assist UNIDO in the formulation and implementation of technical assistance activities.

They are disseminated through a series of Policy Briefs.

For more information: [www.unido.org/en/doc/5066](http://www.unido.org/en/doc/5066)

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### Industrial statistics

UNIDO assists developing countries and countries with economies in transition to build capacities in the development of competitive productive supply capacities, both for domestic use and for regional or international trade, by providing technical assistance to:

- Introduce best practice methodologies and software systems to monitor and assess productivity performance and use it as a guide for policy-making;
- Enhance the quality and consistency of industrial statistics databases so as to provide meaningful inputs for assessing productivity and industrial performance.

For more information: [www.unido.org/en/doc/5066](http://www.unido.org/en/doc/5066)



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## WB

The World Bank Group has changed the focus of its trade activities over the last decade, moving away from programs focused primarily on trade liberalization towards a wider range of support for clients. The Bank places emphasis on the poverty and employment impacts of trade and trade policies. These are core elements of the World Bank's first Trade Strategy which was launched in 2011, following extensive consultations with our clients and partners. The Trade Strategy centers on supporting diversification; lowering transport and other trade-related costs; improving access to trade finance; and, focusing more on the poverty and employment impacts of the shocks and greater volatility that can be associated with trade integration. A key objective of the Trade Strategy is to improve how the World Bank helps its clients make better use of existing knowledge and deliver assistance for trade liberalization, export diversification, lower transport and other trade-related costs in real time.

### Support for country trade policies and institutions

Much of the Bank's country-level work aims to support the operational priorities and projects of developing countries in a variety of topics, including trade integration and facilitation, WTO accession, regional trade agreements, the Doha Round of multilateral trade negotiations, agricultural and services trade, export competitiveness and diversification, standards, and customs modernization.

With regard to WTO accession, of special note is the Bank's China program, which has moved from pre- to post-accession issues. The Bank has also been engaged in Cambodia, Ethiopia, Iran, Laos, Libya, Russia, Saudi Arabia, Sudan, Syria, Ukraine, Vietnam, and Yemen.

On customs modernization, the Bank's engagement in Lesotho is supporting collaboration with South Africa to harmonize customs and border procedures between the two countries. Activities within this project are supporting the creation of a Trade Information Portal, Information Exchange Facility, business change management program, and piloting of joint controls.

In Tanzania, the Bank has been the leading partner in promoting good practice in the Special Economic Zones (SEZ) program. This is helping to combine the country's SEZ and EPZ into one regime; adopt a recommended priority zone; adopt a phased approach in developing the Bagamoyo SEZ; and increase private sector representation on the EPZ governing board.

In Mauritius, the fourth Trade and Competitiveness Development Policy Loan (\$50 million), approved in November 2009, supports reforms that respond to two major challenges facing Mauritius: the "triple trade shock" of trade preference erosion in sugar and apparel; high oil prices; and the transition from a low-wage, low-skill sugar and apparel exporter to an innovative, knowledge- and skill-based services economy. The government's reform program focuses on consolidating fiscal performance, improving trade competitiveness and trade regulations (Non-Tariff Measures), improving the investment climate and widening the circle of opportunity through participation, social inclusion, and sustainability.

## Diagnostics

World Bank trade-related diagnostics include comprehensive country-focused diagnostics, such as the Diagnostic Trade Integration Study (DTIS), and DTIS updates carried out under the multi-agency Enhanced Integrated Framework for Trade-Related Technical Assistance for Least Developed Countries (EIF). They also include trade chapters in Country Economic Memoranda or Development Policy Reviews, which are the key vehicles for the Bank's overall economic policy dialogue, as well as regional studies and specialized analyses, such as Trade and Transport Facilitation Audits (TTFA), Trade Competitiveness Diagnostics (TCD), and guidelines to rationalize Non-Tariff Measures (NTMs).

Under the EIF, the Bank has completed, or is undertaking, DTIS and DTIS updates for Afghanistan, Bangladesh, Benin, Burkina Faso, Burundi, Guinea, Haiti, Liberia, Malawi, Sao Tome and Principe, Sierra Leone, Uganda, and Zambia.

The TTFA allows initial diagnostics of logistics constraints and has been conducted in over 40 countries over the past seven years. A training manual includes lesson plans, handout notes to be used as teaching aids, and five case studies. Lesson plans provide guidance on: supply chain performance, cargo clearance, transportation efficiency (time, cost, and reliability), transactions (contracts, trade finance), and organization of field work. Handouts give information on international conventions on trade and transport facilitation and customs modernization efforts. Case studies have so far been developed on Sri Lanka, Bangladesh, Lebanon, DR Congo and Malawi. The courses will be jointly implemented with development banks, and UN agencies.

The TCD provides a systematic assessment of a country's relative trade performance and competitive positioning, including growth and orientation, diversification, quality and sophistication, and firm participation and survival. It includes a framework for analyzing the determinants of competitiveness, covering: market access, the macro-incentive framework, factor conditions, and trade promotion infrastructure. TCDs have currently been developed for a number of countries including Nicaragua, Romania, Turkey, FYR Macedonia, Russia, Kazakhstan, Qatar, Liberia, Senegal, Ghana, Kenya, Swaziland, Nepal, Pakistan, Indonesia and Georgia with regional applications in both Central America and Central Asia.

The World Bank has also developed a toolkit for policy makers to streamline Non-Tariff Measures (NTMs) and improve governance on trade regulations. NTMs may be legitimate measures addressing market or coordination failures and achieving a wide range of policy objectives from consumer safety and health to environmental purposes. However, when poorly designed, they can hurt competitiveness and unnecessarily raise the costs of doing business. The toolkit is practical and includes questionnaires and guidelines to better evaluate the underlying issues that existing NTMs are trying to address, and to devise policy recommendations to reform them. It also provides a framework to improve inter-ministerial coordination and consultation with the private sector through effective institutional setup.

This work is complemented by a growing body of analysis for the private sector through the Investment Climate Assessments and the Doing Business country data, including data on trading across borders (e.g., number of documents, time and cost to export and import) for 183 countries. Knowledge and trade data are key tools to engage with countries on policy dialogue, to inform country developing strategies, and to integrate trade into operational programs.

Progress in making trade part of country growth strategies and Country Assistance Strategies (CASs) has been noticeable since 2006, when the last review of trade in CASs was undertaken by the Independent Evaluation Group (IEG). More than 65 percent of Country Assistance Strategies include trade or trade-related activities in their programs. Most trade programs in CASs focus on trade facilitation and export promotion rather than traditional market access issues. Trade is therefore on the agenda of the majority of the Bank's clients and is translating into increased operational support, through analytical work, lending, and technical assistance. Through its Trade Strategy, the Bank is working to accelerate this trend.

### **Support for multilateral and regional trade negotiations**

In an interdependent global economy, many trade challenges confronting developing countries cannot be addressed solely by unilateral action. A country's ability to advance its development objectives through trade depends in part on the market access conditions that confront its exports and on the extent to which agreements limit its ability to use specific policies. National trade policies can impose externalities, both positive and negative, on other countries. Identifying negative spillovers and inducing trading partners to attenuate these is a major challenge for many developing countries. The World Bank is working on three priorities in this area.

The first priority is engaging in analysis and advocacy to make international trade rules and institutions more supportive of the needs of developing countries. The World Bank continues to examine policies that create major distortions in global markets and adversely affect the poor (e.g. agricultural subsidies, including for biofuels) and advocate for their removal. During the past decade, the World Bank has supported both regional and multilateral (WTO) trade negotiations through research and analysis of policies that have negative effects on developing countries – such as agricultural export subsidies, restrictive rules of origin, tariff peaks and escalation, and the implications of potential international disciplines affecting investment, competition, procurement, the protection of intellectual property and bio-diversity. The World Bank undertakes such research and analysis to promoting pro-development outcomes through multilateral cooperation as well as to identify policy options that can help governments achieve desired outcomes.

A second priority is supporting the processes of regional market integration. Regional trade agreements increasingly address policy areas that are entirely new to developing countries. These agreements are no longer just about tariff reductions, but revolve increasingly around “behind-the-border” policies that will promote development and facilitate engagement in international supply chains. Experience suggests that what matters for developing countries in the design of such agreements is evidence-based analysis and policy advice on what works for economic development and the poor. The emergence of new global growth poles is also driving countries to form alliances with new partners. Major traders, including the EU, China and the US, have made preferential trade agreements a centerpiece of their trade policies. As these large regional groups/countries pursue agreements with each other and with smaller trading partners, it is important that governments of developing countries have access to information and analysis concerning the rule-making options they confront and their possible implications. The World Bank therefore continues to undertake analysis of prevailing PTAs, placing a greater focus on assessing the experiences of countries implementing specific PTA provisions on behind-the-border regulatory policies.

The third priority is supporting regulatory reform and cooperation. Investments in regional infrastructure are key to regional trade and market integration. Firms need cheap and reliable access to high-quality backbone services to compete effectively in output markets. However, inadequate inter-governmental cooperation often prevents the construction of regional infrastructure that can realize welfare gains from regional trade. Similarly, regional cooperation on common standards and accreditation requirements is important for regional services trade. Of particular importance is assisting governments to reduce non-tariff barriers to trade through streamlining of existing measures and through the adoption of better regulatory practices. The World Bank has developed an NTM toolkit tailored to the needs of developing countries based on the principles of Regulatory Impact Assessment. The development of a Temporary Trade Barriers Database has also been particularly useful in identifying these barriers, as will be a new NTM database (currently being developed in partnership with Geneva-based agencies and regional development banks) and cooperation on services data. A new instrument – knowledge platforms – is also being deployed to support regional market integration, particularly in the area of services policies and associated capacity-building needs. The scarcity of data on services policies renders the World Bank's efforts to collect such data as a global public good even more important.

### **Economic and Sector Work (ESW)**

Most trade ESW falls into three categories: (i) broad, trade-centered studies, such as DTIS conducted under the EIF, and growth and competitiveness studies; (ii) trade chapters in Country Economic Memoranda; and (iii) on-demand policy notes requested by governments. Topics vary widely and include tariff and non-tariff policies, impacts of regional agreements, WTO accession, liberalization of services, and FDI.

Examples of recent trade ESW include:

- Reports on food trade such as *Africa Can Feed Africa* highlighting the importance of removing barriers to regional trade in food staples and *The Grain Chain* that considers critical aspects to the wheat import supply chain and proposes various strategies Arab countries can consider to mitigate import risks;
- Trade chapters in Country Economic Memoranda (CEMs) for Lesotho, Malawi, Madagascar, Mozambique, Mauritius, Peru, and Nigeria;
- A diverse program on services trade in Africa that is delivering analytical work on professional, health and education services, financial services, tourism, distribution services, and ICT services;
- A major program on regional integration in South Asia, including policy notes (e.g., on services, export diversification, non-tariff barriers and trade in lagging regions) and a regional trade facilitation study to identify ways to reduce trade costs between countries.

### Trade-related research

The Bank's trade-related research is an important source of information and analysis, playing a key role in informing developing countries of the implications of trade policy choices at the national or regional level, and for WTO negotiating options. For example, the Bank's analysis of agricultural trade barriers has highlighted the importance of market access relative to domestic support or export subsidies in the WTO Doha Round. In fiscal year 2012 (FY12), Bank research on trade covered, for example, firm-level determinants of export success; impacts of the financial and food crises on trade; the role of technology adoption and import competition for exporting firms; impact evaluation of trade support interventions; migration; and, the interactions between labor mobility and trade, investment and technology flows. The World Bank's research group has also developed a widely used index to measure the trade restrictiveness of countries' trade barriers and a database for monitoring temporary trade barriers, e.g. antidumping. The Bank also provides assistance to research institutes based in developing countries.

WHO



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### Diagnostic tool on trade and health

The WHA Resolution 59.26 on International trade and health calls upon WHO to provide support for Member States in understanding the implications of international trade and trade agreements for health and addressing relevant issues through policies and legislation.

To implement this resolution, WHO is developing a book on trade and public health and a companion assessment tool that will guide national policymakers building public policies and strategies related to trade and health.

For more information: <http://www.who.int/phi/implementation/trade/en/index.html>



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## UNWTO

### Worldwide technical cooperation

In the area of trade policy development, UNWTO's technical assistance covers many areas of contemporary interest and concern to Member States and, inter alia, includes strengthening of institutional capacities of national tourism administrations;

For more information: <http://cooperation.unwto.org/>



## WTO

### General WTO-related technical assistance and training

This area covers activities geared towards government officials with a broad overall WTO responsibility and a general knowledge of the multilateral trading system, and who are therefore neither specialists nor technicians. This also includes officials who have recently assumed responsibilities with regard to the WTO, and have not had much exposure to the theory and practice of WTO rules and regulations, and for whom this is an opportunity to exchange information and share experiences. The main purpose is to initiate officials into the rules of the WTO and/or to raise the general level of knowledge. Basic training aims to ensure that participants will have:

- Developed a good understanding of all aspects of the WTO, including the Agreements (transfer of knowledge);
- Improved their analytical and negotiating skills (improvement of skills);
- Learned to use effectively the relevant information and documentation on trade-related issues (autonomy);
- Strengthened their capacity to work in teams and in an international environment (teamwork);
- Established and/or strengthened a network of contacts with each other and the trainers/experts (network);
- Built institutional partnerships at the regional level for capacity building activities;
- Fostered networks among institutions of higher learning and their academics.

### Specialized and advanced training and technical assistance

National and/or regional seminars and workshops, as well as specialized courses, that can be held in Geneva or in the field, address specific topics and issues, and are geared towards the initiated and specialists/technicians. The criteria for participation are clearly indicated in the letter of invitation, and a selection process may be conducted. This category includes other products which are specific in nature, including technical missions and workshops, as well as tailor-made programmes for experts and visiting delegations in Geneva, and advice provided by the Secretariat in specific fields. In terms of objectives, it is expected that at the end of the courses the participants will have:

- Strengthened their theoretical understanding of the WTO-related topic(s) specifically addressed in the course (transfer of knowledge);
- Strengthened their topic-related skills (improvement of skills);
- Strengthened their confidence to actively engage in topic-related WTO work (confidence);
- Strengthened their capacity to work in teams and in an international environment (teamwork);
- Established and/or strengthened a network of contacts with each other and the trainers/experts (network);
- Commenced the establishment of mechanisms to include trade in their development goals (mainstreaming).

### **National Technical Assistance (TA) activities**

The national TA activities will contribute to building sustainable trade-related national capacities, resulting in the improved knowledge and skills of participants in areas defined by the beneficiary country concerned. Furthermore, each national TA activity will be guided by its own specific objectives in addressing the needs of the participants.

The national activities focus on specific issues at the national level that, in terms of priority needs and depth of treatment, cannot be adequately covered in the regional seminars and in the Trade Policy Courses (TPCs). Occasionally, national seminars are of a broad and general nature. National seminars and technical workshops are conducted as a complement to the TPCs and regional seminars. The national demand would thus mainly be a function of what cannot be dealt with efficiently in the other training and assistance provided, including through regional seminars and, ipso facto, cannot always be anticipated. In order to better target the trade-related technical assistance (TRTA), beneficiaries would need to base their requests on a needs identification to be conducted by the beneficiary, possibly with the support of the WTO Secretariat. In addition, it would help if countries were in a position to indicate what assistance is already provided bilaterally (e.g., by donors) or multilaterally (e.g., by other agencies), so that overlap can be avoided and the WTO can provide its expertise.

### **Technical assistance within the Trade Policy Review Mechanism (TPRM) framework**

The TPRM is a valuable forum for achieving transparency in, and understanding of, the trade policies and practices of members. TPRs of developing and LDC members have increasingly performed a technical assistance function and have been useful in increasing understanding of the trade policy structure in place and its relationship with the WTO agreements, playing an important part in "capacity building and mainstreaming".

The main objectives of the reviews are:

- Improved understanding in these countries of the WTO agreements;
- Better compliance and integration in the multilateral trading system (MTS);
- Enhanced interaction between government agencies.

### **Assisting beneficiaries in conducting needs assessments**

It is generally recognized that the WTO's TRTA can more effectively contribute to building lasting capacity if it is planned and designed on the basis of a thorough assessment of the members' needs. Following the discussions in the CTD and in the informal consultations process, guidelines for needs assessment are prepared by the Secretariat to be used by beneficiaries in conducting their own needs assessment for TRTA. Beneficiaries will regularly be reminded of the value of the needs assessment process, thus providing a sound analytical basis in the delivery of TRTA. The objective of these guidelines is that member countries use them in the process of identifying their needs, bearing in mind that this task is the prime responsibility of the beneficiary country. The design of these proposed guidelines is based on the pilot needs assessments that were conducted through desk studies by the Secretariat. The guidelines are not prescriptive in any way, and countries are encouraged to adapt the approach to their own conditions. The Secretariat can assist beneficiaries in undertaking their needs assessment by providing data and information of direct relevance.



### **Academic support for training and capacity building**

Academic cooperation activities by the WTO seek to contribute to developing and consolidating the capacity of academic institutions in developing and least-developed countries to offer and deliver academic courses and training programmes, as well as conducting research on trade-policy and WTO-related matters, with a view to enhancing the contribution of these institutions to the formulation and implementation of trade policy, as well as to the participation of their respective countries in the multilateral trading system.

In implementing academic cooperation activities, the WTO Secretariat seeks to build lasting relationships with institutions from developing countries and to contribute to the increase of national capacities to train government officials on WTO matters. The WTO also aims at involving partner universities in the delivery of its Technical Assistance and Training Plan. The WTO academic cooperation activities programme includes teaching, training and research activities in developing countries, supported through several inter-linked programmes which encompass different modalities of support actions on the part of the WTO. Academic cooperation and support activities encompass:

- The WTO Chairs Programme (WCP), supporting research, teaching and outreach activities;
- Training government officials through partnerships with academic institutions from developing countries, through regional trade policy courses (RTPCs) and subsequent "Consolidation Activities";
- Regional and national workshops for academics on WTO matters in cooperation with universities;
- Document dissemination programme for universities;
- Support programme for doctoral studies;
- Programme for visiting academics;
- Research collaboration.

### **Support training and technical assistance facilities**

The Secretariat has developed a number of products and technical assistance facilities that are aimed at providing general and specific support to delegations and beneficiaries, both in the field and in Geneva. In the field, this can include providing infrastructure support, through the reference centres, which facilitates access to WTO-related information, as well as training materials in different formats, including in print or electronically. Geneva-based support includes the Geneva Week, introduction days, the WTO's trainee programmes and internships, assisting Geneva-based delegations, and briefing sessions, as well as assistance provided in conducting needs assessment.

### **Advanced training programme for senior government officials**

It is proposed to organize, in each region, a one-week advanced training programme designed for senior capital-based officials and decision-makers. The main objective of the advanced course is to inform national decision-makers about the key issues in the DDA and strengthen their knowledge-base in order to put them in a better position to fully participate in the negotiations. These programmes address the key issues in the negotiations, so as to inform beneficiaries of the state of play and/or outcome of negotiations and possible national implications. It is intended that these programmes will be conducted in close collaboration with partner institutions in the various regions. Costs will be covered by trust funds.

### **Intensive course on trade negotiations skills**

This training provides instruction in pre-negotiation planning, effective negotiation strategies and tactics, and the management of the negotiation process that leads to a win-win outcome for all parties. These activities take different approaches, ranging from theoretical comprehension of previous and present negotiations, and enhancement of skills and techniques, to simulations, case studies, and use of data extracted from existing databases. The target group for the intensive course are officials with a good knowledge of the WTO agreements and who will serve as their government negotiators in regional or international trade negotiations. Costs will be covered by trust funds.



# [ Legal and Regulatory Framework ]



## LEGAL AND REGULATORY FRAMEWORK



African Development Bank (AFDB)



United Nations Development Programme (UNDP)



Food and Agriculture Organization (FAO)



United Nations Economic and Social Commission For Asia and the Pacific (UNESCAP)



International Civil Aviation Organization (ICAO)



United Nations Economic Commission for Europe (UNECE)



International Labour Organization (ILO)



United Nations Economic Commission for Latin America and the Caribbean (UNECLAC)



International Maritime Organization (IMO)



United Nations Environment Programme (UNEP)



International Telecommunication Union (ITU)



United Nations Industrial Development Organization (UNIDO)



United Nations Commission on International Law (UNCITRAL)



World Bank Group (WB)



International Trade Centre (ITC)



World Intellectual Property Organization (WIPO)



United Nations Conference on Trade and Development (UNCTAD)



World Trade Organization (WTO)

## AfDB



### African Legal Support Facility

The AfDB recently launched The African Legal Support Facility with the aim of helping highly indebted poor countries (HIPC) resolve problems caused by vulture funds. It is also foreseen that this facility could assist regional member countries with highly technical international trade negotiations and complex commercial transactions with multi-national companies, for example the mining sector. The Facility provides works to remove asymmetric technical capacities and level the field of expertise among parties. The Facility is currently assisting several governments in evaluating their legal and regulatory frameworks relating to Public-Private Partnerships.

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For more information: <http://www.aflsf.org>

## FAO



The FAO services relevant to this category relate to: (i) WTO accession facilitation; (ii) trade agreements; (iii) awareness and negotiation of WTO agreements (on TBT, SPS, etc.); and (iv) TRIPS. (Assistance provided on the development side of these areas can be found in the category Compliance Support Infrastructure and Services.) The common aim is to assist members in drafting laws and regulatory frameworks in several areas related to agriculture and agricultural trade, notably the SPS, TBT, and TRIPS Agreements.

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### Legal framework improvement to match international agricultural treaties and obligations

The main objective is to assist countries in each of these areas to: (i) improve their legal framework and make their laws compatible with international treaties and obligations, as well as support agricultural development; and (ii) implement the provisions effectively so that countries develop their agricultural sectors and benefit from trade.

Through its Legal Office, FAO provides legal advisory services to governments on land, water, fisheries, plants, animals, food, forestry, wildlife and national parks and environment, and biodiversity, as well as general agricultural issues (institutions, trade, economic reform). This helps governments prepare laws, regulations, agreements and other legal texts. FAO advises on institutional structures and compliance with international law. An element of most advisory projects is capacity building through participatory training of national officials and consultants. FAO has provided a considerable amount of assistance to members in drafting both national plant protection laws in the context of the WTO TRIPS Agreement and national food laws related to the SPS Agreement. Establishing and/or strengthening National Codex Committees has also formed a significant part of its capacity building activities, with a focus on providing policy advice for effective regulatory food control frameworks that harmonize with the SPS Agreement.

FAO also provides technical inputs to the ongoing WTO negotiations on fisheries subsidies. In the area of food safety and quality, the review of the existing food control systems, including national legal and regulatory texts, has often been the initial step to the provision of technical, scientific, and regulatory inputs for short, medium, and long-term improvements and for WTO agreements negotiations on TBT and/or SPS issues.

The services are provided mainly to national governments but also to local government at different levels, as necessary, and civil society organizations like farmers' organizations, by means of national and regional projects, and through the dissemination of information and analysis, and through seminars. Depending on the area and project context, the services are also provided in collaboration with partners. For example, assistance in the area of food quality and safety is at times provided in collaboration with WHO.

For more information: [www.fao.org/legal/development-law/en/](http://www.fao.org/legal/development-law/en/)



## ICAO

### Economic Regulation Programme

Under the economic regulation programme, ICAO effectively addresses significant matters relating to the regulation of international air transport and its liberalization and its activities include:

- Monitoring and analysing trends and developments;
- Studying regulatory issues of general importance;
- Developing policy and guidance material;
- Dissemination and implementation of policy guidance;
- Providing advice, guidance and assistance to ICAO member States; and
- Development and implementation of ICAO's policies on taxation of international air transport

This programme is based on the following objectives:

- Promote ICAO's policies and guidance on the regulatory framework of international air transport
- Promote, disseminate and implement ICAO's policies and guidance in the field of economic regulation of international air transport.
- Foster the development and expansion of international travel and trade through ICAO's policies on taxation of international air transport and provide support to Member States for the implementation of these policies.
- Provision of the meeting facility of ICAO Air Services Negotiation (ICAN) event to Member States

The present evolution of the international air transport regulatory framework and the globalization and transnationalization of markets and business operations may increase the need for ICAO to harmonize the global regulatory framework, assist states in further air transport liberalization, and to keep its guidance on economic regulation current and responsive to the changes. The service is provided to governments (ministry of transport, civil aviation authority), air transport service operators and providers and their trade associations, airlines, airports, civil aviation professionals, consultants, and the travelling public through the provision of technical support on a required basis, and the dissemination of information through publications (documents, manuals and circulars) and meetings (workshops, seminars, symposia, and conferences). ICAO has produced template air services agreements (TASAs) for the guidance of, and optional use by, states in their air transport relationships.



## ILO

### Technical cooperation on labour laws

The International Labour Organization (ILO) offers technical cooperation and advisory services to Member States, assisting them in assessing and, where necessary, framing or revising their labour laws. This includes assistance in the development of national laws and regulations to allow ratification of Conventions and/or the implementation of International Labour Standards and the corresponding principles. ILO Conventions and Recommendations cover a broad range of subjects concerning work, employment, social security, social policy and related human rights. Their ratification and implementation is an essential part of building an enabling framework that facilitates labour market preparedness, in particular the human and social capital which underpins a country's productive capabilities and thus also its trade capacity.

The ILO has, since 1919, maintained and developed a system of international labour standards aimed at promoting opportunities for women and men to obtain decent and productive work in conditions of freedom, equity, security and dignity. The ILO regularly examines the application of standards in Member States and points out areas where they could be better applied. If there are any problems in the application of standards, the ILO seeks to assist countries through social dialogue and technical assistance.

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The elaboration of these standards requires that the Office undertakes thorough research on the national law and practice of Member States, which provides the basis for proposals to the International Labour Conference as to the shape and content of an international instrument - to be eventually adopted in the form of a Convention, a Recommendation or both.

The implementation of ILO standards is based, inter alia, on national laws and regulations, whose elaboration may require ILO technical assistance if requested. Furthermore, ILO assistance in the field of labour legislation may be requested by Member States, irrespective of whether they have ratified ILO Conventions, and/or in respect of fields which have not yet been addressed by ILO standards.

Member States request ILO advice in the field of labour law with a view to responding to various needs, such as:

- Developing national law so that it can fully implement ratified ILO standards;
- Assessing and, where necessary, reorganizing the framework regulating the labour market with a view to adapting it to meet the country's current needs and challenges;
- Taking account of emerging types of employment relationships so that they can be provided with a suitable regulatory framework;
- Being informed on good practices in a given field.

The labour law assistance provided by the Office can take different forms, including the following:

- Expertise for assessing the labour law framework in a given country or, as the case may be, sub-region;
- Advice on the revision of labour law;
- The drafting of laws or regulations;
- Technical comments on draft labour legislation, including comments in the light of ILO standards; this may include proposals for alternative wording;
- Assessment of the existing law enforcement machinery and procedures, including recommendations for improvements;
- Technical information on a wide variety of labour law subjects;
- Participation in national discussion forums, including parliamentary committees, on the assessment and revision of labour law;
- Training of national officials - support for the development of national competency.

IMO



### **IMO global regulations on safety, security and efficiency of shipping and the prevention of pollution**

IMO global regulations on the safety and security of shipping, the prevention of pollution, and liability and compensation for damage, such as pollution caused by ships, provide an indispensable technical framework for vital trade activities related to the carriage of goods and passengers on board commercial vessels.

The enactment of legislation to ensure that this carriage is performed in accordance with adequate safety and anti-pollution standards is essential to trade.

The Convention on Facilitation of International Maritime Traffic (FAL Convention) was adopted in 1965. Its purpose is to facilitate maritime transport by simplifying and minimizing the formalities, documentary requirements and procedures associated with the arrival, stay and departure of ships engaged on international voyages. It was originally developed to meet growing international concern about excessive documents required for merchant ships.

To ensure that the FAL Convention is effectively implemented, IMO offers, through its Integrated Technical Cooperation Programme (ITCP), technical assistance including field missions and support in drafting domestic maritime legislation as well as national and regional seminars on maritime legislation. The ITCP includes also activities to promote the effective implementation of the FAL Convention.

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## ITU

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The ITU Radiocommunication Sector (ITU-R) plays a vital role in the global management of the radio-frequency spectrum and satellite orbits - finite natural resources which are increasingly in demand from a large and growing number of services such as fixed, mobile, broadcasting, amateur, space research, emergency telecommunications, meteorology, global positioning systems, environmental monitoring and communication services - that ensure safety of life on land, at sea and in the skies.

World Radiocommunication Conferences (WRC) are held every three to four years. It is the job of WRC to review, and, if necessary, revise the Radio Regulations, the international treaty governing the use of the radio-frequency spectrum and the geostationary-satellite and non-geostationary-satellite orbits. Revisions are made on the basis of an agenda determined by the ITU Council, which takes into account recommendations made by previous world radiocommunication conferences.

The general scope of the agenda of world Radiocommunication Conferences is established four to six years in advance, with the final agenda set by the ITU Council two years before the conference, with the concurrence of a majority of Member States.

Under the terms of the ITU Constitution, a WRC can:

- Revise the Radio Regulations and any associated Frequency assignment and allotment Plans;
- Address any radiocommunication matter of worldwide character;
- Instruct the Radio Regulations Board and the Radiocommunication Bureau, and review their activities;
- Determine Questions for study by the Radiocommunication Assembly and its Study Groups in preparation for future Radiocommunication Conferences.

On the basis of contributions from administrations, the Special Committee, the Radiocommunication Study Groups, and other sources (see Article 19 of the Convention (Geneva, 1992)) concerning the regulatory, technical, operational and procedural matters to be considered by World and Regional Radiocommunication Conferences, the Conference Preparatory Meeting (CPM) shall prepare a consolidated report to be used in support of the work of such conferences.

### ICT Eye

The ICT "eye" website is a one-stop-shop for ICT information and provides telecommunication/ICT indicators and statistics, regulatory and policy profiles, national tariff policies and scientific institutions.

For more information: <http://www.itu.int/ITU-D/ICTEYE/Default.aspx>

### Global Industry Leaders' Forum (GILF)

GILF provides a high-level forum for CEOs and other industry leaders to convey their views and make proposals regarding key regulatory and policy issues affecting their businesses and the ICT/telecommunications industry more broadly, as part of an interactive exchange with regulators and policy-makers.

For more information: <http://www.itu.int/ITU-D/partners/GILF/2009/index.html>

### Global Symposium for Regulators (GSR)

The annual Global Symposium for Regulators (GSR) organized by ITU has provided a venue for regulators and policy-makers from both developed and developing countries to meet and exchange views and experiences. The meeting fosters an open dialogue between regulators and key ICT stakeholders: the private sector, investors and consumers.



### The ICT Regulation Toolkit

In order to respond to developing countries' need for practical, relevant guidance and assistance in an ever changing environment, infoDev (the global development financing programme coordinated by a secretariat housed in the World bank), in cooperation with the ITU, has developed an ICT Regulation Toolkit. The Toolkit is intended to assist regulators with the design of effective and enabling regulatory frameworks to harness the latest technological and market advances. Its most prevalent themes are the impact of changing technology, the role of competition, and the regulatory implications of the transition from traditional telephony to next-generation networks (NGN).

For more information: <http://www.ictregulationtoolkit.org/en/Page.About.html>

### Tariff Policies Database

The objective of this database is to track and show trends in the application of tariff policies related to pricing, cost/tariff models, analytical accounting, interconnection charges, management of universal service and price control in different countries. Data is provided annually by telecommunication regulatory authorities and network operators.

For more information: <http://www.itu.int/ITU-D/ICTEYE/TariffPolicies/TariffPolicies.aspx>

## UNCITRAL

### Provision of legal advice

Technical cooperation and assistance activities include providing advice to States considering signature, ratification or accession to UNCITRAL conventions, adoption of an UNCITRAL model law or use of an UNCITRAL legislative guide. They also include guidance on the uniform interpretation of those texts.



United Nations  
UNCITRAL

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## ITC

### Legal aspects of foreign trade

An enabling regulatory framework is essential in order to benefit from opportunities in international trade. ITC assists policy makers in harmonizing regulation within regional frameworks, assists trade support institutions in improving the legal services they provide to SMEs and provides enterprises with access to tools to facilitate international transactions.

ITC assists policy-makers and trade promotion organizations in optimizing their country legal framework on international trade and harmonizing national with regional frameworks. The organization provides policy-makers with easy access to a centralized database of treaties, international conventions and instruments to facilitate multilateral trade engagements through the LegaCarta tool. Trade support institutions benefit from institutional development and training to improve the arbitration and mediation services they provide to enterprises. The needs of SMEs are also targeted through a series of standardized model contracts and negotiating tools for enterprises, and simple user guides for day-to-day international transactions.



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### Non-Tariff Measures

ITC has become the lead agency in identifying and understanding non-tariff obstacles to trade from the private-sector perspective. The organization's NTM surveys and reports provide a neutral, external perspective to identify areas in need of improvement in a country's internal business environment, as well as obstacles faced in foreign markets. Capacity building for local survey specialists on the NTM classification and survey method is an important component of this project. Data from these surveys are made available through ITC's trade intelligence tools. The findings of the NTM surveys and reports will increasingly be used by development partners and ITC to improve the efficiency of institutions and contribute to export development. Report findings are used by some partner countries in their negotiations with trading partners in an attempt to reduce the NTMs its businesses face.

Arbitration and mediation: <http://www.intracen.org/trade-support/arbitration-and-mediation/>

Model contracts: <http://www.intracen.org/exporters/contract-templates/>

LegaCarta database of multilateral trade treaties: [www.legacarta.net](http://www.legacarta.net)

Non-Tariff Measures: <http://www.intracen.org/policy/non-tariff-measures/>



## UNCTAD

### Assistance to WTO accession

WTO accession is a very long and complex negotiation process which requires extensive human resources and institutional capacities: every negotiation sector is highly technical and requires its own sectoral experts. A number of acceding countries, particularly LDCs and small economies, face particular constraints and challenges, such as: limited understanding of the scope and complexity of obligations associated with joining the WTO; lack of experience and skills in trade-related negotiations; limited analytical capacity to support trade and impact analysis; limited availability of the required data and information; lack of resources to respond to information requests during the accession process; limited skills in developing mechanisms to implement legislation; and poor coordination between ministries and other stakeholders. In order to benefit from further integration and participation in the multilateral trading system, developing countries need to be assisted to deal with the growing complexity of accession issues, which is putting a strain on their resources. In response to this challenge, and in line with the mandate agreed during UNCTAD IX in 1996 and reconfirmed at UNCTAD X in 2000 and UNCTAD XI in 2004, the UNCTAD Secretariat has developed an extensive programme of assistance for developing countries, economies in transition and LDCs prior to, during and after their accession to the WTO. In addition, the Accra Accord (UNCTAD XII - 2008) mandated UNCTAD to "continue to monitor and assess the evolution of the international trading system and of trends in international trade from a development perspective and, in particular, analyse issues of concern to developing countries, placing greater emphasis on practical solutions" and "help develop capacities in developing countries and countries with economies in transition to establish their own negotiating priorities, and their capacity to negotiate and implement bilateral, regional and multilateral trade agreements".

For more information: <http://www.unctad.org/Templates/Page.asp?intItemID=3926&lang=1>

### Implementation and administration of the Agreement on the Global System of Trade Preferences among Developing Countries (GSTP)

Developing countries established the GSTP Agreement in 1988 to promote and sustain mutual trade and the development of economic cooperation among them, through the exchange of concessions in accordance with the terms of the Agreement, which entered into force in 1990. Accession to the Agreement is open to developing countries who are members of the Group of 77 and their subregional, regional and inter-regional groupings. As of writing, there are 43 parties to the Agreement ("Participants"). The GSTP Committee of Participants, composed of representatives of governments of Participants, performs such functions as facilitating the operation and furthering the objectives of the Agreement. Financed by GSTP Participants, the GSTP Project extends technical and administrative support to the Committee.

For more information: [www.unctadxi.org/gstp](http://www.unctadxi.org/gstp), [gstp@unctad.org](mailto:gstp@unctad.org)

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**Technical cooperation in the area of competition and consumers' law and policy**

UNCTAD provides capacity-building and technical assistance to developing countries (especially LDCs) and economies in transition) which seek to formulate and implement competition law and policy. The objective of the capacity-building and technical cooperation activities is to assist these countries, inter alia, in the following areas:

- Formulating new or strengthening existing competition legislation which fits their specific legal and economic structure and can best address their development needs;
- Establishing new or strengthening existing competition institutions;
- Capacity-building for the better enforcement of competition law;
- Promoting a competition culture through competition advocacy activities;
- Conducting voluntary peer reviews of competition law and policy.

To achieve these objectives, UNCTAD works closely with competition authorities in developed countries, development partners, the Organization for Economic Co-operation and Development (OECD), the International Competition Network (ICN), and competition experts.

For more information: <http://www.unctad.org/Templates/StartPage.asp?intItemID=2239&lang=1>

**UNCTAD Training Programmes****TrainForTrade**

The UNCTAD TrainForTrade programme focuses on developing and strengthening human resources and institutional capacities involved in international trade, trade related services, finance, investment and port management. This is done by implementing different training courses and activities; supporting institutional frameworks for trade related issues at national and international level; and promoting trade and investment policies for a dynamic, equitable and sustainable development.

The UNCTAD TrainForTrade courses are developed following the programme's methodology, in close collaboration with the government and other stakeholders in order to address a country's training needs. Local experts receive training through the Train For Trade training programme to enable them to become trainers on trade-related issues. This creates local ownership to and sustainability of the capacity development process. The TrainForTrade programme develops high quality courses and maintains high standard delivery by using technological means such as e-learning, m-learning and cloud learning. It combines face-to-face activities with e-learning courses, and ensures that the pedagogic aspects of training are not undermined by technology. At the same time, the use of ICTs as a tool for knowledge-sharing increases the number of beneficiaries while reducing cost.

The UNCTAD TrainForTrade programme emphasises the importance of developing local services by local people for local people. The development of platforms based on smart integration of open source components is encouraged in order to easily share technology with partners.

It offers a wide variety of courses intended to foster the abilities of countries to benefit from trade and investment in for different areas: port training: investment issues: trade related issues and pedagogical courses.

For more information: <http://learn.unctad.org/>

**UNCTAD Virtual Institute on Trade and Development**

The UNCTAD Virtual Institute (Vi) is a capacity-building and networking programme whose objective is to strengthen professional capacities on trade and development issues at developing and transition country universities and help these universities increase the policy orientation and relevance of their work. The Vi supports its member universities in the long term by providing services in four areas:

- Course design and delivery: The Vi provides advice on the design of courses and programmes and develops teaching materials on trade and development issues, which the universities subsequently adapt to the conditions in their countries by adding data and analysis on the country, translating into local languages, etc.
- Professional development for university staff: The Vi offers training and learning opportunities, both for groups of researchers (regional and national workshops) and for individuals (mentoring, especially to junior researchers who work on research projects of specific interest to their universities, either in Geneva in the framework of the Vi fellowship programme, or at a distance).
- Training for students: The main target of the Vi is university staff who subsequently teach students in their own countries. Exceptionally, the Vi also offers direct training for students when the involvement of international experts provides an added value that the students could not get at their universities.
- This is done through videoconferences and tailored training programmes for students at Geneva-based organizations (study tours).
- Cooperation within the network: In addition to working bilaterally with the universities, the Vi also draws on the potential of South-South and North-South cooperation in its university network and supports exchanges of experiences and joint projects among the members in the areas of research, development of teaching material and professional development.

For more information: <http://vi.unctad.org/>

#### **Regional training course: Key Issues on the International Economic Agenda**

This flagship UNCTAD training course on trade and development is delivered on a regional basis to developing countries and countries in transition. It is primarily aimed at policy makers with backgrounds in economics, business, international relations, international law or public administration who work on international economic issues and related policies. Academics teaching or researching these issues can also attend. The course focuses on the links between trade, investment, finance and development, the design and implementation of related policies, and international negotiations of trade and development issues, with a focus on the needs and interests of developing and transition countries. Its individual modules deal with developmental aspects of trade and financial systems, foreign direct investment and enterprise development, the information economy, international trade and transport facilitation, and multilateral and regional trade agreements. The course culminates with a final simulation exercise, allowing the participants to use their gradually built-up knowledge to take on roles in an international negotiation, most often of a current WTO issue. The course programme integrates global, regional and national perspectives on trade, finance, investment and development issues and is designed with the collaboration of regional commissions, international experts and national experts from the host country.

For more information: <http://p166.unctad.org/>

#### **Short courses on key international economic issues for Geneva-based diplomats**

The objective of the short courses is to update Geneva-based policymakers on the most recent issues and developments on the international economic agenda, so that they can provide relevant information and advice to their governments and best represent the interests of their countries in international negotiations. The course programmes are demand-driven: the diplomats themselves propose areas on which they would require updating. Their suggestions are complemented by courses on emerging topics on which UNCTAD and its individual divisions conduct research work. Six courses are organized every year, divided in spring and autumn terms.

For more information: <http://p166.unctad.org/shortcourses>

#### **Strengthening of policy-making, negotiations and promotion of international trade in services**

UNCTAD's innovative work on trade in services in terms of ground-level support and country and sector-specific assessments has the objective of helping countries to assess the contribution of services, reform the

sector with an emphasis on development, including strengthening access to essential services, and generate important data and reference material for multilateral and regional trade negotiations.

For more information: <http://r0.unctad.org/ttl/> and <http://www.gfptt.org/>

#### **Assistance on trade policy making and negotiations**

UNCTAD assists developing countries and LDCs to better understand the technical issues involved in trade-policy making and negotiations at the bilateral, regional and multilateral levels, to carefully assess the state of play with regard to the different elements of the negotiating agenda and the development implications of each negotiating proposal, to pursue their strategic interests in the negotiations, and to ensure that the outcomes duly reflect their critical developmental concerns and interests.

For more information: <http://www.unctad.org/Templates/StartPage.asp?intItemID=1917&lang=1>

#### **Assistance on the utilization of the Generalized System of Preferences (GSP)**

UNCTAD has continued promoting awareness and understanding among developing countries of how to better utilize preferences available under the GSP by the regular provision of information on a dedicated website, the publication of handbooks on the GSP schemes, and the provision of other technical and administrative services.

For more information: [www.unctad.org/Templates/Page.asp?intItemID=1418&lang=1](http://www.unctad.org/Templates/Page.asp?intItemID=1418&lang=1),  
Contact: [gsp@unctad.org](mailto:gsp@unctad.org)

#### **Investment policies and investment promotion**

UNCTAD is the focal point within the United Nations Secretariat for matters related to foreign direct investment (FDI). The objectives here are:

- To improve the understanding of developing countries and economies in transition of policy choices;
- To strengthen their abilities to formulate and implement policies, measures and action programmes;
- To promote understanding of emerging issues, including the role of international arrangements for the purpose of attracting and benefiting from FDI.

For more information: [www.unctad.org/Templates/Startpage.asp?intItemID=2983](http://www.unctad.org/Templates/Startpage.asp?intItemID=2983),  
Contact: [diteinfo@unctad.org](mailto:diteinfo@unctad.org)

#### **International Investment Agreements (IIAs)**

UNCTAD supports developing countries to better understand key and emerging issues related to IIAs and their development dimension and to enhance their capacity in negotiating and implementing investment treaties and managing investor-states disputes. This is achieved through:

- Publications: The series on Issues in IIAs is a learning and reference tool for negotiators and lawmakers from both developed and developing countries. The series, International Investment Policies for Development, provides analysis of technical issues that arise in the context of international investment rulemaking and their impact on development. Four databases provide information on bilateral investment treaties, double taxation treaties, other agreements with investment provisions, and investor-state dispute settlement cases.
- Technical assistance.

For more information: [www.unctad.org/iaa](http://www.unctad.org/iaa)  
Contact: [iaa@unctad.org](mailto:iaa@unctad.org)

### Intellectual property and development

UNCTAD XII reconfirmed UNCTAD's mandate for examining the development dimensions of intellectual property rights. In this context, UNCTAD:

- Advises client countries on appropriate intellectual property frameworks;
- Builds capacity in the design and implementation of intellectual property laws;
- Advises on establishing local pharmaceutical supply capacities in line with client countries' public health objectives.

For more information: [www.unctad.org/tot-ip](http://www.unctad.org/tot-ip)

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## UNDP

UNDP supports strategic responses to HIV at national, regional and global levels, including through sustainable financing of HIV prevention and treatment. To reduce costs and increase access to HIV treatment and treatment of co-infections, as well as access to relevant technologies, UNDP provides technical and policy support to countries reviewing intellectual property legislation and also provides support to countries involved in WTO accession negotiations or FTA negotiations where there may be intellectual property related implications. To this end, UNDP has been supportive of the Doha Declaration on the TRIPS Agreement and Public Health. UNDP analyzes and disseminates knowledge on the experience of countries in utilizing TRIPS flexibilities to reduce cost and increase access to essential medicines. For example, in 2010, UNDP published a Good Practice Guide dealing with these issues. In early 2011, UNDP, UNAIDS and WHO released a joint Policy Brief on using TRIPS flexibilities to increase access to HIV treatment. UNDP also aims to respond to the needs of developing countries and LDCs in the context of the Global Strategy and Plan of Action approved by the World Health Assembly in 2008 to stimulate research and development into neglected diseases predominantly affecting low and middle income countries.

For more details: <http://www.undp.org/content/undp/en/home/librarypage/hiv-aids.html>

### TRIPS and access to HIV/AIDS drugs

UNDP supports strategic responses to HIV at national, regional and global levels, including through sustainable financing of HIV prevention and treatment. To reduce costs and increase access to HIV treatment and treatment of co-infections, as well as access to relevant technologies, UNDP provides technical and policy support to countries reviewing intellectual property legislation and also provides support to countries involved in WTO accession negotiations or FTA negotiations where there may be intellectual property related implications. To this end, UNDP has been supportive of the Doha Declaration on the TRIPS Agreement and Public Health. UNDP analyzes and disseminates knowledge on the experience of countries in utilizing TRIPS flexibilities to reduce cost and increase access to essential medicines. For example, in 2010, UNDP published a Good Practice Guide dealing with these issues. In early 2011, UNDP, UNAIDS and WHO released a joint Policy Brief on using TRIPS flexibilities to increase access to HIV treatment. UNDP also aims to respond to the needs of developing countries and LDCs in the context of the Global Strategy and Plan of Action approved by the World Health Assembly in 2008 to stimulate research and development into neglected diseases predominantly affecting low and middle income countries.

### TRIPS, trade and biodiversity

The project aims at building the capacities of developing countries to establish mechanisms for better management of plant variety rights, traditional knowledge and natural resources, and to ensure maintenance of agricultural biodiversity and food security underpinned by a fair and equitable trading system. Specifically, UNDP has developed a tool to assess national legal and policy frameworks that underpin the fulfilment of human rights, with particular focus on the right to food and with a view to establishing adequate plant variety laws. This tool can help countries to promote human rights, establish balanced participatory systems and to learn about rules pertaining to biodiversity, food security and rural livelihoods.

For more details: [http://www.undp.org/content/undp/en/home/ourwork/povertyreduction/focus\\_areas/focus\\_trade\\_and\\_investment/intellectual\\_property/](http://www.undp.org/content/undp/en/home/ourwork/povertyreduction/focus_areas/focus_trade_and_investment/intellectual_property/)

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## UNESCAP



UNESCAP

The aim of the ESCAP services in this category is to increase national capacity to effectively negotiate, conclude and implement multilateral and other trade agreements supporting the internationally-agreed development goals.

### WTO/UNESCAP technical assistance programme

The programme's objective is to increase government officials' understanding of the current state of play of negotiations under the Doha Development Agenda and the implications for trade policymaking at the national level, so as to assist ESCAP members and associate members to have a better national planning process and implementation of WTO commitments, and thus lead to a strengthened multilateral trading system and fulfill the countries' development potential.

Among 62 members and associate members of ESCAP, 9 members and 7 associate members have no WTO status, while 6 have observer status and are at various stages of the WTO accession process. There are 36 members of WTO. The Asia-Pacific region still accounts for the high proportion of countries that are not yet members of WTO and thus accession is an issue of special concern to ESCAP.

The beneficiaries of the programme are mainly government officials in the Asia-Pacific region (macro level), and occasionally researchers and policy-analysts.

To facilitate networking, information-sharing and dialogue among governments, ESCAP organizes regional seminars with trainers coming from WTO, ESCAP and relevant partner institutions. Access to WTO and ESCAP databases is provided.

Since its initiation in 1999, this service has progressed in line with the evolving nature of the WTO negotiations. Recent activities cover the fields of TRIPS, Trade in Services, agriculture, NAMA, trade facilitation and regional trade agreements. Over 12 years, more than 60 courses were delivered involving more than 2,000 trade policymakers from developing countries in the Asia-Pacific region benefiting from this programme.

For more information: [www.unescap.org/tid/wto.asp](http://www.unescap.org/tid/wto.asp)

### Trade policy and negotiation advisory services

ESCAP is providing advisory services in area of trade policy formulation, negotiation and implementation on requests to its member countries especially those countries with special needs (LDCs, LLDCs, SIDs and countries with economies in transition), including through the established platform such as ARTNeT. For example, ESCAP has organized trade priority research course for Myanmar and is now organizing Training of Trainers' programme for preparing them towards formulating a regulatory framework or negotiations and integrating to the ASEAN Economic Community (AEC). For Mongolia ESCAP has provided advisory services relating to their accession to the Asia-Pacific Trade Agreement (APTA) and preparedness for negotiating the Economic Partnership Agreement with Japan. ESCAP also publishes practical guides and technical briefs on trade negotiation and implementation of modalities.

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## UNECE

### Regulatory cooperation and standardization policies

Differences between national regulatory regimes and between voluntary standards may constitute a barrier to exports, especially for small companies that operate in developing and transition economies. The interaction between regulatory and compliance regimes may further adversely impact on competitiveness.

To facilitate the integration of countries with economies in transition into regional and world trade flows, the UNECE, through its Working Party on Regulatory Cooperation and Standardization Policies, provides regional and international forums for discussing concrete initiatives in the areas of technical regulation, standardization, conformity assessment, and market surveillance.

In particular, and with the overall objective of reducing or eliminating technical barriers to trade, the UNECE:

- Elaborates recommendations and best practice to assist countries in creating a business-friendly standardization and regulatory environment that also protects consumers' health and safety, the environment, and other public interests;
- Draws up proposals for harmonizing technical regulations and conformity assessment procedures in the region through agreed, objective criteria for metrology and conformity assessment;
- Undertakes studies on ways to promote the wider use, in trade, of agreements on the mutual recognition of tests and certificates;
- Promotes regulatory cooperation and mutual confidence among regulatory authorities (and trading partners).

Capacity building activities in this area of work consist of seminars and workshops that aim to:

- Provides advice and assistance to countries on the implementation of agreed UNECE recommendations on regulatory cooperation and standardization policies;
- Encourages coordination in national regulatory and standardization policies and their alignment with international practices;
- Launches bi-lateral, regional or multilateral dialogues with a view to harmonizing the regulatory requirements for specific products/services;
- Discusses the design and implementation of national conformity assessment schemes in order to promote practices that are the least restrictive to trade while still ensuring confidence in national test results for exported products;
- Promotes market surveillance practices that provide adequate consumer protection while minimizing any adverse impact on trade.

The main beneficiaries are governments and state organizations that enforce technical regulations and ensure market surveillances well as trade promotion organizations.

The UNECE works with countries and regional groupings to support the implementation of UNECE Recommendation "L" which provides an "International Model for Technical Harmonization". The International Model is an important UNECE achievement and has been used as a tool to facilitate regulatory convergence in a number of different sectors, in particular in telecommunications, earth-moving machinery, and, more recently, oil and gas pipeline security and equipment for explosive environments.

Several regional organizations, both from within and outside the UNECE region, are also collaborating with the UNECE in order to use the International Model to support the alignment of their regulatory regimes in specific sectors or product areas. Among these are the Customs Union of Belarus, Russia, and Kazakhstan, the Commonwealth of Independent States (CIS), the Regional Cooperation Council, the EurAsian Economic Community (EurAsEC) and the African Organization for Standardization (ARSO).

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Market surveillance is also an important area of work. It is the main regulatory response to ensure that products placed on the market, whether produced locally or imported, conform to regulatory standards for consumer protection and the safety of workers. Market surveillance authorities can also be empowered to ensure that the marks the goods carry – be they quality marks or brand names – are genuine. UNECE Recommendation “M” on the “Use of Market Surveillance Infrastructure as a Complementary Means to Protect Consumers and Users Against Counterfeit Goods”, sets out a novel approach in the fight against counterfeit goods, notably through the involvement of market surveillance authorities and the intellectual property owners. The UNECE is currently developing guidelines on best practices in market surveillance, which will also support work with countries in this area.

Since 2009, the Working Party has been working on promoting the use of risk management tools in the development and implementation of technical regulations. In 2011, it adopted a Recommendation which provides that regulatory authorities should establish, implement and maintain a process for determining, analysing, reviewing and monitoring an acceptable level of risk within a regulatory framework. It also developed a body of best practices for enabling regulatory authorities to promptly identify and evaluate risks that confront businesses and consumers, and choose an appropriate risk treatment. In this new area of activity, the UNECE works closely with the International Organization for Standardization (ISO) and, in particular, its technical committee on “Risk Management”, as well as with the International Electrotechnical Commission (IEC) and its schemes for the assessment of conformity to standards.

The Regulatory Cooperation and Standardization Policies unit of UNECE cooperates closely with numerous organizations and agencies: national ministries, regulatory and market surveillance bodies, international standards-setting organizations, regional standardization organizations (including in the CIS region), organizations and agencies of the UN family, donor agencies, consumers and industry associations.

For more information: [www.unece.org/trade/wp6/welcome.htm](http://www.unece.org/trade/wp6/welcome.htm)  
[www.unece.org/trade/wp6/documents/wp6\\_tor.pdf](http://www.unece.org/trade/wp6/documents/wp6_tor.pdf)

### **Promotion of knowledge-based development**

The UNECE Subprogramme on Economic Cooperation and Integration promotes a policy, financial and regulatory environment conducive to economic growth, knowledge-based development and the higher competitiveness of countries and businesses in the UNECE region, with a focus on countries with economies in transition.

The UNECE Committee on Economic Cooperation and Integration (CECI) is the intergovernmental body that oversees the work under this Subprogramme. The CECI programme of work is structured around five main thematic areas:

- Innovation and competitiveness policies;
- Entrepreneurship and enterprise development;
- Financing innovative development;
- Public-private partnerships for infrastructure development and the provision of public services;
- Commercialization and protection of intellectual property rights.

Based on an extensive policy dialogue and exchange of experiences and lessons learned, CECI develops guidelines, recommendations and other policy-oriented documents in the thematic areas covered by its programme of work. The results of the policy-oriented normative work are then converted into practical guides and training materials and modules for use in capacity building activities.

CECI provides a forum for high-level policy dialogue and knowledge-sharing initiatives and serves as a focal point for the development of practical solutions to important policy issues related to the establishment of a policy, financial and regulatory environment conducive to economic growth and innovative development. CECI has developed extended expert networks which include experts from Member States’ Governments, the business and academic communities and civil society, who participate actively in the implementation of its programme of work. Through these expert networks, CECI is promoting an ongoing multi-stakeholder policy dialogue and is undertaking policy-oriented normative work in promoting the development of a knowledge-based supply capacity in the UNECE region.



The policy dialogue and the related soft regulatory work take various forms, including open policy discussions, conferences, policy seminars, expert seminars and meetings. One important aspect of the related multi-stakeholder policy dialogue is that it offers a platform for a variety of experts and think tanks to present their views on the issues that are addressed. This helps governments and national policy makers to make more informed choices in selecting policy options.

CECI is also mandated to deliver demand-driven policy advisory services and other capacity-building activities in mandated areas. To this effect, all meetings organized under the auspices of CECI are designed to contain a capacity-building component. In addition, CECI is underwriting a range of targeted field-based capacity-building activities in the areas of its competence.

For more information: [www.unece.org/ceci/](http://www.unece.org/ceci/)



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## UNECLAC

### **Integrated database of trade disputes for Latin America and the Caribbean**

The objective is to provide information and disseminate knowledge about the trade dispute systems in which Latin American and Caribbean countries participate to officials of ECLAC member countries, experts, members of the private sector, NGOs, students, and other civil society institutions and interested persons in general.

It provides analysis of the main issues involved in trade disputes of interest to the region, and information on trade disputes rulings in relation to the WTO, Mercosur, the Andean Community, the Central American Common Market, and CARICOM. The service contributes to comparative analysis by allowing different types of searches in relation to trade disputes under different subregional agreements in Latin America and in the WTO.

Inputs used are individual expertise, training, seminars, workshops, conferences, group discussions and any educational course delivered to a group (on-site or in-house), technical missions, expert consultations, specialized advice, investigations, analysis, diagnostic studies, surveys, access to the database and reference guides.

Impact: There has been wide diffusion of the database, through links in other institutions, including the WTO and the World Bank, and it has been highly praised by organizations competent in international trade.

For more information: [http://badicc.eclac.cl/controversias/index\\_en.jsp](http://badicc.eclac.cl/controversias/index_en.jsp)



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## UNEP

### **Legal and regulatory frameworks in eco-labelling**

UNEP is conducting a number of activities addressing legal and regulatory frameworks, particularly in the eco-label sector. The 'Enabling developing countries to seize eco-labelling opportunities' project initiated by UNEP in 2007 aims to promote the production of goods and services that are compliant with internationally recognized voluntary standards and eco-labels. Eco-labels have become increasingly popular in European and other western countries; however, due to the lack of information, expertise, technology, and resources, emerging countries have often not been able to seize the opportunities that eco-labels can provide. Instead, these countries often perceive them as trade barriers when trying to export non-certified products into developed countries where these measurements are required.

The project provides capacity building and technical assistance for industries to meet the requirements of the life cycle based eco-labels (ISO type I) used in export markets and for governments to create enabling policy framework in synergies with other policy approaches such as public procurement. In selected countries, a specific sector was targeted: the TV sector in China, the textile sectors in India and South Africa, the footwear sectors in Mexico and Kenya and the paper sector in Brazil. At the normative level, the project is working with the Global Ecolabelling Network, an association of eco-labelling programmes from around the world, to promote greater cooperation and mutual recognition of eco-labels.

The project has already been successful in positioning eco-labelling as a market opportunity to emerging economies rather than a “green barrier”. Twelve companies from six countries have applied or are in the process of doing so for the certification with the EU ecolabel. National governments have strong interest in promoting sustainable consumption and production (SCP) including eco-labelling as a conceptual framework. Governments of Brazil, Mexico, China and South Africa introduced and reinforced the provision of credible and verifiable product environmental and social information as a strategic element of the policy framework on SCP.

## UNIDO



### Strengthening the legal and regulatory framework for conformity

UNIDO provides assistance to governments for the development of the legal and regulatory framework for the implementation of, in particular, the WTO agreements on Technical Barriers to Trade (TBT), and on Sanitary and Phytosanitary (SPS) measures, and their effective application in the area of standard setting and harmonization, metrology/calibration, food safety, product testing, accreditation, inspection, enterprise management system certification, and quality. This also includes legal and regulatory provisions for market surveillance, the promotion of consumer health and safety, animal and plant health issues, and the protection of the environment.

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## WB



### WTO accession and trade policy training

The World Bank Institute provides training for government officials in WTO accession countries to help them evaluate the economic implications of WTO membership and of the legal and regulatory reforms associated with implementing WTO commitments. In recent years these training programs have focused on countries completing the transition to a market economy: Central Asian countries, China, Russia, Ukraine, and Vietnam.

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For example, in Vietnam the World Bank has partnered with a local institute to train over 1,100 parliamentarians, negotiators and researchers; in China, it has provided training for trade negotiators and provincial officials on agricultural trade policy and poverty, services, and the implications of regional FTAs.

The Bank provides assistance related to: trade policy reforms and regional or multilateral negotiating options, such as market access modeling tools (Russia, Morocco, Indonesia, Bangladesh, Kenya), safeguards/anti-dumping (Andean countries, Morocco), services trade (Central American countries, Bangladesh), and other countries' FTAs (Egypt, Thailand).

### **Assistance on preferential trade agreements**

The Bank has also conducted comprehensive analyses of the regional preferential trade agreements (PTAs) that are reshaping the world trading system. It is providing technical assistance to countries negotiating PTAs in an effort to improve their design and help governments use them to promote domestic reforms.

### **Advisory work on trade regulations and procedures**

The joint World Bank-IFC Foreign Investment Advisory Services (FIAS) unit provides technical assistance to developing countries to help them reduce the costs of international trade through streamlined trade regulations and procedures. The FIAS program provides advisory services to:

- Simplify and harmonize procedures and documentation;
- Implement electronic processing/automation and develop single window systems;
- Introduce risk management in border inspections and clearance;
- Build capacity to improve efficiency in customs and technical control agencies.

Technical assistance (TA) projects in Liberia, Colombia, and Rwanda have helped to reduce the time and cost to trade that is accounted by administrative and regulatory processes.

### **Lending to meet trade standards**

The Bank provides lending to meet trade standards in agriculture and industry, particularly in Africa, East Asia and Europe-Central Asia. While the scale of this work is still relatively small, the Bank's lending portfolio for standards is growing. The combined volume of lending for trade standards is currently around US\$200 million, and the lending for agri-food standards has grown from less than US\$50 million a decade ago to around US\$150 million today.

### **Agri-food standards support**

Product standards in developed countries on agricultural products may be more stringent than required to achieve the intended health benefits and safety outcomes while differing requirements between countries can result in substantial additional costs for producers and mean that foreign firms (particularly those in LDCs) may be effectively shut out of foreign markets. The World Bank is: (i) investigating the effects of national and international agricultural standards on trade, particularly as they impact exports from LDCs; (ii) helping policymakers – particularly those in developing countries – better understand the economic and practical consequences of adhering to international product standards; and (iii) informing policymaking, capacity building and technical assistance programs so as to promote trade in agricultural goods from the developing world. To assist in this endeavor a Standards Restrictiveness Database (SRD) is also being developed. The SRD compiles standards data from 27 importing countries into a comprehensive and workable database and includes monthly information on each imported agricultural product and the list of pesticides and quantities allowed in each case. These standards data were then matched to Harmonized System (HS) codes to be able to append the trade data. The activity is matching the data for 233 agricultural products, enabling the analysis of the impact on trade for more than 1000 pesticides. The development of this new database will allow for a better understanding of the economic and development impact of standards on trade in agricultural goods – particularly as it relates to exports from developing countries. It will also be available to draw upon for informing lending operations, Poverty Reduction Strategy Papers (PRSP), and Bank instruments such as Country Assistance Strategy (CAS) and Country Economic Memorandum (CEM).

WIPO



### Legislative assistance

WIPO provides legislative and policy advice under a number of different modalities, in accordance with the specific interests and the requests of Member States in the following ways:

(i) A country that does not have legislation in a particular IP field may request from the WIPO Secretariat a draft law. The draft would take into account specific national considerations, such as that country's membership in international/regional/bilateral agreements, its level of economic development and specific national IP policy and related public policies, such as innovation, transfer of technology, foreign investment, trade, health, as well as agricultural and industrial policies. The authorities of the requesting country are encouraged to revise the draft as they see fit and to undertake consultations with different stakeholders, namely, IP owners, users, policy makers, legislators and other competent bodies. The Secretariat would then provide comments on the revised text or accompany the authorities throughout the consultations process.

(ii) A country that does not have legislation in a particular IP field may prepare a draft law/act which is submitted to the WIPO Secretariat for comments. Comments would take into account specific national considerations, such as that country's membership in international/regional/bilateral agreements, its level of economic development and specific national public policies, such as innovation, transfer of technology, foreign investment, trade, health, as well as agricultural and industrial policies. The authorities of the requesting country are encouraged to analyze the comments and to incorporate them as they see fit and to continue consultations as they consider appropriate. The Secretariat would be available for assistance from Geneva or to accompany the authorities during the national consultations.

(iii) A country that already has legislation in a particular IP field may consider revising the law, either because changes in national policies make it advisable to do that or due to new multilateral or bilateral commitments. One of the methods of assistance mentioned above may be considered.

(iv) The WIPO Secretariat also undertakes advisory missions to Member States upon request for bilateral discussions on legislative matters; or receives national officials and policy-makers for discussions at the WIPO headquarters. Discussions on legislative matters are also addressed in the course of numerous other workshops, roundtables, seminars and meetings.

The elaboration of a draft/comments would not, however, constitute the end of WIPO's assistance, but rather represent one step, although a very important one, in the process of the adoption of the law/act. Assistance would be available throughout the discussions in the national parliament or other competent bodies until approval takes place. Once the law is enacted, the Member State may request further WIPO assistance to achieve its efficient implementation and enforcement. This may include generating awareness in respect of the new legislation as well as training officials, judges and lawyers.

### Guiding principles

As drafting legislation is a very sensitive area of work by its very nature, an express written request from the national authorities is required for WIPO to start working on such a project.

Legislative and policy advice provided by WIPO is given directly to the authority that requests the assistance; otherwise it is sent through the diplomatic representation in Geneva, on a strictly bilateral and confidential basis. Documents containing drafts or comments are kept confidential in WIPO and any reference to the assistance provided will in no circumstances disclose its content. Needless to say that the recipient member States are free to disclose the contents of those documents, for example for consultations with stakeholders or to national experts for second thoughts on the assistance received.

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The task of legislative assistance has been distributed to four separate teams, namely:

- Patents, Utility Models, Trade Secret and Integrated Circuits are under the purview of the Patent Law Division, Innovation and Technology Sector
- Copyright and Related Rights are under the purview of the Copyright Law Division, Culture and Creative Industries Sector
- Trademarks, Trade Names, Geographical Indications and Designs are under the purview of the Law and Legislative Advice Division, Brands and Designs Sector
- Building Respect for IP under the purview of the Building Respect for IP Division, Global Issues Sector

WIPO's assistance is consistently based on the multilateral legal framework, which covers mainly 25 international treaties that are under the administration of the WIPO Secretariat. Additionally, in 1995 the WIPO Secretariat received a mandate from the WIPO General Assembly to assist both its own Member States and WTO Members in implementing their obligations under the Agreement on Trade-Related Aspects of Intellectual Property Rights (the TRIPS Agreement). Member States of WIPO and of the WTO were mainly concerned with the timely implementation of their TRIPS obligations, so WIPO's advice focused on ensuring that national legislation would be in compliance with those obligations, which is still a very important source of work, since a number of developing countries and LDCs are still in the negotiation process or whether to join the WTO.

Since bilateral and regional legislations are increasingly covering IP matters, WIPO's legislative assistance also needs to refer to commitments undertaken in the framework of such agreements. On several occasions, a specific request for assistance has been presented to WIPO for the implementation of commitments that derive from negotiated bilateral or regional treaties when it comes to their implementation stage.

Authorities in charge of drafting laws frequently request advice from WIPO regarding how to use available multilateral flexibilities so as to accommodate particular national interests that are specific to their countries. Advice is provided only after careful consideration of the flexibilities in question, of their TRIPS-consistency and of their legal, technical and economic implications. The ultimate decision regarding the choice of legislative options lies exclusively with each individual Member State, of course.

#### **Progressive development of patent laws**

The Standing Committee on the Law of Patents (SCP) was created in 1998 to serve as a forum to discuss issues, facilitate coordination and provide guidance concerning the progressive international development of patent law. The Committee is composed of all Member States of WIPO and/or of the Paris Union, and, as observers, certain Member States of the UN non-members of WIPO and/or Paris Union, as well as a number of inter-governmental and non-governmental organizations. In recent years, the Committee has been discussing, in particular, the following topics: (i) exceptions and limitations to patent rights; (ii) quality of patents, including opposition systems; (iii) patents and health; (iv) confidentiality of communications between clients and their patent advisors; and (v) transfer of technology

In addition, WIPO organizes or co-organizes a number of workshops and seminars on various aspects of patent law with the view of strengthening the capacity of stakeholders of its Member States in developing a patent system that promotes innovation and facilitates dissemination and transfer of technology.

**Progressive development of trademark laws**

The Standing Committee on the Law of Trademarks, Industrial Designs and Geographical Indications (SCT) is a forum to discuss issues, facilitate coordination and provide guidance concerning the progressive international development of the law of trademarks, industrial designs and geographical indications, including the harmonization of national laws and procedures. It was established by a decision of the Assemblies of the Member States of WIPO and the Unions administered by WIPO in March, 1998 (document A/32/7, paragraph 93). The SCT submits its recommendations and policies to the WIPO General Assembly for approval. Participation in the SCT is open to all Member States of WIPO or the Paris Union for the Protection of Industrial Property as members. In addition, Member States of the United Nations that are not members of WIPO or the Paris Union, intergovernmental organizations, and non-governmental organizations accredited with observer status at WIPO may participate in the Intergovernmental Committee in an observer capacity. Recent work of the SCT covers the following topics; (i) modes of representation of new types of marks; (ii) opposition procedures; (iii) grounds of refusals for trademarks; (iv) technical and procedural aspects of certification and collective marks; (v) the protection of names of countries; and (vi) industrial design registration formalities.

**Progressive development of copyright laws**

The Standing Committee on Copyright and Related Rights (SCCR) was set up under the 1998-1999 biennium in order to examine matters of substantive law or of harmonization in the field of copyright and related rights. The Committee is composed of all Member States of WIPO and/or of the Berne Union, and, as observers, certain Member States of the UN that are non-members of WIPO and/or the Berne Union, as well as a number of intergovernmental and non-governmental organizations. By reason of its technical expertise and the breadth of representation of Member States, the Standing Committee is able to advance the discussion on the substance of issues to the point where the main characteristics of the possible solution are clear, and then to formulate recommendations for consideration by the General Assembly or a Diplomatic Conference. The Committee has just concluded work on the Beijing Treaty on Audiovisual Performances, has sent a draft text for a treaty on limitations and exceptions for visually impaired/print disabled persons to a diplomatic conference to be held in June 2013, and is currently engaged in discussing (i) limitations and exceptions regarding libraries and archives, educational and research institutions, and other persons with disabilities, as well as (ii) the protection of broadcasting organizations.

**Building respect for intellectual property**

In the area of intellectual property enforcement, in the absence of a norm-setting mandate, WIPO contributes to the progress in the international policy dialogue among its Member States through its Advisory Committee on Enforcement. In line with recommendation 45 of the Development Agenda and Strategic Goal VI ("International Cooperation on Building Respect for IP"), WIPO delivers services to assist in the creation of an enabling environment that promotes respect for IP in a sustainable manner and strengthened capacity in Member States for the effective enforcement of IP rights in the interest of social and economic development and consumer protection. This is achieved by providing technical and legislative assistance as well as giving training to the relevant stakeholders following requests from Member States, in addition to the assistance in the progress of international policy dialogue. WIPO also closely cooperates with a large number of intergovernmental and non-governmental organizations to ensure constructive, result-oriented international cooperation, integrating balanced and development-related concerns in joint projects.



## WTO

### Legal Advice

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A key objective of the WTO's technical assistance programme is to assist countries to comply with their commitments under the various multilateral trade agreements and, in so doing, put in place an appropriate regulatory framework of their choice. There is the recognition that an effective regulatory framework is sine qua non to countries deriving significant benefits from the multilateral trading system. Pursuant to Article 27.2 of the Dispute Settlement Understanding (DSU), the WTO has engaged two consultants to provide legal advice to developing countries wishing to have recourse to the WTO dispute settlement system. This is in recognition of the fact that the system is a central element in providing security and predictability to the multilateral trading system. Furthermore, the WTO is mandated under Article 27.3 of the DSU "to organize specialized dispute settlement courses for developing countries with a view to strengthening their capacity to fully understand the relevant rules and procedures and to be able to effectively use the dispute settlement system to defend their rights and legitimate obligations".

### Establishing and strengthening reference centres

WTO Reference Centres on the multilateral trading system use information technologies to help decision-makers in developing countries better understand and make better use of the rules and mechanisms of the WTO. They are usually established at the national level of eligible beneficiaries, and are generally attached to the Ministry of Trade. Exceptionally, Reference Centres can be established at the Permanent Mission and/or at regional bodies and/or organizations. The main objective of establishing and strengthening Reference Centres is that government officials, the press, the business community, academia, and other authorized users have better access to WTO-related trade information and documentation. Resource persons, namely coordinators, are attached to the Reference Centres, to help users find their way through the technical and legal documentation.

Reference Centres are being increasingly promoted as e-learning centres in member countries. Indeed, the learning function of each Centre is being strengthened in order to support the development of participants' autonomy, with a view to building and sustaining the long-term human and institutional capacity of beneficiary countries to participate more effectively in the rules-based multilateral trading system. Furthermore, the appointment of a dedicated RC manager has allowed ITTC to strengthen ownership at the national level. These managers receive comprehensive training on the access and use of relevant information needed to support their participation in the multilateral trading system.



# [ Supply Capacity ]



## SUPPLY CAPACITY



African Development Bank (AFDB)



United Nations Development Programme (UNDP)



Asian Development Bank (ADB)



United Nations Economic and Social Commission For Asia and the Pacific (UNESCAP)



Caribbean Development Bank (CDB)



United Nations Economic Commission for Africa (UNECA)



European Bank for Reconstruction and Development (EBRD)



United Nations Economic Commission for Latin America and the Caribbean (UNECLAC)



Food and Agriculture Organization (FAO)



United Nations Environment Programme (UNEP)



Inter-American Development Bank (IDB)



United Nations Human Settlements Programme (UN-HABITAT)



International Atomic Energy Agency (IAEA)



United Nations Industrial Development Organization (UNIDO)



International Labour Organization (ILO)



United Nations Relief and Works Agency for the Palestine Refugees in the Near East (UNRWA)



International Telecommunication Union (ITU)



World Bank Group (WB)



International Trade Centre (ITC)



World Tourism Organization (UNWTO)



United Nations Conference on Trade and Development (UNCTAD)

AfDB



### Private sector development

The growing role of the private sector in achieving sustainable development and poverty alleviation is evident worldwide. The African Development Bank considers private sector development a major objective of its development activities. The Bank addresses private sector development at two primary levels:

- Assisting African Governments to improve the enabling environment for the private sector (physical infrastructure and regulatory frameworks);
- Creating catalytic and demonstration effects by assisting entrepreneurs with specific transactions (infrastructure, industries and services, and financial intermediation).

For more information: <http://www.afdb.org/en/topics-sectors/sectors/private-sector-development/>

### Agriculture and agro-industries

The Bank's Agriculture and Agro-industry Department focuses on activities in the agricultural and rural development sectors, including irrigation, livestock, fisheries, forestry, natural resources and environmental management. It is also charged with building Bank capacity and operations in agro-industry. Half the Bank's active operations portfolio comprises projects in this department. It is estimated that about 60 per cent of the investment is in infrastructure.

For more information: <http://www.afdb.org/en/topics-sectors/sectors/agriculture-agro-industries/>

### African Fertilizer Financing Mechanism (AFFM)

This facility would serve as a vehicle for financing various activities: (i) helping public and private sectors conduct feasibility assessments and secure financing for promising fertilizer production ventures; (ii) Improving the economies-of-scale of fertilizer production, procurement and distribution; (iii) boosting fertilizer demand by extending credit guarantees to farmers and suppliers; and (iv) exploiting other opportunities in the value added chain.

For more information:

<http://www.afdb.org/en/topics-sectors/initiatives-partnerships/african-fertilizer-financing-mechanism/>

### Making finance work for Africa partnership

This Partnership is a G-8 initiative to support the development of African Financial Sectors. The Partnership supports the efforts of African countries to accelerate economic growth and reduce poverty by facilitating financial sector development. MFW4A provides a platform for joint action, dissemination of ideas and coordination amongst its partners and stakeholders in response to these collective priorities.

For more information: <http://www.mfw4a.org/>

### African Financial Markets Initiative (AFMI)

Financial sector development is paramount to successful and sustainable economic development. Indeed a more effective formal financial system will contribute significantly to a better allocation of resources for investments, while an improved access to financial services for the poor and the rural population will help alleviate poverty.

For more information:

<http://www.afdb.org/en/topics-sectors/initiatives-partnerships/african-financial-markets-initiative-afmi/>

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## ADB

### Grants

ADB provides grants to support the development of micro-, small- and medium-sized businesses in its developing member countries. The grants also enhance business laws and regulations to facilitate the operations of those enterprises, improve their access to market-based funding, and strengthen the business support infrastructure.



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## CDB

### Export

Given the openness of Caribbean economies, CDB, throughout its history, has always been involved directly and indirectly in promoting the expansion of the external sector as part of its strategy to promote growth, expand employment and reduce poverty in the Region. In the early decades, most of the attention focused on export agriculture (sugar, bananas) and light manufacture for export (garments, shoes, paper, wood, chemical and non-metallic mineral products). More recently, the Bank has been substantially engaged in the provision of infrastructure and direct investments in the tourism industry. The expansion and diversification of the Region's export supply capacity remains an enduring preoccupation of the Bank.

Currently, the Bank is engaged in a number of technical assistance projects with other donors such as the IDB to strengthen private sector activity in the Region.

### Loans and grants

The CDB provides loans and grants directly to the Governments of its Borrowing Member Countries (BMCs), to public sector enterprises and to private sector entities and enterprises operating within its BMCs. The Bank also provides funding to regional institutions (e.g CARICOM and CARICOM-affiliated agencies), and loans for pre-investment/feasibility studies if it considers a project worthy of investigation.

Specific private sector development projects which are considered not large enough to warrant direct supervision by CDB may be financed through loans to national development banks or other suitable intermediaries.

### Equity operations

CDB may make equity investments where this assists the Bank in fulfilling its development mandate. This can be done through taking a minority stake in specific companies or through investing in equity funds that have a mandate to invest in companies in CDB's BMCs.

### Project financing

CDB's operations provide principally for the financing of specific projects, (whether forming part of national, sub-regional or regional development programmes) in such fields as agriculture, livestock, fisheries, forestry, marketing, manufacturing, mining, refining, tourism, export services, transportation, housing (low and lower/middle income), education (including student loans and training for resource development), power, water, sewerage, infrastructure and related services, waste management, environment protection and poverty reduction. An important consideration in all of these projects is the promotion of social equity and environmental sustainability.

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EBRD



### Agribusiness

The EBRD is the single biggest investor in the agribusiness sector in its countries of operations. Its work spans all the activities throughout the production chain, from farming, processing and trading to food distribution, packaging and retailing. The Bank has also played a major role in developing this sector by supporting local and foreign corporate clients as well as micro, small and medium-sized enterprises.

The EBRD's countries of operations have many competitive advantages in the agribusiness sector. They account for more than 20% of the world's potentially arable land, with top-quality soils and an abundance of skilled labour. The region is home to 400 million consumers with increasing average incomes driving an ever-growing demand for high-quality products and improvements in distribution and retailing.

The Bank recognizes that the agribusiness sector can have a profound effect on human health and on the environment and that its sustainable development is a fundamental aspect of sound business management. It will therefore pay particular attention to compliance with appropriate standards. It will also ensure that its clients are committed to improving health, safety and environmental protection performance throughout the food chain.

Underlining this approach to the promotion of sustainable investments, 2011 saw the approval of the EBRD's new Agribusiness Sustainable Investment Facility. The facility builds on previous successes in addressing energy efficiency within the sector, widening its remit to promote environmental and social investments.

As well as providing financial and technical support for the entire food chain, the EBRD also makes a significant contribution to policy dialogue, leading the way with its Private Sector for Food Security Initiative as well as via the G-20 Food Security Private Sector Working Group.

For more information: <http://www.ebrd.com>

### The Enterprise Growth Programme (EGP) and Business Advisory Services (BAS)

Micro, small and medium-sized enterprises (MSMEs) form the backbone of a dynamic market economy and the EBRD fosters entrepreneurship in its countries of operations not only through capital funding, but also by providing business expertise.

The Enterprise Growth Programme (EGP) (formerly the TurnAround Management, or TAM) and Business Advisory Services (BAS) are essential components of the EBRD transition toolkit, as well as of the donor programmes which support them. The two programmes promote good management in the small and medium-sized enterprise (SME) sector in the EBRD region, by providing direct support to individual enterprises, helping them to grow their businesses. Both programmes are run on a not-for-profit basis, with a majority of donor funding coming from the European Union.

The EGP focuses on substantial managerial and structural changes within companies by providing industry-specific management expertise through the advisory services of experienced former CEOs and directors from economically developed countries. These advisers transfer management and technical know-how to enterprises, conveying the principles of responsible corporate governance and sharing commercial experience directly with CEOs and senior managers. EGP is managed on a not-for-profit basis and utilizes multiple donor funds to provide the costs of support for the projects; none of the funding is given to the enterprises. Since its inception in 1993 EGP has assisted more than 1,850 companies, committing €117 million in donor funding (majority from the European Union) across 30 countries.

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The Business Advisory Services (BAS) helps private enterprises to adapt to the demands of a market economy. It also supports short-term projects with narrowly defined objectives and carries out market development activities to facilitate the development of a sustainable infrastructure of local business advisory services in the countries of operations. Since its inception in 1995 BAS has assisted over 10,200 projects, committing €53 million of donor funds (the majority from the European Union), to assist MSMEs, matched by €50 million in client contributions.

For more information: <http://www.ebrd.com>



## FAO

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FAO's basic aim is to create sustainable increases in agricultural productivity, the competitiveness of the products produced, and improvements in the supply and availability of food and other products from the crop, livestock, fisheries and forestry sectors. Virtually all FAO activities, and especially field programmes, aim at and contribute to building the supply-side capability of agriculture and making the sector competitive in trade. Three services can be singled out as being most pertinent from the standpoint of FAO: (i) value chain integration; (ii) technology upgrade; and (iii) rural linkages.

### Increase agricultural productivity

FAO aims to address the challenge of how to increase agricultural productivity to meet the growing food needs of populations and improve producer incomes. The service is important because it promotes holistic systems approaches which recognize the economic and social - including gender - dimensions related to the transfer and adoption of appropriate technology. The resulting increased productivity can bring about rapid and major increases in production, trade, and producers' incomes.

The service aims to assist countries in the adoption of appropriate technology to intensify production systems in a sustainable way, and to ensure sufficient supplies of food and agricultural, fisheries and forestry goods and services. Some key components of the service include:

- Monitoring advances in technology, including bio-technology, and analyzing their possibilities for enhancing production systems in member countries;
- Promoting and assisting in the evaluation of promising techniques for the intensification and diversification of crops, livestock, fisheries and forest production systems;
- Encouraging linkages among research and development experts and user organizations within and across regions for problem-solving and opportunity identification; enabling producers to participate in and have access to the results of applied research; and enhancing sustainable production and processing of crop, livestock, fishery and forest products.

While advising on new techniques and promoting applied research, emphasis is placed on enabling producers to increase productivity to levels commonly obtained in field demonstrations using existing techniques. The main beneficiaries include governments, farmers' organizations, research institutes, etc., in developing countries and countries in transition.

Inputs used include expertise, training, seminars, workshops, conferences, group discussions, technical missions, expert consultations, specialized advice, etc. The services also include the provision of equipment, books, reference materials, etc., where resources are available.

Several FAO departments provide assistance on supply-side capability, and it is difficult to pinpoint a particular focal point. The Technical Department, which is FAO's operational arm, is the general contact address for information.



## IDB



### Supporting the integration of Latin America and the Caribbean into the global economy through Aid for Trade

The Aid for Trade Initiative aims to help countries integrate into the global economy and to benefit from liberalized trade and increased market access by channeling resources to enhance trade-related capacities and overcome supply-side constraints. Trade is an engine for growth and poverty reduction when accompanied with appropriate complementary public and private sector policies.

The IDB has actively supported the implementation of the Aid for Trade Initiative (AFT) in Latin American and the Caribbean (LAC). As the main institutional counterpart for the World Trade Organization (WTO) in the region for AFT, the IDB, through its Integration and Trade Sector (INT), coordinates its activities with countries and other institutions, such as regional development banks, regional organizations and bilateral donors, and has actively participated in the implementation of several AFT activities, including collaboration with OECD and WTO on AFT monitoring exercise and more recently, on efforts to enhance AFT managing for results, and evaluation.

The key modalities of AFT delivery in LAC include:

- AFT is a priority on LAC development agendas;
- Private sector development is a key strategic goal of the AFT initiative in LAC;
- The regional dimension is a central component of the AFT initiative in LAC;
- AFT should be delivered and implemented in LAC according to the principles of the Paris, Accra and Busan principles on Aid Effectiveness.

The Bank established a multidonor Aid for Trade Fund, designed to help mobilize resources to support AFT implementation in LAC. The strong presence of the IDB in LAC, its recognized trade expertise, and its ability to channel funding and technical assistance to the region, including through other regional institutions, will improve coordination and effectiveness in implementing the AFT initiative. In August 2012, the AFT Fund had approved over 20 technical assistance projects.

For more information see: <http://www.iadb.org/en/topics/trade/aid-for-trade,1268.html>

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## IAEA



### Assistance to improve production methods

This service aims to assist developing countries to meet regulatory requirements, and as a result, enhance their opportunities to gain greater access to global markets. The objective is to assist member states to acquire the physical infrastructure and expertise to improve production methods, undertake quality control, and meet global trade standards.

Inputs used in the technical cooperation assistance to improve production methods include individual expertise, training, seminars, workshops, conferences, group discussions and any educational course delivered to a group (on-site or in-house), technical missions, expert consultations, specialized advice, investigations, analysis, diagnostic studies, surveys, etc. The service is provided in cooperation with national and regional institutions.

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## ILO

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### **Development of the business environment**

The aim of this service is to enhance the business environment in which small enterprises develop in a manner that serves employment goals. The service provides policy guidance, technical cooperation and international advocacy aimed at enhancing the employment creation potential of enterprises and ensuring appropriate levels of regulation. It focuses on those areas that are specifically relevant to small enterprises. The service is provided through direct technical assistance, training programmes, and the dissemination of information.

The ILO collaborates with other agencies through the Donor Committee for Enterprise Development (specifically the Working Group on Business Environment, which is chaired by the ILO), and the drafting of comprehensive guidance for donor agencies.

For more information: [www.ilo.org/seed](http://www.ilo.org/seed)

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### **Skills for Trade and Economic Diversification (STED)**

Skills for Trade and Economic Diversification' (STED) is a technical assistance tool developed by the ILO that provides strategic guidance for the integration of skills development in sectoral policies. It is designed to support growth and decent employment creation in sectors that have the potential to increase exports and to contribute to economic diversification.

STED takes a forward looking perspective, anticipating a sector's development and growth opportunities based on its global competitive position and market development. Together with an analysis of current skills supply and demand, this provides an outlook of existing and future skills shortages.

Thus, STED supports the formation of skills for which there is demand in the labour market and helps to avoid skill mismatches that contribute to unemployment, in particular among the young.

More information on country level experiences can be found here: [www.ilo.org/sted](http://www.ilo.org/sted).

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### **Value chain development**

The ILO's Value Chain Development work focuses on the subsectors that are most relevant for job creation and job quality improvement. The ILO aims at addressing systems and institutions that can drive competitiveness and job creation in specific sectors by using a market development approach. The ILO's interventions build on private sector development strategies that seek to strengthen enterprises, business relationships & services, market structures, and the business environment so that they channel more benefits to the poor and create more and better jobs effectively.

Relying on ILO's strong knowledge background in developing business service markets and its tools to improve the business environment as well as drawing from best practice conceptual thinking and participatory methodologies, ILO's Value Chain Development methodologies are now being applied in 25 projects in more than 20 countries around the globe.

A unique ILO strength in this area is training in Value Chain Development. In collaboration with the International Training centre of the ILO in Turin, more than 500 professionals have been trained in applying market development thinking to sectoral development strategies.

The ILO has been co-leading the UN VCD group that aims at sharing information and increasing the coherence of the UN systems interventions in the area of value Chain Development

Core practitioner tools and training resources can be accessed here:  
[www.ilo.org/valuechains](http://www.ilo.org/valuechains) and here [www.itcilo.org/marketdev](http://www.itcilo.org/marketdev)

### Workplace practices

In order to remain competitive in national and international markets, sustainable enterprises need to innovate, adopt environmentally friendly technologies, develop skills and human resources, and enhance productivity. The application of productive workplace practices, based on good labour-management relations and respect for workers' rights, provides an effective means of increasing enterprises' trade capacity and international competitiveness. The ILO uses a two-part strategy to promote good workplace practices: documentation and dissemination of examples of good practices, case studies and guidelines; and strengthening entrepreneurial management skills through capacity building and training resources that foster the adoption of good workplace practices in micro, small and large enterprises. Implementation of capacity building and training are carried out through strategic partnerships with ILO constituents - governments, workers' groups, and employers' groups.

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ITU



### ITU technologies infrastructures and applications

The programme assists developing countries to plan, build, operate, upgrade, manage and maintain technologies applicable in their networks and services. This includes the development of telecommunications and information infrastructure and applications.

The following technology-related domains receive priority:

- Digital broadcasting
- Spectrum management and monitoring
- Network and infrastructure planning
- Wireless broadband
- Innovative technological applications
- IMT (Mobile communications)
- Rural telecommunications

For more information: <http://www.itu.int/ITU-D/tech/index.html>

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ITC



Contributing to sustainable development by enabling SMEs in developing countries to export is the *raison d'être* of ITC. As a relatively small international organization, ITC cannot satisfy demand for direct TRTA on its own. ITC typically uses TSIs in partner countries to build long-term sustainability. During 2010–2011, ITC demonstrated an annual capacity to directly train 1,250 enterprises in basic business and export management, and coach 750 enterprises to generate exports. Thus, the organization's approach to supporting enterprises is divided between tailor-made initiatives focused on export-led enterprise development, integrated sector development, and indirect support provided through trade support institutions to broaden ITC's reach.

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### **Export-led sector development**

ITC's approach to supply capacity is market driven. International buyers today expect suppliers to undertake services beyond simple production. ITC provides a holistic value chain perspective to assist small and medium enterprises, trade support institutions and communities to:

- Develop market strategies in specific product/sectors and support them in enhancing product value;
- Match supply-side requirements to demands in destination markets;
- Convert commercial opportunities into actual business, for instance by facilitating linkages with buyers and marketing advice in export markets.

In addition, ITC supports sector stakeholders and associations in designing and implementing sector strategies and sector development programmes.

Sectors are selected based on market opportunity and all initiatives are jointly implemented with local institutions to ensure the sustainability of results beyond the project duration.

ITC's assistance to increase the international competitiveness of developing country exports is mainly provided through:

- Training and counselling;
- Marketing assistance; and
- Information provision and advisory services.

The integrated sector development approach is employed by many of ITC's large programmes, including the Netherlands Trust Fund II programme, which focuses on enhancing the competitiveness of sectors with high export potential in five countries: IT and IT-enabled services in Bangladesh, tree fruits in Kenya, mango in Senegal, Rooibos and automotive components in South Africa and coffee in Uganda. By the end of 2011, stakeholders in Uganda completed the update of the coffee sector strategy with the support of ITC. Coffee farmers were enabled to improve the quality of coffee exports in a relatively short period as a result of training delivered to coffee farmer associations on coffee drying, sorting and storage. In Kenya, the "Fruit Team" established within the Fresh Produce Exporters Association of Kenya works with three commodity working groups, including strong private-sector representation, to devise a strategic long-term vision to boost exports of Kenyan avocados, mangoes and passion fruit.

For information: Sector development: <http://www.intracen.org/exporters/sectors/>

### **Exporter competitiveness**

ITC provides solutions to assist SMEs in developing countries, including women-owned enterprises and poor communities to increase their international competitiveness. These solutions are customized to address the opportunities presented by international markets and the needs of the SMEs and may be packaged as part of sector value chain approach.

The exporter competitiveness tools offered by ITC include:

- Packaging
- Marketing and branding
- E-business solutions

For more information:

Exporter competitiveness <http://www.intracen.org/Exporters/Exporting-Better/>

**Modular Learning System on Supply Chain Management**

Over the past ten years, the Supply Chain Management (SCM) Programme of ITC has helped train over 25,000 business managers worldwide. Executives learn to manage the sourcing, movement and storage of goods from source of production to point of consumption. For enterprises, this means practical solutions to overcome challenges of export market demands; for buyers, this means optimized sourcing options. For local trade institutions, ITC is a solid partner offering best-in-class supply chain training and advisory programmes.

For more information:

Supply Chain Management: <http://www.intracen.org/exporters/supply-chain-management/>

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**UNCTAD**


UNCTAD

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**The BioTrade initiative**

This initiative is aimed at stimulating trade and investment in biodiversity-based products in developing countries to promote sustainable development in line with the three objectives of the Convention on Biodiversity (CBD):

- Conservation of biological diversity;
- Sustainable use of its components;
- Fair and equitable sharing of the benefits arising from the utilization of genetic resources.

The initiative collaborates closely with various actors, including government, the private sector, NGOs, local and indigenous communities, and academia, to set up programmes that enhance the capability of developing countries to produce value-added products and services derived from biodiversity for both domestic and international markets.

The BioTrade Initiative comprises three complementary components:

- Country and regional programmes (through national focal points and regional partners);
- Policy development and trade facilitation;
- Internet services.

For more information: [www.biotrade.org](http://www.biotrade.org)

**UNCTAD/ICC Investment Advisory Council**

The Investment Advisory Council (IAC) is a joint initiative of UNCTAD and the International Chamber of Commerce (ICC) to provide an informal and flexible framework within which senior business executives and senior government officials responsible for investment matters can interact on questions related to attracting and benefiting from FDI.

For more information: <http://www.unctad.org/Templates/StartPage.asp?intItemID=2581&lang=1>

**FORINVEST (Policy framework for attracting foreign investment)**

FORINVEST provides assistance to developing countries in strengthening their capacity to create and manage the policy and operating climate in which foreign investment and international business can thrive. It provides advisory services and training packages related to investment policy, investment legislation, investment codes, technology transfer and mechanisms for attracting investment, such as export processing zones and build-operate-transfer arrangements.

For more information: [www.unctad.org/Templates/Page.asp?intItemID=1976&lang=1](http://www.unctad.org/Templates/Page.asp?intItemID=1976&lang=1)

### **STAMP (Strengthening and/or Streamlining FDI Agencies)**

The aim of STAMP is to provide assistance to developing countries and economies in transition in strengthening their investment institutions, especially investment promotion agencies (IPAs); streamlining their modes of operation and approval processes; monitoring the quantity, quality and impact of inflows; and promoting host countries as attractive locations.

For more information: <http://www.unctad.org/Templates/Page.asp?intItemID=4978&lang=1>

### **Capacity building in FDI statistics**

This project aims at enhancing the capacity of government agencies in developing countries to compile, disseminate and analyze data on FDI and TNC activities through implementing internationally recommended methodological standards, and at enabling national authorities to maintain high-quality and up-to-date databases. The project also intends to strengthen networking among national authorities involved in FDI data compilation and reporting, and in FDI policy issues and investment promotion activities, so as to facilitate the exchange of experiences.

For more information: [www.unctad.org/fdistatistics](http://www.unctad.org/fdistatistics)

### **FDI in Tourism and Development**

This programme aims at providing information and analyses that will assist policy-makers to design policies that best support their development objectives and strategies in the tourism sector.

For more information: <http://www.unctad.org/Templates/Page.asp?intItemID=4977&lang=1>  
[http://www.unctad.org/en/docs/iteiia20075\\_en.pdf](http://www.unctad.org/en/docs/iteiia20075_en.pdf)

### **International Investment Agreements (IIAs)**

UNCTAD supports developing countries to better understand key and emerging issues related to IIAs and their development dimension, and enhance their capacity in negotiating and implementing investment treaties and managing investor-states disputes. This is achieved through:

- Publications: The series on Issues in IIAs is a learning and reference tool for negotiators and lawmakers from both developed and developing countries. The series, International Investment Policies for Development, provides analysis of technical issues that arise in the context of international investment rule-making and their impact on development. Four databases provide information on bilateral investment treaties, double taxation treaties, other agreements with investment provisions and investor-state dispute settlement cases.
- Technical assistance: regional training courses on the negotiation of IIAs, and on the management of investor-state dispute settlement, capacity-building seminars, advisory services for requesting countries on the review of concluded IIAs and formulation and/or modernization of investment legal frameworks, distance-learning courses on key issues in IIAs, and contributions to specific conferences and seminars.

For more information: [www.unctad.org/iaa](http://www.unctad.org/iaa)

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### **Investment facilitation**

UNCTAD provides advisory services and training and prepares publications related to investment policies, investment legislation and regulations, institutional arrangements and good governance to attract and facilitate foreign investment, investment promotion strategies and techniques, and investment facilitation practices and procedures.

For more information: <http://www.unctad.org/Templates/Page.asp?intItemID=4985&lang=1>

**Other investment-related programmes:****The Investment Gateway**

The Investment Gateway is an electronic tool in support of investment promotion and facilitation. It is a web-based content management system, which works as an engine to collect, organize and display information. Investment promotion agencies, or other entities in charge of investment promotion and facilitation, can use it to provide content for their website and offer online services. It can be configured to individual countries' needs and installed at a fraction of the cost of similar systems. The system is composed of four modules offering online information on investment opportunities, regulations, investors, and the country's business environment.

Investment guides for LDCs prepared by UNCTAD with the International Chamber of Commerce are designed to serve as:

- Objective descriptions of opportunities and conditions for potential investors;
- Credible and attractive marketing tools for governments.

The project also incorporates a capacity building element through:

- The training of local consultants engaged to gather information and produce partial drafts;
- The close involvement of the investment agency in the entire process;
- Project workshops that strengthen dialogue between investors and the government, and create a greater awareness of the importance of promoting the country as a location for FDI.

Guides published so far can be viewed either on the UNCTAD web page ASIT:

[www.unctad.org/asit](http://www.unctad.org/asit) or at [www.fdi.net](http://www.fdi.net) or on the ICCWBO website: [www.iccwbo.org](http://www.iccwbo.org)

**Investment guides and i-portals**

These are jointly produced by UNCTAD and the International Chamber of Commerce (ICC). The investment guides provide a promotional tool for countries and include reliable and comprehensive information on investment opportunities, the regulatory framework and the general business environment. I-portal is an online facility that provides investors with pertinent information and data on a country's investment climate and its investment opportunities.

For more information: <http://www.unctad.org/Templates/Page.asp?intItemID=2705&lang=1>

**Enterprise development:**

UNCTAD aims at enhancing the understanding and capacity of developing countries to develop policies aiming at stimulating enterprise development and business facilitation, including on e-tourism. The Enterprise Development Programme answers the need to formulate new enterprise development strategies by providing policy advice to governments and by working with local institutions to spur the creation and healthy growth of enterprises in developing countries. The programme assists Member States in creating a conducive and enabling policy and regulatory environment, and helps them support the outstanding role SMEs play in the economy in general and, more particularly, in job creation.

The main objectives are:

- Improving SMEs' growth and international competitiveness;
- Stimulating entrepreneurial potential

**Empretec**

Empretec promotes entrepreneurial skills and helps promising entrepreneurs to put their ideas into action and foster businesses. The programme contributes to SMEs growth and promotes their business linkages with larger enterprises, which ultimately leads to job creation, increased investment and, more generally, regional economic development.

Empretec's proven entrepreneurial development methodology identifies 10 key areas of competences related to entrepreneurial development that are linked to a series of behavioural aspects. Through behavioural change, Empretec has nurtured over 150,000 entrepreneurs in 27 developing countries with the help of more than 600 local certified trainers. Together with methodology, Empretec provides enterprise support centres that offer advisory services and entrepreneurship training workshops within the public and private sector. Last but not least, Empretec promotes entrepreneurship among women.

In all, the Empretec programme aims to:

- Improve the beneficiary country's development and job creation prospects;
- Mobilize entrepreneurial resources;
- Help SMEs to compete in liberalized and globalized markets by fostering entrepreneurship, innovation and partnering;
- Offer SMEs the skills, technology, opportunities, training and information they need to realize their objectives, expand their activities, and establish productive, stable linkages with foreign companies.

The programme creates the institutional capacity to stimulate employment-creating investment, technology transfer and exports, and promotes the creation and growth of SMEs through a business support self-sustaining network and an active coalition of public officials, entrepreneurs, corporate managers, bankers and executives of transnational corporations.

Empretec's main beneficiaries are SMEs, entrepreneurs with potential, women entrepreneurs, key country institutions and governments. It transfers its methodologies to the counterpart institutions in all the countries where the programme becomes operational.

For more information: [www.empretec.net](http://www.empretec.net)

[http://www.unctadxi.org/templates/Startpage\\_\\_\\_\\_7428.aspx](http://www.unctadxi.org/templates/Startpage____7428.aspx)

Contact: [enterprise@unctad.org](mailto:enterprise@unctad.org)

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### **Business linkages**

The UNCTAD Business Linkages Programme is a multi-stakeholder initiative that transforms linkages between SMEs and TNCs into sustainable business relationships to improve the performance, productivity and efficiency of the entire supply chain through training, mentoring, information exchange, quality improvements, innovation and technology transfer. The Business Linkages Programme helps TNCs reduce costs through local sourcing and specialization; at the same time, it offers SMEs access to markets, training opportunities, international business practices, business information and financial resources. Business Linkages covers policy advice designed to facilitate sustainable business linkages, but also helps to identify business linkage opportunities, the upgrading of SMEs to meet foreign affiliates' requirements, and to provide ways of accessing credit, and has programmes designed for supply chain management and entrepreneurship training.

For more information: <http://www.unctad.org/Templates/Page.asp?intItemID=2750&lang=1>

### **Information and communication technologies and e-business**

UNCTAD supports interested developing countries in the establishment and implementation of policies and actions aimed at realizing the opportunities for economic development generated by ICT, and their application to business and government operations, emphasizing efforts in sectors and industries of particular interest to developing countries. Policy advice and capacity building activities carried out by UNCTAD in the area of ICT and e-business include:

- Support for the formulation of national e-strategies for development;
- Reinforcement of the policy-making capacity of developing countries in the field of ICT, with a special focus on the statistical measurement of access to, and use and impact of, ICT;



- Strengthening the capacity of developing countries to be active participants in international discussions on ICT, e-business, e-commerce and related matters, including through policy analysis dissemination and awareness creation among policy-makers in developing countries;
- Analysis of legal and regulatory frameworks for e-business and e-commerce;
- Discussion of the implications of free and open source software;
- Use of ICT and e-business to maximize the development potential of sustainable tourism in developing countries;
- General capacity building for the adoption of e-business and e-commerce practices by SMEs.

For more information: <http://unctad.org/en/Pages/DTL/Technology,-Innovation-and-Trade-Logistics.aspx>

### **Business facilitation**

UNCTAD has conceived a web-based e-government system to help developing countries work towards business facilitation through the transparency, simplification and automation of rules and procedures relating to enterprise creation and operation. The objective of the system is four-fold: (i) provide full transparency on rules and procedures; (ii) help governments to simplify procedures; (iii) promote good governance; and (iv) set a basis for regional/international harmonization of rules.

For more information: <http://www.businessfacilitation.org/>

### **Capacity development and e-applications**

UNCTAD also aims to build up and strengthen local capacities in member countries by using information and communication technologies. As part of the partnerships launched at UNCTAD XI, UNCTAD has designed a technical assistance package (the e-Tourism Initiative) aimed at promoting the application of ICT in the tourism sector so as to enable developing countries themselves to exploit their tourism resources and benefit from greater autonomy in creating and promoting their own brand. The package builds on the experience accumulated by UNCTAD in the application of information technologies in economic development projects.

It comprises three elements: (i) an electronic platform and a business model that help countries to identify, standardize, coordinate and propose tourism services offered by local enterprises online; (ii) a method: collecting information about the tourism and craft sectors, standardizing it and distributing it on the Internet; and (iii) a partnership approach: enabling all stakeholders to coordinate their resources and objectives.

For more information: [www.unctadxi.org/templates/Startpage\\_\\_\\_\\_\\_1195.aspx](http://www.unctadxi.org/templates/Startpage_____1195.aspx)

### **e-Tourism**

The e-Tourism Programme aims at rebalancing the international tourism system by boosting tourism in developing countries. It seeks to put more power in the hands of their SMEs and help these destinations become autonomous in their search for business. The Programme aims at enabling public and private tourism stakeholders to implement participative e-strategies through relevant public and private partnerships. It provides a comprehensive ICT-centric assistance package aiming at boosting exposure for tourism SMEs by equipping local stakeholders with the behavioural, organizational and technological tools required for the implementation of localized e-business models.

For more information: <http://etourism.unctad.org>

See also in Global Advocacy:

- STIP Reviews
- ICT Policy Reviews.
- Investment Policy Reviews;
- Trade and Environment Review.



## UNDP

UNDP's support for supply capacity is based on the premise that international trade can play an important role in raising levels of human development and achieving sustainable poverty reduction. Properly harnessed, international trade can be used to expand markets, raise productivity and accelerate technology transfer. To enable trade to become a meaningful driver of development, UNDP helps to develop trade and economic competitiveness in developing countries, i.e. the capacity to compete internationally by overcoming supply side constraints (especially LDCs) through programmes and projects at the global, regional and national levels.

### Private Sector development and engagement

Support for trade development and productive sector capacity building is provided mainly under UNDP's private sector portfolio which seeks to foster inclusive market development, with a strong focus on strengthening value chains and promoting inclusive and sustainable business approaches in economic sectors of strategic importance to a country. In Africa for example, UNDP's regional Africa Facility for Inclusive Markets (AFIM) supports cross-border value chain initiatives and strengthens the capacity of the Regional Economic Commissions to further support and enable inclusive market development in the region. This portfolio, including the activities of UNDP's affiliate, the UN Capital Development Fund (UNCDF), accounts for approximately US\$100 million per year globally, and is aimed at enhancing the contribution of the private sector, including micro, small and medium sized enterprises, to trade, growth and poverty reduction.

### Green commodities

UNDP has established a Green Commodities Facility, which seeks to connect global markets with national governments and farmers to strengthen national capacity for scaling up sustainable agricultural and marine commodities production around the world. The facility supports national-level commodity-focused programmes and platforms that remove barriers and institutionalize systemic approaches and resources for scaling up the production of sustainable commodities. This includes addressing environmental externalities within the supply chain, strengthening financial sustainability for technical assistance, reforming policy to level the production playing field and incentivizing sustainability.

For more information: <http://www.greencommodities.org>

### Aid for Trade Initiative for the Arab States

The objective of the initiative which will be implemented from early 2013 is to provide a platform for targeted trade reforms at regional and country levels, building upon UN agencies' experience and ongoing technical assistance and capacity development interventions. Five agencies of the UN Cluster on Trade and Productive Capacity - ILO, ITC, UNIDO and UNCTAD - will provide technical support on employment, competitiveness, trade promotion and regional trade integration. UNDP has been tapped to manage the funds, coordinate implementation and delivery of results on the ground.

The initiative is organized around a two-year project constituting the first phase that will focus on helping countries and the main sub-regional and regional integration entities to accelerate the pace of trade reforms, to strengthen the employment effects of those reforms with particular focus on women and youth and to mobilize additional resources for this purpose. Building upon the experience and ongoing activities in the region and at country level of the five collaborating UN agencies, four results areas have been carefully designed to be achieved during the 24-month project.

Result 1, for which UNDP is the responsible agency is formulated as follows: Trade-related aspirations on energy, transport, food security, water, SME support, and trade-facilitation expressed in the outcome documents of the 2009 and 2011 Arab Economic and Social Summits are assessed and where feasible developed into actionable interventions for further resource mobilization. Interventions with the highest impact on youth and women will be prioritized. Implementation of this result will be led by UNDP's Istanbul International Centre for the Private Sector in Development.

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### Wider Europe – Aid for Trade for Central Asia, South Caucasus and Western CIS

At the macro level the programme aims to:

- Advocate on the linkages between trade, human development and the MDGs;
- Promote, along with other UN agencies and development partners, the implementation of the Aid for Trade agenda in transition economies;
- Help governments, civil society and research institutes to build their capacity to assess the impact of the various trade agreements, including the WTO and CIS Customs Union;
- Provide support in the design of trade policies, and mainstreaming trade into national development and private sector strategies to creating an enabling environment for the growth of a robust SME sector.

At the micro level, the programme provides support to:

- Baseline assessments on export opportunities;
- Value chain development in agro-processing, and capacity development for exporters;
- Regional export promotion, market information and agricultural extension centers on improving their services;
- Introduction of environmentally friendly technologies and green commodity production.

All activities are carried out jointly with national partners, encouraging beneficiaries to gain from trade opportunities. The programme assists farmers, SMEs, service providers on production, processing and marketing, throughout their entire business process – from planning, management and finance to processing, standards, branding, market access and productive capacities.

Further information can be accessed at:

<http://europeandcis.undp.org/news/show/A65D11B2-F203-1EE9-B2770B00952A8CF8>

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## UNESCAP



UNESCAP

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The common aim of ESCAP services in this category is to analyse policies and their effectiveness in creating a strong and diversified enterprise sector, especially SMEs, to strengthen the capacity of governments and private sector institutions to improve the investment climate, to increase the contribution of business to inclusive and sustainable development, and to promote enterprise capacity development through research and analytical studies, training courses, policy dialogues, expert group meetings and round-table discussions.

### Facilitating the effective integration of Asia-Pacific SMEs in the global value chains

The Secretariat has been active in facilitating the integration of SMEs in Asia and the Pacific into regional and global value chains by organizing expert group meetings and workshops which contribute to government-to-business interaction and the identification of common interest in developing a programme of action. The programme has been expanded to include countries in the Greater Mekong Subregion (GMS) and the South Asian Association for Regional Cooperation Centre for Sustainable Agricultural Mechanization – formerly named the United Nations Asian and Pacific Centre for Agricultural Engineering and Machinery – (UNAPCAEM) (SAARC). In addition, the Centre for Sustainable Agricultural Mechanization (formerly named the United Nations Asian and Pacific Centre for Agricultural Engineering and Machinery (UNAPCAEM)) in Beijing has undertaken projects and networking activities with the purpose of strengthening rural SME development.

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### **Increasing the contribution of business to sustainable development**

Over the past few years, ESCAP has been working to promote and support more responsible business practices in the Asian and Pacific region, through the organization of regional conferences on CSR and capacity building of Global Compact country networks to enhance networks efforts to promote and facilitate implementation of CSR and Global Compact principles in their respective countries. The work has been implemented in consultation with the Global Compact Office and included the involvement of other specialized UN agencies which are members of the UN Global Compact Inter-agency Team in various events, as well as other partners, including OECD.

Started in April 2004, the Asia-Pacific Business Forum (APBF) discusses emerging trade and investment opportunities, and promotes cooperation and dialogue between the public and business sectors. It also provides a platform for networking and forming partnerships among the business community in the Asia-Pacific region. It is the first and only region-wide multi-stakeholder forum, participated by business representatives, government officials, representatives from international agencies and civil society organization, and academics, for establishing and strengthening a solid and meaningful network among stakeholders. The APBF has been annually organized and attended by over 2,700 people by 2012.

Consisting of executives and representatives of leading businesses in a wide range of industries and sectors from across the Asia-Pacific region, the ESCAP Business Advisory Council, or EBAC, was established at the first Asia-Pacific Business Forum (APBF) in Shanghai in 2004 and has provided substantive support and in-kind contribution to the APBF ever since. In 2011, EBAC adopted its revised terms of reference and renewed its focus on providing guidance and support to ESCAP's programme of work in general and the organization of APBF in particular. It has grown to close to 50 members and is still expanding to be truly representative of the business sector in the region, from big to small business covering all economic sectors and a wide range of industries. It specifically aims to provide business perspectives on development issues in the Asia-Pacific region to governments as represented in the legislative bodies of ESCAP, in particular (but not limited to) the Committee on Trade and Investment and the Commission and provide advice to the ESCAP secretariat on its programmes and projects. EBAC is presently working to establish a regional Sustainable Business Network, consisting of the following two task forces: (1) green business, and; (2) social enterprises and micro, small and medium-sized enterprises (MSMEs). EBAC recently established two additional task forces dealing with inclusive trends in trade, investments and finance and interregional connectivity respectively.

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### **Foreign direct investment**

The Asia-Pacific Trade and Investment Report (APTIR) provides independent analysis of trends in trade and investment presents creative policy options and highlights future opportunities. This independent analytical work aims to assist government officials, business leaders and other relevant decision makers and stakeholders involved in policies affecting trade in goods and services and flows of capital and labour. APTIR 2011 included analyses of climate-smart trade and investment opportunities in the Asia-Pacific region, highlighting the complexities of the current debate on trade and climate change, and identifying win-win opportunities for developing countries in the region. It is accompanied with the online dataset of trade, investment and trade facilitation performance indicators featured in tables or maps.

To support country efforts in promoting FDI, the Secretariat has also initiated the establishment of a regional network of FDI policymakers in least developed and landlocked developing countries in the Asian and Pacific region. The network has met once a year and has discussed FDI promotion issues and identified capacity building needs. Technical advisory services have been requested and delivered to network members, including a proposed FDI strategy plan for Mongolia, developed in 2011 at the request of the Government of Mongolia.

Finally, as secretariat of the Asia-Pacific Trade Agreement (APTA), the Secretariat is also providing support to the negotiation process of annexes to the framework agreement on investment of APTA.

For more information: [www.unescap.org/tid](http://www.unescap.org/tid)

**Technology transfer and promotion of national innovation systems**

The Asian and Pacific Centre for Transfer of Technology (APCTT) is a subsidiary body of ESCAP located in New Delhi, India. The Centre works to strengthen capabilities of member countries to develop and manage national innovation systems; develop, transfer, adapt and apply technology; improve the terms of transfer of technology; and identify and promote the development and transfer of technologies relevant to the region. In accordance with its mandate, APCTT's strategic interventions include the following:

- Promoting knowledge sharing through ICT-based networks, advisory services, capacity building programmes, and by working with key national institutions and technology transfer intermediaries of member countries to upgrade the technology transfer capacity and competitiveness of SMEs;
- Fostering cross-border technology-based cooperation among SMEs and business intermediaries in emerging technologies such as renewable energy technology, nanotechnology, and biotechnology;
- Assisting governments to build national capacity to develop policy frameworks and institutions that enable business and industry, research and development institutions, and universities to foster technology-based inclusive development and social entrepreneurship.
- Partnering with national institutions to build technology transfer and innovation management capacity of policy-makers, SMEs, research and development institutions, technology transfer intermediaries and other stakeholders, through national and regional workshops, seminars, and forums.
- Disseminating information on technology innovations and developments, trends, markets, and opportunities in selected areas of importance to member countries through web-based publications, and providing studies on technology transfer and innovation management that can be used as resource material for policy dialogue and training.

For more information: [www.apctt.org](http://www.apctt.org)

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**Africa Trade Forum (ATF)**

ATPC collaborated with the African Union Commission (AUC) in organizing the ATF, which a flagship trade dialogue platform for all trade constituents for Africa. The inaugural Africa Trade Forum was held on 22-24 November 2011 in Addis Ababa, Ethiopia. The Forum was intended to examine all trade and trade-related issues with regards to whether Africa can trade itself out of poverty. The Forum brought together all trade constituents in Africa and other participants from around the world to deliberate on the Africa trade agenda. The outcome of the Forum provided substantive input into the January 2012 African Union Summit of Heads of State and Government which focused on the theme; "Boosting Intra-Africa Trade".

The ATF will continue to be an annual event whose strategic objective will be to promote and enhance multi-stakeholder policy dialogue and advocacy on trade issues in Africa, by mobilising all the different trade constituencies across Africa and the world in general, to debate and exchange views on all the key issues relating to intra-African trade, and Africa's trade with the rest of the world.

Following the January 2012 Summit Declarations and within the endorsed Architecture for the Continental Free Trade Area, (CFTA), Africa Trade Forum was endorsed to serve as a Pan-African platform for reflections and discussions on the progress and challenges of the continental market integration and it should continue to be organized annually jointly with AUC and the ATPC UNECA.

**The African Growth and Opportunity Act (AGOA)**

Following the decisions of the 6<sup>th</sup> African Ministerial Consultative Group meeting held on June 8, 2011 in Lusaka, Zambia, UNECA in consultation with AU and RECs was requested to develop a monitoring and evaluation (M&E) framework to track the implementation of AGOA in eligible AGOA member countries. In addition, AGOA eligible member countries and the United States (US) were urged to establish a joint M&E mechanism to assess progress on the implementation of decisions taken at the AGOA Summits.



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## UNECLAC

### Analysis of public-private partnership for innovation and export development

Through ECLAC's regional analytical work, policy recommendations, technical assistance and participation in high level events, policy-makers and technical staff from eleven countries have enhanced their knowledge and capacities to identify trade opportunities and develop export strategies with the Asia-Pacific region; representatives from seven regional and subregional integration schemes and development banks improved their awareness and capacities to enhance regional cooperation and integration; and the technical capacity of 38 government officials from 19 countries on trade and climate change and on regional economic relations was strengthened.

Furthermore, ECLAC contributes to the current process of analysis of the different production sectors in Latin America, and of how a public-private partnership could help the process of innovation and export development in the region. It provides information to governments, NGOs, students and other civil society institutions on trade dispute rulings in relation to the WTO, Mercosur, the Andean Community, the Central America Common Market and CARICOM. The service is provided through seminars, workshops and the publication of a book on the subject. Inputs used are interviews with experts, individual and group expertise, training, seminars, workshops, conferences, group discussions and any educational course delivered to a group (on-site or in-house), technical missions, specialized advice, investigations, analysis, diagnostic studies, surveys, expert consultations, etc. The services target governmental bodies, and the export sector.

For more information: [www.eclac.cl/comercio](http://www.eclac.cl/comercio)



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## UNEP

### Accessing BioTrade in the green economy

UNEP recognizes that BioTrade has the potential to be a significant contributing factor while countries are transitioning to a green economy. Through the Capacity Building for BioTrade (CBBT) project, UNEP is carrying out projects in Namibia, Nepal and Peru to assess the potential of BioTrade in helping these countries in their transition to a green economy.

The main purpose of the project is to build a framework of action that will strengthen these countries' BioTrade-related national programs and promote an enabling environment for the transition to a green economy. The lessons learned during the CBBT project will be analysed and shared in individual country reports of Namibia, Nepal and Peru. The overall project will explore how the benefits of BioTrade can serve as incentives for the sustainable use and trade of biodiversity-based products as these have the potential to create employment opportunities and support rural livelihoods.

### Opportunities for organic agriculture

UNEP is working with governments from around the world who are increasingly recognising that organic agriculture offers significant opportunities as a developmental tool. UNEP is studying the contribution that organic agriculture can make in Eastern Europe, Caucasus and Central Asia (EECCA) in three key countries, Armenia, Moldova and Ukraine. Information was collected, two workshops were held in each country and a national report is being produced for each country. Based on those case studies and other sources, a regional synthesis will be produced. The synthesis report will review the agricultural conditions in the region, the current status of the organic sector, provide a discussion on how organic agriculture can contribute to the green economy and what are the opportunities and challenges, and make a number of recommendations.

Along with several partner organizations, UNEP has also published *The Organic Business Guide, Developing Sustainable Value Chains with Smallholders*, a supply side capacity business guide book, in English, French and Spanish. This guide is designed to help those involved in the set-up or management of an organic business that involves smallholders in low and middle income countries in order to increase the success rate among organic farming initiatives in these countries.



In collaboration with IFAD, UNEP is exploring the inter-dependence between smallholder farms and their environment and the action that is needed to support sustainable development in the face of food shocks and climate change. The paper will consider why smallholders are important and will examine the global context of increasing demand for agricultural produce, increasing climate volatility and the need to safeguard biodiversity and ecosystem services as the bedrock of production systems. It will also demonstrate how smallholder farm management can benefit ecosystems services while also recognising that smallholders can be responsible for ecosystem degradation. Finally the paper will consider the options for action to ensure that small holders can become a driving force in agriculture sustainability.

## UN-HABITAT



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### Lake Victoria Local Economic Development Initiative (LV-LED) – recently completed

LV-LED is an inter-agency programme of action to enhance rural-urban development linkages in the Lake Victoria regions of Kenya, Tanzania and Uganda. Its major developmental goals are (i) to promote balanced regional development through enhanced rural-urban linkages, notably the marketing of rural products in urban areas, (ii) to alleviate poverty through the promotion of employment and other income-generating activities, notably through joint pilot projects, (iii) to reduce the rate of rural-to-urban migration in selected communities in the region and (iv) to improve basic urban infrastructure, including in secondary towns, also as a means to contribute to the achievement of MDGs.

## UNIDO



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### Advisory services on enterprise management systems

Exporting enterprises face buyer or market requirements based on international good practices or standards where they have to demonstrate their capability to manage hygiene and food safety (HACCP/ISO 22000 or private standards), quality (ISO 9000), environmental impact (ISO 14000), or social accountability (SA 8000), etc. Non-compliance leads to their exclusion from international production or trade relations. UNIDO builds up national and regional capacities to assist enterprises in the establishment of such management systems. This takes the form of training the consultants and staff of sectoral technical centres and supporting the establishment of pilot systems in enterprises and, at the same time, strengthening national or regional certification capacity for such systems.

### Advisory services on traceability

Clients or markets request exporters to be able to trace back a product from “shelf or fork to farm”. As part of its SPS-related activities, UNIDO provides advisory services to establish national or regional traceability centres for agro-industrial exports. These centres provide, in particular, assistance to producers, warehouses, manufacturers and plant quarantine institutions on the establishment of a documented chain of product flow from the origin of the product to the market place. A notable success is the establishment of the Egyptian Traceability Centre for Agro-Industrial Exports (ETRACE). In May 2006, ETRACE carried out a mock traceability alert in cooperation with a supermarket in the UK, which demonstrated that the source of rejected produce could be identified within 24 hours

### Food hygiene management

UNIDO provides advisory services to assist enterprises to achieve compliance with SPS requirements, in particular through the provision of good food processing practices, including good hygiene practices (GHP), good manufacturing practices (GMP), and the identification of critical control points for food contamination during processing (HACCP). UNIDO trains local consultants and institutions for the replication of such advisory services to local industries on a continuous basis. It is also involved in capacity-building initiatives in the areas of food hygiene and safety through the implementation of GHP and HACCP in the food industry, and the establishment of food safety systems that are based on risk analysis, prevention, and traceability.



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#### **Techno-economic assessments**

Techno-economic surveys and assessments of specific industrial sectors and sub-sectors are essential for the development of competitive supply capacities targeting national, regional, and international markets.

UNIDO undertakes such assessments for key (sub-)sectors where developing countries have a potential competitive advantage to increase traditional and non-traditional exports, in particular food and fish processing, leather and leather products, textiles and garments, and wood and other forest products.

#### **Product and process design and development**

Product development and process upgrading constitute a key link between available indigenous resources and the competitive processing of such resources, and are vital for the successful integration of tradable commodities and products into national, regional and global value and supply chains. Product and process design and development activities include, inter alia, selection of species, safety requirements, eco-design and life-cycle assessment, improved characteristics, functionality, performance, product appearance, packaging and supply management. In this context, UNIDO also focuses on market intelligence, such as client and market requirements, competition potential, segmentation, branding, and effective communication of product values to consumers.

#### **Development of sectoral technology centres**

UNIDO assists in the dissemination of modern, sector-specific production and processing technologies, particularly by supporting a network of technology centers thereby enabling enterprises to better meet the quantity and product quality requirements of world markets. Focus sectors include food (edible oil, cereals, coffee, fruit and vegetables, meat, dairy and fish), textiles, and leather sectors. These centers also provide support and advice on technology-related analyses and related development options, policies and strategies to relevant government bodies, professional associations, and manufacturers. Support and advice to that end include measures to strengthen R&D capacity, technology support and (vocational) training.

#### **AGRO processing**

Proper handling and application of appropriate technologies play a prominent role in ensuring the supply capacity of agricultural produce. Reports indicate that globally about 1.3 billion tons of food produced for human consumption with an estimated value \$4 billion is lost or wasted per year. This lost food could meet the minimum annual food requirements of at least 48 million people. Without successful intervention the amount of production lost each year will continue to grow. UNIDO is assisting member states by providing technical assistance in minimizing the post harvest losses by identifying the main causes of the losses along the food value chain, and introduction of appropriate systems for agro logistics including among others storage (cold and dry), transport, marketing (linking small holder farmers to food processing industries).

In addition UNIDO provides integrated solutions in institutional capacity building for monitoring post harvest losses, human capacity development, research, design and adaptation of packaging and food preservation technologies fit for the purpose and supports the development of policy formulation and interventions for different sectors.

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#### **Innovative technologies - Montreal Protocol**

Since 1992, when UNIDO became the fourth implementing agency of the Montreal Protocol (MP), the Organization has been promoting innovative technologies based on ozone-friendly chemicals and clean manufacturing processes.

Montreal Protocol projects go beyond the elimination of ozone-depleting substances. UNIDO's projects also allow SMEs for better access to new markets and keep businesses alive in developing countries by contributing to the introduction of new, clean and up-to-date technologies; the upgrade of production lines with brand new equipment; and, the dissemination of adequate training on technology and industrial safety, including human health aspects.

### **Cleaner energy for industry - Phase-Out Programmes in Latin America and the Caribbean**

Many of UNIDO's activities that relate to its thematic priority Environment and Energy are a direct response to the Montreal Protocol on Substances that Deplete the Ozone Layer, an international treaty designed to protect the ozone layer by phasing out the production and use of numerous substances believed to be responsible for ozone depletion. Since the Convention opened for signature in 1989, UNIDO has been one of the principal agencies assisting developing and transition economy countries to meet their obligations under the Convention, thereby allowing the countries to continue to access global markets.

UNIDO has completed nearly 70 projects in eight different Central and South American countries to eliminate the use of chlorofluorocarbons in domestic and commercial refrigerators. Currently, UNIDO is engaged in the phase-out plan of hydrochlorofluorocarbons (HCFC) in eight countries in the region, namely Argentina, Ecuador, Guatemala, Honduras, Mexico, Nicaragua, Suriname and Venezuela. UNIDO also has cultivated a strong relationship with Caribbean countries as well and completed over 15 Montreal Protocol projects in Barbados, Cuba, Dominican Republic and Jamaica for the phase out of the consumption of chlorofluorocarbons in the refrigeration sector and the use of methyl bromide as a fumigant in agriculture. UNIDO is currently responsible for the implementation of the HCFC Phase-out Management Plan of Bahamas, Saint Lucia and Saint Vincent and the Grenadines.

### **Renewable energy for industry**

The largest potential for renewable energy (RE) for industrial applications lies in heat and power from biomass sources, followed by process heat from solar thermal and heat pumps. It is estimated that the activation of this potential can lead to 21% of all energy and feedstock use in manufacturing industry being renewable by 2050. Half of the 2050 potential lies in the agro-food industry, given a high demand for low temperature process heat.

UNIDO through its ongoing projects and programmes is demonstrating the use of renewable energy technologies in industrial applications around the world, including in Ukraine, Albania, India, Malaysia and Egypt, thereby enabling the countries to compete in the global market in a more cost-effective manner.

### **Renewable energy standards**

UNIDO is promoting the use of international standards for renewable energy technologies as a way of supporting an international free trade agreement on renewable energy technologies. UNIDO is partnering with the key organizations active in this field, such as ICTSD, IRENA, ISO and IEC, in order to operationalize this common objective. UNIDO brings its experience from implementing RE technologies in developing countries and emerging economies, and through its existing network of National Standards Bodies and national and regional renewable energy centers assists in the standardization of RE technologies, for instance in China, India and Brazil.

### **Industrial energy efficiency**

Improving energy efficiency in industry is one of the most cost-effective measures to help supply-constrained developing and emerging countries meet their increasing energy demand and loosen the link between economic growth and environmental degradation, such as climate change.

The final goal of the UNIDO Industrial Energy Efficiency (IEE) Programme is to effect sustained energy management and efficiency practices in industry of developing countries and emerging economies in order to reduce the environmental pressure of economic growth while improving international market access, increasing productivity, helping to generate economic growth, create jobs and alleviate poverty.

UNIDO pursues such goal through projects aimed to deliver comprehensive capacity building at the institutional level, in the market and within enterprises on energy management and energy system optimization. UNIDO is adopting such measures through its Industrial Energy Efficiency (IEE) technical cooperation projects in Burkina Faso, China, Ecuador, Egypt, Indonesia, India, Malaysia, Moldova, Philippines, Russia, South Africa, Thailand, Turkey, Ukraine, Vietnam.

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### Energy management systems standards

Existing national energy management standards (EnMS) and UNIDO program experiences show that average energy efficiency improvements of 20% or more can be achieved in industry through an integrated and sustained energy management and system optimization approach. Such evidence was acknowledged by all participants at the UNIDO EGM on Energy Management Standards in Industry in March 2007 and implicitly confirmed in February 2008 by the decision of the Technical Management Board of ISO to establish a new project committee (PC 242 – Energy Management) appointed to develop the ISO Management System Standard for Energy ISO 50001.

The activities aimed to support the development of national energy management standards have been included in almost all GEF industrial energy efficiency projects, facilitating developing countries access to international markets. UNIDO has been advocating energy management systems and ISO 50001 with its projects' counterparts, and endorsed the promotion and support of energy management systems and standards as core components of most UNIDO Industrial Energy Efficiency (IEE) technical cooperation projects.

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### Greening existing industries

Waste management, phase-out of toxic substances, increasing energy efficiency, replacement of fossil fuels with renewables, monitoring carbon and water footprint, environmental impact management and ISO 14000 testing are some of the key market requirements for a number of agro-processing, textile and leather processors and exporters. In this area, UNIDO aims to improve the productivity and competitiveness of companies in developing countries, as well as their access to international and more local markets, through the application of resource efficient and cleaner production techniques and technologies. The activities focus on building national capacity in resource-efficient and cleaner production by awareness-raising, training, conducting in-plant demonstrations and audits within the processing sectors, and providing policy advice to the government. As a result of these activities, it is expected that many export-oriented enterprises will increase their production efficiency and thereby improve their productivity and competitiveness, as well as their environmental performance through greater resource (material and energy) efficiency. Consequently, enterprises will be in a position to reduce their production costs, improve the quality of their products, and to obtain greater access to international markets. Furthermore, national capacities will be in place to ensure the replication of cleaner production practices and methods, and to ensure that cleaner production concepts are also applied to new industrial investments.

### Creation of new green industries

UNIDO assists with the creation of new green industries in developing economies and economies in transition by providing technical cooperation, fostering innovation and promoting technology transfer. The new green industries include providers of both environmental technologies (wind turbines, recycling plants) and environmental services (energy consulting, chemical leasing). Underpinning the creation green start-ups will be the carrying out of technical and financial feasibility studies, as well as market analyses. Best practice studies are also conducted, focusing on best practices for new ventures, business incubators and technology parks. The start-ups are then supported with financial instrument tool-kits, capacity building measures, best practices, management strategies and international market access.

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### Export consortia

One effective way of helping SMEs to reduce risks and improve their chances of accessing export markets is to build export consortia - a specialized form of SME network. Export consortia enable SMEs to combine their knowledge, financial resources, and contacts, and therefore significantly improve their export potential, while cutting costs involved in penetrating foreign markets. UNIDO is currently implementing export consortia projects in Latin America, Northern Africa and the Middle East by supporting the creation of pilot SME groupings, training national promoters of such consortia in both the public and private spheres, and encouraging a favourable institutional and regulatory environment for their development. At the global level, UNIDO in cooperation with the Italian Federation of Export Consortia yearly organizes training courses on export consortia at the ILO International Training Centre that target representatives of public and private SME support institutions from all over the world. Additionally, on line distance training courses on the same topic will be launched during the year 2009. Knowledge resources and learning materials used to this end are elaborated and updated on a regular basis and can be accessed on-line at [www.unido.org/exportconsortia](http://www.unido.org/exportconsortia).

### Cluster development

Markets have become increasingly demanding, and meeting their requirements in terms of volume, quality, and delivery time is often problematic for small-scale firms, since individual enterprises lack the necessary competence, resources, and knowledge. To address this challenge, UNIDO has developed a strategy based on improving the capacity of firms to work together and collectively address local and global markets. The approach targets clusters (i.e. agglomerations of enterprises) where geographical proximity and shared business interests facilitate collaboration between firms. UNIDO is currently implementing cluster development projects in a number of countries in Asia, Africa, and Latin America. In this framework, UNIDO provides training and technical assistance in project implementation to so-called 'Cluster Development Agents', i.e. professionals and institutions responsible for facilitating the process of cluster development. Awareness-raising seminars and training are also provided to public sector institutions and policy-makers involved in the cluster initiative. Additionally, UNIDO promotes "cluster-to-cluster" activities, i.e. exchange and partnerships between institutions and enterprises belonging to different but related clusters, in order to expand their knowledge of markets and production processes. Learning resources and informative material on this programme are made available on-line: [www.unido.org/cluster](http://www.unido.org/cluster) and [www.unido.org/psd-toolbox](http://www.unido.org/psd-toolbox).

### Subcontracting and Partnership Exchange (SPX) Programme

This programme aims to increase productivity and sustainable economic progress by enabling institutions in the public and/or private sectors to establish or strengthen linkages with national and international production systems and global value chains. Such linkages promote global partnerships and the integration of developing countries into the world economy. UNIDO's Sub-contracting and Partnership Exchange (SPX) Centres, are usually hosted by a private sector association or an investment promotion agency (IPA) and help local firms in developing countries to identify opportunities for supplying components for large company clients through the provision of match-making services. UNIDO has over the past 25 years established more than 60 Sub-contracting and Partnership Exchanges (SPXs) in different parts of the world. In the recent past, more tools have been added to the SPX toolkit for supplier diagnosis and supplier development. More emphasis has been put on supplier diagnosis through benchmarking techniques that generate prioritized gap analyses of supplier capacities in relation to buyer requirements. This will enable suppliers to recognize their shortfalls in meeting buyer expectations, and to develop the specific upgrading and investment plans that they will need in order to become competitive suppliers. Since 2008, more than 25 "new generation" SPX Centres have been established, particularly in Africa.

The UNIDO Investment and Technology Promotion Offices (ITPOs) are active partners in this process. They are ideally placed to establish direct links with large multinationals based in their countries, identify their outsourcing strategies and supply-chain requirements, and help develop country-level programmes that favour local content increase and sector cluster development. National IPAs will be integrated into the process to give the institutional assistance that is necessary for the swift implementation of supplier upgrading and expansion plans. Overall, suppliers will benefit from greater exposure to large private enterprises and public procurement bodies, with positive effects on their output and investment volumes. Large contractors and buyers will benefit from increased levels of local content and reduced procurement costs while at the same time being accepted as important drivers of economic growth.

### Investment Promotion: Targeting and attracting quality FDI for development impact

The UNIDO Programme provides an empirical basis and tools to support policy makers to:

- Measure the impact that foreign investments have on local economies, particularly on the growth and competitiveness of domestic firms;
- Mainstream investment promotion into private sector development and small and medium enterprise support programmes to foster poverty reduction and wealth creation on a broad based level;
- Emphasize the role of domestic investment promotion;
- Enhance the quality and speed of delivery of business support services and information provided to investors;
- Provide a policy tool for Ministries, an operational tool for IPAs and a business tool for private sector enterprises.

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A firm-level survey of the investment activities, performance and perceptions of companies comprises the core component of the programme. UNIDO has developed an online Investment Monitoring Platform (IMP), which offers participating government authorities, private sector associations, firms that participate in the surveys, financial institutions, development organizations, and civil society organizations access to an array of the most recent primary data and analysis on investment.

The IMP allows registered users to carry out primary research using firm-level data available on the platform through an easy-to-use data visualization instruments. It offers users a set of interactive data visualization tools (histograms, pie-, bar-, bubble charts, and heatmaps) for data analysis. It facilitates online information sharing of research results and creates a rich country- and sector specific knowledge base. The Platform facilitates the analysis of performance (growth, new investments, capacity utilization) and inter linkages (local sourcing and value addition). The data can be filtered in terms of sectors, countries, firm size, age or ownership. It facilitates comparing the benefits of different types of investment for host economies through a variety of impact indicators such as employment growth, expenditure on training and technological upgrading, or on development of domestic suppliers.

UNIDO's investment programmes strengthen export-oriented services through the enhancement of domestic investment with a dedicated Entrepreneurship Development and Investment Promotion (EDIP) programme, the attraction of FDI through a network of UNIDO Investment and Promotion Offices (ITPOs) disseminated worldwide, and the promotion and facilitation of outsourcing and sub-contracting opportunities through its Suppliers Development and Partnership Exchange (SPX) programme. Additional tools such as feasibility studies, financial assessment (COM-FAR) and support in accessing financing contribute to enterprise development in export oriented sectors.

#### **Corporate Social Responsibility (CSR)**

CSR is becoming more and more a key requirement for suppliers located in developing countries to access foreign markets. The international guidance standard on social responsibility (ISO 26000), as well as the current trend to discuss this issue in the public policy sphere, have raised concerns within the private sector globally. In this context, UNIDO aims to help SMEs in developing and transition countries to prepare for the pressure that is building up in this area. UNIDO bases its CSR Programme on the Triple Bottom Line (TBL) Approach, which has proven to be a successful tool for assisting smaller businesses to meet social and environmental standards without compromising their competitiveness.

The organization's CSR service portfolio encompasses capacity building on an institutional level, responsible supply chain management, pilot interventions in SMEs, the integration of CSR in government strategies and the inclusion of business ethics in the curricula of vocational schools and educational institutions.

UNIDO's core CSR tool is called Responsible Entrepreneurs Achievement Programme (REAP) - a CSR-based management and reporting tool, developed by UNIDO to assist SMEs in their efforts to implement responsible management approaches and operation methods in line with internationally required standards and norms.

In this context, UNIDO also initiated a strategic partnership with the Global Social Compliance Programme (GSCP), which was created by and for global buying companies wanting to deliver a shared, global and sustainable approach towards improving the social and environmental sustainability of their often-shared supply base. As this requires guidelines, tools and training to implement compliant management practices at suppliers' sites, GSCP partners with UNIDO to align REAP with the GSCP Reference Tools ("REAP+").

For more information: [www.unido.org/csr](http://www.unido.org/csr)

#### **Business Partnership Programme**

Acknowledging the lead role of the private sector in industrial development, the purpose of UNIDO's business partnerships programme (BPP) draws on the expertise, know-how and resources of major business players and private sector foundations to bring their experience to bear on the aspirations of MSMEs to become competitive players on local, regional and international markets as well as attractive partners for larger firms. Depending on the size, structure, geographical range, financial strength and core capabilities of the potential private sector partner, three broad categories of engagement can be distinguished, i.e. core business and value chains, social investment and philanthropy and multi-stakeholder and transformational alliances.

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### Industrial Modernization and Upgrading

UNIDO enterprise upgrading (Mise à Niveau) programmes aim at strengthening countries' local industry to face increasing competition in their domestic market and to take advantage of new trade opportunities in export markets. They are usually related to the process of adhesion to bilateral, regional or multilateral association and free trade agreements, and aim at strengthening countries' supply and trade capacity by meeting market requirements for quantity, quality, productivity and the safety of products and services, and have an impact on access to markets and finance, competitiveness, employment and consumer protection.

UNIDO's programmes initially covered North Africa and Middle Eastern countries, and then Sub-Saharan Africa, including Senegal, the UEMOA, and Cameroon. New regional upgrading programmes have also been developed for UEMOA, SADC and EAC.

Upgrading programmes improve the technical, institutional and financial environments, by strengthening technical and testing centers (food, textile, packaging, etc.), local consultancies and financial institution capabilities. Shortcomings in the business environment that relate to sectors handled by the programme are addressed based on findings of comprehensive value chain diagnostics. Through the programme, enterprises receive support to improve management, quality, productivity, marketing, human resource development and financial management practices as well as contributions for their investments in new technologies. Upgrading also fosters linkages with local, regional and international buyers (retailers and manufacturers).

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### Technical and Vocational Education and Training (TVET)

TVET aims to enhance the employability of the youth segment of the Palestine refugee population by offering them two-year trade or semi-professional courses in line with current labour market demands. The programme operates at a micro-level by providing direct services to the refugees in 15-21 age-group. The service is provided through the Agency-administered Technical and Vocational Training Centres present in all five fields of the UNRWA operations. The vocational training centres achieved high pass rates in the external comprehensive examinations, the average being 96.6 percent. Three centres scored 100 percent results, with UNRWA trainees attaining the top positions.

For more information: [www.unrwa.org](http://www.unrwa.org)

## WB



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### IFC assistance to agricultural trade companies

A growing part of the World Bank/International Finance Corporation's (WB/IFC) agribusiness portfolio consists of transactions with integrators and traders, enabling IFC to reach a large number of ultimate beneficiaries in an efficient manner and at a competitive cost. Such key clients are major players in the commodity sector, interacting directly with farmers and producers.

### Supporting South-South investments

As part of the strategic priority, 'Build Long-Term Partnerships with Emerging Players in Developing Countries', IFC places a lot of importance on supporting South-South investments. These investments often promote trade, either directly or through the transfer of knowledge and expertise.

For more information: [www.ifc.org](http://www.ifc.org)





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## UNWTO

### Worldwide technical cooperation

In the area of supply capacity, UNWTO's technical assistance covers many areas of contemporary interest and concern to Member States and, *inter alia*, includes:

- Identification and assessment of potential tourism development areas;
- Establishment of coherent frameworks for long-term sustainable tourism development;
- Preparation of national and regional tourism development master plans;
- Development of community – based tourism;
- Alleviation of poverty through tourism;
- Development of rural and eco-tourism;
- Development of human resources for tourism; and
- Deployment of information technology in tourism.

For more information: <http://cooperation.unwto.org>

### ST-EP Initiative

The Sustainable Tourism – Eliminating Poverty (ST-EP) initiative focuses on increasing the contribution of tourism to poverty alleviation and are aimed at improving the capacities of national tourism administrators and local authorities in least developed and developing countries to devise and implement poverty reduction policies, plans and projects, through the development of sustainable forms of tourism.

The portfolio of ST-EP projects under implementation covers a wide range of activities. It includes projects at local level that focus on the training of guides and local hotel employees and on facilitating the involvement of the local people in tourism development around natural and cultural heritage sites; projects at district level focusing on establishing business linkages between poor producers and tourism enterprises in an area; projects at national level that aim to provide business and financial services to small, medium and community-based tourism enterprises; and projects at regional level that focus on the joint marketing of community-based tourism initiatives.

For more information: <http://step.unwto.org>



# [ Compliance Support Infrastructure & Services ]



## COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES



Food and Agriculture  
Organization (FAO)



United Nations  
Economic Commission for  
Europe (UNECE)



International  
Atomic Energy Agency  
(IAEA)



United Nations  
Economic Commission for  
Latin America and the  
Caribbean (UNECLAC)



International  
Telecommunication  
Union (ITU)



United Nations  
Industrial Development  
Organization (UNIDO)



International  
Trade Centre (ITC)



World Tourism  
Organization (UNWTO)

FAO



Since the Uruguay Round, when agricultural trade was first covered by the GATT/WTO in a more comprehensive manner, several new or redefined legal and regulatory frameworks have been developed which define basic rules for conducting agricultural trade, and more specifically about the use of non tariff barriers, i.e sanitary or phytosanitary measures (for the SPS agreement) as well as technical barriers to trade (for the TBT agreement).

For the developing countries, in general, and the LDCs among them, in particular, complying with these rules and developing associated infrastructure and services so that they can all participate in trade has become a challenge. The common aim of all FAO services in this category is to assist countries to both comply with these rules and develop an associated infrastructure.

FAO hosts the Secretariat for two international standard setting organizations recognized as benchmark for the purpose of the SPS Agreement:

- on food safety: Codex Alimentarius, whose secretariat is joint with WHO.
- on phytosanitary issues: the International Plant Protection Commission.

In addition the Codex Alimentarius Commission is recognized as one of the international standard setting organizations for purpose of the TBT agreement. It provides FAO with a unique position to deliver targeted assistance to member countries to ensure compliance with these two agreements.

The services provided under this category include:

**On food products ( both on safety - SPS and quality – TBT issues):**

FAO works with concerned stakeholders at international, national and local levels from both public and private sectors in identifying weaknesses in the management of food safety, in formulating strategies that promote the application of good practices along the food chain and in ensuring compliance with national and internationally recognized food safety requirements.

i) Development of policy support tools to guide planning and investment in national food control systems harmonized with Codex standards and WTO requirements; and technical advice for the development and improvement of integrated and modern food control systems

This includes development of technical tools and guides related to various policy, managerial and technical aspects of food control including: risk analysis (core to the SPS agreement); food laboratories, food sampling and inspection, food safety/quality management, traceability, specific quality schemes and consumer awareness and education. Strengthening monitoring and inspection programmes is one of the key challenges many developing countries have to face in order to be able to access international markets. For many countries, the shift to risk-based food inspection may require significant changes to food inspection policy, legislation as well as changes to inspector training programmes; and new education and information programmes targeting the private sector. FAO supports member countries to implement or strengthen risk-based food inspection systems and related food safety and quality management systems through specific in-country capacity development projects, and the provision of broad policy and technical advice through the publication of a number of manuals, guidelines and training materials.

ii) Enhance effective participation in the work of the Codex Alimentarius Commission and other international fora

This includes development of countries' capacities in relation to Codex through a wide range of activities both upstream and downstream of standard-setting: developing capacities of countries to contribute with data and expertise to the development of scientific opinions that underpin Codex discussions; supporting improved national consultation on Codex issues; supporting national capacities for implementing and enforcing food standards harmonized with Codex. FAO's Food safety capacity development activities also support the ability of developing countries and countries in transition to participate more effectively in Codex meetings and discussions.

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iii) Address emerging food safety issues including new technologies applied in food and agriculture

FAO assists countries in building food safety emergencies prevention and management systems, thus contributing to strengthen country resilience to food chain crises through improved coordinated surveillance throughout the food chain, the development of coordination frameworks for the preparation of emergency plans and the application of risk analysis procedures during food safety emergencies. It also provides support for targeted scientific and policy advice about emerging technologies consistent with the risk analysis framework highlighted in Codex principles and referred in the SPS agreement.

vi) Support to field projects addressing food safety and quality issues that have been prioritised by member countries

FAO combines expertise in a range of food production and food safety disciplines to identify sources of food safety risk and to develop measures to prevent or minimize these risks at the most appropriate stages of the chain, and allow safe trade. FAO works with concerned stakeholders at national and local levels from both public and private sectors in identifying weaknesses in the management of food safety in specific sectors and in formulating strategies that promote the application of Good Hygienic Practices and ensure compliance with national and international food safety requirements

#### **On phytosanitary issues**

(i) Strengthening plant health to meet IPPC and SPS requirements

The main purpose of these services, in general, is to assist countries in improving plant health and, in particular – in the context of international trade / market access in agriculture and forestry – to assist members as they harmonize phytosanitary measures necessary to achieve the appropriate level of protection in their trade in line with the IPPC and the WTO SPS agreements. Key activities include: (i) building capacities (technical assistance through, for example, establishing and strengthening national plant health control systems); (ii) coordination and resource mobilization to help countries comply with the IPPC and SPS standards; (iii) assisting countries to participate in international standard-setting work; and (iv) sharing information (web portal [www.ippc.int](http://www.ippc.int), network groups and regional and global forums).

(ii) Capacity building work in the framework of the IPPC

In the area of plant health, FAO's capacity building work in the framework of IPPC, in collaboration with relevant partner organizations and institutions, is coordinated directly by the IPPC Secretariat to upgrade the phytosanitary capacity of developing member countries, and to support their effective participation in IPPC work, resulting in strengthening national phytosanitary control systems. Specifically the Phytosanitary Capacity Evaluation (PCE) tool allows countries to undertake a self evaluation of their country's phytosanitary capacity (with initial guidance only provided by a consultant) according to their needs and in compliance with international frameworks and standards. This allows countries to undertake a phytosanitary gaps analysis, create a strategic plan (to feed into many processes), establish their national phytosanitary priorities, and use the results of this analysis to engage FAO and donors to develop the necessary national phytosanitary capacity.

(iii) Encouraging Implementation of the IPPC

IPPC contracting parties encourage compliance through an active programme that analyses IPPC and standards implementation challenges and gaps, and then suggests programmes to overcome these weaknesses. This positive approach encourages participation instead of the negative compliance measurement. The IPPC Implementation Review and Support System (IRSS) encourages participation, transparency and cooperation to meet the implementation of the IPPC and associated standards.

For more information: [www.fao.org/ag](http://www.fao.org/ag)

## IAEA

**Assistance to meet global standards and international regulations**

Global trade is heavily regulated, and developing countries, in particular, often struggle to meet regulatory requirements. As a result, their opportunities to gain greater access to global markets are curtailed. The objective of this service is to assist Member States to undertake quality control and meet global trade standards.

Inputs used are individual expertise, training, seminars, workshops, conferences, group discussions and any educational course delivered to a group (on-site or in-house), technical missions, expert consultations, specialized advice, investigations, analysis, diagnostic studies, surveys, etc. The service is provided in cooperation with national and regional institutions.

**Assistance related to non-conformity with safety and quality standards**

This service aims to enable developing countries, in particular, to gain greater access to global markets, especially for consumable agricultural products. The objective of the TC programme is to help Member States make more use of S&T in order to achieve their social and economic development objectives. There are a variety of different beneficiaries in the sectors and the countries receiving assistance.

Inputs used are, as above, individual expertise, training, seminars, workshops, conferences, group discussions and any educational course delivered to a group (on-site or in-house), technical missions, expert consultations, specialized advice, investigations, analysis, diagnostic studies, surveys, etc.

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## ITU

**Accessibility**

ITU focuses on a series of issues ranging from the rights of the disabled to making technical design standards accessible, to providing education and training on accessible ICT.

Key areas include:

- Promoting telecommunication standards;
- Implementing a conformity assessment programme to increase the probability of the interoperability of equipment and services from different vendors;
- Promoting the development of assistive products and services;
- Helping Member States meet their obligations;
- Establishing outreach programmes;
- Encouraging the exchange of best practice;
- Helping develop and promoting policy guidelines;
- Creating greater awareness through conferences and publications;
- Creating capacity building opportunities in developing countries, including in cooperation with other institutions, both internal and external to the UN System.

**Cybersecurity**

The objective is to enhance security and build confidence in the use of information and communication technology (ICT) applications. Security concerns have been identified as a barrier to the use of current and next generation networks (NGNs) for certain mission-critical services (e.g. e-commerce, e-governance, e-payment and e-health) where it is important to ensure the confidentiality, integrity and availability of information systems. ITU organizes workshops, meetings and seminars to address technical, policy, legal and strategy issues for cybersecurity, ICT applications and Internet protocol, and to promote public awareness on ICTs and foster use of the Internet.

More information: <http://www.itu.int/cybersecurity/>

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### Standardization

ITU has been at the cutting edge of information and communication technologies, defining and adopting the globally agreed technical standards that have allowed industry to interconnect people and equipment seamlessly around the world. It has also successfully regulated worldwide use of the radio-frequency spectrum, ensuring all international wireless communications remain interference-free to ensure the relay of vital information and economic data around the world.

The work of ITU in the development of global standards for ICTs and telecommunications has helped the smoother, more economical introduction of new technologies. Global standards from ITU (ITU-T Recommendations) underpin today's ICT world, giving us the ability to speak to each other from one side of the world to another, and giving us the Internet that has become so much a part of our daily lives. Literally thousands of standards pin together this framework of technologies that keeps the world's businesses and consumers connected.

Given the importance of global connectivity and interoperability between devices, networks, services and applications, the global harmonization of ICT standards development is essential; an ITU conformity assessment programme must be initiated with the aim of increasing the probability of achieving globally interoperable future ICT infrastructures. Conformance to standards gives both consumers and businesses confidence and is a huge stepping stone towards total digital inclusion.

In this context, ITU is also undertaking several capacity building activities to bridge the standardization gap between developing and developed countries with the objectives of: (i) facilitating the participation of developing countries in the standards development process; (ii) allowing them to profit from access to new technology development; and (iii) ensuring that their requirements are taken into account in the development of standards.

For instance, ITU-T, in cooperation with UNIDO, is setting up a conformity assessment programme for conformance and interoperability that includes training activities for developing countries, as a contribution to the primary objective of bridging the standardization gap.

More information: <http://www.itu.int/ITU-T/>



## ITC

### Standards and quality management

ITC provides advisory services to SMEs, trade support institutions (TSIs), and policymakers in the area of export quality management. The organization provides business advisory solutions to SMEs through hands-on assistance to improve product quality, comply with technical requirements and obtain certification as appropriate. ITC also provides advisory services to TSIs such as National Enquiry Points for information retrieval/dissemination and to Conformity Assessment Bodies (such as certification bodies, testing laboratories, inspection bodies, competent authorities) for their international recognition. As well as this, ITC advises policymakers on how to conduct a diagnosis of a country or region's quality infrastructure; this contributes to the formulation of national export strategies, the preparation of a road map for improvement and addresses non-tariff measures in the areas of Technical Barriers to Trade (TBT) and Sanitary & Phytosanitary (SPS) measures.

ITC specializes in short-term, fast interventions, addressing urgent needs which have a direct and immediate impact on trade. Activities focus on assisting intermediary TSIs to develop services in export quality management by undertaking gap analysis and helping design implementation plans for conformity assessment bodies, including coaching on recognition processes. ITC's quality management solutions have experienced high demand from clients and are a regular feature in the organization's large programmes.

For more information: Export Quality Management: <http://www.intracen.org/exporters/quality-management/>

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UNECE



UNECE supports the use of international agricultural quality standards, in particular in the agricultural sector of low and middle-income countries.

### **Agricultural quality standards**

Many developing and transition economies lack the capital, technology, and human resources to meet internationally-agreed commercial agricultural quality standards. This places them at a competitive disadvantage because compliance with these standards is widely used by importing countries as a condition for granting access to developed economy markets. The implementation and enforcement of these standards by developing countries, especially LDCs, would considerably facilitate exports of their agricultural products, thus helping them to develop the agricultural sector and raise average incomes, especially among rural populations.

In order to promote the greater economic integration of its members into regional and global markets, UNECE, through its Working Party on Agricultural Quality Standards (WP.7), provides a forum for governments to develop internationally-harmonized agricultural quality standards and explanatory material on how to apply them in practice. UNECE has developed 85 standards for fresh fruit and vegetables, dry and dried produce, early and ware potatoes, seed potatoes, meat, eggs, and cut flowers. Commercial quality issues that have implications for international trade are discussed in different specialized groups, and assistance is offered to countries that are interested in implementing UNECE standards (e.g., training workshops and seminars).

Each standard is developed in full cooperation with all interested parties (member and non-member countries of UNECE and international governmental and non-governmental organizations), and every effort is made to come to a consensus acceptable to all. For meat standards, in particular, the Secretariat prepares publications that include internationally-agreed specifications written in a consistent, detailed and accurate manner, and using comprehensive colour photographs and diagrams to facilitate practical application of the standards.

The main beneficiaries of technical assistance activities are government agencies, specifically those in charge of inspecting agricultural produce imports and exports. Associations of producers, exporters, traders, and processors also participate in the work, and benefit from a better understanding of the standards that are required by export markets. All UNECE agricultural quality standards and implementation guides are available on the Internet and on CD-ROM.

Capacity-building activities consist of technical workshops and study visits to growers, packing houses and laboratories. These help countries successfully adapt their human and technical infrastructure to changing market requirements. The capacity-building and promotional activities of the Working Party are financed by the UN Development Account and bi-lateral donors.

Workshops have been organized at national and regional levels in China, Egypt, Georgia, Ghana, Indonesia, Kenya, Moldova, Mongolia, Russia, Slovakia, Tajikistan, Thailand and other countries. The projects are implemented by the UNECE in joint collaboration with other regional commissions, international organizations, and the public and private sectors. In this field, the UNECE works closely with all the units of the UN System and also with other organizations, for example the European Community, the OECD, and the Codex Alimentarius Commission.

For more information: [www.unece.org/trade/agr/welcome.htm](http://www.unece.org/trade/agr/welcome.htm)

There is also other UNECE work related to support infrastructure and services (such as market surveillance and testing), undertaken in the area of Regulatory Cooperation and Standardization Policies. For more information on this work, see under Category: Legal and Regulatory Framework.

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## UNECLAC

### Studies and assistance on compliance

Although in a non-recurrent manner, UNECLAC's Division of International Trade and Integration has made important contributions in the area of conformity and compliance by preparing studies and offering assistance in the dissemination of good practices in relation to TBT, SPS compliance, standards and technical regulations compliance, and national/regional standardization.

For more information: [www.eclac.cl/comercio/default.asp?idioma=IN](http://www.eclac.cl/comercio/default.asp?idioma=IN)

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## UNIDO

To access global markets, exporters must prove compliance with international standards and technical regulations. The necessary institutional infrastructure to govern compliance-related issues includes: a metrology body; a standards body; chemical, microbiology and other testing laboratories; inspection services; a certification body for systems certifications; and an accreditation body.

In particular, UNIDO provides the following services for each compliance-related infrastructure:

### Standardization bodies

- Establishment or strengthening of existing standardization bodies by providing training, setting up sub-sectoral technical committees and pilot standards development exercises;
- Promotion of the adoption of standards at national and regional level, and assistance for a country's participation in regional and international standards-setting or harmonization forums and networks;
- Assistance for the development of product conformity mark schemes;
- Pilot projects for capacity building related to both product standards and systems standards, such as ISO 9000, ISO 14000, ISO 22000, SA 8000, and traceability.

### Metrology (measurement) laboratories

- The establishment or strengthening of laboratory capacities for industrial and legal metrology capabilities covering measurement and calibration requirements in accordance with the manufacturing and export needs of the country. This support involves assisting in the physical set-up and start-up of laboratories, including upgrading measurement equipment, training technicians, providing assistance in networking, and participating in inter-laboratory comparisons, as well as providing support for accreditation.

### Testing laboratories

- The establishment, or strengthening to achieve international accreditation, of laboratory capacities for material and product testing, primarily for microbiological and chemical analysis, and secondarily for specialist laboratories for industrial sub-sectors with export potential;
- Assistance in specifying testing and equipment requirements; technical support for the harmonization of testing procedures; training of staff, including assistance in networking and participating in proficiency testing schemes; and providing support for accreditation.

### Accreditation bodies

- The establishment or strengthening of accreditation bodies for the accreditation of system certifiers, inspection bodies and laboratories, and for the management of proficiency testing schemes;
- Assistance to national accreditation bodies to obtain international recognition from the International Accreditation Forum (IAF) and the International Laboratory Accreditation Cooperation (ILAC) through pre-peer evaluation mechanisms in order to achieve multilateral recognition agreements so that the national accreditation has global acceptance and can facilitate market access.

**Development of competent authorities for fish and horticulture exports**

Competent authorities for fish and horticulture exports are in charge of inspecting products to be exported to the international markets at different stages (production, processing and distribution). Regulatory authorities in international markets requests that developing countries intending to export goods provide accurate and up-to-date information, as well as evidence of the procedures and controls used to inspect these products. UNIDO assists developing countries to establish and upgrade institutions and government bodies to become recognized competent authorities in the field of fish and horticulture.

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**Global Food Safety Initiative (GFSI): Global Markets Capacity Building Programme**

For owners of small- and medium-scale farms or businesses from developing countries, market opportunities often exist within formal supply chains where entry requirements are high. These small companies do not necessarily have access to the expertise, technical and financial resources to meet these requirements in terms of food safety.

Within the Global Consumer Goods Forum (CGF), UNIDO collaborates with the Global Food Safety Initiative (GFSI) in developing Global Markets Capacity Building Programme, a comprehensive step-by-step programme that guides businesses through a continuous improvement process in their food safety management systems, thus facilitating local market access and creating mutual acceptance along the supply chain systems.

UNIDO participates in the GFSI Global Markets Technical Working Group, has developed a comprehensive step-by-step toolkit to guide small and/or less developed businesses as well as producers through a programme that will drive the continuous improvement process in food safety management systems and ultimately help them achieve certification against a GFSI-recognized Food Safety management scheme. This toolkit is drawn from the GFSI Guidance Document and based on the Codex General Principles of Food Hygiene, as well as a protocol to guide companies through the programme. The working group is comprised of food safety experts from international organisations and retail, producer, manufacturing, foodservice and service provider companies.

Numerous programmes to test market readiness of the basic and intermediate level requirements have been successfully carried out all over the world, including Ukraine, Egypt, USA, Chile, Mexico, and China.

**Labnetwork**

Labnetwork is a web-based tool that provides information to assist developing countries to rapidly access authoritative information on laboratory development and accreditation. The portal covers laboratory design, development, management, maintenance and laboratory capabilities, and also provides existing laboratories with a road map to internationally recognized accreditation. The main topics covered are:

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- The WTO Agreements on Technical Barriers to Trade (TBT) and Sanitary and Phytosanitary Measures (SPS) and their implications for developing countries;
- Laboratory Accreditation guide with sample laboratory design, layouts and quality manuals;
- Testing areas covered: Chemical, microbiology, metrology, textile and electrical with extensive technical details;
- Reference materials
- Proficiency Testing (PT): Contact details on PT providers and guidance on how to select PT agencies;
- ISO 17025 standard: explanation and guidance on how to use this standard.

The contents of the portal are provided by UNIDO, the International Organization for Standardization (ISO); the International Laboratory Accreditation Cooperation (ILAC); EPTIs (a network of 39 partner organizations from all continents, mostly national metrology institutes, testing institutes or accreditation bodies); COM-FAR, an international database for certified reference materials; the Bureau International des Poids et Mesures (BIPM); the World Association of Industrial and Technological Research Organizations (WAITRO); and Vimta labs Ltd., a state of art testing laboratory in India.

Access to Labnetwork is free with online registration. The contents of the portal are available in English and Arabic with future plans for French and Spanish versions.

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#### **Quality infrastructure role in adopting energy efficiency measures**

Metrology has a strong role to play in adopting energy efficiency measures, enabling developing countries to adopt cost-efficient measures and thereby facilitating their access to international markets. UNIDO is assisting countries such as China and Colombia to develop technical regulations and the necessary technical infrastructure to assess the conformity of processes and equipment under such regulations.

Conformity assessment (certification and accreditation) is a common element of many of the national schemes. Certification and accreditation are bound to be part of any policy framework supporting ISO 50001 and industrial energy efficiency implementation programme.

For energy efficiency measures, UNIDO is expanding its work on metrology, adding aspects of certification of both management systems as well as industrial equipment, to its technical cooperation activities.



## UNWTO

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#### **Worldwide technical cooperation**

In the area of compliance support infrastructure and services, UNWTO's technical assistance covers many areas of contemporary interest and concern to Member States and, *inter alia*, includes:

- Adjustment and improvements in existing tourism regulations in accordance with international standards;
- Establishment of hotel classification systems.

For more information: <http://cooperation.unwto.org/>

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#### **Global Sustainable Tourism Council (GSTC) and criteria**

The Global Sustainable Tourism Council (GSTC) was established in August 2010 as a global initiative dedicated to promoting sustainable tourism practices around the world. As momentum around this movement grows, the GSTC is currently active in all UNWTO regions, including Africa, The Americas, East Asia and the Pacific, South Asia, Europe and Middle East.

Representing a diverse and global membership – including UN agencies, leading travel companies, hotels, country tourism boards and tour operators – the GSTC serves as the international body for promoting the increased knowledge, understanding and adoption of sustainable tourism practices. UNWTO, with UNEP and the UN Foundation are both active and permanent members of the Council.

The GSTC fosters sustainable tourism through the adoption of universal sustainable tourism principles; compiling, adapting and creating the tools and training to engage in sustainable tourism practices; and increasing the demand for sustainable tourism products and services.

At the heart of this work are the *Global Sustainable Tourism Criteria*, the minimum requirements that any tourism business should aspire to reach in order to protect and sustain the world's natural and cultural resources while ensuring tourism meets its potential as a tool for conservation and poverty alleviation.

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For more information: <http://sdt.unwto.org/en/content/global-sustainable-tourism-criteria-and-council> and <http://www.gstcouncil.org/>

#### **UNWTO.TedQual Certification System**

UNWTO has developed the UNWTO.TedQual Certification System to contribute to the quality and efficiency of tourism education, training and research. This is a quality assurance system for tourism education, training and research. It proposes a methodology and voluntary standards with universal scope to more clearly define the quality of tourism education systems. It is especially useful for governments and the sector as it gives them an opportunity to check and enhance the capacity of their human resources. The specific aims of the UNWTO.TedQual Certification System are:

- Establish a quality standard for tourism education and training systems;
- Raise the productivity and effectiveness of tourism educational institutions and programmes.

For more information: <http://themis.unwto.org/en/content/unwtotedqual>



# [ Trade Promotion Capacity Building ]

# TRADE PROMOTION CAPACITY BUILDING



Inter-American  
Development Bank (IDB)



United Nations  
Economic Commission for  
Latin America and the  
Caribbean (UNECLAC)



International  
Trade Centre (ITC)



World Tourism  
Organization (UNWTO)



IDB



### Supporting trade strategies and strengthening institutional capacity in trade promotion and investment attraction

The Bank actively supports the development of trade management capabilities at both public and private sector levels. Specific objectives of IDB's projects include the modernization of mechanisms and institutions to promote foreign trade and support to the internationalization of small and medium-sized firms through the provision of entrepreneurial and other technical or financial assistance.

The main goals are the increase in the volume and diversification of exports. The Bank supports the development of programs aimed at improving export capabilities in developing countries. Several aspects of the problem are tackled through these projects, for example: (i) capacity building and institutional strengthening in trade-related public and private organizations; (ii) identification and implementation of a set of instruments to support the internationalization efforts of small and medium-sized firms, including technical and financial assistance to exporters; (iii) the design and implementation of export strategies of narrow scope (as when a specific sector of production or geographical region is emphasized) or wide scope; and (iv) reengineering export promoting agencies, both at the local level, through more efficient and far reaching organizations, and at the foreign country level, through the design and implementation of antennas in commercial offices abroad that can generate business opportunities for local firms.

In addition, the Bank has concentrated its actions in the services industry, where it has designed and implemented global services promotion programs. These programs include: (a) innovative human capital development initiatives, where companies and universities design together short term, practically-oriented, technical training programs; (b) specialized technical assistance to SMEs in the forms specified above; and (c) interventions to improve the business climate for the industry (this includes the analysis of best international practices and elaboration of regulatory proposals).

By their scope, those types of programs can be regional, national or sub-national, and could be funded by either loans or grants. The subject matter of a project can be the institutional set of public and private trade-related agencies, like the cases in which the primary focus is on the incentives of the trade system, or is directly on the private sector, when production and exports are directly supported by technical and financial assistance (the latter, for example, through co-financing or matching grants).

### Supporting SMEs: workshops under the FINPYME Export Plus Jamaica Programme

The IDB's Integration and Trade Sector is collaborating with the Inter-American Investment Corporation (IIC) and Jamaica's Promotion Corporation (JAMPRO) to deliver technical assistance to exporting SMEs in Jamaica via a series of workshops under the FINPYME Export Plus Jamaica Programme.

The session on "Accessing Benefits Under Trade Agreements" was held on April 18, 2013, in Kingston, Jamaica. This session provided detailed information on bilateral, regional, multilateral, free and preferential trade agreements to which Jamaica is a signatory. The objective is for SMEs to gain knowledge and appreciation of how these agreements can benefit their export business, particularly in terms of market access and market penetration.

<http://www.iadb.org/en/topics/trade/new-session-of-finpyme-export-plus-jamaica-program,8202.html>

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## ITC

### Strengthening Trade Support Institutions

The strengthening of Trade Support Institutions (TSIs) such as government administrations, trade promotion organizations, chambers of commerce and sector organizations, is a fundamental element in ensuring that trade capacity building is sustainable. Since ITC has no representation in the beneficiary countries, it works mainly in partnership with TSIs to achieve three objectives: strengthen the functions of the TSIs themselves, support the services that TSIs provide to the business sector and SMEs in particular, and enhance the role of TSIs in improving the business environment for trade.

- Improving the functional system of TSIs: ITC develops and maintains a suite of tools that TSIs can use to improve their performance in servicing SMEs in developing countries. Training modules designed to build TSI capacity focus on institutional assessment, strategy and management, service portfolios, networking and performance measurement. ITC's TSI benchmarking tools provide trade promotion organizations (TPOs) with an independent perspective based on comparison with good business practices of similar organizations. Powered by a maturity-based model of analysis designed and developed by ITC, the benchmarking programme enables TPOs to identify their strengths and weaknesses while offering a flexible learning platform for improvement. This programme will be extended to other TSIs from 2013. ITC employs methodologies for operating or establishing TSIs; provides training to perform business diagnostic surveys, to design business strategies, and to plan implementation; provides network opportunities at international level; and trains overseas representatives.
- Supporting TSIs to deliver services to client SMEs: ITC uses a wide array of training packages and professional certification programmes to enable enterprises to improve cash management, trade flows and export management. It also provides TSIs with advice and training on how to develop and deliver appropriate information systems and services, with special emphasis on the collection and treatment of trade tariff and investment data.
- Bringing TSIs into networks and developing the corresponding evaluation and performance measurement tools: By doing this, ITC provides TSIs with an opportunity to benchmark against their peers.
- Strengthening the capability of TSIs to participate in export development, and strategy design and implementation: The objective is that TSIs improve their analytical capacities to develop and advocate in the area of trade development, including the possibility of building alliances and networks.

For more information: Strengthening trade support institutions: <http://www.intracen.org/trade-support/>  
World Trade Promotion Organizations Award: [www.tpo-net.com](http://www.tpo-net.com)



## UNECLAC

### Inter-regional Partnership For Promoting Trade

During the biennium, the sub-programme continued to be a catalyst for capacity building for regional stakeholders in relation to their trade policy needs and economic development. In this sense, eight countries adopted policies, mechanisms and measures in line with ECLAC recommendations in the areas of negotiation and management of trade agreement and their impact on other areas of development. Furthermore overall satisfaction of the main beneficiaries of technical cooperation activities offered by the sub-programme who evaluate them as "useful" or "very useful" for negotiating and managing trade agreements reach 93%. The sub-programme was also very successful in the dissemination of its publications, given the record number of downloads reached by the publications of the Division in general, and by the flagship publication in particular.

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UNWTO



### Worldwide technical cooperation

In the area of trade promotion capacity building, UNWTO's technical assistance covers many areas of contemporary interest and concern to Member States and, *inter alia*, includes: Formulation and implementation of appropriate marketing and promotional strategies.

For more information: <http://cooperation.unwto.org/>

### ETC/UNWTO Handbook on E-Marketing for Tourism Destinations

The Handbook on E-Marketing for Tourism Destinations, published jointly by UNWTO and the European Travel Commission (ETC), is the first comprehensive e-marketing handbook for tourism destinations. The 300-page publication is a practical "how to" manual for tourism destination staff at national, regional and city tourism levels, designed to help them improve their e-marketing skills and manage new technologies. It covers all the basics, including website design, search engine optimization, email marketing, social networking, and e-commerce. It provides advice on how to build better content, distribute it, use CRM (customer relations management), succeed with online PR (public relations), support the travel trade on-territory, and get into mobile marketing. Web analytics, online research methods, and performance measurement get full treatment, and new areas, such as digital television, are also covered. The handbook also includes over 30 examples of e-marketing in action. A new updated version has been released in the third quarter 2013.

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[ Market and Trade Information ]

## MARKET AND TRADE INFORMATION



African Development Bank (AFDB)



United Nations Economic Commission for Latin America and the Caribbean (UNECLAC)



Asian Development Bank (ADB)



United Nations Industrial Development Organization (UNIDO)



Food and Agriculture Organization (FAO)



World Bank Group (WB)



Inter-American Development Bank (IDB)



World Tourism Organization (UNWTO)



International Trade Centre (ITC)



World Trade Organization (WTO)



United Nations Conference on Trade and Development (UNCTAD)

## AfDB



The Bank's Statistics Department (ESTA) is responsible for generation, management and dissemination of socio-economic data on Regional Member Countries (RMCs). ESTA overarching objective is to position the Bank as the key source of reliable and timely development data on Africa. In this connection, it has significantly improved data management and dissemination within and outside the Bank by installing the Data Portal and Open Data systems – a powerful web-based system that provides all Bank staff and external users with direct and easy online access to a wide range of development data managed by ESTA as well as other organizations. The department also provides support for effective development of statistical capacity and systems in African countries.

### Reports

The Bank has a range of knowledge products including the African Competitiveness Report and the African Development Report.

#### African Competitiveness Report :

For more information: <http://www.afdb.org/en/documents/publications/africa-competitiveness-report/>

#### Statistics:

For more information: <http://www.afdb.org/en/documents/publications>

#### African Development Report:

For more information: <http://www.afdb.org/en/documents/publications/african-development-report/>

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## ADB



#### Free Trade Agreements (FTA) and Trade Indicators Database for Asia

As part of the efforts to build, consolidate, and disseminate information that promotes transparency and uniformity in regional cooperation and integration, ADB launched Asia Regional Information Center (ARIC) website in October 2006, which is updated on a regular basis.

The integration indicators database shows the trend of regional integration as well as global indicators which measure a country's openness to international trade, investment, and financial markets. The comprehensive FTA database provides three types of information:

- Statistical tables on the status of FTAs in Asia;
- Available resources on each FTA (i.e. legal documents, official summaries, studies, news, opinions, FTA membership and an external link to the UNESCAP database); and
- A comparative FTA toolkit which enables comparison of chapters/provisions of concluded Asian FTAs

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## FAO

The common aim of FAO services in this category is to increase countries' competitiveness and the efficiency of agricultural trade, and therefore increase rural incomes, by providing information and analysis on trade and markets at the global, regional and national levels, with a view to assisting policy-makers and private sector stakeholders to improve policy formulation and their negotiation abilities and thus take better informed decisions on markets and trade.

### Strengthening capacities in the area of commodity markets and trade

These services aim to strengthen the national capacities of member countries in the area of commodity markets and trade, with particular emphasis on:

- Improving access to existing trade and trade policy databases;
- Monitoring supply, demand, trade flows and policy changes and other measures of trading partners;
- Undertaking analytical studies on agricultural commodity markets;
- Highlighting domestic supply side issues for improving export competitiveness;
- Intensifying assistance to value chain analyses;
- Enabling policy and economic environments for agro-industry development.

The broader objective is to equip policy-makers and technicians with information that can assist and guide them in more informed policy-making. This activity also serves as a contribution to FAO's commitment to ensure that developing countries are fully informed and equal partners in the multilateral and regional trade negotiations on agriculture.

The service is important because it equips beneficiaries with relevant information, analysis and tools which are very useful in today's rapidly integrating global trading environment. A few examples of the areas in which this service can contribute are the search for and development of new markets, the assessment of competition, a better understanding of the policies of other countries, evaluations of the impact of policy changes on global markets, and the maximizing of trading opportunities. In particular, the service is extremely beneficial for poorer countries that do not have the capacity to access and analyze market and trade information.

The beneficiaries of the services include, but are not limited to, policy-makers, analysts, trade negotiators, research institutes and the private sector and civil society in general in developing and transition countries. The services are provided through the publication of analyses of the commodity situation and outlook, medium term projections, databases and analytical tools, and through national and regional projects and workshops aimed at strengthening market information systems. Access to relevant databases, software, and publications is provided through national projects and training workshops. Some aspects of the service, for example the Agricultural Market Information System (AMIS), are provided in cooperation with other International Agencies, including UNCTAD, WTO OECD and the World Bank.

Trade information: [www.fao.org/economic/est/](http://www.fao.org/economic/est/)

Market Information: [www.amis-outlook.org](http://www.amis-outlook.org)

## IDB



### INTRADE – IDB Trade Information Hub

The IDB develops specialized databases, models and tools to monitor and assess the impact that integration and trade have on the region. Specifically, the Bank has developed the INTrade Information System on Trade and Integration, which is the most comprehensive and updated information portal about trade and integration in Latin America and the Caribbean, in particular regarding regional trade agreements. It includes a comprehensive database that provides access to accurate and updated information about trade agreements, and a set of applications that facilitates the understanding, analysis and practical application.

The database is organized by topic and by user. Topics include data covering the legal framework for trade, which contains the full text of the agreements and an indexed searchable database, as well as the text of a number of double taxation agreements; market access provisions, which includes information about preferential tariffs and regulations such as rules of origin and sanitary and phytosanitary provisions; and statistics and indicators with detailed information on trade flows and analysis of patterns and trends.

Tools for accessing and analyzing these data have been developed for business seeking to take advantage of trade agreements to import and export, for government officials preparing for new negotiations, and for policy analysts monitoring trade trends.

For more information see: <http://www.iadb.org/intradebid>

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## ITC



### Trade intelligence

Access to trade intelligence and awareness of the opportunities and threats associated with international trade are key factors in assisting developing countries and economies in transition to benefit from exports. Since ITC's foundation in 1964, assisting developing countries with access to trade and market information has been at the heart of the organization's work. ITC's approach is to provide intelligence that makes a difference to its clients, with timely and factual information that directly impacts on SME export success, and to make much of this intelligence readily accessible worldwide through its global public goods.

ITC's objective is to enable clients to produce, use and disseminate trade intelligence by providing trade information and customized trade analysis, as well as capacity building. As a result, ITC enables policy-makers, trade support institutions (TSIs), and SMEs to make more informed decisions, and TSIs producing and disseminating trade intelligence services effectively. ITC has developed a wide array of trade intelligence products and services that can be organized and used according to the specific needs of policy-makers, TSIs, and SMEs:

- Market information tools : These are used as online platforms for the production of tailor-made analysis for exporter competitiveness. They include intelligence on trade flows, tariffs, NTMs, pricing, potential buyers and foreign direct investment.
- Trade intelligence on export market requirements and to identify niche export markets: Standards Map – database of on 70 private and voluntary standards, covering 60 product groups and over 180 countries.
- TSI trade intelligence platforms: ITC activities enhance the capabilities of TSIs to develop accessible information services tailored to the needs of their clients.

For more information: TSIs: offering trade information services <http://www.intracen.org/trade-support/offering-trade-information-services/>

Market data and information: <http://www.intracen.org/policy/Market-data-and-information/>

Market analysis tools: <http://www.intracen.org/trade-support/market-analysis-tools/>

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## UNCTAD

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### Trade analysis and research

Two main types of activities are carried out in the context of trade analysis and research, namely: (i) the maintenance, upgrading and development of new analytical tools and databases, such as TRAINS (Trade Analysis and Information System) / WITS (World Integrated Trade Solution), ATPSM (Agriculture Trade Policy Simulation Model), and AMAD (Agricultural Market Access Database); and (ii) conducting policy-oriented analytical studies on current and emerging issues in international trade of concern to developing countries.

For more information: <http://r0.unctad.org/ditc/tab/index.shtm>

### Trade Analysis and Information System (TRAINS)

TRAINS is an information system intended to increase transparency in international trading conditions. More specifically, it is intended for government officials and researchers by providing them with comprehensive, up-to-date information on market access conditions together with corresponding software tools. One component of the system relates to the Generalized System of Preferences in that it includes information on tariffs, preferential margins, rules of origin and other regulations affecting the export interests of developing countries vis-à-vis the preference-giving countries. A sub-system (TRAINS for the Americas) has been developed in collaboration with the Inter-American Development Bank for extension of the database with information on bilateral preferential trade agreements, as well as extended coverage of non-tariff measures.

For more information: <http://r0.unctad.org/ditc/tab/index.shtm>

### The World Integrated Trade Solution (WITS)

The WITS computer software has been developed for dissemination purposes. It is a web-based, client-server application, which has been developed jointly with the World Bank. Free and unlimited access to TRAINS is provided to member governments through WITS. TRAINS is available to other parties that make a minimum contribution to the UNCTAD trust fund created for this purpose.

For more information: <http://r0.unctad.org/ditc/tab/wits.shtm>, [www.unctad.org/trade\\_env/index.asp](http://www.unctad.org/trade_env/index.asp)

### A pilot project on the collection and quantification of Non-tariff Measures (NTMs)

The purpose of the pilot project is to draw up a systematic methodology of definition and collection on NTMs by drawing information from official sources as well as barriers faced by traders in the pilot countries.

The project will help understanding of how to:

- Determine the types and sources of non-tariff barriers to trade;
- Test the feasibility of the preliminary template of NTMs classification;
- Explore the range of data collection options, such as web-based portal and survey-based study, under the new classification format, to maximise the data coverage;
- Identify and suggest possible options to increase accuracy and maintain such a complex database;
- Increase general understanding of NTMs.

For more information: <http://ntbinfo.org>

## UNECLAC



### Interactive Graphic System of International Trade Data (SIGCI)

This service aims to disseminate information on the evolution of Latin American trade relations with the world in terms of composition and trade direction.

It is important and relevant because it allows governments, researchers, students and other civil society groups to understand the past evolution and current situation of the trade relations of Latin American and Caribbean countries, thus enabling the design of better trade strategies.

The service assists in the design of trade strategies and in the focalization of instruments related to trade promotion by the countries of the region, and facilitates the diversification of products and of partners for the region's exports. It provides information to SMEs, governments, NGOs, students and other civil society institutions.

The service is provided through an online database, annually updated with statistical data based on raw statistics from the United Nations Statistics Division (UNSD) Comtrade database.

For more information: [www.eclac.cl/comercio/Bases\\_Datos/default.asp](http://www.eclac.cl/comercio/Bases_Datos/default.asp)

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## UNIDO



### Information and Business Development Services

UNIDO has developed a methodology for establishing Business Information Centres (BICs), providing a package of private sector and trade development information services. To achieve sustainability, the BICs operate on a demand-driven and commercial basis, ensuring the trust and support of SMEs through a strong local ownership by public and private sector business partners. The process of establishing a BIC follows four integrated steps:

- an SME needs assessment to ascertain information gaps and requirements;
- the development of a commercial business plan;
- the establishment of a commercially operating BICs; and
- rural extensions of the BICs to complement the national SME information support infrastructure.

### Statistics

The following statistical products prepared under the auspices of this service module help governments, industries, institutions, researchers, and UNIDO, to monitor and assess the industrial trends and performance of developing countries and economies in transition:

- Production and dissemination of the UNIDO statistical database;
- Publication of the International Yearbook of Industrial Statistics; and
- Preparation and dissemination of statistical country briefs and statistical regional outlooks.

### Global Competitive Industrial Production Index

An annual publication that monitors trends in the industrial competitiveness of individual countries building on the methodology developed in the UNIDO Industrial Development Report 2002-3 and refined in subsequent issues of the report. It provides policy makers and development practitioners with a compact tool to assess changes in industrial competitiveness at the country level.

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### Transparency in Trade (TNT)

The TNT data initiative, a partnership of the ITC, UNCTAD, AfDB and the World Bank Group with support from UNSD comprises a joint multi-year program of data collection, capacity building and open-access provision of trade and trade policy data. The objective is to collect data that complements what is reported by the WTO, integrate the use of this data with related databases, and build capacity at the national and regional levels to make the initiative sustainable. The range of data already available under WITS (see below) – which includes trade volumes and values and tariff schedules – is being extended to non-tariff measures (NTMs), including anti-dumping and other contingent protection measures, and policies affecting trade in services.

### World Integrated Trade System (WITS)

The World Integrated Trade Solution (WITS) is software developed by the World Bank in close collaboration and consultation with various international organizations, including United Nations Conference on Trade and Development (UNCTAD), International Trade Center (ITC), United Nations Statistical Division (UNSD), and World Trade Organization (WTO).

WITS integrates number of trade-related databases, including UN COMTRADE, UNCTAD TRAINS and WTO IDB/CTS, and is the ideal platform for trade economists, researchers, government policy makers, trade negotiators, and academics needing large amounts of cross-country comparable time series data on trade flows and trade policies. WITS supports various nomenclatures, calculation of indicators, and a partial equilibrium model to simulate effects of tariff cuts on trade and welfare. It is a one-stop-shop for data on trade flows, tariffs and non-tariff measures.

WITS is an important resource for developing country government officials who want to develop and implement trade competitiveness strategies. Since the launch of WITS in September 2010, around 13,000 users (of which 13% are from African countries) have accessed WITS from 194 countries. Of the top 10 countries from which users access WITS, six are developing countries. The average global monthly data download from WITS is approximately 3.5 billion rows. The WITS website attracts an average of 7,500 unique visitors each month and more than 12,000 page views.

WITS can be accessed at: <http://wits.worldbank.org>

### GTAP Database

The GTAP Database is a fully documented, publicly available global data base which contains complete bilateral trade information and transport and protection linkages among regions for all GTAP commodities. It is most commonly used with the GTAP Model and RunGTAP software, and has been widely used in the evaluation of multilateral trade negotiations and, more recently, in the evaluation of policies to limit greenhouse gas emissions. The latest GTAP database, released in 2012, contains data for 57 sectors and 129 countries/regions.

The GTAP Data Package is available upon payment of charges at:  
<https://www.gtap.agecon.purdue.edu/products/default.asp>

Discounted pricing is available for lower-middle and low-income developing countries, using the World Bank classification. A selection of free databases and related utilities are publicly available for download at:

[https://www.gtap.agecon.purdue.edu/resources/free\\_resources.asp](https://www.gtap.agecon.purdue.edu/resources/free_resources.asp)

**Overall Trade Restrictiveness Indices (OTRI)**

The OTRI are computed annually when new trade flows and tariff data are available. These indices feed into the annual Global Monitoring Report, which is jointly published by the World Bank and the International Monetary Fund. The latest indices and the underlying trade data and elasticity estimates can be download from below.

The set of indices comprises an Overall Trade Restrictiveness Index (Tariff and Non-Tariff Measures), a Trade Restrictiveness Index (only Tariff) and a Market Access Overall Trade Restrictiveness Index. The indices allow users to have a comprehensive view of the restrictions on both exports and imports by summarizing in a single number the different effects trade policies have on a country's trade flows (e.g., tariffs, quotas, non-automatic licensing, antidumping duties, countervailing duties, tariff-quotas, subsidies, etc.).

The indices can be compared across countries and can be freely downloaded at:

<http://econ.worldbank.org/WBSITE/EXTERNAL/EXTDEC/EXTRESEARCH/0,,contentMDK:22574446~pagePK:64214825~piPK:64214943~theSitePK:469382,00.html>

**Agricultural Distortions Database**

This database provides a set of quantitative estimates of agricultural distortion policies for 55 countries in Africa, Asia, Latin America and Europe's transition economies, as well as 27 high-income countries. Combined, these countries account for more than 90 percent of the value of global agricultural output. Among the measures included in the database are: nominal rates of assistance for all agricultural tradable goods and for all non-agricultural tradable goods, consumer tax equivalents, volumes of production, domestic producer farm gate prices, values of production and consumption at undistorted prices, shares of production exported, shares of consumption imported, and self-sufficiency ratios. Almost all measures are available at the individual farm product level. The time span covered by the database is 1955-2010. A supplementary database also provides estimates of welfare and trade reduction indexes.

The database and its supplemental can be freely downloaded at:

<http://econ.worldbank.org/WBSITE/EXTERNAL/EXTDEC/EXTRESEARCH/0,,contentMDK:21960058~pagePK:64214825~piPK:64214943~theSitePK:469382,00.html>

**Tariff Reform Impact Simulation Tool (TRIST)**

TRIST is an interactive Excel-based tool to simulate the short-term impact of tariff reform on fiscal revenue, imports, protection, and domestic output and employment. Its purpose is to allow policymakers to quickly evaluate the adjustment costs associated with trade policy decisions. The tool is based on statutory and collected tariff, import, VAT and excise revenue data at the tariff line (HS 8 digit) level, broken down by trading partner groups. Import responses to tariff changes are modeled in a partial equilibrium framework, taking into account exporter substitution effects, domestic substitution effects and the effect of tariff liberalization on overall demand. So far, TRISTs have been developed for Burundi, Bolivia, Ethiopia, Jordan, Kenya, Madagascar, Malawi, Mozambique, Mauritius, Nigeria, Seychelles, Tanzania, and Zambia.

TRIST can be downloaded free of charge at: <http://go.worldbank.org/2P8FPC0760>

**Trade Costs Dataset**

This dataset is the result of cooperation between the World Bank Trade Department and the Trade Division in UNESCAP and is built on information collected for trade and production in 178 countries. That data is then used to infer estimates of trade costs in agriculture and manufacturing for the period 1995-2010. Symmetric bilateral trade costs are computed using an Inverse Gravity Framework, which estimates trade costs for each country pair from bilateral trade and gross national output. The dataset provides a direct understanding of the magnitude of trade costs that slow regional and global trade integration. It helps measure the

impact not only of distance but also of policies – especially those beyond trade policies – that explain trade costs, such as those associated with weak trade facilitation, inefficient logistics or poor connectivity of international transportation networks.

#### **Logistics Performance Index (LPI)**

The Logistics Performance Index is based on a worldwide survey of operators on the ground (global freight forwarders and express carriers), who provide feedback on the logistics “friendliness” of the countries in which they operate and those with which they trade. Feedback from operators is supplemented with quantitative data on the performance of key components of the logistics chain in the country of work, with data collected for 155 countries.

The LPI thus includes both qualitative and quantitative measures. It helps build profiles of logistics friendliness for those countries covered. It measures performance along the logistics supply chain within a country and offers two different perspectives: International and Domestic. The International LPI provides qualitative evaluations of a country in six areas by its trading partners - logistics professionals working outside the country. In the domestic LPI, by contrast, surveyed logistics professionals assess the logistics environments in the countries where they work. The domestic part thus contains more detailed information on countries’ logistics environments, core logistics processes and institutions, and performance time and cost. The LPI survey was designed and implemented by the World Bank International Trade and Transport Departments, with help from Finland’s Turku School of Economics. It was endorsed and promoted by the Global Facilitation Partnership for Transportation and Trade. The LPI Survey would not have been possible without the active support and participation of the International Federation of Freight Forwarders Associations and the Global Express Association. The World Bank conducts the LPI Survey every two years to improve the reliability of the indicators and to build a dataset comparable across countries and over time. A new and updated version of the LPI was launched in May 2012.

The LPI can be freely accessed at: <http://www.worldbank.org/lpi>

#### **Services Trade Restrictiveness Database**

Services reform is at the heart of both the competitiveness and trade facilitation pillars of the World Bank’s Trade Strategy, as well as being a key element of market access and inclusiveness. This database provides detailed and comparable information on policy and regulatory measures affecting international trade-in-services across a large range of countries, sectors and modes of delivery. Currently, the database has information on 103 countries, five key sectors (financial services, telecoms, retail distribution, transportation and professional services, each disaggregated into subsectors as applicable) and the most relevant mode(s) of supplying the services in each sector.

In the coming year, the database will be published on a dedicated internet website. It will also be expanded to cover new sectors, particularly health and education as well as certain elements of logistics services. A separate challenge is to develop credible approaches to quantifying the restrictiveness of services policies and regulation, including improving on the newly created Services Trade Restrictiveness Index score.

#### **Temporary Trade Barriers Database (TTBD)**

The TTBD contains freely available and detailed data on over 30 countries’ use of policies such as antidumping, global safeguards, China-specific transitional safeguards and countervailing duties. The information in the database covers over 95 percent of the global use of these measures from the 1980s through the end of 2011 and includes data on products, firms, investigative procedures, and results.

The TTBD can be accessed at: <http://econ.worldbank.org/WBSITE/EXTERNAL/EXTDEC/EXTRESEARCH/EXTPROGRAMS/EXTTRADERESEARCH/0,,contentMDK:22561572~pagePK:64168182~piPK:64168060~theSitePK:544849,00.html>



### Doing Business Database

This interactive tool and database offers a collection of quantitative indicators representative of a country's business regulations and their enforcement across 183 economies and selected cities at the sub-national and regional levels. The quantitative indicators cover the regulatory framework of key stages in the life of a business, including dealing with construction permits, employing workers, registering property, getting credit, protecting investors, paying taxes, trading across borders, enforcing contracts and closing a business. Measures can be compared across countries and over time and can be used in conjunction with other cross-country time series data.

The database and the tool are freely available at: <http://www.doingbusiness.org>

UNWTO



UNWTO provides the Members of the United Nations Organization with the information they need to complete their qualitative and quantitative knowledge of the tourism markets, identify market trends and select effective techniques of tourism promotion and evaluation.

For more information: <http://mkt.unwto.org/>

### Competitiveness and trade in tourism services

A key activity of the Tourism Trends and Marketing Strategies Programme is to analyse the factors that contribute to the enhancement of competitiveness of destinations. In this respect, the UNWTO collaborates with the World Economic Forum (WEF) on the improvement and extension of the Travel and Tourism Competitiveness Index.

UNWTO regularly compiles and disseminates comprehensive information, analysis and know-how on tourism in the form of various publications such as:

### UNWTO World Tourism Barometer

The UNWTO World Tourism Barometer is a regular publication of the Tourism Trends & Marketing Strategies Programme of UNWTO aimed at monitoring the short-term evolution of tourism and providing the sector with relevant and timely information. It is published six times a year. The first issue was published in June 2003. It contains three permanent elements: an overview of short-term tourism data from destination countries and air transport; a retrospective and prospective evaluation of tourism performance by the UNWTO Panel of Tourism Experts; and selected economic data relevant for tourism.

For more information: <http://www.unwto.org/facts/menu.html>

### UNWTO Tourism Towards 2030

*UNWTO Tourism Towards 2030* is UNWTO's long-term outlook and assessment of future trends from 2010 to 2030. It is a broad research project building on UNWTO's on-going work in the field of long-term forecasting, initiated in the 1990s. Key outputs of the study are quantitative projections for international tourism flows up until 2030, based on data series on international tourist arrivals by sub-region of destination, region of origin and mode of transport for the period 1980-2010.

For more information, visit the UNWTO Infoshop: <http://pub.unwto.org/epages/Store.sf/?ObjectPath=/Shops/Infoshop/Products/1519/SubProducts/1519-1>

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### Compendium of Tourism Statistics (2012 edition)

Statistical information on tourism's multiple facets is pivotal in advancing knowledge of the sector, monitoring progress, promoting results-focused management, and highlighting strategic issues for policy decisions. Deriving from the most comprehensive statistical database available on the tourism sector, the *Compendium of Tourism Statistics* provides statistical data and indicators on inbound, outbound and domestic tourism, as well as on the number and types of tourism industries, the number of employees by tourism industries, and macroeconomic indicators related to international tourism.

For more information, visit the UNWTO Infoshop:

<https://pub.unwto.org/epages/Store.storefront/?ObjectPath=/Shops/Infoshop/Products/1524/SubProducts/1524-1>

### UNWTO/ETC Handbook on Tourism Forecasting Methodologies

The *Handbook on Tourism Forecasting Methodologies*, a joint UNWTO/ETC project, aims to be a simple guide to the complex world of tourism forecasting. It presents the basic forecasting techniques and their advantages and disadvantages, as well as some practical examples of such methodologies in action. It also includes an Excel file where the forecasting methodologies are further explained and exemplified.

For more information, visit the UNWTO Infoshop:

<http://pub.unwto.org/epages/Store.sf/?ObjectPath=/Shops/Infoshop/Products/1466/SubProducts/1466-1>

### UNWTO/ETC Handbook on Tourism Product Development

The *UNWTO/ETC Handbook on Tourism Product Development* outlines the essential elements in the process of tourism product development planning and implementation. It demonstrates a range of successful approaches and case studies from around the world and sets out best practice examples and benchmarks by which destinations can assess their own product development system and methods.

For more information, visit the UNWTO Infoshop:

<http://pub.unwto.org/epages/Store.sf/?ObjectPath=/Shops/Infoshop/Products/1517/SubProducts/1517-1>

### Statistics and Tourism Satellite Account

Statistics is one of the main pillars among UNWTO's activities. Endorsed by the UN Statistical Commission, the *International Recommendations for Tourism Statistics 2008* (also known as IRTS 2008) is one of the principle frameworks by which UNWTO's Statistics and Tourism Satellite Account programme is guided.

The programme aims to develop tourism measurement for furthering knowledge of the sector, monitoring progress, evaluating impact, promoting results-focused management, and highlighting strategic issues, also trade-related, for policy objectives.

The programme works towards advancing the methodological frameworks for measuring tourism and expanding its analytical potential (e.g. Tourism Satellite Account \*), designs practical guidance for their implementation in countries, supports statistical strengthening in countries through capacity building, and compiles and disseminates tourism statistics of countries all over the world.

\* *Tourism Satellite Account (TSA)*<sup>1</sup>: TSA is a statistical instrument to analyse the economic importance of tourism and is considered a strategic project for UNWTO. The instrument is designed to measure goods and services according to international standards of concepts, classifications and definitions which will allow for valid comparisons with other industries and eventually from country to country and between groups of countries. Such measures will also be comparable with other internationally recognized economic statistics.

<sup>1</sup> UNWTO Tourism Satellite Account: <http://statistics.unwto.org/en/content/conceptual-framework-tsa-tourism-satellite-account-recommended-methodological-framework-tsar>

*The TSA:*

- provides credible data on the impact of tourism and the associated employment
- is a standard framework for organizing statistical data on tourism
- is a new international standard endorsed by the UN Statistical Commission
- is a powerful instrument for designing economic policies related to tourism development
- provides data on tourism's impact on a nation's balance of payments
- provides information on tourism human resource characteristics

For more information: <http://statistics.unwto.org/>

WTO



**Data on trade flows**

The WTO compiles data on trade flows and on trade measures by its members. These are published in its annual publications- World Trade Report and International Trade Statistics. In 2010, the WTO set up the Global Trade-related Technical Assistance Database (GTAD) to follow-up on the discontinued WTO/OECD joint database of trade-related capacity building projects, and to complement the OECD's existing Creditor Reporting System (CRS) that provides data on trade-related aid, with a view to enhancing inter-agency coordination and coherence in the delivery of TRTA programmes,. The development of this centralized, but forward-looking information tool, aims at facilitating the coordination of efforts, and ensuring the coherence of approaches in programmes for activities delivered in the regions. Ownership of the GTAD includes all partner agencies, so as to ensure shared responsibility, continued cooperation, but also to increase the number of opportunities to advertise this information tool, so as to address the largest possible audience involved in trade-related capacity-building. The GTAD can be found at [gtad.wto.org](http://gtad.wto.org).

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# [ Trade Facilitation ]

## TRADE FACILITATION



African Development Bank (AFDB)



Asian Development Bank (ADB)



Inter-American Development Bank (IDB)



International Maritime Organization (IMO)



International Monetary Fund (IMF)



International Trade Centre (ITC)



United Nations Conference on Trade and Development (UNCTAD)



United Nations Economic and Social Commission For Asia and the Pacific (UNESCAP)



United Nations Economic Commission for Europe (UNECE)



United Nations Economic Commission for Latin America and the Caribbean (UNECLAC)



World Bank Group (WB)



World Trade Organization (WTO)

## AFDB



### Support for regional institutions

The Bank's Trade and Transport Facilitation Framework underpin its approach to mainstreaming trade facilitation in regional and country operations and strategy papers. It links the hard and soft aspects of trade-related infrastructure by striving to structure Bank Group interventions in trade facilitation as a necessary complement of regional infrastructure development efforts. The Bank's approach blends both the composite narrow and broader approaches to trade facilitation. At a micro-level the Bank's measures are associated with the reduction of on the border transactions costs, improving the efficiency of non-tariff measures, simplification and harmonization of border documentation, formalities and procedures to reduce the time taken in processing transactions.

Other measures broadly extend to addressing legal, regulatory and institutional constraints in the business environment and trade support institutions. Areas of specific interest include addressing non-tariff barriers and soft issues linked to the improvements of tangible regional infrastructure namely border installations, roads, ports of entry, energy infrastructure etc. For effectiveness and results the Bank collaborates and partners with regional member countries, regional institutions, development partners etc. The Bank is keen also to address legal and regulatory issues constraining the effectiveness of backbone services such as energy services, transport services, financial services, tourism services, and distribution services etc., both at the national and regional level.

The Bank collaborates with international institutions such as the World Trade Organization to foster progress on the Global multilateral talks on Trade Facilitation Agreement. Other partnerships such as with the World Customs Organization focus interventions to customs reforms and modernization, transport logistics etc. The Bank is part of the Joint Secretariat with African Union and the Economic Commission for Africa to mainstream trade facilitation agenda as part of boosting intra-African trade and realization of the Continental FTA.

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## ADB



### Initiatives for sub-regional programmes

ADB has actively supported trade facilitation over the years as a means to increase investment and trade, within the context of significantly contributing to poverty reduction in Asia and the Pacific. Trade facilitation remains a key component of ADB's subregional programs: Central Asia Regional Economic Cooperation (CAREC), South Asia Subregional Economic Cooperation (SASEC), Greater Mekong Subregion (GMS), Brunei Darussalam-Indonesia-Malaysia-Philippines East ASEAN Growth Area (BIMP-EAGA).

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## IDB

### Customs, trade facilitation and logistics

Customs procedures, logistics, foreign trade regimes - preferential or otherwise - and incentives for the internal and external sectors (the “business climate”) all affect the cost of producing and trading. Promoting trade and facilitating the development of international value chains and the improvement of the physical network infrastructure must go hand-in-hand with the creation of sound trade and economic policies governing the activities of operators.

The IDB supports the development of programmes aimed at improving cross-border trade, transport networks and logistics services which allow businesses to respond quickly to new opportunities and address bottlenecks and challenges effectively. For example, assessing the impact of logistics costs in production costs and reducing trade transaction costs could promote specialization and diversification in the supply of national logistics services so that these contribute to the creation of value and can be integrated into the basic product and marketing strategies of domestic firms.

The Bank provides these services through regional programmes and/or a variety of targeted national interventions, including customs institutional strengthening and modernization, transport and trade facilitation audits (TTFAs) and other diagnostics, regional integration strategies, and lending operations for trade-related infrastructure, etc.

Trade facilitation and logistics work is not sector-specific per se but rather covers all the sectors involved in the transportation (and exportation) of goods and services.

### The Mesoamerican Project (MP) and the Initiative for the Integration of Regional Infrastructure in South America (IIRSA)

The objectives of the Mesoamerican Project (MP) are to foster the development, financing and implementation of regional infrastructure, connectivity and social development projects in the Mesoamerican countries (Mexico, Belize, Guatemala, El Salvador, Honduras, Nicaragua, Costa Rica, Panama and Colombia). Soft and hard trade-related infrastructure investments contemplated in the Mesoamerica Project aim at connecting markets, reducing transport and trade costs, enhancing trade competitiveness and increasing foreign investment. The MP comprises a portfolio of nearly 100 projects with more than US\$8 billion in investments in the areas of energy, telecommunications, transportation, competitiveness, trade facilitation and natural disasters. It also includes rehabilitation of more than 13,000 kms of roads, including two major corridors along the Atlantic and the Pacific. The Bank has supported the programme since its inception and serves as a catalyst of financial and knowledge resources to implement the specific projects.

The objective of the IIRSA is to improve the physical infrastructure in South American countries as a platform for development and competitiveness at a regional level. The IIRSA has two main lines of action: integration and development hubs, which are multinational territorial sectors where there are concentrations of several factors (natural spaces, human settlements, productive zones and commercial flows); and integration sectoral process, which offers a space for the identification and solving of regulatory drawbacks, as well as operative and institutional ones, which do not allow the efficient use of the basic infrastructure. The Bank has lent support to the IIRSA since its inception, through various financial and non-financial instruments, including loans, grants, guarantees and technical assistance.

For more information on the Mesoamerican project see: <http://www.proyectomesoamerica.org>  
<http://www.iadb.org/int/>

For more information on the IIRSA Initiative see: <http://www.iirsa.org>

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**IMO**
**Maritime traffic facilitation**

The IMO Facilitation Committee aims to promote the facilitation of maritime traffic and develop appropriate measures to expedite international maritime traffic and prevent unnecessary delays to ships and cargoes, and to persons and property on board. To achieve this, the Committee has adopted the following strategies:

- Promote wider acceptance of the Facilitation of International Maritime Traffic (FAL) Convention and adoption of the measures contained therein;
- Ensure that an appropriate balance is maintained between measures to enhance maritime security and measures to facilitate international maritime traffic;
- Encourage the use of information and communication technologies (ICTs) to drive continuous improvement and innovation in the facilitation of maritime traffic;
- Enhance cooperation and coordination with other international organizations and stakeholders on matters related to the facilitation of maritime traffic.

The annex to the FAL Convention contains rules for simplifying formalities, documentary requirements and procedures on the arrival and departure of ships and, in particular, it reduces to eight the number of declarations that can be required by public authorities. These are the General Declaration, Cargo Declaration, Ship's Stores Declaration, Crew's Effects Declaration, Crew List, Passenger List and the Dangerous Goods Manifest, as well as two documents required under the Universal Postal Convention and the International Health Regulations. IMO has developed standardized forms for the first seven of these.

As a further aid to compliance, the annex to this Convention contains "Standards" and "Recommended Practices" on formalities, documentary requirements and procedures which should be applied to ships, their crews, passengers, baggage and cargo, on arrival, during their stay, and on departure. As part of its technical cooperation programme, assistance is provided by IMO to promote the ratification of the FAL Convention, its effective implementation, and to show the potential role of maritime transport facilitation in the reduction of poverty (MDG 1).

For more information: [www.imo.org](http://www.imo.org)

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**IMF**
**Advice and assistance on improving the effectiveness of tax and customs administration**

Technical assistance is a core IMF activity with a focus on public financial management, central bank operations, financial sector supervision, and statistics. Public financial management is a broad area that includes technical assistance in tax policy and tax administration with close links to trade facilitation. For example, it comprises advice on improving the effectiveness of tax and customs administration; increasing tax compliance through strengthening collection, audit, and taxpayer service functions; and rationalizing customs procedures to secure revenue and facilitate trade.

About 80 percent of the IMF's technical assistance is provided to low- and lower-middle-income countries, in particular in Sub-Saharan Africa and Asia. The IMF is providing an increasing part of its technical assistance through regional centers located in Côte d'Ivoire, Gabon, Ghana, Mauritius, and Tanzania for Africa; in Barbados for the Caribbean; in Guatemala for Latin America; in Lebanon for the Middle East; and in Fiji for the Pacific Islands. The IMF is planning to open regional technical assistance centers also in Central Asia. In addition, the IMF offers training courses for government officials at its headquarters in Washington, D.C., and at regional training centers in Austria, Brazil, China, India, Kuwait, Singapore, and Tunisia.

For more information: [www.imf.org](http://www.imf.org)

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## ITC

### Reducing transaction costs for business

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ITC's Trade Facilitation programme aims to increase the competitiveness of the private sector by building export capacity, reducing trade transaction costs and deepening regional integration. The organization focuses on two specific areas: (i) Supporting exporting SMEs to comply with customs, border and transit formalities and (ii) developing private sector capacity in trade facilitation and trade logistics services to enable exporters to comply with the requirements of international markets.

An example of ITC's trade facilitation services in practice is a recent programme targeting informal cross-border traders. Many of the informal cross-border traders actively transporting goods between the border regions in Eastern and Southern Africa are women. Because of the informal nature of their business, risks are high. In 2011, ITC launched a programme to facilitate cross-border trading between Uganda and Rwanda and help informal traders convert to formal SME status. A network of trade facilitation practitioners on both sides of the border created a simpler, speedier, transparent and more predictable trading environment for women cross-border traders, enabling these entrepreneurs to better exploit export opportunities. The success of this programme has encouraged the development of a larger initiative.

For more information: Sector development: <http://www.intracen.org/trade-support/sectors/>  
Regional trade: <http://www.intracen.org/trade-support/promoting-regional-trade/>



## UNCTAD

UNCTAD's objectives are:

- To assist developing countries with the formulation and implementation of policies and programmes in the areas of transport; and trade facilitation at national, regional and international levels;
- To develop long-term institutional and operational capacity to implement trade and transport facilitation actions;
- To assist developing countries in trade facilitation negotiations at the WTO;
- To assist developing countries in the design and implementation of national legal frameworks in line with international legal instruments and standards.

### Training on transport and trade facilitation

Here the objectives are:

- To develop ad hoc and long-term institutional and individual capacity to implement trade and transport-facilitation actions;
- To develop long-term institutional and individual capacity in port and shipping management.

Training and human resource development is carried out through transport and trade facilitation workshops at national and regional levels. There is also participation in and ad hoc support to trade-logistics-related courses provided by academic or partner international organizations. The strategic planning workshop for senior shipping management (STRATSHIP) aims to improve the performance of shipping management. It is organized at least once a year and is based on a combination of presentations, case studies, and a computer-based management tool. The Port Training Programme for middle managers on modern port management, jointly developed with TrainForTrade, includes an eight-module course leading to a Port Management Certificate, and provides middle managers with a full understanding of modern port management. A distance-learning version of the port management course is also available.

For more information: <http://learn.unctad.org/>

**Support for trade facilitation negotiations**

UNCTAD offers support for trade facilitation negotiations by assisting developing countries in identifying their particular trade and transport facilitation needs and priorities as a necessary prerequisite for the implementation and programming of specific trade and transport facilitation measures. This is done in workshops and seminars at regional and national levels, through the publication of relevant information and training material, and through comprehensive national and regional trade facilitation projects. In order to help developing countries and Least Developed Countries to better understand the scope and implications of the negotiated trade facilitation measures at the WTO, UNCTAD develops technical material and cooperates with Geneva- and capital-based negotiators, and organizes training seminars and workshops. This is intended to strengthen national institutions in the area of trade facilitation and to help formulate modalities for an effective implementation of the negotiated commitments and coherent operational, technical assistance and capacity building in the field of trade facilitation.

For more information: <http://www.gfptt.org/>

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**Trade Logistics: policy and legislation**

As part of its mandate in the field of transport and trade logistics, UNCTAD carries out substantive research on a wide range of policy, legal and regulatory issues and related developments affecting the transport and trade of developing countries. Where appropriate, formal or informal meetings convened by UNCTAD also provide an important forum for discussion of relevant issues by member States, public and private sector stakeholders and other experts. Detailed advice and guidance on legal matters is provided upon request.

Substantive areas of focus in relation to legal and regulatory issues include commercial, transport law, as well as maritime and supply-chain security and environmental regulation in the field of shipping. In terms of transport policy areas of focus include in particular the implications of climate change for transportation, developments in seaborne trade and the nexus between energy security, oil prices and transport costs. Relevant information is disseminated through, inter alia, the annual Review of Maritime Transport, one of UNCTAD's flagship reports, as well as through substantive analytical reports.

For further information: <http://unctad.org/en/Pages/DTL/Trade-Logistics-Branch.aspx>

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**UNCTAD Automated System for Customs Data (ASYCUDA) programme**

The ASYCUDA programme is directed at reforming the customs clearance process and it is used in over 90 countries. It aims at speeding up customs clearance through the introduction of computerization and simplification of procedures and thus minimizing administrative costs to the business community and the economies of countries. It also aims at increasing customs revenue, which is often the major contributor to national budgets in most countries, 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. Furthermore, it aims at producing reliable and timely trade and fiscal statistics to assist in the economic planning process as a by-product of the customs clearance process. An important objective of ASYCUDA projects 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 further information: [www.asycuda.org/](http://www.asycuda.org/)

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**Review of Maritime Transport (RMT)**

The *Review of Maritime Transport* is one of UNCTAD's flagship publications, published annually since 1968. It reports on the worldwide evolution of shipping, ports and multimodal transport related to the major traffics of liquid bulk, dry bulk and containers.

For more information: [http://unctad.org/en/Pages/Publications/Review-of-Maritime-Transport-\(Series\).aspx](http://unctad.org/en/Pages/Publications/Review-of-Maritime-Transport-(Series).aspx)



## UNESCAP

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The aim of this service is to promote efficient and secure trade in the Asia-Pacific region and to improve the ability of business and the administrations of countries in the region to exchange goods and services effectively. The main emphasis is on the promotion of simplification, harmonization, and standardization of trade procedures and related documentary requirements in international trade, in order to reduce transaction costs and time.

ESCAP seeks to increase the capacity of member countries to develop national trade efficiency and facilitation policies, and to implement action plans for trade facilitation measures based on innovative methods and techniques, ICT applications and better regional cooperation. To achieve this objective, the Secretariat provides information and knowledge-sharing activities on trade facilitation and paperless trade, develops capacity building tools, conducts analytical studies and delivers technical assistance projects and advisory services.

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### United Nations Network of Experts for Paperless Trade in Asia and the Pacific (UNNExT)

The United Nations Network of Experts for Paperless Trade in Asia and the Pacific (UNNExT) was created to provide a platform for practitioners and policymakers to share knowledge and practice in order to facilitate the implementation of single window and paperless trade in the region. UNNExT develops trade facilitation tools to support the implementation of international standards and solutions for aligned trade documents and data, single window and electronic data interchange (EDI), as provided, inter alia, by the United Nations Centre for Trade Facilitation and Electronic Business (UN/CEFACT) and the World Customs Organization (WCO), and measures negotiated under the WTO negotiations on trade facilitation. It provides access to technical knowledge and expertise, training activities and peer-to-peer support in the following areas:

- (i) Business process analysis for simplified trade procedures and documents;
- (ii) Simplification and automation of trade documents for migration to paperless trade;
- (iii) Development of aligned sets of national and regional trade documents;
- (iv) Single window implementation;
- (v) Regional harmonization of data requirements;
- (vi) Regulatory framework;
- (vii) Business models (including management, financial and operational arrangements).

UNNExT was established and is being maintained by ESCAP and UNECE. UNNExT and its activities, including national, subregional and regional capacity workshops and studies, are funded under the United Nations Development Account project. Countries from Asia and the Pacific interested in benefiting from the accumulated expertise of the network, or to contribute to it, are welcome to contact ESCAP.

For more information: [www.unescap.org/unnnext](http://www.unescap.org/unnnext)

### Asia-Pacific Trade Facilitation Forum

ESCAP organizes, in collaboration with the Asian Development Bank, the Asia-Pacific Trade Facilitation Forum (APTFF) on an annual basis, bringing together a wide range of stakeholders from the region and beyond to share information and exchange experiences.

For more information: [www.unescap.org/tid/projects/tfforum.asp](http://www.unescap.org/tid/projects/tfforum.asp)

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### Trade Facilitation Advisory Services

ESCAP provides trade facilitation advisory services on requests to its member countries, particularly through UNNExT. The primary focus is on least-developed, landlocked and transitional countries. This has included the development of a national single window masterplan in Mongolia, as well as an analysis of rice export processes in Cambodia.

**Regional Organizations Cooperation Mechanism on Trade Facilitation (ROC-TF)**

As part of a new mechanism launched – at the request of its member countries – to enhance cooperation and coordination among Asia-Pacific regional organizations and programmes working on trade facilitation (TF), ESCAP issues the ROC-TF Newsletter on a quarterly basis. This newsletter aims to provide information on recent as well as planned trade facilitation project and activities of various organizations active in this area, as well as on relevant publications and documents that may be useful across the Asia-Pacific subregions. It also includes a section on national and regional news on trade facilitation and paperless trade. The first issue of the ROC-TF newsletter, please visit: <http://www.unescap.org/tid/roctf.asp>.

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**Trade Facilitation Research and Publications**

ESCAP, in particular through its Asia-Pacific Research and Training Network on Trade (ARTNeT), a network of developing country research institutions, has been actively supporting trade facilitation research. This research has so far focused on identifying the evolving needs and priorities of developing countries, and evaluating the actual impact of specific trade facilitation measures and behind-the-border regulations on trade, with a particular focus on SMEs. Online tools have also been developed to conduct rapid econometric trade impact analysis of selected measures, which is expected to be particularly useful to trade researchers and government planners.

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A new research project is currently underway titled “Trade Facilitation for Poverty Reduction”, funded by the Government of China, with an objective to increase capacity of developing members of ESCAP to implement trade facilitation measures contributing to poverty reduction.

Since 2011, ESCAP maintains a database of bilateral comprehensive trade costs covering nearly a hundred countries and providing bilateral trade cost data for manufacturing as well as agricultural goods from 1995 to 2010. The regional database was expanded into a joint ESCAP-World Bank global database in January 2013.

For more information: [www.artnetontrade.org](http://www.artnetontrade.org).

ESCAP also publishes practical guides and technical briefs on trade facilitation. Data Harmonization and Modeling Guide for Single Window Environment is the most recent guide published ([http://www.unescap.org/unnext/tools/data\\_harmonization.asp](http://www.unescap.org/unnext/tools/data_harmonization.asp)). The Business Process Analysis Guide, published in 2010 is being used in many countries (available at [http://www.unescap.org/unnext/tools/business\\_process.asp](http://www.unescap.org/unnext/tools/business_process.asp)). A series of policy briefs have been published on Single Window Trading Environment (available at <http://www.unescap.org/unnext/pub/brief.asp>).

Through its research and analysis work, ESCAP recently published two studies on “Trade Facilitation in Asia and the Pacific: An Analysis of Import and Export Processes” (available at <http://www.unescap.org/tid/publication/tipub2615.asp>) and “Facilitating Agricultural Trade in Asia and the Pacific” (available at <http://www.unescap.org/tid/publication/tipub2616.asp>).

**Examples of projects:****Strengthening Capacities of Asian Developing Countries to Increase Intra-regional Trade by Implementing Paperless Trade and Transport Facilitation Systems**

This is a joint project undertaken by ESCAP, UNECE and UNCTAD in the Asia-Pacific region. The project intends to build national governments’ capacity to implement paperless systems for cross-border trade and transport and support implementation of national and regional single windows. Assessment studies will be conducted to identify ICT gaps preventing the implementation or limiting the success of existing paperless trade and transport facilitation systems as well as to understand how trade, transit and transport paperless trade systems can be integrated, including into national and regional single windows.

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Capacity building guides and training materials on how to implement paperless trade and transport systems to facilitate in particular agricultural trade, transit transport and SME participation in international trade transactions will be developed. Studies and training material will be developed with the support of the United Nations Network for Paperless Trade in Asia and the Pacific (UNNEXT), a platform that will be expanded under this project to trade and transport facilitation. Regional forums will be organized to disseminate study results as well as allow sharing of experience among countries of the region. Regional and national workshops will be organized based on the newly developed capacity building guides and training materials. The main project outputs include:

- (i) Technical and policy briefs to draw lessons and good practices from paperless initiatives for trade and transport facilitation and relevant studies;
- (ii) Subregional training-of-trainer workshops on agricultural trade facilitation, paperless transit transport, and paperless trade systems for SMEs;
- (iii) Regional Forums to share good practices and initiatives on trade and transport facilitation;
- (iv) Develop training materials and guides on paperless systems.

This project is funded under UN Development Account 8<sup>th</sup> Tranche.

**Strengthening the Capacity of Developing and Transition Economies to Link to Global Supply Chains through the Reduction of Trade Obstacles**

ESCAP together with other Regional Commissions have recently embarked on this project funded by the United Nations Development Account 7<sup>th</sup> Tranche. This will be the first inter-regional project involving all five Regional Commissions and targeting countries from all five regions. The overall objective of this project is to strengthen the capacity of Developing and Transition Economies from all five regional areas to link to global supply chains through the reduction of trade obstacles. ESCAP will implement the activities in Asia and the Pacific region. The main activities that ESCAP is responsible for include:

- (i) Organize one inter-regional performance analysis conferences on regulatory, procedural and organizational obstacles to the global supply chain in the Asia-Pacific region;
- (ii) Organize one regional policy and technical workshops on how to develop policy Recommendations for trade facilitation in the Asia-Pacific region;
- (iii) Set-up/facilitate regional networks for knowledge and experience sharing on trade facilitation good practices among policymakers and managers from government agencies and the private sector in developing countries and transition economies.

**Network for Knowledge Transfer on Sustainable Agriculture Technologies and Improved Market Linkages in South and Southeast Asia (SATNET Asia)**

The overall objective of this project is to contribute to improved food security and nutrition of the poorest and most vulnerable people in South and Southeast Asia by increasing and accelerating the rate of adoption of sustainable agricultural technologies and by improving regional trade in food products. The Trade Facilitation component of this project is aimed at identifying options and measures for regional trade facilitation, and strengthening South-South dialogue and intraregional learning on trade facilitation. The following activities are part of the three-year project ending in 2014 in each target country of South (Bangladesh, Bhutan, Nepal) and Southeast Asia (Cambodia, Lao PDR, Myanmar):

- (i) Diagnostic (Business Process Analysis) studies on selected agro or food product;
- (ii) Stakeholder consultation on trade facilitation measures for agro or food products;
- (iii) Training on relevant trade facilitation measure for agro or food products;
- (iv) Exhibition (regional) on suitable trade facilitation measures for agro or food products.

ESCAP Trade and Investment Division is co-implementing the project in partnership with CAPSA (Centre for Alleviation of Poverty through Sustainable Agriculture) and a few other international agencies.

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The UNECE supports:

- Improved competitiveness;
- Better integration into global supply chains;
- Improved regional and international trade.

### Trade facilitation and electronic business

The UNECE develops norms, standards, and recommendations for trade facilitation and electronic business through its Centre for Trade Facilitation and Electronic Business (UN/CEFACT). The Centre is a focal point for standards related to trade facilitation and electronic business standards within the UN System. Its principal emphasis is the development of recommendations and standards, and it also develops (in cooperation with the UNECE secretariat) capacity building activities and tools to promote the implementation of its work.

UN/CEFACT supports activities for developed, developing, and transition economies that are dedicated to improving the ability of business, trade, and administrative organizations to exchange products and relevant services. Its principal focus is on facilitating national and international transactions through the simplification and harmonization of processes, procedures, and information flows. This is achieved by:

- Analyzing and understanding the key elements of international processes, procedures, and transactions, and working for the elimination of constraints;
- Developing methods to facilitate processes, procedures, and transactions, including the relevant use of information technologies;
- Promoting both the use of these methods and associated best practices through channels such as government and industry and service associations.

Capacity building through diverse events and activities that can be grouped under the following main areas:

- Activities to raise awareness, support and build capacity in national trade facilitation activities (including in TF organs) through advisory services and workshops;
- Activities to support the national simplification and harmonization of procedures and data, including the establishment and operation of single window mechanisms for export and import clearance;
- National and regional workshops to develop national/regional strategies for trade facilitation in the context of current WTO obligations and WTO negotiations on trade facilitation;
- Activities to introduce and to support electronic alternatives to key paper documents in the international supply chain;
- Other activities to support paperless trade transactions.

### Successful projects

- Regional initiatives on data harmonization (including on introducing single window mechanisms for trade) in South-Eastern Europe and in the CIS region, in SPECA (launch of a SW in Azerbaijan, start of a discussions in Ukraine);
- The establishment of mirror UN/CEFACT committees in the CIS countries;
- Capacity building workshops on data harmonization in the SPECA region (in collaboration with UNESCAP);
- Provision of legal and practical advice (including on establishing an information exchange system) to the countries of a new economic grouping – the Customs Union of Belarus, Kazakhstan and the Russian Federation;
- The transposition of basic UN/CEFACT standards as Russian national standards and as CIS regional standards;

- Publication of an updated English-Russian glossary of trade facilitation terms created as a tool for promoting the concept and practice of trade facilitation in Russian-speaking countries;
- A project on trade facilitation and institution-building in Greece;
- Launch of a joint trade facilitation initiative by the five UN regional commissions as well as a joint project on information requirements for supply chains.

Because this UNECE programme and UN/CEFACT have a global remit, capacity building activities are organized across the world. However, because of the UNECE's limited budget for capacity building, it mainly organizes activities in its own region; but it also supports other organizations, including other UN regional commissions, that organize capacity building in other regions.

In this area, close cooperation takes place with other international organizations, both within and outside the UN System. One of the most important forums for this cooperation is the Global Facilitation Partnership for Transportation and Trade (GFP) (<http://www.gfptt.org>).

In addition, this and other cooperation mechanisms are supplemented by joint work on specific projects. Additionally, UN/CEFACT relies on its close relationship with the representatives of international business associations, such as GSI (the organization that allocates bar codes for products internationally), the International Air Transport Association (IATA), the International Federation of Freight Forwarders Associations (FIATA), the Global Express Carriers Association, and others.

Finally, the UNECE cooperates extensively with regional groupings and trade organizations to support the implementation of the results of its work, including APEC, ASEAN, the Commonwealth of Independent States (CIS), the European Union (EU), EurAsEC, the Customs Union of Belarus, Kazakhstan and the Russian Federation the Stability Pact for South Eastern Europe, and other regional commissions.

For more information: [www.unece.org/cefact/](http://www.unece.org/cefact/)



## UNECLAC

### Trade facilitation support

In cooperation with other regional commissions and organizations working in the field of trade facilitation, ECLAC's International Trade and Integration Division has been assisting the region's countries with border management and performance monitoring systems, customs upgrading (valuation, procedures and mechanisms), custom clearance and harmonization, rules of origin, aligned trade documents, electronic standards/EDI, paperless trade, and single window environments.

For more information: [www.eclac.cl/comercio/default.asp?idioma=IN](http://www.eclac.cl/comercio/default.asp?idioma=IN)

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The high cost of trade and logistics bottlenecks handicaps competitiveness and disproportionately affects the poor. Today, the gains that countries can achieve from better trade logistics generally outweigh those from further tariff reductions. Logistics expenditures account for 15 to 30 percent of GDP in developing countries and typically 20 to 60 percent of delivered food prices.

Trade facilitation and logistics are cross-cutting development challenges that are identified as key priorities in three Bank network strategies—Trade, Transport, and Agriculture. They are also key components of several regional strategies, including for Africa, East Asia, and Middle East and North Africa (MENA). The Africa strategy highlights the importance of stimulating trade by connecting farmers to markets and developing cost-effective economic infrastructure that can spur competitiveness and faster growth. Particularly important to overcome are the physical disadvantages of 15 landlocked countries whose trade performance relies on collaborating with coastal countries.

The trade facilitation and logistics agenda is broad and aims at addressing the link between the World Bank's investments in hard infrastructure and the policy actions that are needed to facilitate trade flows. Priorities include topics such as:

- Regional integration and trade corridor development;
- Border management extending beyond customs;
- Port reform;
- Regulation and development of logistics services (such as trucking, third party logistics, freight forwarding, and warehousing).

The Bank World intervenes through lending, advisory work, technical assistance, and dissemination of knowledge products.

A number of initiatives and tools facilitate the development of capacity.

#### **Global Expert Team for Trade Facilitation and Logistics**

The World Bank Group has established a Global Expert Team for Trade Facilitation & Logistics (GET-TFL), formally approved in the second quarter of FY12. It is made up of an array of Bank Group staff - with support from industry experts and academics - dedicated to helping clients across the developing world to facilitate trade and improve the efficiency of logistics. The agenda aims at addressing the links among investments in hard infrastructure, the services provided for the movement of freight, and the policy actions that are needed to facilitate trade flows.

#### **Logistics Performance Indicators**

See the data section.

#### **Trade and Transport Facilitation Audits (TTFA)**

The Bank's Trade and Transport Facilitation Audits seek to improve diagnosis and corrective trade activities by providing guidelines on how to carry out a preliminary audit. They also give insights on how to go over the analysis and prepare appropriate remedial action. They establish a diagnosis, as comprehensive as possible, of procedural and operational constraints to external trade and international transportation services. Built on public and private sector assessments, these baseline diagnostics are carried out primarily in LDCs on a stand-alone basis or as a contribution to a wider diagnostic. In addition to the TTFA, the Bank is consolidating a series of more specialized methodologies, including supply chain analysis, surveys of truckers, and analysis of border delays (ports).

### **Trade Facilitation Facility (TFF)**

In 2009 the World Bank launched the Trade Facilitation Facility (TFF), a multi-donor trust fund that supports concrete improvements in trade facilitation systems, which in turn can help reduce developing countries' trade costs and thereby improve their competitiveness. The TFF responds 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 TFF is projected to deliver around US\$53 million in support over the next few years.

### **Connecting to Compete: Trade Logistics in the Global Economy**

The World Bank publishes Connecting to Compete, an assessment of global trade logistics, and its underlying Logistics Performance Index every two years. Based on a world survey of international freight forwarders and express carriers, the report consistently shows that the capacity to connect firms, suppliers and consumers, is crucial in a world where predictability and reliability are becoming even more important than costs. Connecting to Compete has been published three times since 2008, most recently in May 2012.

### **Border Management Modernization: A Guide for Reformers**

In 2011, the World Bank published a major new publication focused on the issue of border management modernization. The objective of the book is to provide policymakers and reformers with a practical guide to address border management issues including, but extending well beyond, customs. The book emphasizes the roles of other control agencies and the crucial importance of coordination between them. This approach represents a significant change from the traditional customs-specific focus to a new and more comprehensive "whole of government" approach to trade facilitation. The book is being complemented by a series of practical implementation guides taken from reform and modernization programs throughout the world. A Trade Portal guide is the first to be made available.

### **Trade Corridors and Landlocked Countries**

The World Bank has invested significantly in the understanding of inland trade corridors, based on projects targeting corridors and regional trade and transport facilitation in all regions of the world. Efficient trade corridors require carefully designed transit regimes, but also cooperative arrangements conducive to efficient trucking services and customs control. The Bank has published two books on the policies and the economic impacts of corridors: *The Cost of Being Landlocked* (in 2010) and *Connecting Landlocked Countries to Markets: Trade Corridors in the 21<sup>st</sup> centuries* (in 2011). These publications are being complemented by a series of practical thematic implementation guides in the form of a corridor toolkit.

### **Logistics in Lagging Regions**

Related to the case of landlocked countries is that of remote and lagging regions in large economies, where farmers and traders often face challenges in accessing markets for their products and their inputs, due to distance, lack of economies of scale or underdeveloped services. A first analysis based on case studies in Brazil and India called *Logistics in Lagging Regions* is currently being expanded.

### **Modal Toolkits**

The World Bank's Transport department has updated and prepared toolkits relating to the management of key international infrastructure, including a port toolkit and railway toolkits.

### **International Finance Corporation (IFC) Analytical and Advisory Services**

The core activities of the IFC's Foreign Investment Advisory Service (FIAS) includes providing advice on the reduction of red tape on import/export policies and procedures, and advice on investment promotion strategies and tools. See [www.ifc.org/fias](http://www.ifc.org/fias)

The World Bank, in partnership with other international organizations, is also promoting two advocacy initiatives, namely:

### **Trade Facilitation WTO Negotiation Support**

The Trade Facilitation (TF) Negotiation Support Program assists developing countries and LDCs in playing a more active role in the WTO TF negotiations. The objective is to secure an ambitious and development-friendly new WTO TF Agreement. This program provides real-time analysis and practical advice to negotiators in Geneva and country capitals. A series of national workshops is also held to demonstrate the utility of capital-based support groups to Geneva negotiators.

### **The Global Facilitation Partnership for Transportation and Trade (GFP)**

The GFP is a collaborative initiative between the main agencies interested in trade facilitation (IFIs, UN and specialized organizations). It also involves governments, the private sector, and not-for-profit groups. It is primarily a platform to consolidate and share practical knowledge and exchange information about ongoing initiatives and new ideas. The GFP host a rich resource website and hosts regular meetings organized by core members in various regions. See [www.gfptt.org](http://www.gfptt.org)

For more information: [www.worldbank.org/tradefacilitation](http://www.worldbank.org/tradefacilitation)

WTO



### **Trade Facilitation National Needs Assessment Project**

The WTO Secretariat, in cooperation with the IMF, OECD, UNCTAD, the World Bank and the WCO, provides technical assistance to WTO members and observers, upon request, to conduct a national self-assessment of their individual trade facilitation needs and priorities. This project will contribute to the more effective participation of members and observers in the WTO trade facilitation negotiations. A needs assessment will provide detailed information on the technical assistance requirements of recipient countries, and will be a valuable basis for the eventual implementation of any results of the negotiations.

For more information: [www.wto.org/english/tratop\\_e/tradfa\\_e/tf\\_assess\\_proposal\\_e.doc](http://www.wto.org/english/tratop_e/tradfa_e/tf_assess_proposal_e.doc)

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# [ Physical Trade Infrastructure ]



# PHYSICAL TRADE INFRASTRUCTURE



African  
Development Bank (AFDB)



International  
Civil Aviation  
Organization (ICAO)



Caribbean  
Development Bank (CDB)



United Nations Conference  
on Trade and Development  
(UNCTAD)



European Bank for  
Reconstruction and  
Development (EBRD)



United Nations  
Economic Commission for  
Europe (UNECE)



Inter-American  
Development Bank (IDB)



World Bank Group (WB)



### Transport infrastructure

Africa's current very defective transport network prevents the countries of the region from being competitive, especially on the world market. Most of the Bank's resources, the bulk of which go into infrastructure development, end up in road infrastructure—always a major part of its funding of the region's infrastructure. Energy, too, has always been a major focus for the Bank, whereas the development of port and rail and communication technology involves new undertakings.

For more information: <http://www.afdb.org/en/topics-sectors/sectors/transport/>

AfDB has identified a number of sectoral priorities for the transport sector, and has decided to focus its financing on:

- Regional transport corridors;
- Rural roads;
- Structuring projects that permit the integration of different modes of transport;
- Rehabilitation and maintenance programmes;
- Institutional and maintenance capacity building;
- Promoting public-private partnerships and multi-sectoral projects.

For more information: <http://www.afdb.org/en/topics-sectors/sectors/transport/bank-group-vision/>

### Information and communication technology (ICT)

AfDB's ICT operations strategy is to make an important contribution to poverty reduction and the economic growth of regional member countries (RMCs) by increasing the Bank's role in extending access to ICT infrastructure, stimulating private sector investment and, ultimately, enhancing good governance and the efficient delivery of public services, like education and health, thus contributing to the achievement of the MDGs.

For more information: <http://www.afdb.org/en/topics-sectors/sectors/information-communication-technology>

### NEPAD-Infrastructure Project Preparation Facility (IPPF)

This facility assists African countries, regional economic communities, specialized agencies and related institutions, through grant resources, in:

- Preparing high quality and viable regional/continental infrastructure projects to be ready to solicit financing from public and private sources;
- Developing a consensus and partnership for project implementation;
- Promoting infrastructure projects and programmes which would promote regional integration and trade.

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### Restoration of physical infrastructure

For years the Bank has been involved in the provision financing for construction of physical infrastructure in support of trade expansion of both commodities and services. Physical infrastructure projects in support of trade include airports and seaports; roads to facilitate the transport of commodities and tourists; feeder roads to support production and exports of agriculture products etc.

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### Infrastructure and transport policy

A well-developed transport network is essential to supporting economic growth, market development and regional integration. The EBRD fosters transition of the transport sector by financing economically viable infrastructure and transport projects. The Bank's Transport Operations Policy aims to build efficient, reliable and secure transport systems in six lines of transport business: aviation, ports, railways, road transport, shipping, and logistics.

The EBRD continues to cooperate with the EU on the development of the Trans-European Network corridors and implementation of regional initiatives, such as the REBIS (Regional Balkans Infrastructure Study) initiative in the Western Balkans and the TRACECA (Transport Corridor, Europe-Caucasus-Asia) initiative in Central Asia and the Caucasus.

For more information: <http://www.ebrd.com>

#### Case study – Macedonian deal completes pan-European motorway modernisation

In 2011 the EBRD signed a landmark investment to help modernise FYR Macedonia's transport system and support its commercial links with other countries in the region. The Bank is providing a €107 million loan to finance the construction of a modern motorway between the Macedonian towns of Demir Kapija and Smokvica in the south-eastern part of the country. The new 28-kilometre section of road is part of the Pan-European Corridor X that runs from Austria to Greece through Slovenia, Croatia, Serbia and FYR Macedonia. It is one of the two remaining segments of the 1,451 km route that require upgrading to motorway standard. Modernisation works on the other segment, in Serbia, are under way.

With the completion of the new road between Demir Kapija and Smokvica, Corridor X will have four lanes and a hard shoulder along its entire length. For Macedonian citizens and the country's economy it will mean better and safer transport links, easier and faster access from north to south, but also more favourable conditions for regional trade and integration. In addition to the obvious benefits brought to FYR Macedonia's population, businesses and economy as a whole, the EBRD investment, which goes hand in hand with continuous policy dialogue, is laying the path for further reform in the Macedonian roads sector. With this project the EBRD and the Macedonian authorities will continue their cooperation for further reorganisation of road maintenance through the implementation of performance-based contracts and introduction of public-private partnerships in the road sector.

The construction of the road in FYR Macedonia is part of the EBRD's integrated approach to improving transport links in the region. In recent years the Bank has invested a total of €845 million in rail and road infrastructure to modernise various parts of Corridor X in Hungary, Croatia, Serbia, and FYR Macedonia. With project costs exceeding €334 million, the construction of the new road in FYR Macedonia is co-financed by the European Investment Bank (EIB) and the EU's Instrument for Pre-accession Assistance.

### Acquisition and construction of cargo vessels

EBRD's involvement in shipbuilding has so far concentrated on debt financing for the acquisition and construction of various types of cargo vessels. The Bank will continue to finance deep-sea ship owners, including its existing clients, in their on-going efforts to modernize their fleets.

However, the EBRD will also seek to diversify its portfolio to finance the renewal of other types of vessels, including passenger and river ships. The majority of the shipping fleet (including river vessels) in the region are in imminent need of replacement, and this renewal process is critical for the sector if it is to maintain or improve its competitiveness and eliminate sub-standard vessels in order to improve crew safety and address environmental concerns. All EBRD-financed shipping projects should comply with the standards of the International Maritime Organization (IMO) for safety and protection of the environment, and ships should be operated in open and commercial markets.

The EBRD is intensifying its efforts to develop appropriate structures for projects in the shipbuilding industry. Besides acting as a catalyst in channelling long-term financing to the region, the Bank's involvement will provide the opportunity to achieve its transition goals. For future operations in the sector, the following transition objectives have been identified: promotion of competitiveness through fleet renewal; promotion of privatization and restructuring; transfer of technical know-how and management skills; promotion of good corporate governance and best business practice; promotion of safety and environmental consciousness; development of an appropriate regulatory and legal framework; and facilitation of regional trade.

For more information: <http://www.ebrd.com>

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**IDB**


### Transport infrastructure

The IDB has broad experience in the financing of basic transport infrastructure, from roads and networks for rural transport to integration corridors. The development of transport infrastructure is mainly aimed at providing transport networks in good condition, and meeting uniform standards that enable the development of trade-related and productive activities. Good accessibility is the foundation for the development of transportation services and of activities that facilitate the formation of productive clusters, value-adding activities and trade synergies. The Bank supports transportation services that are under the responsibility of the national government and sub-national entities through financial and non-financial products, such as policy dialogues, seminars and training activities, among others.

The IDB also supports result-oriented maintenance standards in road networks and infrastructure, such as port dredging, and strives to ensure that the infrastructure built is maintained in a cost-efficient manner and in optimal conditions for its suitable use and operation.

### Ports and maritime transport

As a result of its geographical situation and of the goods involved in foreign trade, ports and maritime transport play a fundamental role in the Inter-American region. An annual volume in the order of 1,450 million metric tons is operated through seaports, which are the most significant entry and departure points for foreign trade. Out of that volume, 80 per cent are exports and 20 per cent imports, given the distinctive feature of this region as an exporter of raw material products (minerals, grains, hydrocarbons).

Port performance has a significant impact on maritime connectivity, particularly in the transport of containers, which concentrates items with highest unit value. The Bank participates with financing for ports whose operation is still under public responsibility, as well as in the development of technical cooperation to improve port safety and service standards. By means of other cooperation mechanisms, the Bank facilitates the creation of agencies and policies aimed at increasing the participation of the private sector in the supply of infrastructure or related transportation services, seeking to capitalize operational improvements and efficiency from the private sphere.

The Bank has identified five key priority areas in an attempt to complement other ongoing initiatives that strive to identify areas of activity and opportunities for innovative logistics strategies and trade-related facilitation initiatives, including the optimization of the transportation infrastructure (ports and airports, inter-city and urban logistics platforms), cargo handling and operation, institutional arrangements, business logistics and trade facilitation, and the adoption of innovative technological systems supporting service operations:

- Provision of basic infrastructure, for general purposes, not the road network;
- A series of infrastructure services directly related to cargo logistics, where the private sector plays a prevailing role in the operation and where public-private associations and regulations are of outmost significance (basically includes ports and railroads);

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- Services operated by the state, and its border crossings infrastructure, either directly or through outsourcing (customs and customs-related management, migration and phyto-sanitary controls), that enable trade facilitation and the control of theft and robbery of goods;
- Support for better private sector development, which comprises technical assistance and training for small-sized companies in the organization of their supply chains as well as for those who supply logistics services, such as carriers, logistics operators or brokers, and their organizations;
- The organization of the public sector to foster quality policies in logistics performance, including inter-sector, inter-jurisdictional and public-private coordination entities, the development of monitoring systems to follow up on logistics performance, and the general training of related human resources.



## ICAO

### Aviation Infrastructure Management

ICAO's common aim in the area of Aviation Infrastructure Management is to develop and to provide the policy guidance on the economics and management of airports and air navigation services; the development of ICAO policies on user charges, promotion and implementation of relevant ICAO policies and guidance material; and for monitoring regulatory and industry developments and trends, conducting studies and research on related issues.

Infrastructure management programme deals with the economic, financial, organizational and managerial aspects of the provision and operation of airports and air navigation services, including issues relating to commercialization and privatization of such entities, relationship between providers and users, cost basis for charges, charging systems, and charges related to security and environmental protection. It collects, analyzes and disseminates information on the financial situation of airports and air navigation services. It also conducts workshops or other informal meetings to assist States, and provides technical support to other bodies inside and outside ICAO on matters of its expertise areas.

The Programme Objectives are the following:

Monitor compliance with Article 15 of the Convention on International Civil Aviation (Chicago Convention) and application of ICAO recommended policies and practices in the area of cost recovery for airports and air navigation services, and so assist in the sustainable development of required infrastructure.

- Develop and update ICAO's Policies on Charges for Airports and Air Navigation Services (Doc 9082) and prepare related manuals and other guidance material on airport and air navigation services economics and management, including organizational aspects and implementation of CNS/ATM;
- Provide advice and develop guidance on cost recovery, financing and organizational arrangements for multinational air navigation facilities/services including CNS/ATM and on means of addressing safety oversight and reducing shortcomings in the air navigation field;
- Provide technical support within and outside ICAO on issues related to airports and air navigation services management, cost-effectiveness and other economic and financial aspects of regional air navigation plans.

In the current environment of commercialization/privatization of airports and air navigation services, some consensus is needed on establishing and levying airport and air navigation charges. Without common international policies, airports and air navigation service providers would develop and apply their own principles, thus reducing transparency and leading to higher charges and governments finding reasons to increase taxation on international aviation.

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### Joint financing activities

Arrangements for the joint financing of air navigation facilities and services are administered by ICAO upon request and on behalf of some States and/or groups of States.

The provisions of Chapter XV of the 1944 *Convention on International Civil Aviation* (the Chicago Convention) and ICAO Assembly Resolutions provide the opportunity for joint financing arrangements. The general shortage of capital for the development of facilities and the growing emphasis on cost-effectiveness provide scope for the joint financing concept to be applied by two or more States to enable them to share in the cost of implementing and operating air navigation facilities and services for international civil aviation.

### Economic analysis

Studies on regional differences in international airlines operating economics have been conducted to assist States in the assessment of the impact of regulatory change, support environmental planning, assess the effectiveness of measures for the implementation of the Strategic Objectives and support pro-rating of passenger revenues from interline journeys.

Research is undertaken and guidance to States provided as required on cost/benefit analysis and business cases for planning and implementation of air navigation systems and related systems (including CNS/ATM). Specific economic studies are conducted, as requested. For example, a study was published in 2011 to assess the present and future demand of civilian licensed aviation personnel and the corresponding training facilities and capacities at global and regional levels. The study aims at estimating if shortages or surpluses are likely to occur over the next twenty years. Formerly, methodological guidelines have been developed to assist States in assessing the economic contribution of civil aviation as a business sector within a given regional/local or national economy in terms of output and employment.

### Forecasting activities

ICAO's objective in the fields of forecasting, economic planning and analysis is to support commercial air transport developments, in particular planning issues related to airports, airlines and satellite-based air navigation systems and services.

This is accomplished through:

- Medium and long-term forecasts of air traffic and other planning parameters at global, regional and route-group levels;
- ICAO's strategy for regional traffic forecasting activity meets the demand for specific longrange forecasts in connection with reducing airport and airspace congestion. Direct technical support to regional traffic forecasting groups is rendered in the region of Asia/Pacific (APA TFG) since 1991, and in the regions of Carribean/South-America (CAR/SAM TFG), Africa (AFI TFG) and the Middle East (MIR TFG) since 1998;
- Monitoring global and regional air transport developments and specific studies on financial analysis issues of air carrier operations; and
- Other economic studies as required.

This Programme also provides services, guidance and technical support for economic matters related to air navigation capacity and efficiency and to aviation environmental matters.



UNCTAD

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## UNCTAD

### Transport and trade facilitation

The objectives are:

- To improve the performance of transport operators and auxiliary services;
- To set up the necessary institutional and operational environment for the introduction of multi-modal transport.

Technical assistance is provided for the identification of the required improvements to the physical features of existing transport networks; in proposals for specific actions to make the best use of available trade and transport related assets; and in eliminating, wherever possible, barriers that might increase transaction costs and create unnecessary delays.

Activities in the transport area include the creation of platforms to support the development of efficient transport systems, and assistance in the design of solutions to overcome impediments to trade. Advice and operational support is given in the areas of port management, and the modernization and harmonization of national transport legislation and regulations. In addition, institutional and individual capacity building is provided to help elaborate proposals to improve the efficiency of transit transport operations and transit agreements between landlocked countries and their neighbours.

For more information: <http://unctad.org/en/Pages/DTL/Trade-Logistics-Branch.aspx>

### Review of Maritime Transport (RMT)

The *Review of Maritime Transport* is one of UNCTAD's flagship publications, published annually since 1968. It reports on the worldwide evolution of shipping, ports and multimodal transport related to the major traffics of liquid bulk, dry bulk and containers.

For more information: [http://unctad.org/en/Pages/Publications/Review-of-Maritime-Transport-\(Series\).aspx](http://unctad.org/en/Pages/Publications/Review-of-Maritime-Transport-(Series).aspx)



UNECE

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## UNECE

### Sub-programme on transport

The UNECE objective under the subprogramme on transport is to facilitate the international movement of persons and goods by inland transport modes, and to improve safety and security in the transport sector.

For more information: [www.unece.org/trans/welcome.html](http://www.unece.org/trans/welcome.html)

### Transport of dangerous goods

The UNECE provides secretariat services to the United Nations Economic and Social Council's Committee of Experts on the Transport of Dangerous Goods and on the Globally Harmonized System of Classification and Labelling of Chemicals. This Committee elaborates recommendations which are contained in two publications updated every two years: the Globally Harmonized System of Classification and Labelling of Chemicals (GHS) ("Purple Book") and the Recommendations on the Transport of Dangerous Goods ("Orange Book").

The GHS serves as a basis for harmonization of all national, regional and international legal instruments containing chemical classification and labelling requirements in different regulatory contexts (transport of dangerous goods; safe use of chemicals at work, consumer protection, environment protection, etc). Examples of such instruments are: in the European Union, Regulation (EC) 1272/2008 on classification, labelling and packaging of substances and mixtures; in the United States of America, OSHA Hazard Communication Standard (29 CFR 1910.1200); in Japan, national standard JIS Z 7253 on hazard communication on chemicals based on GHS labeling and safety data sheets.

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The Orange Book contains the basic prescriptions for the safe carriage of dangerous goods by road, rail, inland waterways, sea, and air. They serve as the basis for the harmonization of the various legal instruments governing the transport of dangerous goods by different modes of transport, e.g. the IMO International Maritime Dangerous Goods Code and the ICAO Technical Instructions for the Safe Transport of Dangerous Goods by Air. The UNECE itself ensures the effective implementation of the UN Recommendations by administering legal instruments governing the inland transport of dangerous goods, notably the European Agreement concerning the International Carriage of Dangerous Goods by Road (ADR) and the European Agreement concerning the International Carriage of Dangerous Goods by Inland Waterways (ADN), some of which, such as ADR, are opened to all UN member States and count parties outside the UNECE region.

To facilitate the operation and better implementation of these legal instruments in the region, workshops and seminars are organized by the UNECE, with the assistance of the Secretariat and national experts. Assistance is also provided outside the region with support of other regional commissions, UN departments or specialized agencies concerned with chemical or transport safety such as ESCAP, IAEA, ICAO, IMO, UNEP, ILO, WHO and UNITAR.

For more information: [www.unece.org/trans/danger/danger.html](http://www.unece.org/trans/danger/danger.html)

#### **Harmonization of road vehicle regulations**

The UNECE develops new regional and global regulations, harmonizes existing regulations, and amends and updates current UNECE regulations in the field of road vehicle construction. The objective of these regulations is to provide procedures for establishing uniform prescriptions regarding new motor vehicles and equipment and for reciprocal acceptance of approvals issued under the respective regulations. Issues addressed relate to the active safety of vehicles (crash avoidance), passive safety of vehicles (crashworthiness), environmental and general safety, and special technical considerations. To facilitate the operation and better implementation of these regulations, workshops and seminars are organized by the UNECE, with the assistance of the Secretariat and national experts.

For more information: [www.unece.org/trans/main/welcwp29.htm](http://www.unece.org/trans/main/welcwp29.htm)

#### **Transport links projects**

The Trans-European Motorway (TEM) and Railway (TER) and Euro-Asian Transport Links (EATL) projects are sub-regional cooperation frameworks for countries in Central, Eastern and South-Eastern Europe that aim at developing coherent road, rail and intermodal transport infrastructure networks and enhancing transport facilitation. In the framework of the TEM and TER master plans, a consistent and realistic short, medium and long-term investment strategy for the development of road and rail networks in 21 participating countries has been developed on the basis of a methodology allowing evaluation and prioritization of infrastructure and investment needs. Similarly, in the framework of the EATL project, the UNECE and UNESCAP have developed methodologies and procedures providing for the identification of the main Euro-Asian land transport routes and the prioritization of projects along these routes. Numerous capacity building workshops and seminars are organized by the UNECE and UNESCAP to familiarize countries in the region with these methodologies and implementation procedures.

More information about these activities can be obtained from the following websites:

<http://www.unece.org/trans/main/tem/tem.html>

<http://www.unece.org/trans/main/ter/ter.html>

<http://www.unece.org/trans/main/temtemp/news.html>

<http://www.unece.org/trans/main/eatl/intro.html>

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### TIR customs transit and border crossing facilitation

Transport and border crossing facilitation is an important part of UNECE activities in the field of transport and is a key factor in trade facilitation. In this respect, the UNECE provides the following services:

- Facilitates cooperation and coordination of border control services;
- Monitors the application of several international legal instruments in these areas, such as the TIR and the harmonization conventions;
- Supports the simplification and standardization of customs transit procedures;
- Facilitates the harmonization and reduction of formalities, as well as the reduction of the number and duration of border controls, both at national and international levels.

To facilitate the operation and better implementation of these legal instruments in the region, national and regional workshops and seminars are organized by the UNECE, with the assistance of the Secretariat and national experts.

For more information: [www.unece.org/trans/bcf/welcome.html](http://www.unece.org/trans/bcf/welcome.html)



## WB

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### Trade-related infrastructure projects lending

The World Bank Group (WBG) total transport sector commitments totaled US\$5.7 billion in fiscal year 2012, representing 31% of the overall WBG commitments for infrastructure. The overall portfolio for transport has increased significantly in the last few years, doubling since 2003 to US\$39 billion of IBRD/IDA net commitments in fiscal year 2012. The transport sector has been rebalancing its portfolio with several transport sub-sectors benefiting from transport operational activities, including urban transport, roads, aviation, ports and railways. Urban Transport is a growing business for the Group with IBRD/IDA financing increasing its share from 10% (US\$891 million) in fiscal year 2011 to 21% (US\$972 million) in fiscal year 2012. Rural and Inter-Urban Roads remain the largest sub-sector, despite a decline in its share from 61% in fiscal year 2011 to 49% in fiscal year 2012.

The greater importance of cross-sectoral issues in project design and monitoring is also apparent, with environment and climate impact being more systematically addressed; health, social inclusion and accessibility issues being part of many more projects; and the relationship with trade competitiveness strengthened, in particular in operations dealing with ports, air transport, and regional corridors. Specialized investments and advisory work related to export-oriented industrial zones and e-commerce export marketing have also been provided.

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# [ Trade-Related Financial Services ]

# TRADE-RELATED FINANCIAL SERVICES



African Development Bank (AFDB)



International Trade Centre (ITC)



Asian Development Bank (ADB)



United Nations Conference on Trade and Development (UNCTAD)



European Bank for Reconstruction and Development (EBRD)



World Bank Group (WB)



Inter-American Development Bank (IDB)



### The Trade Finance Program (TFP)

In addition to financing activities, the TFP will also link the Bank's efforts to: (i) facilitate trade by reducing/removing cross-border obstacles that currently constrain and increase the risks that undermine trade, (ii) build the regulatory capacity of governments, and (iii) undertake the upstream work of building capacity of the client institutions to manage risk and enhance access to trade finance.

The Trade Finance Program (TFP) is the successor to the Bank's Trade Finance Initiative (TFI) that was launched in 2009 in response to the 2008/09 financial crisis. Encouraged by the success of the TFI and cognizant of Africa's large and growing trade finance needs, the Bank is in the process of establishing a USD1 billion trade finance program to take its intervention beyond crisis response and consolidate its position as a major provider of trade finance on the continent. The TFP brings the Bank in step with other Multilateral Development Banks (MDBs) who all have been operating trade facilitation programs for nearly a decade on average.

The TFP has the dual objective of addressing the shortage of trade finance for African corporates and SMEs by providing both funded and non-funded solutions; and providing rapid response, countercyclical support whenever normal trade finance facilities are constrained. At the outset the Program will offer three distinct but related products, namely: Risk Participation Agreement (RPA); Trade Finance Line of Credit (TFLOC); and Commodity Finance Facility (CFF).

Under the RPA, AfDB would share the credit risk (usually up to 50% of a transaction) on a portfolio of eligible trade transactions originated by local banks and confirmed by international confirming banks. The product is designed to provide partial cover to regional and international commercial banks for assuming the credit risk of local banks who issue documentary letters of credit and similar trade instruments. The RPA is an unfunded facility and the Bank's direct counterparties are the confirming banks. TFLOC will be provided directly to local banks for the financing of exclusively trade-related transactions in Africa, while the CFF will provide direct support to commodity aggregators such as commodity boards for the financing of the export and import of agricultural commodities and inputs.

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### Equity investments

Investment Fund Operations deliver private equity to Developing Member Countries (DMCs), which stimulates domestic market development and capacity-building and increases access to debt financing in its DMCs. Private equity is in high demand from ADB's DMCs, and is a standard modality for investment within ADB's peer institutions.

For more information: <http://www.adb.org/PrivateSector/Finance/equity.asp>

### Loans and guarantees

ADB provides loans, without government guarantees, to private sector projects and enterprises. In general, these loans are denominated in the major international currencies. However, Local currency financing is also available in selected countries. Loans to private sector companies or projects may be co-financed by commercial banks and other development banks.

ADB's guarantee instruments cover those risks that the private sector cannot easily absorb or manage on its own. Mitigating these risks can make a crucial difference in mobilizing debt funding for private sector projects.

For more information: <http://www.adb.org/PrivateSector/Finance/guarantees.asp>

### B Loan (Complementary Financing Scheme)

B loans are funded by commercial lenders with ADB acting as "lender of record". Although B loans do not provide co-financiers with recourse to ADB for debt service, such loans do enjoy the same privileges and immunities given to ADB direct loans.

For more information: [http://www.adb.org/PrivateSector/Finance/com\\_financing.asp](http://www.adb.org/PrivateSector/Finance/com_financing.asp)

### Trade Finance Facilitation Program (TFFP)

ADB's Trade Finance Facilitation Program which started operations in 2004- provides finance and guarantees through, and in conjunction with, international and developing member country banks to support trade transactions in developing nations. Realizing that access to trade finance in times of crisis is vital to cushioning the shock of the global downturn on international trade, ADB has expanded significantly the trade finance facilitation program to US\$1 billion. This move was expected to generate up to \$15 billion in trade support by the end of 2013.

The TFFP:

- Provides guarantees to confirming banks and revolving credits to issuing banks located in DMCs
- Enhances banks' abilities to offer importers and exporters access to financial services
- Works in partnership with the private sector to provide capacity, liquidity and stability to the trade finance system

For more information: <http://www.adb.org/TradeFinance/default.asp>

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EBRD



### Trade Facilitation Programme (TFP)

The EBRD's Trade Facilitation Programme (TFP) aims to promote foreign trade to, from and within central and eastern Europe, the Commonwealth of Independent States (CIS) and the southern and eastern Mediterranean (SEMED) region. Through the Programme, the EBRD provides guarantees to international commercial banks (confirming banks). In so doing, it takes the political and commercial payment risk of transactions undertaken by participating banks (issuing banks) in the EBRD's countries of operations.

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The Programme can guarantee any genuine trade transaction associated with exports from, imports to, and trade between the EBRD's countries of operations. As of June 2012, over 100 issuing banks in 20 countries in the Bank's region of operations participate in the Programme, together with over 800 confirming banks throughout the world. The TFP supports business based on the following specific selection criteria: terms and conditions must reflect sound banking risks, and private funding must not be available on reasonable terms. The project must be environmentally neutral or beneficial and socially responsible, as well as respectful of the rights and needs of communities.

The EBRD guarantees cover a wide range of goods and services, including consumer goods, commodities, equipment, machinery and power supply as well as cross-border engineering, construction, shipbuilding, technical and other services. Trade finance instruments include letters of credit, payment and other types of guarantees, bills of exchange or promissory notes, performance bonds and bid bonds. The EBRD also provides short-term loans for trade-related transactions under the TFP.

The EBRD has added factoring as a new product to its TFP in order to further support the transfer of innovative trade finance solutions and know-how to its countries of operations. Through the TFP, the EBRD also provides financing for the domestic factoring activities, including in local currencies in a number of countries. Importantly, the TFP covers the political and commercial payment risk in the international trade transactions undertaken by banks in the countries of operations (the issuing banks) in the area of international factoring.

One example of an intra-regional transaction covered under the Trade Facilitation Programme is the import of industrial equipment for the manufacture of vehicles and trailers from Turkey to Russia in 2011. In this transaction NBD Bank, Nizhny Novgorov, issued a letter of credit, confirmed by Commerzbank Frankfurt, Germany, and the EBRD guaranteed Commerzbank up to 100 per cent of the political and commercial payment risk.

One of the benefits of the TFP is the flexible nature of the Programme and the ability of the EBRD to combine forces with commercial partners to enhance their participation: for example, in 2011 a TFP guarantee was issued to cover 100 per cent of the payment risk of an advance payment guarantee issued by a Ukrainian bank to Deutsche Bank. Credit Suisse shares 35 per cent of the EBRD's risk. This deal facilitated intra-regional links and trade between Ukraine and Turkmenistan and was undertaken under market conditions where no commercial banks had the appetite to take risks. The EBRD successfully invited Credit Suisse to share 35 per cent of the EBRD's risk, demonstrating that the EBRD is ready to cover risk which cannot be covered wholly by the commercial market.

For more information: <http://www.ebrd.com>



### E-Learning school in trade finance

To ensure lasting transition impact and skills transfer to the TFP's issuing banks, in 2010 the Bank launched its e-learning school in trade finance. Financed by the EBRD Shareholder Special Fund, the online programme was extended in 2011 and now offers seven modules with basic and advanced trade finance subjects as well as a module dedicated to the environmental and social issues in trade, with content fully approved by the International Chamber of Commerce (ICC). The programme already includes over 300 students from more than 83 banks in 17 countries. Expansion of this programme to include issuing banks in the southern and eastern Mediterranean (SEMED) region will be one of the Bank's first activities in that region. This project is an efficient and progressive tool which has a direct impact on the quality standards of trade transactions and, as a consequence, the sector's development in the region.

### Loans

In order for the EBRD to facilitate its outreach, especially for low-income countries in the region, the Bank introduced forms of private financial tools to stimulate market activity, along with an existing but modified small size equity financing ability. These tools rely on a streamlined approach to finance projects, where the Bank's participation ranges from €0.5 million to €4 million. The EBRD's lending programmes provide individual entrepreneurs and firms with access to otherwise scarce finance. The Bank also provides complementary schemes that aim to help individual enterprises adapt to the demands of a market economy:

The **Direct Loan Facility (DLF)** finances expansion, modernization and acquisition projects in the private sector and provides working capital of €0.5 million to €4 million. It provides the Bank with an instrument to meet the growing demand for medium-sized loans, with medium to long-term maturities, in early transition countries which cannot be met by the EBRD's available intermediate programmes, i.e. SME credit lines, the Trade Facilitation Programme and the Medium-sized Co-financing Facility with local banks, or by the local banks directly.

The **Medium-sized Co-financing Facility (MCFF)** provides co-financing alongside local banks for up to 50 per cent of the loans to selected enterprises. The MCFF with local banks was established as a regional framework to be provided to leading commercial banks in the early transition countries (ETCs) - Armenia, Azerbaijan, Georgia, Kyrgyz Republic, Moldova, Mongolia, Tajikistan and Uzbekistan. The MCFF is designed to meet the financing needs of successful medium-sized private companies in the ETCs that have begun to outgrow the countries' financial sector. The ability of local banks to support the growth of successful companies is often constrained by single-borrower exposure limits imposed by the countries' central banks or by the local banks' internal guidelines introduced to avoid the risk of loan portfolio concentration.

The **Direct Investment Facility (DIF)** is an equity-driven programme which focuses on supporting local enterprises. DIF's purpose is to provide financing in the form of equity and, under appropriate circumstances, quasi-equity to private sector businesses led by motivated and experienced entrepreneurs who are otherwise unable to find appropriate capital to support commercially promising activities in the Early Transition Countries (ETCs) and elsewhere in the EBRD's countries of operations.

The **EBRD's ETC Local Currency Loan Programme**, launched in 2011, helps borrowers in early transition countries (ETCs) reduce their exchange rate risk. The objective is to better match the lending currency to revenues, in order to reduce default/insolvency risk at the micro level and to reduce increasing systemic risk of dollarisation in the financial sector at the macro level. The Programme offers technical cooperation support to train central bank staff in ETCs through specially-tailored training courses on currency risk management, improving monetary frameworks to sustainably reduce inflation and dollarisation, and local currency market development. One of the first loans under the ETC Local Currency Loan Programme was signed in June 2011 in Tajikistan. The EBRD extended 13.6 million Tajik somoni (equivalent to US\$ 3 million) to a micro-lending organisation, Imon International, to provide more affordable credit to small businesses.

For more information: <http://www.ebrd.com>

IDB



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### Grants and loans

The IDB provides trade-related financial assistance to Latin American and Caribbean countries in the form of grants and loans to both the public and private sectors.

The Vice Presidency for Private Sector and Non-Sovereign Guaranteed Operations (VPP) coordinates the development and delivery of private sector and non-sovereign guaranteed operational programs of the IDB Group (composed of the IDB, the Inter-American Investment Corporation (IIC) and the Multilateral Investment Fund (MIF)).

The Structured and Corporate Finance Department (SCF) of the IDB provides loans from the IDB's own resources ("A" Loans) and works with banks and institutional investors to participate on a co-financing basis with the IDB through the sale of loan participations, or "B Loans". SCF also provides partial credit and political risk guarantees and can work with clients to mobilize non-reimbursable resources for project preparation.

### Trade finance

SCF's trade finance work falls under its access2Trade product lines, aimed at strengthening the supply of trade finance and trade-related infrastructure in Latin America and the Caribbean (LAC). Access2Trade includes the following financial products and services: (1) trade finance guarantees, loans and co-financing facilities as part of the Trade Finance Facilitation Program (TFFP); (2) IDB-financed trade funds; (3) specialized trade finance technical assistance and knowledge products.

Operational since 2005, the TFFP offers credit guarantees to confirming banks to cover the risk they take on eligible trade financing instruments issued by LAC issuing banks. The TFFP also offers direct loans to the issuing banks in the region to finance their trade portfolios. Through the TFFP, the IDB strengthens bank capacity in the region and thus, direct funding opportunities for LAC importers and exporters.

Apart from the TFFP, a program conceived to support LAC importing and exporting companies through their banks, SCF's efforts to support LAC's trade have also materialized through its participation in trade finance funds, which enable IDB to reach out directly to these importing and exporting companies from the fund's platform. Funds offer a combination of equity from a third-party trade finance facility coupled with IDB's A/B loans. These uniquely structured funds respond to market demand and fill a critical void in local banking sectors. IDB's engagement leads to a multiplier effect stimulating the production, movement and consumption of more goods and services across a range of countries and industries.

On the technical assistance and knowledge products arena, SCF also offers on-line and classroom trainings to financial intermediaries and their importer and exporter clients, so that all parties understand the value of trade finance products and how to access them.

For more information see: <http://www.iadb.org/scf>

### Private sector development

The mission of the IDB Investment Corporation is to promote and support the development of the private sector and the capital markets in its Latin American and Caribbean member countries by investing, lending, innovating, and leveraging resources as the institution charged with fostering the development of small and medium-sized enterprises to further sustainable economic development. FINPYME® is a diagnostic methodology developed by the Inter-American Investment Corporation to assess small and medium-sized enterprises in order to help them become more competitive and improve their access to potential sources of financing.

For more information see: <http://www.iic.org>  
<http://www.finpyme.org/>



## ITC

### Trade finance

ITC's objective is threefold:

- Enable trade support institutions to provide more adapted financial services to meet the needs of client enterprises;
- Train enterprises in financial management, for example how to approach banks;
- Provide the banking sector with assessment tools to better assess the risks of financing SMEs in order to facilitate the SMEs' access to financing for export.

Capacity is built through training on issues related to financial guarantees and collateral needs. Financial institutions are assisted in the provision of SME-specific financing mechanisms by integrating e-solutions into the risk analysis processes. Emphasis is put on promoting a better understanding and mitigation of the risks faced by exporting SMEs.

For more information:

Trade Finance for TSIs: <http://www.intracen.org/trade-support/evaluating-trade-credit-applications/>

Trade Finance for Exporters: <http://www.intracen.org/exporters/obtaining-export-credits/>



## UNCTAD

### Insurance

The UNCTAD Insurance Programme provides developing countries with technical assistance aimed at:

- Helping establish competitive and efficient insurance markets and improving access to insurance services for the majority of developing countries' populations, as well as their commercial sectors, so as to prepare those countries for further liberalization of their financial services sectors;
- Providing technical support, advice, guidance and training for insurance supervisory authorities, particularly in the establishment of legal frameworks and supervisory practices geared to the development of sustainable competitive insurance markets;
- Organizing training seminars/workshops to improve understanding of the role of supervision and enhance the competence and technical abilities of the staff of supervisory authorities;
- Organizing events on the impact of liberalization.

For more information: <http://www.unctad.org/Templates/StartPage.asp?intItemID=4126&lang=1>

### Corporate transparency and accounting

UNCTAD helps developing countries participate in the processes that set internationally recognized accounting and reporting standards, and assists them in building the technical capacity and institutions needed for the implementation of such standards and codes. The centrepiece of the programme is the exchange of views and experiences on technical issues between experts from Member States through the annual sessions of the Intergovernmental Working Group of Experts on International Standards of Accounting and Reporting (ISAR) and related workshops and round-tables. Key issues of concern include accounting, auditing, corporate governance and corporate responsibility. Best practice is disseminated through technical guidance on various aspects of corporate transparency and disclosure. Capacity building activities include training sessions in such areas as accounting by small and medium sized enterprises, the practical implementation of International Financial Reporting Standards, and the improvement of corporate governance disclosure and corporate responsibility reporting.

For more information: [www.unctad.org/isar](http://www.unctad.org/isar)

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### Commodity risk management and finance tools

UNCTAD plays a leading role in assisting commodity-dependent countries to enhance their capacity to use modern commodity risk management and finance tools. Work in this area involves research, policy advice, training and technical cooperation activities geared to both the private and the public sectors. The following activities are emphasized:

- Integration of commodity marketing, risk management and finance operations;
- Creation of solutions to problems of access to commodity risk management and finance markets;
- Training, development of manuals, and capacity building for banks, farmer's associations, etc.;
- Implementation of legal and regulatory frameworks to reduce transaction costs, and improved access to international commodity risk management and finance markets, including the means of reducing sovereign risk;
- Better understanding of the functioning of commodity exchanges and the role of new groups of non-trade-related participants in commodity futures markets;
- Development of regional and national commodity exchanges and new futures contracts;
- Using market-based price risk management tools in schemes designed to stabilize the income of producers of commodities and to mitigate the impact of fluctuating commodity prices on government revenues;
- Introduction of structured commodity finance, including asset-backed financing and the use of warehouse receipts as collateral.

For more information: [http://www.unctad.info/en/Special-Unit-on-Commodities/Commodity exchanges](http://www.unctad.info/en/Special-Unit-on-Commodities/Commodity%20exchanges)

### Debt management programme – DMFAS

UNCTAD responds to the needs of countries for effective debt management, a central feature of financial stability and gaining creditor confidence. This is undertaken essentially through the Debt Management and Financial Analysis System (DMFAS) programme, which involves the provision of a computer-based debt management system, usually installed in central banks and/or ministries of finance. DMFAS, with a client base of about 65 countries, is the most widely used standard debt management system in the world. The objectives are:

- To help developing countries and countries in transition develop appropriate administrative, institutional and legal structures for effective debt management;
- To establish an adequate information system, with detailed and aggregated data on loan contracts, past and future disbursements, and past and future debt service payments;
- To improve national capacity to define and select appropriate debt strategies;
- To increase national capacity to record grants and projects financed from external resources, thereby contributing to aid management.

Through its implementation, substantial savings have been documented in avoiding unnecessary costs, such as overpayments to debtors or penalty interests.

The assistance given under the programme has three main features:

- Advisory services, including needs assessment and advice on technical, administrative, legal and institutional debt management issues, and assistance in software installation and maintenance;
- Software designed to meet the operational, statistical and analytical needs of debt managers and bodies involved in elaborating external debt strategies;
- Training in the use of the software and in debt management issues in general.

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### Global Trade Finance Programme

IFC lending has also focused on building competitiveness through investments in the productive capacity of firms, economic infrastructure and support for trade finance. Its trade and supply-chain finance programs help companies in emerging markets access much-needed financing, boosting growth and employment. In FY12, the economic downturn in developed countries continued to adversely affect businesses in Asia, Africa, and Latin America. Several European banks, traditionally major suppliers of trade finance, reined in their exposure in many developing countries. As the availability of trade finance was reduced, its cost rose.

The Global Trade Finance Program (GTFP) was able to respond to the market gap providing a measure of stability in times of credit constraints. The GTFP is a vehicle to facilitate the provision of trade finance to banks in emerging markets, with particular emphasis on IDA countries and smaller institutions which serve SME clients. The GTFP guarantees trade-related payment obligations of approved financial institutions. The program extends and complements the capacity of banks to deliver trade finance by providing risk mitigation on a per transaction basis for more than 200 banks across more than 80 countries. The GTFP has been operational for over five years, with a strong track record of development results: more than 12,500 guarantees have been issued totaling US\$19 billion since 2005, over half of which went to the poorest countries (including more than 15 fragile and conflict-affected countries). Of the trade-finance guarantees issued under the program more than 80 percent have benefited SMEs. In addition, the Global Trade Liquidity Program (GTLP) has supported US\$21 billion of trade in developing countries since it was launched in 2009. In FY12, the commitments of the two programs totaled US\$6.1 billion— a 23 percent increase over FY11.

However, it is estimated that only 10 percent of exporters in emerging markets actually have access to supply chain finance. Most local commercial banks in emerging markets have limited or no tailored financial products for suppliers and exporters to finance sales not backed by letters of credit, and the global banks that do offer supply chain finance solutions often have little experience in emerging markets. Difficulty in reaching the sheer number of SMEs in emerging markets also has been a major constraint to the growth of supply chain finance. To help address this huge shortfall, the IFC established the Global Trade Supplier Finance (GTSF) program in 2010, a \$500 million multicurrency investment and advisory program that provides short-term supply chain finance to emerging market suppliers and SMEs that are smaller than those the IFC can usually reach directly. In FY12, the IFC also became the first international financial institution to begin measuring the development impact of its work in trade finance.

Complementing these efforts by the IFC, and in close cooperation with them, Multilateral Investment Guarantee Agency (MIGA)'s support to trade has focused on building competitiveness through providing political risk insurance coverage for private sector investments in the productive capacity of firms, economic infrastructure and support to bank investment and lending (much of this has supported foreign exchange financing used for import and export financing for investment projects and working capital). MIGA has supported several conflict-affected countries in their rebuilding efforts by facilitating FDI (e.g. Afghanistan, West Bank and Gaza, Côte d'Ivoire). MIGA has also strengthened its commitment to development in sub-Saharan Africa. MIGA has supported trade-related infrastructure development, including telecommunications services in many countries throughout the Region (e.g. Benin, Cameroon, Central African Republic, Ghana, Mali, Mauritania, Nigeria, Guinea, Guinea-Bissau and Sierra Leone) as well as elsewhere (e.g. Afghanistan, Indonesia, Bangladesh and Syria); ports (e.g. Dakar, Benin) and airports (e.g. Peru) and energy. MIGA has also provided coverage for investments to help firms improve their productivity. In manufacturing, MIGA has provided guarantees boosting capacity for grain milling (e.g. Rwanda), wood chipping (e.g. Mozambique) and remanufacturing plant operations (e.g. Zambia). MIGA is increasingly providing coverage to agribusiness, such as value addition in fruits (e.g. Ethiopia), and the development of agribusiness (e.g. West Bank and Gaza, Russia).



# [ South-South and Triangular Cooperation ]



## SOUTH-SOUTH AND TRIANGULAR COOPERATION



African Development Bank (AFDB)



United Nations Development Programme (UNDP)



Asian Development Bank (ADB)



United Nations Economic and Social Commission For Asia and the Pacific (UNESCAP)



Food and Agriculture Organization (FAO)



United Nations Economic Commission for Latin America and the Caribbean (UNECLAC)



Inter-American Development Bank (IDB)



United Nations Environment Programme (UNEP)



International Fund for Agricultural Development (IFAD)



United Nations Industrial Development Organization (UNIDO)



International Labour Organization (ILO)



World Bank Group (WB)



International Trade Centre (ITC)



World Intellectual Property Organization (WIPO)



United Nations Conference on Trade and Development (UNCTAD)



World Trade Organization (WTO)



## AfDB

Enhancing regional cooperation in Africa is one of the AfDB's key strategic priorities under the Medium Term Strategy for 2008-2012, as is developing intra and interregional cooperation among middle income countries (MICs) and least developed countries (LDCs).

### South-South Cooperation Trust Fund (SSCTF)

In March 2011, the Board of Directors of the AfDB approved an agreement between the Federative Republic of Brazil on the establishment of the South-South Cooperation Trust Fund (SSCTF). The objective of the South-South Cooperation Trust Fund is to support African countries in mobilizing and taking advantage of development solutions and technical expertise available in the South. The Fund will also seek to promote South-South partnerships and knowledge sharing among MICs and between MICs and LDCs in Africa. The ultimate goal is to introduce and implement solutions in all the areas of focus that can actually have a high development impact.

The areas of focus include: a) Agriculture and Agri-business; b) Private Sector Development; c) Clean energy/ Environment.

The fund supports: i) Provision of technical assistance in the preparation of policy and sector studies, research and analysis; ii) Capacity building and human resources development; iii) Organization of seminars, workshops, conferences and consultations and knowledge sharing of experiences and, iv) Implementation and piloting of innovative approaches to solve development challenges in RMCs.

The fund is used to finance South-South cooperation initiatives and activities to benefit the Bank's RMCs. The fund is utilized to facilitate South-South knowledge sharing, learning from best practices, know how and approaches developed, applied and proven useful by countries in the South. These activities can range from facilitating relatively small scale knowledge exchange projects within the South (e.g. South-South cooperation database and publications, technical exchange programmes, field trips, South-South knowledge sharing seminars, etc.) to supporting the identification of South-South cooperation opportunities and the implementation of more extensive cooperation programs, involving two or more countries of the South, aimed at addressing key development issues.

<http://www.afdb.org/en/topics-and-sectors/initiatives-partnerships/south-south-cooperation-trust-fund/>

## ADB

South-South cooperation initiatives are part of the partnerships and regional cooperation TCB-related services. Regional cooperation, which is how ADB terms South-South cooperation, is a strategic agenda as well as a core area of the Bank's operations. South-South cooperation and partnerships thrive because they provide opportunities for developing countries to jointly find solutions to common problems.

ADB has found that project-based cooperation among neighboring developing countries results in more market opportunities, access to information for landlocked countries and remote areas, and increased interaction among people and communities. To illustrate, ADB's subregional programs provide strong support for trade facilitation initiatives. South-South cooperation and peer-to-peer learning among developing countries is emerging as relevant, effective and efficient, with good chances of sustainability. As such, South-South cooperation should be seen as complementary to North-South cooperation, rather than a "competitor" or "substitute" model.

<http://www.adb.org/news/speeches/south-south-cooperation-and-capacity-development>



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Other specific examples include:

- **The Asia-Pacific Trade Facilitation Forum (APTFF)**, which has been jointly organized by ADB and UNESCAP annually since 2009, aims to promote trade facilitation as an important component in national and regional development strategies. Countries benefit from participating in the APTFF platform by sharing experiences with one another and with other regions on trade facilitation initiatives, and learning about the latest trends and tools to improve efficiency in this area. <http://www.unescap.org/tid/projects/tfforum12.asp>
- **The SASEC Information Highway project** supported by ADB provides, among other things, broadband access to 110 rural communities in four countries (Bangladesh, Bhutan, India, Nepal) and directly connects communities for local networking and information sourcing and trade facilitation.
- **A project to identify and promote regional supply chains**, with funding of US\$ 400,000 from the Commonwealth Secretariat and ADB was completed in 2012 for South Asia. Studies conducted identified potential supply chains in the region in two sectors, namely, the agro-processing industry and the leather industry. At the regional industry consultation organized by The Economic Cooperation and Integration of Developing Countries (ECIDC) unit of UNCTAD in Chennai, India, the first-ever regional industry association -- the Leather Industry Association of South Asia (LIASA) -- was established to pursue regional supply chain and other collaboration. <http://unctad.org/en/pages/newsdetails.aspx?OriginalVersionID=303>
- **Communities of Practice (COP) models such as the Capacity Development for Development Effectiveness initiative** and the COPs for Managing for Development Results in Asia and Africa are excellent examples of South-South cooperation. Countries in both regions have supported each other through various initiatives as a part of these gatherings.
- **The IDB and ADB have joined forces to increase South-South cooperation across the Pacific** through sharing good development practices and promoting member countries' cooperation in areas such as integration, trade facilitation and customs collaboration, integration corridors, telecommunications for development, inclusive business, and conditional cash transfers and social inclusion.

The two regional development banks have decided to undertake this joint initiative to expand their catalyzing role in the exchange of knowledge and best practices between the countries and subregions of Latin America and the Caribbean and those of developing Asia. This South-South cooperation will be undertaken through joint capacity-building initiatives and training programmes, interregional policy dialogue, expert forums and communities of practice, sharing of best practices, and professional and operational exchanges between countries of the two regions. This partnership will seek to add value to the strategic operations of both banks in the context of their respective general capital increases with a particular emphasis on project identification and design, further catalyzing the transmission of knowledge to client countries.

<http://www.iadb.org/en/topics/trade/idb-and-adb-join-forces-to-increase-south-south-cooperation-across-the-pacific,7000.html>



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## FAO

### FAO South-South Cooperation Programme

FAO services relevant to this category relate to: (i) facilitation of SSC among participating countries; (ii) building alliances and partnerships with national and international partners; and (iii) resource mobilization in support of SSC initiatives.

FAO has facilitated SSC in more than 55 countries over the past 15 years. A total of about 1 900 experts and technicians have so far been deployed in about 55 countries. The on-going tripartite SSC agreements involve seven provider countries and fourteen recipient countries, mostly in Africa.

Under the current modality, the SSC experts and technicians on average serve about two years in their duty station. The need for SSC is initially identified by the recipient country, which is then further analyzed and verified by a panel of experts from the participating countries and FAO. A thorough appraisal is necessary to identify technological gaps, which may be effectively bridged through experience and knowledge exchange using the SSC framework.

The main purpose of the SSC is to bridge the knowledge gap and exchange relevant experiences among countries of the Global South in support of hunger eradication efforts. Thus far, this objective has been pursued by deploying experts and technicians from relatively advanced countries in the South, where hunger and poverty is not a distant memory.

The FAO-SSC program has, by and large, focused on agricultural production (including crops, fishery, livestock and forestry) and to a lesser extent on post harvest processing, which is a reflection of the needs in participating countries. In some countries, for example Mongolia, food safety and in particular meat processing and fresh meat supplies to the international market has been more emphasized. It is highly likely that demand for capacity building in developing marketing chains and standardization to access international markets will rise. Experiences and know-how from other countries in the South would be highly valuable in this regard.

The Organization is at present in the process of developing a strategy and plan of action to develop a more comprehensive and highly responsive framework to better serve the overall goal of contributing to hunger eradication through exchange of experiences and technical know-how. In addition to the existing SSC modality, where experts and technicians are deployed for a relatively long period of time in a recipient country, the strategy envisages a number of other modalities to exchange knowledge and experiences among participating countries of the South. The FAO SSC strategy has benefited from 15 years of experience, dialogue with international partners and member governments. The strategy also envisages that SSC is a cross cutting issue and relevant to almost all of FAO's activities and as such SSC shall be mainstreamed throughout FAO's Program of Work where effective.

For more information: [www.fao.org/](http://www.fao.org/)

### **Strategic Alliances on South-South Cooperation (SSC)**

In 2011, FAO co-signed two new tripartite agreements between the People's Republic of China and the Republics of Liberia and Senegal, respectively, to support implementation of a series of food security initiatives and projects in Liberia and Senegal.

The agreements were signed in the context of the Strategic Alliance between FAO and China on South-South Cooperation (SSC) in support of programmes for food and nutrition security in selected countries. The funding provided through the new agreement comes from a US\$ 30 million FAO-China Trust Fund.

Under the agreement with Liberia, China will contribute more than US\$ 1 million and technical assistance through 24 Chinese experts and technicians, to support implementation of the National Programme for Food Security over a two-year-period. In Senegal, China will provide assistance through 26 experts and technicians.

A total of 47 tripartite agreements have been signed to provide technical assistance among developing countries in Africa, Asia-Pacific, Latin America and the Caribbean, and over 1 500 experts and technicians have been fielded in the framework of various food security initiatives.

In addition to the Strategic Alliance with China, letters of intent for SSC Strategic Alliance have also been signed so far with Argentina and Indonesia, and are under discussion with Morocco.

In one such SSC project, Vietnamese experts are helping to implement irrigation activities in Chad to support rice cultivation and horticulture, and to increase cereal production, artisanal fishing, bee-keeping and food processing. Under a tripartite agreement signed with FAO in 2010, ten Vietnamese experts are helping Chad to implement the activities under the country's five-year, US\$ 200 million National Programme for Food Security (which FAO helped to design).

In Malawi, irrigation engineers from the Republic of the Union of Myanmar helped their national counterparts to develop and disseminate irrigation technologies among smallholder farmers. They included the use of water diversion techniques and materials which were previously unknown to the farmers, and which helped to improve water flow and reclaim flooded areas.

The Government of Venezuela has provided financial support for the transfer of technology to African countries in the field of small-scale water control, while the Government of Brazil has agreed to provide specialized training in agricultural research institutes and training centres for qualified African nationals.

<http://www.fao.org/news/story/en/item/115538/icode/>

The Food and Agriculture Organization of the UN (FAO) and the Government of Brazil have initiated a technical cooperation project to strengthen agro-environmental policies in Latin America and the Caribbean (LAC) in 2013.

The project, with a budget of US\$300,000 provided by the Brazil-FAO International Cooperation Fund, aims to document, systematize and validate successful ecologically-based agricultural policies and practices from Brazil and other LAC countries, and to promote the exchange of lessons learned and dialogue about plans, programmes and policies that can be adapted and implemented by LAC countries.

<http://www.rlc.fao.org/es/prensa/noticias/brasil-y-fao-fomentaran-las-politicas-agroambientales-en-america-latina-y-el-caribe/>

At the November 2012 Global South-South Development Expo in Vienna, Austria, FAO (and IFAD) led the Solution Forum on Energy, Climate Change and Food Security (21 November) covered presented development solutions that address the challenges of energy, climate change and food security and provided results-based presentations and scalable solutions on agricultural and food technology.

[http://www.southsouthexpo.org/uploads/2012\\_documents/BD-UNDP-brochure-20121112-low.pdf](http://www.southsouthexpo.org/uploads/2012_documents/BD-UNDP-brochure-20121112-low.pdf)



## IDB

### South-South cooperation (SSC) programmes

The IDB has established South-South cooperation (SSC) programmes with LAC main trading partners such as China and Korea on trade policy, trade facilitation export promotion and investment attraction.

### South cooperation (SSC) joint initiative: Inter-American Development Bank and the Asian Development Bank

The Inter-American Development Bank and the Asian Development Bank have joined forces to increase South-South Cooperation (SSC) across the Pacific through sharing good development practices and promoting their respective clients' cooperation at the operational levels in areas such as integration, trade facilitation and customs collaboration, integration corridors, telecommunications for development, inclusive business, and conditional cash transfers and social inclusion. This joint IDB-ADB Program will include a research initiative on understanding urbanization patterns in Asia and Latin America to be published in 2013 and a high level seminar for economic and development policy makers from both regions.

The two regional development banks have decided to undertake this joint initiative to expand their catalyzing role in the exchange of knowledge and best practices between the countries and subregions of LAC and those of developing Asia. This South-South Cooperation will be undertaken through joint capacity-building initiatives and training programs, interregional policy dialogue, expert forums and communities of practice, sharing of best practices, and professional and operational exchanges between countries of the two regions. This partnership will seek to add value to the strategic operations of both banks in the context of their respec-

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tive general capital increases with a particular emphasis on project identification and design, further catalyzing the transmission of knowledge to client countries.

<http://www.iadb.org/en/topics/trade/idb-and-adb-join-forces-to-increase-south-south-cooperation-across-the-pacific,7000.html>

## IFAD



### South-South cooperation (SSC) Country Programmes

South-South cooperation (SSC) is becoming a seamless part of IFAD's country programming processes, a key dimension of its operating model and an integral part of its core business of investment loans and grants under the Debt Sustainability Framework and research grants.

As a partner in triangular cooperation, IFAD facilitates SSC as part of the country programmes' knowledge management strategy by integrating knowledge from other developing countries and other regions into programme design; including activities to develop home-grown technology that can readily be transferred and adopted elsewhere; incorporating capacity-building activities that encompass learning opportunities in the context of another developing country; and mobilizing expertise from developing countries and posting national officers in its country offices.

Another aspect of SSC is direct knowledge exchange activities, which are equally an integral part of the country programmes and regional cooperation initiatives, but which feature more as special purpose activities designed in the classic sense of SSC. These have been designed as stand alone, mainly grant-funded, programmes or have grown out of and beyond successful SSC activities in investment programmes.

For more information : <http://www.ifad.org/south-south/>

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## ILO



### South-South cooperation (SSC) Memorandum of Understanding

Since 2005, the ILO has assisted the Government of Brazil in initiating more systematic horizontal cooperation in the field of child labour with Portuguese-speaking countries in Africa. The Office signed a Memorandum of Understanding with Brazil on 14 December 2007 to guide the future development of this important South-South initiative in a spirit of equality and non-discrimination and based on Fundamental Principles and Rights at Work. Its most recent achievement is Brazil's agreement to finance projects in Paraguay, Bolivia, Ecuador and Timor Leste following the conclusion of a framework agreement with the ILO in March 2009.

### India-Brazil-South Africa (IBSA) commitment to South-South cooperation and the Decent Work Agenda:

The Minister of Labour of South Africa, the Minister of Labour and Employment of India and the Minister of Labour and Employment signed a joint declaration on 12 June 2012 to reaffirm the India-Brazil-South Africa (IBSA) commitment to South-South cooperation and the Decent Work Agenda. This Declaration reaffirms the principles of an IBSA Declaration of Intent regarding South-South Cooperation and Decent Work which was signed at the ILO in Geneva on 22 November 2010 during the Global South-South Development Expo of the United Nations.

The IBSA Development Forum has since 2003 been engaged in the promotion of South-South cooperation, while consistently supporting the International Labour Organization's Decent Work Agenda.

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In the Declaration the three countries have reaffirmed their commitment to promote a job-intensive economic recovery, create a framework for sustainable growth, and promote the Decent Work Agenda through horizontal exchanges between developing countries. The Declaration also launches the idea of an IBSA tripartite Working Group on Decent Work which would meet at least once a year during the International Labour Conference in Geneva.

[http://www.ilo.org/pardev/partnerships-and-relations/south-south/WCMS\\_182923/lang--en/index.htm](http://www.ilo.org/pardev/partnerships-and-relations/south-south/WCMS_182923/lang--en/index.htm)

#### **South-South Cooperation (SSC) Partnership Agreement with the People's Republic of China**

The Vice Minister of Human Resources and Social Security of the People's Republic of China and the Director General of the International Labour Organization (ILO) have signed a US\$1 million partnership agreement on 12 June 2012.

Under the "Partnership Agreement for Promoting Technical Cooperation with a Focus on South-South Initiatives", the People's Republic of China is committing US\$1 million over three years to support South-South cooperation and the Decent Work agenda. The Ministry of Human Resources and Social Security of the People's Republic of China will assist developing countries in Asia promote full employment and decent work, through innovative technical cooperation projects that will facilitate the dissemination of good practices.

[http://www.ilo.org/asia/info/public/pr/WCMS\\_182868/lang--en/index.htm](http://www.ilo.org/asia/info/public/pr/WCMS_182868/lang--en/index.htm)

#### **New Programme Agreements**

In 2010, during the Fourth Annual Meeting of the ILO with Brazil, new programme agreements were signed that extended cooperation to the fields of forced labour and green jobs, the expansion of Brazilian models of social security to Timor Leste, as well as horizontal cooperation between labour unions of the Americas and Africa. At the same meeting, a triangular (South-South-North) cooperation agreement was finalized between the governments of the United States, Brazil, and Haiti to combat child labour in the construction sector.

In 2010 Brazil and the International Training Centre of the ILO, Turin, also embarked on an agreement concerning capacity building in the field of humanitarian crises and natural disasters. Brazil also showed major leadership in the establishment of an IBSA dialogue with the ILO and the signing of an IBSA Declaration of Intent (2010) in the field of Decent Work. This was a direct consequence of the 2010 IBSA Heads of State meeting in Brasilia that reaffirmed the Decent Work Agenda as the path to future work between the three countries.

<http://ssc.undp.org/content/dam/ssc/unentitiesspace/ILO/files/South-South%20in%20Action-Winter%202011%20issue.pdf>

The November 2012 Global South-South Development Expo in Vienna, Austria put the spotlight on Energy and Climate Change. The ILO Solution Forum on Energy, Climate Change and Decent Work (20 November 2012) covered inclusive access to decent work, follow-up to Rio+20, green jobs, social protection and the promotion of workers' rights in the field of renewable energy and climate change.

<http://www.ilo.org/pardev/partnerships-and-relations/south-south/lang--en/index.htm>

ITC



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South-South trade is no longer an aspiration, but a reality for many emerging economies that have begun to diversify their exports towards other emerging countries. Sustainable growth of South-South trade will require investments in new capabilities, trade facilitation measures, infrastructure and trade finance. ITC assists trade support institutions (TSIs) and enterprises in developing countries to expand trade with other developing countries through a number of initiatives.

### **International Organisation of La Francophonie (OIF)-ITC initiative on South-South Cooperation**

In collaboration with the International Organisation of La Francophonie (OIF) ITC works to expand intra- and interregional (South-South) trade between Central and West Africa and the Mekong region in South-East Asia. In 2012 alone business transactions worth more than US\$ 5 million were concluded on wood and wood products between Cameroon, Congo, Gabon and Vietnam as a result of the initiative. The initiative also enables businesses to improve their ability to formulate international contractual agreements and assists TSIs in broadening their services to clients by offering high-quality management support for SMEs. In order to ensure sustainable South-South business relations, ITC's partner organizations in Africa and South East Asia have signed partnership agreements to continue their collaboration beyond the duration of this ITC-OIF initiative.

ITC also promotes South-South cooperation through its large, multi-year programmes. For example, South-South business linkages are promoted through the organization's programme to promote regional integration in Africa (PACT II) through cooperation with emerging markets in Asia and the Middle East.

### **Africa's Cotton Initiative**

In order for Africa's cotton sector to realize its potential, it is necessary to attend to all of the complementary facets along the entire value chain. ITC's programme is designed to address those multiple facets and to bring a regional approach, along with capacity building, into the mix. The results have been positive. Regional strategies have been developed. The African Cotton Association is developing a new business plan to help overcome the tainted reputation of African cotton. Cotton experts from China, India and Turkey have shared their expertise with individuals and businesses in the African cotton sector. Direct sales of African cotton to Asia have increased, with orders of up to US\$10 million.

A next step in the programme could be to include the retail sector. Close linkages can be forged between the retail sector in the West, the textile industry in Asia and African cotton stakeholders. Such an approach of directly linking the growers to the retailers would secure higher prices for ginners and seed-cotton farmers, while also benefitting the textile and retail enterprises.

ITC's Cotton Development Initiative therefore aims to make Africa a stronger competitor in the international cotton trade by boosting competitiveness and establishing stronger links with cotton importers, especially in Asia. Closer linkages with cotton consuming spinning mills will lead to closer partnerships between spinner, ginner and farmer groups. These partnerships in turn will lead to major improvements along the value chain, including the quality of cotton, especially cotton contamination, and ensuring long-term stable markets for cotton produced by small farmers in Africa.

Global trends mean African countries now need to think regionally when it comes to strategies for the cotton to clothing sector. While some countries have difficulty establishing an entire value chain from cotton to textiles and clothing, this can often be achieved at the regional level. Regional economies of scale and



expertise can improve the sector's performance and in turn allow African countries to tap into international markets for clothing and fashion, and add value to the cotton.

At the regional level ITC is supporting the African Cotton Association (ACA) to develop a new business plan to cover the years 2011 – 2016. ITC is collaborating with ACA to develop a systematic approach for the promotion of African cotton. In Eastern and Southern Africa, ITC collaborates closely with the African Cotton Textile Industries Federation and is working with the African Cotton Producers Association to increase the ability of cotton farmers to understand markets and clients. At the national level ITC is working in Tanzania, Uganda and Zambia to build local capacities.

ITC is facilitating cooperation among developing countries, with a special focus on links within Africa and between Africa and Asia. Africa can best learn from the cotton success of other developing countries all along the cotton to clothing value chain, including cotton production and fibre transformation. The approach involves four main themes:

- Learning from success. Training programmes organized by ITC allow successful cotton producers in China, Turkey and India, for example, to share their knowledge with cotton professionals from Africa.
- Developing capacity to transform cotton. Successful textile and clothing producers in China, Bangladesh India, Thailand, Turkey and Vietnam are relaying their experiences to African countries through ITC training.
- Sourcing from other developing countries. African producers are encouraged to search out suppliers in the developing world for savings on items ranging from seeds and fertilizer to technology.

<http://www.intracen.org/about/aid-for-trade/>

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## UNCTAD

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### **Aid for Trade projects related to South-South Cooperation**

Examples of Aid for Trade (AFT) projects related to South-South cooperation are the projects "Supply-Side Needs" developed in selected Least Developed Countries (LDCs). The projects were prepared within the United Nations Inter-Agency Cluster on Trade and Productive Capacity with the participation of UNCTAD, UNIDO, the WTO and ITC. The projects constitute a comprehensive support to LDCs in the framework of the AFT initiative.

For more information: [http://unctad.org/Sections/un\\_ceb/docs/ceb2010\\_03aid4trade\\_en.pdf](http://unctad.org/Sections/un_ceb/docs/ceb2010_03aid4trade_en.pdf)

Another example is the "Aid for Trade Initiative for Arab States" carried out within the United Nations Inter-Agency Cluster on Trade and Productive Capacity with the participation of UNDP, UNCTAD, UNIDO, ILO and ITC. The project document was approved at the Arab Economic Summit of the League of Arab States in January 2013.

For more information see: Documents posted on:

[http://unctad.org/en/Pages/TC/TC\\_United-Nations-Inter-Agency-Cluster.aspx](http://unctad.org/en/Pages/TC/TC_United-Nations-Inter-Agency-Cluster.aspx)

UNDP



### South-South Global Assets and Technology Exchange

The South-South Global Assets and Technology Exchange (SS-GATE - <http://www.ss-gate.org>) is a global platform where entrepreneurs and businesses, i.e. small and medium-sized enterprises (SMEs), in developing countries can interact and obtain needed technology, assets and finance in a secure environment. SS-GATE facilitates the realization of actual business transactions through a market mechanism, offering both online and on-the-ground support services such as business advisory, consulting, legal, and access to finance. It operates through a global network of participating organizations and institutional members. Currently, SS-GATE has a network of 40 country centres in 32 countries that actively source and list relevant technologies and innovations to the SS-GATE transaction platform. Participation in SS-GATE is regulated through institutional membership.

In short, SS-GATE connects demand and supply from countries of the South, linking investors and capital with the businesses in need of them. Professionally operated, responsive to member interest and international in scope, SS-GATE aims to be the first of its kind in providing a transparent, fair, transactional and sustainable development exchange platform that benefits all Southern countries and contributes to achieving the Millennium Development Goals.

Launched in 2006 by the United Nation Office for South-South Cooperation (UNOSSC) hosted in the United Nations Development Programme, SS-GATE started full-fledged operations in November 2008 following a successful pilot. Since that time, SS-GATE has posted listings of more than 4000 transferrable Southern technologies in areas such as agriculture and renewable and clean energy technologies. It has facilitated more than 700 demand-supply matches, and fostered over 200 South-South technology transfer transactions. SS-GATE's Secretariat is based in Shanghai, China, and operated in partnership with the Shanghai United Asset and Equity Exchange (SUAEE). SS-GATE was recognized in the Nairobi Outcome Document on South-South Cooperation and endorsed by GA resolution 64/222 as an effective South-South Cooperation and public-private partnerships global support system.

Further information about SS-GATE is available from <http://ssc.undp.org/content/dam/ssc/documents/e-library%20docs/ss%20gateway%20to%20sustainable%20prosperity.pdf>

### UNDP China Trilateral and South-South Cooperation

In November 2010, UNDP and China signed a Memorandum of Understanding for strengthened South-South cooperation. The work started in 2011, mainly through pilot schemes and experiences' exchange seminars. As a result, UNDP was able to pilot trilateral cooperation with China and third countries; provide policy advice on global development issues; provide platforms for global south-south dialogue; and help China share its development experience with other developing countries.

UNDP and the Ministry of Commerce of China launched the first joint pilot initiative. Following a request from the Government of Cambodia, 30 Cambodian participants took part in a three week training course on cassava cultivation techniques hosted by the Chinese Academy of Tropical Agriculture Services in Hainan. UNDP undertook a full training needs assessment in Cambodia, provided substantive inputs to the agenda, and fielded an international cassava expert and a member of UNDP Cambodia staff to facilitate during the training. Further work on strengthening Cassava value chain is currently undergoing with additional funding from traditional Official Development Assistance, UNDP and the Government of China.

Another pilot example was the seminar on Financing of Micro and Small Enterprises jointly organized by the International Poverty Reduction Centre in China and UNDP. The seminar brought together government officials and experts from China, Asia and Africa and provided an opportunity for participants to share experiences in the adaptation, improvement and application of micro-financing as a fundamental component in poverty reduction initiatives. The seminar was a pilot of a new form of trilateral cooperation, whereby UNDP's Africa Bureau and country offices took the lead in identifying beneficiaries.

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## UNESCAP

With the rise of emerging countries in the Asia and Pacific region as growth poles of the world economy, South-South cooperation (SSC) and triangular development cooperation (TDC) have become viable strategies for development.

A recent UNESCAP report identified, inter-alia, the following area as promising areas of intervention:

### Regional Cooperation for Moving up the Value Chain in Textiles and Clothing

The textiles and clothing sector has emerged as one of the leading manufacturing industries for many South Asian economies in terms of contribution to output, employment and exports. However, exports from South Asian countries are constrained by a number of demand-side factors such as tariffs, non-tariff and regulatory barriers, in addition to supply-side barriers such as lack of scale economies, human capital and infrastructure constraints, high cost of inputs and lack of access to credit and trade facilitation. Therefore, a multipronged strategy is needed.

There is considerable potential for South Asia to develop as a global textile and clothing hub through enhanced regional cooperation in trade, investment, skills development and technology transfer. Building intraregional investments, improving cross border cooperation and trade facilitation as well as providing access for the transfer of technology and skills are all important elements in this connection.

Foreign direct investment (FDI) would be an effective means of channeling the required resources to further develop the vertical production structures in the subregion and would enable a higher degree of country-level specialization.

### The emergence of the services sector

as the most dynamic sector driving economic growth in the subregion has been accompanied by the growing importance of those sectors in their countries' economies. exports consist primarily of computer, communications and other related services (or ICT services. Travel (tourism) is another area of strength for many countries in South and South-West Asia.

For more information: [http://sswa.unescap.org/meeting/documents/SSWA\\_Report\\_Book.pdf](http://sswa.unescap.org/meeting/documents/SSWA_Report_Book.pdf)



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## UNECLAC

South-South Cooperation is an important part of the work of UNECLAC.

The convening role of UNECLAC in promoting cooperation among the countries is widely recognized in the region and reflected in the mandates of its subsidiary bodies, the technical-secretariat role it plays for a number of intergovernmental forums and the ad-hoc high-level meetings it convenes.

Another area where South-South cooperation is promoted is the Commission's approach to conducting research for comparative analysis of the countries and drawing attention to good practices to be transferred subsequently to other countries through the medium of technical assistance. UNECLAC provides advice and guidance to its member States to strengthen South-South cooperation by organizing forums for intergovernmental discussion. Notable in 2010-2011 was the support provided for the preparation of the Rio+20 Conference, held in Rio de Janeiro (Brazil) from 20 to 22 June 2012.

### Activities of the UNECLAC system to promote and support South-South cooperation during the 2010-2011 biennium

LC/G.2531(SES.34/10), 6 August 2012

[http://www.eclac.org/pses34/noticias/paginas/5/47165/2012-459-South-South\\_cooperation\\_WEB.pdf](http://www.eclac.org/pses34/noticias/paginas/5/47165/2012-459-South-South_cooperation_WEB.pdf)

#### Political and regulatory dialogue of the @LIS programme Alliance for the Information Society: UNECLAC – European Union

As part of its support of development processes in Latin American and Caribbean countries, UNECLAC promotes the adoption of new technologies and the increasing use of information technology at the regional and subregional level. With the financial assistance of the European Union, UNECLAC is therefore implementing the political and regulatory dialogue of the Alliance for the Information Society (@LIS).

Through this programme, UNECLAC has succeeded in strengthening South-South cooperation in the area of the information society. The programme has been the driving force behind transparent and participatory interactions between government representatives in the region, based on the creation of networks for dialogue and the exchange of experiences among key stakeholders in developing the information society. The most significant results of this cooperation were the adoption of the Rio de Janeiro Commitment and the Plan of Action for the Information Society in Latin America and the Caribbean (eLac 2007), The eLac 2007 Plan is based on dialogue and cooperation among all Latin American and Caribbean countries with a view to adopting a common political agenda in this area.

For more information: <http://www.eclac.cl/socinfo>

The main aims of the project are to facilitate the elaboration of regional, subregional and national strategies addressing the development of the Information Society for social cohesion in Latin America and encourage dialogue between the European Union and Latin America for the purposes of access to and use of information and communication technologies (ICTs) for development. Through this project, UNECLAC intends to: (i) boost public policies to promote development-based information societies in Latin America and the Caribbean; (ii) stimulate cooperation between the region's countries and among regions to facilitate their integration into a global information society and create a long-term association; and (iii) facilitate regional and subregional integration in Latin America and the Caribbean by harmonizing policies on the use of information and communication technologies for development and through the use of common comparative mechanisms for coordination, cooperation, assessment and analysis.

#### Strengthening competition in the Central American isthmus: national policies and institutions, regional coordination and participation in international negotiations - Project sponsored by UNECLAC and the International Development Research Centre (IDRC) Canada

The UNECLAC Subregional Headquarters in Mexico is carrying out this project with funding from the International Development Research Centre (IDRC) of Canada. The project is divided into three modules: general competition conditions; competition conditions in the banking and securities sector; and competition in the telecommunications sector.

The idea is to identify best practices in the subregion and in other countries of Latin America that have extensive experience in this area. Studies have been completed on six countries in the three modules mentioned, and three comparative documents have been produced; in addition, three workshops have been conducted in Costa Rica, El Salvador and Honduras. This project provided an opportunity for South-South collaboration, whereby competition authorities and banking and telecommunication regulators from at least eight Latin American countries were able to exchange experiences. <http://www.eclac.cl/mexico/competencia/index.htm>



UNEP

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## UNEP

### UNEP South-South Exchange Mechanism

In response to UNEP Governing Council decision 24/12 of February 2007 UNEP adopted a broad strategic approach that focuses on conducting internal and external consultations to advance the integration of South-South cooperation (SSC) arrangements in the UNEP programmes of work, developing a policy guidance and operational guidelines as well as establishing strategic partnerships in support of UNEP's capacity building and technology support activities. This strategic approach focuses, in particular, on the development of a UNEP SSC exchange mechanism to facilitate easy access to and delivery of expertise, technology, experiences, training opportunities, advisory services, methodologies and tools in support of UNEP's capacity building initiatives.

For more information: <http://www.unep.org/south-south-cooperation/unepssc/Default.aspx>

At the November 2012 Global South-South Development Expo in Vienna, Austria the Solution Forum on Energy and Climate Change: Focus on Biodiversity, Forestry and Land Degradation (20 November 2012) was led by the United Nations Environment Programme (UNEP) and the United Nations Educational, Scientific and Cultural Organization (UNESCO). This Solution Exchange Forum presented new technology and capacity (i.e. transfers of know-how, technology, and exchanges of information) that can be utilized through South-South cooperation.

For more information:  
[http://www.southsouthexpo.org/uploads/2012\\_documents/BD-UNDP-brochure-20121112-low.pdf](http://www.southsouthexpo.org/uploads/2012_documents/BD-UNDP-brochure-20121112-low.pdf)



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## UNIDO

### South-South cooperation mechanisms

South-South cooperation is included within the 'Regional Dimensions' aspect of UNIDO's long-term Vision Statement.(GC.11/8 IDB.30/23). UNIDO Centers for South-South Industrial Cooperation (UCSSIC) are established in China and India, with the mandate to:

- Provide a platform to encourage closer industrial cooperation among developing countries, so as to ensure that the less developed can benefit from the expertise and experience of successful strategies adopted by the more developed among the developing countries.
- Design practical and innovative projects to facilitate the transfer and diffusion of appropriate technologies, the replication of best practices and promote training, skill development and capacity enhancement in entrepreneurship, trade and investment, either in established fields or in new ones, with social and economic development potential for developing countries in general and LDCs in particular.
- Act as a catalyst, to leverage various on-going projects of governments as well as of UNIDO, and channelize them into coherent initiatives to enhance their effectiveness, and leverage their benefits to sharpen their South-South cooperation component.

Among the *modes of delivery* of the developmental cooperation are:

- Awareness Building & Information Sharing
- Best Practices Replication
- Technology Transfer & Diffusion/capacity building
- Training & Skills Development
- Entrepreneurship & Investment Promotion in the regions

Similar centers are planned to be established in Indonesia, Egypt, Morocco, South Africa and Argentina.

Selected projects managed by UCSSIC China and India:

**Capacity building assistance to develop an Enterprise Development and Investment Promotion (EDIP) Programme for China:**

The project (May 2010-May 2011) promoted capacity building for business associations by introducing to China new enterprise development module (EDIP) that best combines entrepreneurship development, training, consultative and financial services together for business starters (mainly college graduates and potential entrepreneurs at micro, small and medium levels) to enhance enterprise creation and growth practices.

The capacity building approach was implemented through on-the-job trainings and seminars both in China and Bahrain, where the program was first launched by the Arab Regional Centre for Entrepreneurship & Investment Training (ARCEIT), developed by ITPO Bahrain, which also provided in-kind contribution to this project. About 100 people directly benefited from the Training of Trainers (TOT) courses and indirect beneficiaries are numbered at about 1,000 by attending further trainings or receiving consulting services. The project won 2011 the HP LIFE Award (HP Learning Initiative for Entrepreneurs) for its innovative approach to foster grassroots business development in China.

**UNIDO Business and Investment Roundtable for Promoting South-South Investment and Partnership between China and Latin American Countries:**

Under the leadership of UNIDO, China and two Latin American countries, Brazil and Venezuela, took the initiative to arrange for a Business and Investment Roundtable for Promoting South-South Investment and Partnership between China and Latin American Countries. In cooperation with a delegation of Chinese entrepreneurs, Brazil and Venezuela developed, in the second half of 2010, portfolio of proposals for business collaborations in selected LAC countries through identification and screening process. Promotion for potential collaborative projects and Business and Investment Roundtables are being continued even beyond the project implementation cycle.

**UNIDO-China food quality, safety and testing training facility in Dali:**

The Dali Comprehensive Technical and Inspection Centre shares technical knowledge and first-hand experience with laboratory technicians from ASEAN countries through training programmes in testing milk products. In addition, it serves the domestic market, providing training on the testing and analysis of food, milk, dairy products as well as international laboratory accreditation to local laboratory technicians from China's least developed western provinces.

The project (October 2011-June 2013) is conducive to the regional integration between China and ASEAN countries in the field of food safety and related technical cooperation. Besides, it helps promote fair trade of each country's specialty food products by ensuring their quality and safety while crossing the borders.

**UNIDO-VIMTA South-South Training Facility for Testing Laboratories**

The project (April 2010-September 2011) established the UNIDO-VIMTA South-South Training Facility for Testing Laboratories (UVSSTF) in operational mode and designed course modules and calendar of trainings to train 89 scientists/technicians from 45 laboratories in 23 developing countries (12 in Africa and 11 in Asia)

The South-South Training Facility provides training to Chemists/ Scientists/ Analysts/ Laboratory Management Staff from food, agro and drug testing laboratories in developing countries, particularly LDCs, in order to facilitate know-how transfer and skill development in operating and managing testing laboratories, laboratory accreditation, analysis of contaminants, residues and adulteration in food, agro-products, drugs and

pharmaceuticals, quality assurance, control measures and standards adherence. The objective is to improve the technical capabilities of the staff of testing laboratories in LDCs in the use of analytical instruments and techniques, and exposing them to the latest legal and technical requirements in food and agro-products.

#### **Development of Safety and Quality Infrastructure for the Seafood Sector in Timor-Leste**

This project (January 2011-December 2013) is being implemented in collaboration with the National Institute for Fisheries and Post-Harvest Technology & Training (NIFPHATT), Kochi, Kerala.

The main objectives of the project are to provide training for fishermen in improved harvesting methods; development and design of fish processing facilities; procurement of equipment and their installation; strengthen capacity of fishing cooperatives; development of a training 'tool box'; preparation of a food safety training programme; and development of a map of the Seafood market chain, baseline assessment and develop strategies for up-scaling for fishing cooperatives.

**The fifth annual Global South-South Development Expo (GSSD) 2012** was hosted by the UNIDO, in conjunction with more than 20 UN agencies and partners (Vienna, 19 to 23 November 2012) The five-day event showcased and promoted concrete innovative solutions in energy and climate change.

The following Solution Forums were led by UNIDO:

- **Energy, Climate Change and Industrial Development**, which focused on solutions that have identified and overcome potential barriers to the use of renewable energy and energy efficiency as well as resource efficiency and low carbon technologies. The use of these types of technologies and management approaches is central for green growth and the transition to a low-carbon economy. The showcased solutions included South-South partnership solutions and North-South-South (triangular) partnership solutions.
- **Knowledge-sharing Networks and Network Governance**, which discussed the UNIDO Networks for Prosperity (N4P) in facilitating international knowledge exchange and networking in the field of sustainable economic development and the respective policy-making processes. The mechanisms and of the UNIDO Industrial Knowledge Bank (IKB) was also discussed. The IKB is an innovative South-South mechanism initiated in 2010. It enhances the exchange of expertise and know-how between countries by leveraging the economic and distinctive intellectual resources of each of them. UNIDO plays the role of international knowledge assets repository and knowledge-wheel manager.

UNIDO coordinates its South-South programmes with the South-South Unit of the UNDP and reports them to the UN General Assembly Bureau of the High-Level Committee on South-South Cooperation regularly.

[http://www.southsouthexpo.org/uploads/2012\\_documents/BD-UNDP-brochure-20121112-low.pdf](http://www.southsouthexpo.org/uploads/2012_documents/BD-UNDP-brochure-20121112-low.pdf)

#### **Networks, platforms and partnerships with South-South cooperation focus**

##### **Industrial Knowledge Bank (IKB)**

The Industrial Knowledge Bank (IKB)/ Banco de Conocimiento Industrial (BCI) is an innovative mechanism of tripartite cooperation between the donor institutions, the institutions in developing countries and UNIDO to exchange knowledge and expertise in the area of industrial development. The mechanism operates through the provision of free hours of technical assistance and consultancy services by countries of the region in accordance with specific terms of reference agreed between the country requesting and the country offering the technical assistance and UNIDO.





### South-South Experience Exchange Facility

The World Bank Institute (WBI) supports the Task Team for South-South Cooperation (TTSSC) with knowledge, advice, and financing. WBI has established a one-stop shop to help World Bank staff design, develop, and deliver learning and knowledge exchange events, strategies, and programs. WBI also contributes to the South-South debate through an active community of practitioners ([www.southsouth.info](http://www.southsouth.info))

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Created in 2008, the South-South Experience Exchange Facility is located in the Knowledge Exchange Practice of the World Bank Institute. It provides funding for developing countries to share their knowledge and expertise with one another. The Facility contributes to the World Bank's knowledge sharing agenda by drawing directly upon the accumulated expertise of its client countries. Grant requests are country-driven but administered by the World Bank. Exchanges cover a wide range of topics including: Agriculture (fishing), Finance, Industry and Trade.

Nine partners, including five middle income countries, supports the South-South Facility. This global partnership reflects a new trend in development cooperation, with emerging economies playing an increasingly important role in global development practice. In addition to funding the Facility, these partners act as key knowledge providers in Facility-funded grants and bring their significant experience in development.

Current partners include:

China, Colombia, Denmark, India, Mexico, the Netherlands, Russian Federation, Spain, and the United Kingdom.

#### Examples of cooperation:

- Brazil and Korea share their experiences with Haiti in garment production to strengthen Haiti's economic and investment opportunities. Under this exchange, several Korean and Brazilian firms visited Haiti to assess potential business opportunities. The participants produced a report on employment and investment opportunities and technology transfer between these countries, which has spurred the development of policies promoting the Haitian apparel sector in Asia and Latin America.
- Burkina Faso, Mali, Niger, and Nigeria shared their experiences in small-scale private irrigation. to improve agriculture productivity and mitigate drought, agriculture policymakers, regulators, and other stakeholders conducted field visits and organized a regional conference to discuss and review small-scale irrigation practices and policies. The exchange led to the development of a "best practice" guide that was disseminated to irrigation professionals throughout West Africa.

[www.wbi.worldbank.org](http://www.wbi.worldbank.org) > Learning

For more information: [www.worldbank.org/trade](http://www.worldbank.org/trade)



## WIPO

### Project: “Enhancing South-South Cooperation on IP and Development among Developing Countries and Least Developed Countries (LDCs)”

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As the main focal points for the coordination and development of technical assistance to countries in the Africa, Arab, Asia and the Pacific and Latin America and the Caribbean regions, WIPO’s Regional Bureaus and the Copyright Development Division work closely with other specialized units and sectors within WIPO to respond to requests from Member States to enhance national capacity to more effectively use IP for development. While not necessarily labelled as such, many of WIPO’s past and current technical assistance and capacity building activities have been and are carried out in the spirit of South-South cooperation. Formally, the WIPO Committee on Development and Intellectual Property (CDIP) adopted, in November 2011, a Project on “Enhancing South-South Cooperation on IP and Development among Developing Countries and Least Developed Countries (LDCs)”. This two-year project aims to develop means to channel the efforts of different actors to promote South-South cooperation in the area of IP towards the establishment of development-oriented IP systems in developing countries and LDCs taking into account the particular circumstances and challenges developing countries and LDCs face.

In line with the WIPO Development Agenda which aims to ensure that development considerations form an integral part of the Organization’s activities, the project relates to specific recommendations in the areas of promoting development-oriented IP technical and legal assistance, IP institutional and domestic innovation capacity building, facilitating access and dissemination of knowledge, technology and the use of IP flexibilities, and understanding the link between IP and competition policies.

With the objective of harvesting and exchanging valuable knowledge and experience through enhanced cooperation among developing countries and LDCs and through the sharing of information on practical initiatives that developing countries and LDCs can and have utilized to strategically use IP as a tool for achieving broader public policy and development goals, this project entails the organization of two inter-regional expert meetings on South-South cooperation to foster the sharing of experiences and lessons learned. The First Interregional Meeting ([http://www.wipo.int/meetings/en/2012/wipo\\_ip\\_grtkf\\_bra\\_12/](http://www.wipo.int/meetings/en/2012/wipo_ip_grtkf_bra_12/)) addressed the fields of IP governance, genetic resources, traditional knowledge and folklore, copyright and related rights. More specifically:

- **IP governance:** the Meeting focused on promoting synergies between IP governance and South-South cooperation on IP and development, and on IP as a tool in addressing main challenges of global knowledge governance in the areas of climate change, food security, internet, innovation and public health.
- **Genetic Resources, Traditional Knowledge and Folklore (GRTKF):** the Meeting addressed national experiences in the protection of traditional knowledge, traditional cultural expressions and genetic resources, and discussed how to facilitate international cooperation, in particular South-South cooperation, in using IP-based systems for the protection of these areas.
- **Copyright and related rights:** the Meeting discussed the international protection of audiovisual works, performers, and broadcasting organizations. It also addressed national experiences and South-South cooperation in the field of copyright limitations and exceptions for libraries, archives, educational and research institutions and for visually impaired persons. Finally, it discussed how to strike the right balance in developing countries when it comes to copyright and related rights and the preservation of the public domain, and provided international and regional perspectives on the challenges of the creative industries and on the collective management of copyright and related rights in the digital environment.

The Second Interregional Meeting ([http://www.wipo.int/meetings/en/2013/wipo\\_ssc\\_cai\\_13/](http://www.wipo.int/meetings/en/2013/wipo_ssc_cai_13/)) focuses on the fields of patents, trademarks, geographical indications, industrial designs and enforcement. The project also entails the organization of two Annual Conferences to discuss the outcomes of the expert meetings and discuss the future of South-South initiatives in the field of intellectual property (First Annual Conference on South-South Cooperation on IP and Development: [http://www.wipo.int/meetings/en/2012/wipo\\_ssc\\_ge\\_12/](http://www.wipo.int/meetings/en/2012/wipo_ssc_ge_12/)). The project will also aim to provide an online one stop facility of all developing countries, LDCs and WIPO activities in the area of South-South cooperation on IP, with a view to facilitating exchanges and fostering the building of linkages and collaborative projects among IP offices, universities, public research institutions and civil society organizations in developing countries and LDCs.

WTO



### **Aid for Trade (Aft)ʼs role in Promoting South-South Cooperation**

A unique characteristic of the Aid for Trade Initiative is its emphasis on South-South cooperation as a valuable tool to deliver effective results in trade capacity building. With the growing role of intra- and supra-regional trade, South-South cooperation has now become an important item of the bilateral agenda of many developing countries.

The World Trade Organization (WTO)ʼs case story presented to the Committee on Trade and Development (WT/COMTD/AFT/W/26, 10 June 2011) on the mainstreaming of Aid for Trade into the Trade Policy Review Mechanism *highlights the potential for Aft to promote regional cooperation among developing countries*. The case story examines the experience gained from six pilot trade policy reviews (TPRs): China, the United States, Belize, Honduras, Malawi, and the joint TPR of Benin, Burkina Faso and Mali. Given the successful experience with the pilot TPRs, Aid for Trade analysis in the TPR process has been expanded beyond these pilots. This process has proven especially useful for middle-income developing countries and LDCs, which have used the TPR process to enhance internal coordination on Aid for Trade priorities, develop national AidforTrade strategies and collaborate with regional institutions to take forward recommendations made during the TPR process.

[www.wto.org/english/tratop\\_e/tradfa\\_e/symp\\_nov11\\_e/aft\\_w26\\_e.doc](http://www.wto.org/english/tratop_e/tradfa_e/symp_nov11_e/aft_w26_e.doc) - 2011-11-03 - Text Version

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## [ Other Trade-Related Activities ]

## OTHER TRADE-RELATED ACTIVITIES



African  
Development Bank (AFDB)



International  
Telecommunication  
Union (ITU)



European Bank for  
Reconstruction and  
Development (EBRD)



United Nations Conference  
on Trade and Development  
(UNCTAD)



International  
Civil Aviation  
Organization (ICAO)



United Nations Relief and  
Works Agency for the  
Palestine Refugees in the  
Near East (UNRWA)



International  
Labour Organization (ILO)



World Bank Group (WB)



International  
Monetary Fund (IMF)

AfDB



### Investment Climate Facility (ICF)

This is a public-private initiative through which donors, international and domestic corporations, and NGOs collaborate with African governments and regional organizations to improve the investment climate at the national, regional, and continental levels. ICF's operations are driven by three strategic themes:

- Intra-African trade;
- Facilitating business development and expansion;
- Facilitating the financial and investment environment.

For more information: [www.icfafrica.org](http://www.icfafrica.org)

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EBRD



### The Multilateral Carbon Credit Fund (MCCF)

The EBRD and the European Investment Bank (EIB) established the Multilateral Carbon Credit Fund (MCCF) as a key instrument in their strategy for combating climate change. Fully subscribed, with €208.5 million in commitments, the MCCF is one of the few carbon funds dedicated specifically to countries from Central Europe to Central Asia.

By joining the MCCF, private and public companies as well as EBRD and EIB shareholder countries can purchase carbon credits from emission reduction projects financed by the EIB or the EBRD to meet their mandatory or voluntary greenhouse gas (GHG) emission reduction targets. In addition to the project credits, countries can also participate via the MCCF in green investment schemes. This is an innovative way to facilitate government-to-government trade in carbon credits whereby the selling country uses the revenue from the sale of carbon credits to support investments in climate-friendly projects.

By selling carbon credits to carbon funds, such as the MCCF, the investor increases the financial return on a project. For example, renewable energy projects (e.g. wind, hydro and biomass) are able to boost their internal rate of return by 1 to 7 per cent. There are also projects, such as landfill gas collection and flaring projects at large waste management sites that can be financed almost completely from sales of carbon credits.

As of June 2012, six countries and five companies had provided initial commitments totalling €208.5 million.

For more information: <http://www.ebrd.com>

### Technical Cooperation Funds Programme (TCFP)

The Technical Cooperation Funds Programme (TCFP) provides funding to improve the preparation and implementation of the EBRD's investment projects and to provide advisory services to private and public sector clients. It is funded by governments and international institutions and managed by the Bank. Each year the Programme provides about €80 million to finance the activities of a wide range of consultants and other experts. As well as supporting the EBRD's investment programme, the TCFP promotes institutional reform and the highest standards of corporate governance.

For more information: <http://www.ebrd.com>

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## ICAO

The three main ICAO environmental goals are:

- To limit or reduce the number of people affected by significant aircraft noise;
- To limit or reduce the impact of aviation emissions on local air quality; and
- To limit or reduce the impact of aviation greenhouse gas emissions on the global climate.

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### Environmental protection

Improving the environmental performance of aviation is a challenge ICAO takes very seriously. In fulfilling its responsibilities the Organization developed, since the late 1960s, a range of standards, policies and guidance material for the application of integrated measures to address aircraft noise and engine emissions embracing technological improvement, operating procedures, proper organization of air traffic, appropriate airport and land-use planning and the use of market based options.

Consolidated statements of continuing policies and practices related to environmental protection are revised and updated by the Council every three years for adoption by the ICAO Assembly. The present version, Assembly Resolutions A37-18 and A37-19, were adopted in October 2010. Part of ICAO's work in the environment field work is undertaken through the ICAO Council's Committee on Aviation Environmental Protection (CAEP), which consists of Members and Observers from States, intergovernmental and non-governmental organizations representing aviation industry and environmental interests.

The ICAO Secretariat has developed an internationally approved Aviation Carbon Emissions Calculator based on the methodology established jointly by CAEP. The Calculator estimates the amount of CO<sub>2</sub> emissions from air travel and is available on the ICAO website along with the methodology. ICAO has also developed a Green Meetings Calculator, which is a tool designed to support decision-making in reducing the carbon emissions from air travel to attend meetings, and a Fuel Savings Estimation Tool in order to assist States to estimate fuel savings from operational improvements ([www.icao.int/environmental-protection/Pages/Tools.aspx](http://www.icao.int/environmental-protection/Pages/Tools.aspx)).

In addition, ICAO maintains close relations with other UN policy-making bodies that have expressed an interest in civil aviation, notably with the Conference of the Parties to the United Nations Framework Convention on Climate Change (UNFCCC), to which it provides regular statements on ICAO's emission-related activities.

Partners: ICAO's 191 contracting states, the United Nations Framework Convention on Climate Change (UNFCCC), the Intergovernmental Panel on Climate Change (IPCC), the World Meteorological Organization (WMO), the World Health Organization (WHO), the International Maritime Organization (IMO), the Airports Council International (ACI), numerous civil aviation commissions and regional commissions, various associations and NGOs and others.

For more information: [www.icao.int/env/](http://www.icao.int/env/)



## ILO

### Local Economic Development (LED)

A project titled "Voices of Heritage" aims to boost the local economy of the Laikipia Maasai community in Kenya as a means to create employment and reduce poverty. Through a territorial diagnosis and market assessment, opportunities are identified for Maasai products in local and export markets. Development strategies are then formulated, and support is provided to build supply capacity through business development services, technical training institutions and local associations. Technical assistance is also provided to enable the Maasai to protect their cultural heritage and intellectual property rights.

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The project is designed to address issues of poverty, unemployment, low level of market development, and the misappropriation of intellectual property rights by third parties through the use of Maasai culture for marketing and tourism purposes with no revenues flowing to the community.

The project, which is part of a larger programme on local economic development, involves cooperation between the Maasai Cultural Heritage Foundation (MCH) in Kenya, WIPO and the ILO.

## IMF



### Trade Integration Mechanism (TIM)

The TIM was introduced in April 2004 to assist member countries to meet balance of payments shortfalls that might result from multilateral trade liberalization. The TIM is not a special lending facility that will provide new resources under special terms. Rather, the TIM is a policy designed to increase the predictability of resources that are available under existing facilities. The TIM allows the IMF to provide loans under one of its facilities to a developing country whose balance of payments is suffering because of multilateral trade liberalization, either because its export earnings decline when it loses preferential access to certain markets or because prices for food imports go up when agricultural subsidies are eliminated. Three member countries (Bangladesh, the Dominican Republic, and the Republic of Madagascar) have so far requested and obtained support in accordance with the TIM.

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For more information: [www.imf.org](http://www.imf.org)

## ITU



### Environment and climate change

Active in the area of climate change for well over a decade, ITU is now making climate change a key priority, with strategies to:

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Reduce the environmental impact of climate change through:

- The creation of a standard methodology for calculating carbon footprint;
- The promotion of next-generation networks (NGNs) (reducing power consumption by up to 40%);
- Publishing online rather than in print.

Harness the power of ICTs through:

- Remote collaboration;
- Intelligent transport systems;
- Sensor-based networks based on RFID and telemetry.

Monitor climate change by:

- Conducting and managing studies on remote-sensing;
- Providing key climate data via radio-based applications.

For more information: <http://www.itu.int/themes/climate/>



## UNCTAD

### Climate change programme

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UNCTAD's work on climate change focuses on the trade and investment impacts of the emerging climate regime and carbon market, with a particular emphasis on potential opportunities available to developing countries. It supports the establishment of public-private operational entities in developing countries, particularly in LDCs and countries with economies in transition, in order to facilitate investments and maximize the sustainable development benefits of the Clean Development Mechanism (CDM), one of the "flexibility mechanisms" of the Kyoto Protocol of the United Nations Framework Convention on Climate Change (UNFCCC). The main objective is to promote developing countries' participation in the emerging carbon market through the use of clean technologies and by bringing together governments, industry and civil society.

For more information: [www.unctad.org/Templates/StartPage.asp?intItemID=4342](http://www.unctad.org/Templates/StartPage.asp?intItemID=4342)



## UNRWA

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The social services division operates through the network of the community-based organizations (CBOs) providing direct business training to vulnerable population groups. A number of CBOs are implementing small scale credit programmes, from which 1,254 female refugees have received loans.

For more information: [www.unrwa.org](http://www.unrwa.org)

### Microfinance and Microcredit Programme (MMP)

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The goal of the MMP is to promote economic development and alleviate poverty. The programme operates at micro-level by providing direct credit for enterprise, household consumption and housing needs which provides income-generating opportunities for Palestine refugees and other poor and marginal groups. The service is provided through MMP branch offices. In addition, through its micro-enterprise training programme.

For more information: [www.unrwa.org](http://www.unrwa.org)



## WB

### Green trade and competitiveness

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The World Bank has recently undertaken analytical work on Green Growth in South Africa with a strong trade component. It also hosts the Green Growth Knowledge Platform which includes a research program on trade and competitiveness. Current themes being investigated under this work program include: i) the impact of green growth measures on competitiveness; ii) green logistics; iii) green subsidies; and iv) trade in Environmental Goods and Services.

For more information: [www.worldbank.org/trade](http://www.worldbank.org/trade)



# [ Inter-Agency Cooperation Mechanisms ]

## **INTER-AGENCY COOPERATION MECHANISMS**

CEB Inter-Agency Cluster on Trade and Productive Capacity

OECD Creditor Reporting System (CRS): The OECD Role in Aid for Trade

WTO's Global Technical Assistance Database (GTAD)

Enhanced Integrated Framework (EIF)

Global Facilitation Partnership for Transportation and Trade (GFP)

Standards and Trade Development Facility (STDF)

## CEB INTER-AGENCY CLUSTER ON TRADE AND PRODUCTIVE CAPACITY

(FAO, ILO, ITC, UNCITRAL, UNCTAD, UNDP, UNEP, UNIDO, UNOPS, WTO AND FIVE UN REGIONAL COMMISSIONS)

The CEB Inter-Agency Cluster on Trade and Productive Capacity is led by UNCTAD and includes UNIDO, UNDP, ITC, FAO, WTO, UNEP, ILO, UNCITRAL, UNOPS and the five UN Regional Commissions.

The CEB Inter-Agency Cluster on Trade and Productive Capacity is an interagency mechanism dedicated to the coordination of trade and development operations at the national and regional levels within the UN system.

The United Nations Inter-Agency Cluster makes a concrete and direct contribution to the UN system-wide coherence reform by coordinating its participation in the:

- **Delivering as One** UN Pilots and countries involved in a new UNDAF process, and
- **United Nations Development Group (UNDG)** machinery, in view of the formulation of new United Nations rules and standard mechanisms for development operations.

Since its establishment in April 2007 and its official launch by the United Nations Secretary-General during UNCTAD XII in April 2008, the Cluster has been a dynamic instrument for ensuring the inclusion of trade and related matters in the United Nations assistance operations and contributing to United Nations system-wide coherence. It is a successful inter-agency mechanism employed to draw up joint programmes in the One United Nations pilots and in countries having adopted a “Delivering as One” approach.

### Participation in the One United Nations pilots and in countries having adopted a “Delivering as One” approach

The following is a summary of the main initiatives undertaken by the CEB Cluster since its creation, including operations in the One UN Pilots and in countries having adopted a “Delivering as One” approach at the national and regional levels.

Participation of the Cluster in the One UN Pilots:

Joint programmes are being implemented and/or designed by the Cluster in Albania, Cape Verde, Mozambique, Pakistan, Rwanda, United Republic of Tanzania, Vietnam and Uruguay.

In addition to the One UN pilot countries, the number of countries having adopted the “Delivering as one” approach when formulating new UNDAFs, based on the 2010 *UNDG Guidelines for UN Country Teams on how to prepare an UNDAF* is increasing. Many United Nations Resident Coordinators are requesting the Cluster’s assistance to address government priorities on trade-related and productive capacity issues at the country level.

In 2012, the Cluster was involved in the design and implementation of joint programmes with different intensity and configuration at the national and regional levels:

Operations of the Cluster at the national levels:

- (a) Africa: Comoros, Lesotho, and Sao Tome and Principe;
- (b) Arab States: Egypt, the State of Palestine and Iraq;
- (c) Asia and the Pacific: Afghanistan, Bhutan, the Lao People’s Democratic Republic, Nepal and Myanmar;
- (d) Europe and the Commonwealth of Independent States: Azerbaijan, Belarus, Georgia, Kazakhstan, Moldova, Serbia Ukraine and Uzbekistan;
- (e) Latin America and the Caribbean: Ecuador and Panama.

Operations of the Cluster at the regional levels:

(a) Africa: The Cluster is participating in the “Industry, Trade and Market Access (ITMA)” regional initiative. The regional operations aim at promoting sustainable growth, wealth creation and global integration through three priority areas, namely industrial policy and institutional direction development, upgrading production and trade capacities and boosting intra-African trade. The Cluster’ intervention includes UNCTAD, UNECA, UNIDO, UNDP, ILO and the WTO.

(b) Arab States: In 2012, five agencies of the Cluster, UNCTAD, UNDP, UNIDO, ILO and ITC jointly designed a regional project for the members of the League of the Arab States “Aid for Trade initiative for Arab States”. The initiative aims at providing a platform for targeted trade reforms, strengthen employment and competitiveness, trade promotion and regional trade integration building on the experience and ongoing activities in the region and at country level of the five collaborating agencies.

(c) Europe and the Commonwealth of Independent States: The Cluster is participating in joint initiatives developed in the context of the United Nations Special Programme for the Economies of Central Asia (SPECA) jointly supported by UN ESCAP and UNECE. In this context, in 2012, UNCTAD and UNECE submitted an “Aid for Trade Project Concept Note” on customs data exchange and harmonization.

Interface with Enhanced Integrated Framework (EIF)

When dealing with member countries of the Framework, activities included in the joint programmes are in conformity with those proposed in the diagnostic trade integration studies. This is for instance the case in the “Delivering as one” United Nations pilots Cape Verde, Mozambique, and Rwanda, but in other LDCs such as Bhutan, Comoros, the Lao PDR and Lesotho.

### **Contribution to United Nations system-wide coherence**

In June 2012, the Government of Albania hosted the fifth Intergovernmental High-level Conference on the DaO to discuss the achievements, challenges and lessons learned so far. During the Conference, the member states insisted that the benefits of the implementation of the DaO were by far greater than any shortcoming, and that “there was no way back to do business with the UN as before”. The member states highlighted that the government’ ownership of the UN assistance as well as the alignment on national priorities greatly improved since 2007. UNCTAD, which represented the Non Resident Agencies (NRAs) during the Conference, emphasized that the DaO greatly facilitated the access of Governments and United Nations Resident Coordinators to the expertise of the NRAs, in particular on policy aspects. UNCTAD also highlighted that the DaO not only led to more coherence but as well significantly increased quality of the joint-operations as they benefit from a wide range of expertise existing within the UN system.

On 21 December 2012, the UN General Assembly adopted a landmark resolution (A/Res/67/226) on the Quadrennial Comprehensive Policy Review (QCPR), which assesses the effectiveness, efficiency, coherence and impact of UN operational activities for development and establishes system-wide policy orientations for the development cooperation and country-level modalities of the UN system for the period 2013-2016.

The Cluster was mentioned as an example of best practice in the Report of the Secretary-General of the United Nations on the 2012 QCPR. The report notes that it provides new opportunities for cooperation on economic development as well as “greater access to the range of development expertise and resources in the United Nations system”. The message was reiterated during the General Assembly debate regarding the UN system wide coherence in October 2012.



The UN Inter-Agency Cluster on Trade and Productive Capacity and its active participation in the UNDG on all matters pertaining to the participation of non-resident agencies in UNDAFs has been contributing for the past few years to overall policy-orientations for development cooperation enshrined in the above mentioned resolution. The development impact of the Cluster proved to be much wider and deeper than the impact achieved by the operations of agencies acting alone. The clustering approach, by being effective from the design to the monitoring and evaluation's phases of the UNDAFs at the country level or similar exercises carried out at the regional level proved to be a strategic instrument in the operationalisation of system-wide coherence. Such thematic approach, firmly anchored within the overall "Delivering as One" architecture could be replicated and become a standard operating procedure as it greatly ease the coordination between the United Nations agencies, the national partners, the United Nations Resident Coordinators system and the donors.

For more information: [http://unctad.org/en/Pages/TC/TC\\_United-Nations-Inter-Agency-Cluster.aspx](http://unctad.org/en/Pages/TC/TC_United-Nations-Inter-Agency-Cluster.aspx)

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## OECD CREDITOR REPORTING SYSTEM (CRS) THE OECD ROLE IN AID FOR TRADE

(OECD, WTO)

### Monitoring Aid for Trade

The WTO Task Force on Aid for Trade recommended establishing two accountability mechanisms to track progress in implementing the initiative and to enhance its credibility; at the *local level*, to foster genuine local ownership and ensure that trade needs are integrated into national development strategies and adequately addressed; and at the *global level*, to increase transparency about what is happening, what is not and where improvements are required.

Following these recommendations, the OECD and the WTO established an aid for trade monitoring framework. The objective of the framework is to promote dialogue and encourage all key actors to honour commitments, meet local needs, improve effectiveness, and reinforce mutual accountability.

The WTO and OECD periodically review aid for trade to monitor what is happening, what is not, and where improvements are needed. This transparency helps to underwrite progress in the Aid-for-Trade Initiative, facilitating dialogue and holding all stakeholders to account. The monitoring provides general impressions and allows progress to be assessed at the global level. It is based on self-assessment, complemented by independent evaluation findings and academic research.

The original aim of monitoring was focused on the measurement of flows, raising awareness about the role of trade in development and creating a community of best practice. It has subsequently evolved to examine implementation, effectiveness and results. Since 2007, the monitoring framework has broadened the global aid-for-trade partnership. Efforts to monitor aid for trade have been successful with strong participation from the donor community, partner countries and providers of South-south co-operation.

The WTO has decided that Global Value Chains and Private Sector Development will be the central themes of the 4th Global Review of Aid for Trade which will take place in July 2013. This will explore how aid for trade is *supporting private sector development activities in developing countries, and in particular LDCs, in the context of expanding global and regional value chains*. Other themes such as Regional Trade integration and the Impact of aid for trade will remain important. The sub-section below reviews the OECD contribution to monitoring. This includes providing a quantitative assessment of donor support through reporting of aid-for-trade flows and qualitative assessment of partner country and donor agency engagement based on local accountability and global review. The last sub-section concludes that the approach to monitoring has worked but it must continue to evolve to meet the changing demands of the aid-for-trade community.

### OECD Contribution to Monitoring Aid for Trade

The OECD report on *Aid for Trade: Making it Effective* published in 2006, provided the parameters of the aid-for-trade monitoring effort. The report suggested that aid for trade should be guided by the Paris Principles of Aid Effectiveness. The Paris Declaration committed countries and organisations to increase efforts in harmonisation, alignment and managing aid for results with a set of monitorable actions and indicators. One of the key issues that the Task Force had to investigate was a definition of aid for trade. In the end, the accepted definition was based on the Paris Principles. Projects and programmes should be considered as aid for trade if these activities have been identified as trade-related development priorities in the recipient country's national development strategies, *e.g.* trade-related infrastructure, adjustment and technical assistance (WTO, 2006b). Such definitions enable partner countries to tailor aid for trade to their national conditions and needs and enable better management of the programmes which are designed to achieve the desired results. The benchmarks below were selected. They include ODA for:

- *Technical assistance for trade policy and regulations*: for example, helping countries to develop trade strategies, negotiate trade agreements and implement their outcomes;

- *Trade-related infrastructure*: for example, building roads, ports and telecommunications networks to connect domestic markets to the global economy;
- *Productive capacity building (including trade development)*: for example, supporting the private sector to exploit its comparative advantages and diversify its exports;
- *Trade-related adjustment*: helping developing countries with the costs associated with trade liberalisation, such as tariff reductions, preference erosion, or declining terms of trade; and,
- *Other trade-related needs*: if identified as trade-related development priorities in partner countries' national development strategies (OECD/WTO, 2009:52).

### Tracking the flows

The official collection of aid-for-trade data originated from a decision made by WTO members at the Joint OECD/WTO Trade Capacity Building meeting on 4 May 2007. It was decided to use the OECD-DAC Creditor Reporting System (CRS) for the collection and monitoring of the broader aid-for-trade agenda instead of the Trade Capacity Building Database (TCBDB) which catered for the more specialised reporting on trade-related technical assistance and capacity building (TRTA/CB). The CRS aid activity database, contains detailed quantitative and descriptive data on individual aid projects and programmes. CRS data are used to analyse the sectoral and geographical breakdown of aid for selected years and donors, to examine aid that promotes specific policy objectives (gender equality, environmental sustainability, untying, aid for trade) and monitor donors' compliance with various international recommendations in the field of development co-operation.

The CRS data are the unique source for official, standard and comparable statistics on Official Development Assistance. The OECD Development Assistance Committee (DAC) collects aid flows at activity level through the annual DAC Questionnaire. The data collection is based on a standard methodology and agreed definitions. Detailed information on ODA eligibility, classifications and collection methods are given in the Reporting Directives. Data can be used to analyse trends and compare the efforts of donors. Governments, organisations and researchers make frequent use of it, and for the OECD, the CRS serves as a tool for monitoring specific policy issues, including aid for trade. The Reporting Directives undergo constant review and scrutiny by the DAC Working Party on Statistics. Classifications (e.g. DAC List of ODA Recipients, DAC List of ODA-Eligible International Organisations, DAC sector/purpose classification) are updated on a regular basis.

The categories of aid for trade used for the purpose of tracking flows are often confused with the definition of aid for trade. Consequently, many commentators have made the case that the "definition" of aid for trade is too broad and this diminishes its effectiveness. The objective of monitoring flows was to assess additionality and to hold donors who made pledges at the Hong Kong Ministerial to account.<sup>1</sup> The starting point for this discussion was that it was impossible to define a priori what constituted aid for trade e.g. a component of an infrastructure project may be trade-related but it may also have other objectives.<sup>2</sup> Therefore a set of broad proxies in the CRS were selected corresponding to the categories listed above. Furthermore, members of the OECD Working Party on Statistics agreed to modify the CRS to accommodate the collection of aid-for-trade data by adding a trade-related adjustment code and a policy marker for trade development activities.

### Local Accountability and Global Review

The implementation of the monitoring would be based on two accountability mechanisms: the first at national or regional level and the second at a global level. Local accountability involved the strengthening of local ownership and management for results. The Global Review would review progress at the regional and national level, provide a forum for corrective feedback and ensure that the needs identified at the local level – whether

<sup>1</sup> Specific pledges were made by the United States, Japan and the European Union. However some of these pledges may have been contingent upon a successful Doha outcome. Nevertheless, the Aid for Trade at a Glance Report in 2009 indicated that the Hong Kong pledges were successfully met.

<sup>2</sup> The LDC submission to the WTO Task Force expressed reservations about this practice, *i.e.* "OECD does not distinguish between what could be narrowly defined as a trade-related infrastructure from more general multi-purpose infrastructures. Under that practice, figures for infrastructure seem to be exaggerated". However it would be extremely difficult to identify specifically the trade-related component in every project.

financial or performance related – are addressed. The WTO-OECD Monitoring Framework was established based on these two dimensions to help track progress in the implementation and enhance the credibility of the Aid-for-Trade Initiative.

The objective of the monitoring framework is to promote dialogue and encourage all key actors to honour commitments, meet local needs, improve effectiveness and reinforce mutual accountability. The value of this joint OECD-WTO monitoring framework lies in creating incentives through enhanced transparency, scrutiny and dialogue so as to foster synergies between trade and other economic policy areas in developing countries and improve the coherence of aid for trade with overall donor strategies. These are all essential components of effective aid delivery as embodied in the Paris Declaration on Aid Effectiveness (OECD/WTO, 2011). The various different elements of the monitoring mechanism can be described using a logical framework which ties together demand, response, outcomes and impact.

The logical framework to assess whether progress is being made towards the desired aid-for-trade goals consists of the following four elements:

1. mainstreaming and prioritising trade (demand)
2. trade-related projects and programmes (response)
3. enhanced capacity to trade (outcome)
4. improved trade performance and reduced poverty (impact)

Demand is obtained through partner-country self-assessments based on an OECD-WTO partner country questionnaire. In addition, these assessments also provide information about mainstreaming trade in development strategies, trade-related priorities, the delivery of aid for trade and co-operation between partner countries and donors.

Assessment of the response consists of the following:

- Quantitative information (*i.e.* aid-for-trade flows) on trade-related projects and programmes is extracted from the OECD DAC Creditor Reporting System (CRS) database for the categories that are most closely related to the WTO Task Force definition.
- Qualitative information concerning the response is derived from donor self-assessments, based on an OECD-WTO donor questionnaire. These self-assessments highlight the progress made by donors in developing operational aid-for-trade strategies, the extent to which these are implemented in line with the Paris Declaration on Aid Effectiveness, and the different steps taken to improve the quality of aid-for-trade programmes.

Trade-related outcomes such as improved logistics, lower transport costs, higher productive capacity and ultimately more trade are examined through trade-related indicators outlined in aid-for-trade factsheets, evaluation findings and eventually in 2011 a series of aid-for-trade case-stories (see below). Impacts are the longer term contribution of trade to development objectives such as poverty reduction and these can be assessed using the Millennium Development Goals.

### Conclusions

The monitoring process has largely achieved its objectives. As can be seen in Table 1, engagement by the various different stakeholders has been impressive and the number of elements in the framework has expanded over time while maintaining the commitment of donors and partner countries alike.

**Table 1. Stakeholder engagement in OECD/WTO monitoring**

	2007	2009	2011
Donor Questionnaire Responses	39	57	43
Partner-country Questionnaire Responses	8	89	84
South-South Questionnaire Responses		5	10
Regional Economic Communities			9
Case Stories			274

The OECD and WTO have put in place a credible and useful monitoring mechanism, vindicating the original recommendations of the WTO Task Force on Aid for Trade. Over the years the mechanism has been refined and expanded. The approach has succeeded because monitoring has not been a passive activity, it has been complemented and reinforced by an active review process - one that promotes change by submitting feedback to donor and partner countries, providing an environment for dialogue, knowledge-sharing, exchange of good practice and information on trade-related assistance programmes.

In the last monitoring exercise, questions were asked about the usefulness of the global-level monitoring. The response was very supportive. Donor agencies almost universally consider the monitoring either very useful or useful. Providers of South-South co-operation and partner countries also view the exercise positively (WTO/OECD, 2011). The next monitoring exercise will further expand the reach of the spotlight to also cover the private sector. This poses new challenges for the aid-for-trade community and new strategic partnerships will be required to ensure a sufficient response rate from private sector actors. The next round of monitoring will provide a valuable update on where aid for trade stands, it will offer new approaches being developed to improve results, regional programmes and discuss ways to help developing countries to connect to global value chains.

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## WTO'S GLOBAL TECHNICAL ASSISTANCE DATABASE (GTAD) (WTO)

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In 2010, the WTO set up the Global Trade-related Technical Assistance Database (GTAD) to follow-up on the discontinued WTO/OECD joint database of trade-related capacity building projects, and to complement the OECD's existing Creditor Reporting System (CRS) that provides data on trade-related aid, with a view to enhancing inter-agency coordination and coherence in the delivery of TRTA programmes.

The development of this centralized, but forward-looking information tool, aims at facilitating the coordination of efforts, and ensuring the coherence of approaches in programmes for activities delivered in the regions. Ownership of the GTAD includes all partner agencies, so as to ensure shared responsibility, continued cooperation, but also to increase the number of opportunities to advertise this information tool, so as to address the largest possible audience involved in trade-related capacity-building.

The GTAD database has 20 trade categories and includes an interactive search engine.

1. Accession
2. Agriculture
3. Customs valuation
4. Dispute settlement
5. Regional Trade Agreements (RTAs)
6. Rules
7. Sanitary and phytosanitary measures (SPS): food safety, plant health, animal health and general
8. Services
9. Tariff negotiations
10. Tariff reforms
11. Technical barriers to trade
12. Trade and competition
13. Trade and the environment
14. Trade and investment
15. Trade-related training and education
16. Trade facilitation
17. Trade mainstreaming in PRSPs/development Plans
18. Trade-related intellectual property rights (TRIPS)
19. Negotiation training
20. Transparency and government procurement

The GTAD can be found at: <http://gtad.wto.org>

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## ENHANCED INTEGRATED FRAMEWORK (EIF)

FOR TRADE-RELATED ASSISTANCE FOR LEAST DEVELOPED COUNTRIES (LDCS)  
(IMF, ITC, UNCTAD, UNDP, WB, WTO)

The Enhanced Integrated Framework (EIF) for trade-related assistance for Least Developed Countries (LDCs) is a multi-donor programme that supports LDCs to become more active players in the multilateral trading system. The EIF combines the efforts of LDCs with those of six Core international Partner Agencies (the International Monetary Fund (IMF), the International Trade Centre (ITC), the United Nations Conference on Trade and Development (UNCTAD), the United Nations Development Programme (UNDP), the World Bank (WB) and the World Trade Organization (WTO)), donors and other development partners who act as observers (such as the United Nations Industrial Development Organization (UNIDO)).

In 2012, the EIF was rated as “highly relevant” to the trade and development priorities of LDCs according to the conclusions of the independent EIF Mid-Term Review (MTR) conducted between July and November 2012. As a result, the EIF Steering Committee (EIFSC) at its December 2012 meeting accepted the proposal to extend the EIF mandate to the end of 2015, with an additional operational period for project implementation up to 2017. EIF support to EIF Countries has gained momentum with 43 EIF Countries having projects receiving assistance to build stronger trade institutions and developing prioritized action plans to address trading challenges. The EIF now assists 48 of the poorest countries and is supported by 23 Donors, with pledges totalling US\$240 million and contributions totalling approximately US\$178 million as of 31 December 2012.

The EIF is an Aid for Trade (AFT) partnership in action for LDCs, which supports LDCs to be more active players in the global trading system by helping them:

- mainstream trade into national development strategies;
- set up coordination structures to deliver trade-related technical assistance; and
- build trade capacity, including addressing critical supply-side constraints.

In this way, the programme works towards a wider goal of promoting economic growth and sustainable development and helping lift more people out of poverty. The EIF provides a vehicle for LDCs to leverage additional AFT resources and is a useful mechanism for donors through which initial AFT commitments can be delivered.

The EIF programme is now at an important juncture with a renewed focus on results, accountability, stronger donor coordination and governance with LDCs in the driving seat. The EIF’s global reach is matched by active engagement and coordination from Partner Agencies (IMF, ITC, UNCTAD, UNDP, UNIDO, WB and WTO). In this way, the EIF strengthens the donor harmonization agenda in line with the Paris Declaration on Aid Effectiveness and the Accra Agenda for Action.

Strategic collaboration is also ongoing with partners, such as the Common Market for Eastern and Southern Africa (COMESA), the African Development Bank (AfDB), the Trade Facilitation Facility (TFF) of the World Bank, the Standards and Trade Development Facility (STDF) and the UK Department for International Development’s (DFID) TradeMark Southern Africa.

The first stage of the programme through Tier 1 projects provides the key tradeenabling building blocks for EIF Countries to work through how to prioritize actions needed to promote economic growth and sustainable development. The resulting Diagnostic Trade Integration Studies (DTIS) provide a common platform for government, civil society, private sector and development partner stakeholders to buy in and own the trade and development track a country is moving down to secure a strong trading future.

Building on strong in-country partnership, outreach and advocacy from the initial process, the EIF focuses on mainstreaming trade into national development plans, strengthening trade institutions and building requisite capacity needed to roll out joined-up and coordinated trade and development assistance. In Tier 2, the EIF works to support catalyst projects to overcome supply-side constraints to trade and help develop a strong and secure basis for export growth.



Approved Tier 2 projects in 2012 include: enhancing the sesame sector with a strong focus on private sector collaboration in Burkina Faso; institutional capacity building in sanitary and phytosanitary (SPS) standards in Burundi; feasibility studies on establishing a cold storage facility, developing an existing export processing zone and identification and classification of tourism sites in Burundi; increasing exports of milled rice and high-value silk in Cambodia; adding value and improving the varieties of sesame, corn and palm seeds and plants in Central African Republic; adding value in agriculture with a focus on cashew nuts, groundnuts and sesame in The Gambia; promotion of fresh fruit and vegetable production for domestic and export markets in Lesotho; promoting the gum arabic sector in Mali; improving quality and adding value to ginger exports in Nepal; supporting eco-tourism in Sierra Leone; and improving the productivity and quality of honey in Yemen.

### 2012 EIF Highlights

The EIF is focusing on results delivery and has been supporting countries to operationalize the Monitoring and Evaluation (M&E) Framework and report on the four main outcome areas of the programme. Following the EIF Anglophone M&E workshop in 2011, a Francophone workshop to prepare French-speaking countries for the evaluation of their national projects was hosted by Burkina Faso in 2012. Moreover, to enhance the programme's reporting capacity and information-sharing, the EIF database also known as the "EIF Knowledge Hub" was launched in 2012.

In 2012, the EIF continued rolling out tailored capacity-building programmes offering ongoing support to LDCs. These included a project development module jointly developed with STDF and piloted in a training workshop in Senegal. The EIF also jointly organized with UNDP a trade mainstreaming module with pilots in Burkina Faso, Cambodia and Zambia to support the countries' efforts to mainstream trade into national development policies. This has contributed to the adoption of a trade road map with set recommendations in Burkina Faso, a build-up to the next phase of mainstreaming trade in Cambodia and has started a dialogue to reform policy implementation in trade and trade-related ministries and agencies in Zambia.

The MTR of the EIF programme, which was carried out between July and November 2012, presented an important opportunity to take stock and show what has been achieved so far. The MTR concluded that the programme was highly relevant to the current trade and economic priorities of LDCs and had positively contributed to strengthening capacities for trade-related strategies and plans, in mainstreaming trade into national development strategies and in ensuring a coordinated delivery of trade-related assistance following country priorities. The MTR also indicated that the EIF had supported countries in the areas of trade facilitation, market development, enhancing productivity, improving programme quality, addressing supply-side capacity constraints and trade integration.

As a result of the MTR discussions, the EIFSC at its December 2012 meeting accepted the proposal by the EIF Board to extend the programme mandate up to the end of 2015, with an additional operational period for project implementation running up to 2017. At the same meeting, the EIF partnership welcomed new chairpersons for the EIF Board and EIFSC. H.E. Mr Minelik Alemu Getahun, Ambassador and Permanent Representative of the Federal Democratic Republic of Ethiopia, was elected as the new Chairperson of the EIF Board. H.E. Mr Getahun succeeded H.E. Mr Mothae Anthony Maruping of the Kingdom of Lesotho, who had chaired the EIF Board since its inception in 2007. H.E. Ms Päivi Kairamo, Ambassador and Permanent Representative of Finland, was elected as the new Chairperson of the EIFSC. H.E. Kairamo took over from H.E. Mr Hannu Himanen of Finland, who had chaired the EIFSC since the first meeting in 2010.

The EIF partnership also welcomed South Sudan as one of the new entrants to the programme following the EIF Board decision, increasing the number of EIF Countries to 48.

At the international level, the EIF continued to actively engage in international events that helped in addressing LDCs' trade and development needs. At the thirteenth session of the United Nations Conference on Trade and Development (UNCTAD XIII) in April 2012, the EIF hosted an LDC Ministerial Working Breakfast on the EIF along the theme "Integrating Trade into National Development Strategies: Accelerating Delivery of Results in the New Global Economic Landscape". Along the margins of UNCTAD XIII, the EIF also participated in a

special event hosted by the Government of Comoros focusing on Comoros' Vision 2015 in preparation of a Donor Round Table on Aid for Trade, which was held later in 2012. The EIF took part in the Lesotho post-DTIS event hosted by UNCTAD focusing on using inter-agency cooperation to reduce poverty through trade. The EIF also joined the WTO to host an International Women's Day event, which focused on how the EIF was supporting the drive for women's economic empowerment in the poorest countries worldwide.

In addition, at the third annual meeting of the EIFSC, one of the eight film chapters from the EIF 'Trading Stories' project was premiered. This project focuses on disseminating information on good practices and lessons learnt and on showcasing country results. The Cambodia Trading Stories film chapter featured national trade voices from the community perspective, the private sector and civil society as well as the Government, showing the real impact of the programme in Cambodia.

EIF QUICK FACTS, DECEMBER 2012
<ul style="list-style-type: none"> <li>• Contributions as of 31 December 2012: Approx. US\$178 million.</li> </ul>
<ul style="list-style-type: none"> <li>• EIF countries to date: 46 LDCs and 2 graduated countries.</li> </ul>
<ul style="list-style-type: none"> <li>• 31 multi-year Tier 1 'Support to National Implementation Arrangements (NIAs)' projects in place to assist building stronger trade institutions, to mainstream trade and ensure coordinated implementation of priority activities proposed by the DTIS Action Matrices.</li> </ul>
<ul style="list-style-type: none"> <li>• 43 validated DTIS.</li> </ul>
<ul style="list-style-type: none"> <li>• 14 DTIS Updates approved.</li> </ul>
<ul style="list-style-type: none"> <li>• 12 pre-DTIS projects under implementation.</li> </ul>
<ul style="list-style-type: none"> <li>• 12 Tier 2 catalytic projects under implementation addressing national trading challenges.</li> </ul>
<ul style="list-style-type: none"> <li>• 28 Tier 2 projects in the pipeline on sectors targeting export growth and income generation in support of pro-poor livelihoods, compliance with standards and value addition and in services including in tourism.</li> </ul>

For more information, go to: [www.enhancedif.org](http://www.enhancedif.org) or contact: [eif.secretariat@wto.org](mailto:eif.secretariat@wto.org).

## GLOBAL FACILITATION PARTNERSHIP FOR TRANSPORTATION AND TRADE (GFP)

(IRU, TIACA, UNCTAD, UNECE, UNIDO, WB, WCO)

The **Global Facilitation Partnership for Transportation and Trade<sup>1</sup> (GFP)** was officially launched by the World Bank in 1999. It aims at pulling together all interested parties, public and private, national and international, who want to help achieve significant improvements in transport and trade facilitation in World Bank member countries.

A network of over 250 public and private partners (core partners include the World Bank, WCO, UNCTAD, UNECE, UNIDO, UN ESCAP, IRU, the Commonwealth Secretariat, BULPRO, Confederation of Organizations in Road Transport Enforcement (CORTE) and TIACA), and more than a thousand three hundred subscribed trade facilitation professionals worldwide, the GFP has become the reference forum on trade and transport facilitation. The Partners have together agreed to design and undertake specific programs towards meeting this objective, create knowledge, and support trade facilitation training opportunities while making use of their respective comparative advantage in the subject matter in a coordinated fashion.

The United Nations Trade Facilitation network has been established as a common platform for UN agencies involved in trade facilitation activities. It has been launched in response to the request from the High Level Committee on Programs of the United Nations Chief Executives Board to identifying Trade Facilitation issues to be addressed in a coordinated manner within the United Nations system. Recognizing that these agencies have different approaches to trade facilitation, the GFP platform concentrates information on each agency's approach. It provides a doorway for users to investigate further the work carried out by the different agencies.

The GFP website portal is therefore designed as a "single window" for worldwide trade facilitation information and resources. It is maintained by the GFP Core partners and informs both on GFP partner activities and on other important trade facilitation events worldwide, sorted by TTF topics.

### Core Partners

The Core Partners for the GFP are: World Bank, United Nations Industrial Development Organization (UNIDO), United Nations Economic Commission for Europe (UNECE), United Nations Conference on Trade and Development (UNCTAD), United Nations Economic and Social Commission for Asia and the Pacific (UN ESCAP), World Customs Organization (WCO), the International Air Cargo Association (TIACA), International Road Transport Union (IRU), the Commonwealth Secretariat, the Confederation of Organizations in Road Transport Enforcement (CORTE) and BULPRO at the Bulgarian Chamber of Commerce and Industry.

The Core Partners are actively contributing partners, who commit to upload new content as it becomes available on their website, define internal information flows to update the website, and conduct quarterly reviews of the website. Individuals associated with Core or Regular Partners are eligible to receive automated notifications on the topics and activities of interest indicating changes that took place in the previous month.

### GFP Activities

The World Bank is working closely with other organizations such as the IMF, WTO, UNCTAD, and WCO, to help policy makers and stakeholders from developing countries to better understand the stakes and the roadmap to trade facilitating reform and modernization. GFP covers a wide range of topic and activities, which include:

<sup>1</sup> For more information on the GFP please visit: [www.gfptt.org](http://www.gfptt.org). A newly revamped GFP website offering new features and functionalities will be launched in September 2012.

<p><b>Topics covered</b></p> <ul style="list-style-type: none"> <li>• Border agency modernization</li> <li>• Building TTF Partnerships</li> <li>• Customs issues</li> <li>• Economic development and trade facilitation</li> <li>• Electronic commerce and business</li> <li>• Other trade facilitation aspects</li> <li>• Regional transport integration</li> <li>• Trade Facilitation for Small and Medium Sized Enterprises (SME)</li> <li>• Trade liberalization and facilitation</li> <li>• Trade logistics and facilitation</li> <li>• Transit</li> <li>• Transport operations</li> </ul>	<p><b>Activities and projects include:</b></p> <ul style="list-style-type: none"> <li>• Trade and Transport Facilitation Assessment (TTFA)</li> <li>• World Bank Logistics Performance Index (LPI)</li> <li>• Preparation of customs guidelines</li> <li>• WCO time release for goods software</li> <li>• ASEAN countries: Pathway to Excellence</li> <li>• DAC project on trade facilitation</li> <li>• GFP gatherings</li> <li>• Meeting of governmental experts from Landlocked and Transit Developing Countries</li> <li>• Sub-Saharan Africa Transport Policy Programme (SSATP)</li> <li>• The Northern Corridor Transit Agreement</li> <li>• TRACECA - Transport Corridor Europe Caucasus Asia</li> <li>• Trade and transport facilitation in Southeast Europe (TTFSE)</li> </ul>
<p>For questions related to the GFP and contributions, please email: <a href="mailto:admin@gfptt.org">admin@gfptt.org</a></p>	

As part of the ongoing effort to supporting constituencies for reform through partnerships, the World Bank has supported the GFP for several years now and will continue to do so in the future as the GFP is an important vehicle for promoting the value of trade and transport facilitation both for developed and for developing countries. It is also one of the only vehicles available to date, which brings together international organizations and other donors (8% of total membership), UN entities (6%), Academia, NGOs and Media (3%), government officials and intergovernmental bodies (10%) and private sector representatives (32%) and individuals (42%) to debate and discuss trade and transport facilitation issues in an open and informal way.

The GFP holds meetings twice a year in Washington, Brussels or other locations to exchange information on on-going activities, review activities by the various partners, analyze most critical TTF matters, and attract new partners. In the last three years, following requests from GFP Partners, the GFP meetings took place in three different regions: Middle East and North Africa, Southern Africa, East Asia and the Pacific and the upcoming GFP 2012 meeting will take place in South Asia. The meetings offer opportunities to interact with experts from different organizations and discuss trade and transport facilitation issues as well as the role of private sector. Attendance to the GFP Meetings is by invitation only to all GFP Partners. For more information on the past or upcoming meetings, visit the GFP Gatherings.

For questions related to the GFP and contributions, please email: [admin@gfptt.org](mailto:admin@gfptt.org)

For more information: [www.gfptt.org](http://www.gfptt.org).

Trade Logistics and Facilitation websites: [www.gfptt.org](http://www.gfptt.org)

[www.worldbank.org/lpi](http://www.worldbank.org/lpi)

[www.worldbank.org/tradelogistics](http://www.worldbank.org/tradelogistics)

[www.worldbank.org/tradefacilitation](http://www.worldbank.org/tradefacilitation)

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## STANDARDS AND TRADE DEVELOPMENT FACILITY (STDF)

(FAO, WB, WHO, OIE, WTO)

The STDF is a global partnership that supports developing countries in building their capacity to implement international sanitary and phytosanitary (SPS) standards, guidelines and recommendations as a means to improve their human, animal and plant health situation and ability to gain or maintain access to markets. In doing so, it contributes to sustainable economic growth, poverty reduction, food security and environmental protection in developing countries. The STDF was established by the Food and Agriculture Organization of the United Nations (FAO), the World Bank (WB), the World Health Organization (WHO), the World Organisation for Animal Health (OIE), and the World Trade Organization (WTO). Other organizations involved in SPS-related technical cooperation, such as the International Trade Centre (ITC) and the United Nations Industrial Development Organization (UNIDO), bilateral donors and developing country experts also participate actively in the STDF. The STDF is managed and housed by the WTO.

The STDF helps in increasing awareness, mobilizing additional resources, strengthening collaboration and identifying and disseminating good practice to enhance the effectiveness of SPS-related technical cooperation. The STDF also provides support and funding for the development and implementation of projects that promote compliance with international SPS requirements.

### Enhanced collaboration in SPS-related technical cooperation

The STDF acts as a forum for coordination among partners, donors, observers and beneficiaries, so that they can achieve greater coherence and synergy in their operations, strengthen current and future planned cooperation activities and avoid duplication of effort. A key role for the STDF is to act as a bridge between the technical work of partners, donors and observers and a broader trade and development audience. Key coordination functions and responsibilities of the STDF include:

- Maintaining regular and close contact with partners, donors and observers to ensure that their initiatives are publicized within the STDF and more broadly;
- Raising awareness on the importance and role of SPS capacity building in enhancing trade and development in the context of Aid for Trade, in particular by maintaining close contacts with multilateral, regional and bilateral SPS-related cooperation programmes, such as the Enhanced Integrated Framework (EIF);
- Implementing action-oriented research on cross-cutting, thematic topics of relevance to SPS capacity building (e.g. public private partnerships, SPS coordination, linkages between SPS and trade facilitation) to identify lessons learned, good practices and recommendations to enhance SPS technical cooperation, and organizing global and regional level workshops and consultations on these topics;
- Mobilizing additional funds for SPS-related technical cooperation, and liaising with donors and other funding mechanisms;
- Disseminating information on SPS-related technical cooperation activities, such as capacity evaluation assessments, training materials and project evaluations, through STDF meetings and those of partner agencies (including the WTO-SPS Committee), the STDF website, Virtual Library (i.e. an online repository of SPS capacity building documents), newsletter, briefings and publications.

Previous STDF events at global and regional level, in some instances organized back-to-back with WTO-SPS Committee meetings, addressed the following topics:

- A workshop on SPS-related capacity evaluation tools considered the merits of specific and generic tools developed by international organizations, and helped to increase understanding of the various tools available and their practical application (2008).
- An information session on private standards provided an update on recent developments in this area, and examined options for facilitating compliance with these schemes (2008).

- A seminar on good practice in SPS-related technical cooperation, organized jointly with the Organization for Economic Cooperation and Development (OECD), considered examples of good practice in SPS technical assistance, including use of the Paris Principles on Aid Effectiveness. It was based on STDF research carried out in East Africa, Central America and the Greater Mekong Basin Sub-Region (2008).
- A seminar on SPS risks and climate change, organized jointly with the World Bank, raised awareness among donors and developing countries about the importance of integrating the climate change dimension into SPS control systems and technical cooperation programmes (2009).
- At a regional meeting in Bamako, Mali, organized in close collaboration with the Economic Community of West African States (ECOWAS), research institutes, bilateral donors, multilateral organizations and other stakeholders agreed on a coordinated multi-stakeholder approach to control fruit fly in West Africa (2009).
- A seminar on economic analysis raised awareness among participants about the costs and benefits of investing in SPS capacity building and the role and use of different economic analysis methodologies, specifically how they can be used to inform decision-making and enhance resource allocation (2009).
- Participants at a technical working meeting, organized jointly with the OECD, identified and discussed indicators to measure the performance of national SPS systems.
- In October 2010, the STDF, in collaboration with the Dutch Ministry of Agriculture, Nature and Food Quality and the World Bank, organized a seminar on the role and value added of Public-Private Partnerships in the area of food safety, animal and plant health.
- In 2011, a regional training workshop was organized in Southern Africa for SPS practitioners on the use of the Multi Criteria Decision Analysis (MCDA) tool to inform SPS decision-making and resource allocation. This was preceded by application of the methodology in Mozambique and Zambia.
- A seminar on international trade and Invasive Alien Species (IAS) was held in July 2012, in close collaboration with the OIE and the International Plant Protection Convention (IPPC) Secretariat to raise awareness and create synergies between SPS and environmental communities about IAS as a trade-related issue.
- A regional training workshop for SPS experts took place in Bangkok in November 2012 on the use of the MCDA tool for Asian/Pacific countries, preceded by application of the tool in Vietnam.

### Project development

The STDF Secretariat generally acts as a “helpdesk” for beneficiaries on project development. It ensures that conclusions, recommendations and lessons learned in all areas of STDF work are reflected in new proposals, and reinforce and complement the technical work undertaken by partners, donors and other relevant organizations and initiatives. The Secretariat regularly reviews project proposals that are submitted to the STDF for funding and assists beneficiaries in improving them before consideration by the Working Group. The Secretariat may also, in close consultation with its partners, accept to “peer-review” other SPS-related projects and programmes initiated by donors and other organizations and initiatives involved in the provision of technical cooperation. STDF reviews of such proposals may further ensure that information on planned projects and programmes is widely shared at an early stage and facilitate the application of good practice and the creation of synergies and increased collaboration among SPS-related technical cooperation providers.

Within the STDF, project preparation grants (PPGs) are a key mechanism to assist beneficiaries in the articulation of their SPS needs and the development of technically sound and sustainable project proposals. This may include the conduct of feasibility studies to assess the potential impact and economic viability of proposals in terms of expected costs and benefits. As part of the PPG process, beneficiaries are encouraged to apply existing capacity evaluation and prioritization tools in the area of human, animal and plant health to identify and prioritize their SPS needs, which may vary considerably across countries and regions. The application of these tools can provide a foundation for the development of projects, SPS action plans and wider donor strategies. An additional component of the STDF’s work in this respect consists of the mobilization of financial resources within the general donor community to fund resultant projects, rather than relying exclusively on the STDF’s limited budgetary funds.

### Project implementation

The STDF has funds available to finance a limited number of projects, in line with beneficiary countries' priorities. The following types of projects are given favorable consideration by the STDF Working Group:

- Projects relevant to the identification, development and dissemination of good practice in SPS technical cooperation, including projects that develop and apply innovative and replicable approaches;
- Projects linked to STDF work on cross-cutting thematic topics of common interest;
- Projects that address SPS constraints through regional approaches; and
- Collaborative and inter-disciplinary projects focused on the interface / linkages between human, animal and plant health and trade, and benefiting from the involvement of two or more partners or other relevant organizations.

The STDF aims to devote 40 percent of project grant resources to LDCs and other low income countries. To achieve this target, the STDF operates in synergy with other technical cooperation trust funds managed by the WTO which aim to mainstream trade into development policy, such as the EIF. Various projects have been developed and funded based on SPS needs identified in the EIF Diagnostic Trade Integration Studies.

### Origins

The STDF grew out of a commitment by the heads of FAO, the OIE, the World Bank, WHO and the WTO at the Doha Ministerial Conference in November 2001 to jointly explore new technical and financial mechanisms for coordination and resource mobilization, and to build alliances between standard setting bodies and the implementing and financing agencies, so as to ensure the most effective use of technical and financial resources. The five organizations formally established the STDF in August 2002 as a partnership and a trust fund with seed funding from the World Bank and WTO. Membership of the STDF was further expanded in 2005 to include representatives of donors and developing countries. In 2007, observer status was granted to other organizations with expertise in the food safety, animal and/or plant health area, or implementing technical assistance projects in these areas.

### Structure

The STDF comprises three main bodies:

- The Policy Committee, which consists of high level representatives of STDF partners, donors and developing country experts. It sets policy guidelines and provides oversight on the overall direction of the Facility.
- The Working Group, which consists of technical level representatives of STDF partners, donors and developing country experts, and includes participation by the Secretariats of the Codex Alimentarius Commission and the IPPC, as well as by invited observers. Responsibilities include, inter alia, guiding the development of resources for the coordination and dissemination of best practice, and the review and approval of applications for funding.
- The Secretariat which, under the administrative responsibility of the WTO, is responsible for administration of the Facility.

The Policy Committee meets once a year, and the Working Group normally meets two times a year (usually back-to-back with WTO-SPS Committee meetings in Geneva). All decisions are taken by consensus.

Key STDF documents include the Medium Term Strategy (2012-2016), the STDF Operational Rules and the STDF Work Plan for 2013.

For more information, including key documents, ongoing activities and project and PPG eligibility criteria, please visit the STDF website: [www.standardsfacility.org](http://www.standardsfacility.org) or write to [STDFSecretariat@wto.org](mailto:STDFSecretariat@wto.org).





# [ Agency Summaries ]

# AGENCY SUMMARIES

	African Development Bank (AFDB)		United Nations Department of Economic and Social Affairs (UNDESA)
	Asian Development Bank (ADB)		United Nations Development Programme (UNDP)
	Caribbean Development Bank (CDB)		United Nations Economic and Social Commission For Asia and the Pacific (UNESCAP)
	European Bank for Reconstruction and Development (EBRD)		United Nations Economic Commission for Africa (UNECA)
	Food and Agriculture Organization (FAO)		United Nations Economic Commission for Europe (UNECE)
	Inter-American Development Bank (IDB)		United Nations Economic Commission for Latin America and the Caribbean (UNECLAC)
	International Atomic Energy Agency (IAEA)		United Nations Environment Programme (UNEP)
	International Civil Aviation Organization (ICAO)		United Nations Human Settlements Programme (UN-HABITAT)
	International Fund for Agricultural Development (IFAD)		United Nations Industrial Development Organization (UNIDO)
	International Labour Organization (ILO)		United Nations Relief and Works Agency for the Palestine Refugees in the Near East (UNRWA)
	International Maritime Organization (IMO)		World Bank Group (WB)
	International Monetary Fund (IMF)		World Health Organization (WHO)
	International Telecommunication Union (ITU)		World Intellectual Property Organization (WIPO)
	International Trade Centre (ITC)		World Tourism Organization (UNWTO)
	United Nations Commission On International Trade Law (UNCITRAL)		World Trade Organization (WTO)
	United Nations Conference on Trade and Development (UNCTAD)		

## AFRICAN DEVELOPMENT BANK (AfDB)

The AfDB Group's mission is to help reduce poverty and improve living conditions for Africans and mobilize resources for Africa's economic and social development. The overarching objective of the AfDB Group is to spur sustainable economic development and social progress in its regional member countries (RMCs), thus contributing to poverty reduction. The AfDB Group achieves this objective by: (i) mobilizing and allocating resources for investment in its RMCs; and (ii) providing policy advice and technical assistance to support development efforts. The Bank was created in 1964 and has 78 members, of whom 53 are RMCs and 25 non-regional member countries.

The Bank provides various financing instruments to its clients, who comprise national governments, private sector companies (e.g., financial institutions and private and public companies) and government-owned companies (subregional development banks). It also renders support to and works with inter-governmental organizations, non-governmental organizations, community-based organizations and other developmental organizations.

### TCB-related programme

The AfDB's economic and trade-related infrastructure programme encompasses all physical infrastructure investments, such as roads, ports, transport and storage, communication and energy, but excludes water supply and sanitation. All African Development Fund (ADF)-funded infrastructure projects have been categorised under transport, communication, and energy supply and generation projects.

The 2011 aid for trade (AFT) monitoring exercise showed that in response to Aid for Trade regional integration programmes, in particular from countries in eastern and southern Africa, as well as for transportation and trade infrastructure from developing countries in general, priority has been given to these areas. The largest share of Bank Group interventions in 2011 was targeted at building infrastructure, which comprises transportation, water supply and sanitation, energy, and information and communication technology. This represented 38.1 percent of total Bank Group loan and grant approvals for the year.

During the North-South Corridor AFT Conference in Lusaka in April 2009, the Bank committed US\$600 million for four years to support activities on the corridor. For the 2008 to 2010 period, it earmarked investment in the North-South Corridor in the order of US\$380 million, and it also approved the Blantyre-Zomba road (US\$37.5 million) and the Nacala road corridor (US\$181 million).

The AfDB's productive-capacity programmes include all activities aimed at improving a country's capacity to produce goods and services. All agricultural (including forestry, fisheries and agro-industry) projects are funded by the ADF, the Nigerian Trust Fund, the Special Relief Fund, and the Technical Assistance Fund for Middle Income Countries and are included under AFT.

### Partnerships

Through its normal bank operations, the Bank works with most inter-governmental organisations (WTO, UN organisations), other multilateral development banks (World Bank, ADB, etc.), non-governmental organisations, and bilateral donor countries who are members of the Bank, etc. The Bank also has partnerships with developmental organisations, and houses many facilities, some of which are mentioned above.



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### Successful projects

#### Infrastructure Cameroon:

##### Road improvement in the West, Littoral and South Provinces

With the upgrade of this 22.5km long road (including a 15km cliff stretch and a 7.5km plain stretch), the project provided a permanent, all-weather link in the three provinces, allowing thriving agriculture production and improvement in the welfare of the riverside population. This road enables its users in these provinces to avoid a detour of about 150km to join the highway leading to Douala, Cameroon's commercial capital. The road project has therefore helped considerably to reduce poverty and promote economic growth as: (i) it facilitates the supply of agricultural inputs and manufactured products into the zone; (ii) it allows the evacuation to Douala, the big port and economic metropolis of Cameroon, of farm products; (iii) it reduces the period of absence of family members who have emigrated to the urban centres of Douala and Yaoundé, thereby promoting greater cohesion in households and the undertaking of new income generating activities (sand digging), etc. At project completion, the most direct and quantifiable effect of the road project was the reduction in travel time to Douala from 2 hours to 40 minutes. As a result, transport costs were reduced by 70 per cent and trade volumes doubled, and there was a 30 per cent decrease in loss of perishable goods being ferried to consumer areas and a 220 per cent increase in the local farmers' revenues.

#### Agriculture Uganda:

##### Area-Based Agricultural Modernization Programme (AAMP)

The Government of Uganda (GoU), through a participatory process, developed a comprehensive plan to modernize its agricultural sector as a major platform for realizing the objectives of the Poverty Eradication Action Plan formulated in 1997. The Plan for Modernization of Agriculture (PMA) was developed in 2000, with a broad vision of a profitable, competitive, dynamic and sustainable agricultural and agro-industrial sector. It aimed to eradicate poverty, ensure food security and create gainful employment. Commercialization of small-holder agricultural production offered a bright prospect for improved agricultural productivity, increased agricultural production, improved household food security and increased household incomes, and a general increase in rural welfare. AAMP was one of the earliest attempts at realizing PMA's objectives.

AAMP was designed to target 35 per cent of rural households in 13 (now 16) programmed districts in south-western Uganda. The primary development objective was to increase household incomes through: (i) increased involvement of the private sector in support of the commercialization of smallholder agriculture; (ii) improved capacity among economically active farmers to organize themselves to gain better access to rural services; (iii) sustainable development and improvement of rural infrastructure; and (iv) increased public sector capacity to perform its role in responding to production needs identified by interest groups and rural communities. IFAD identified the programme on behalf of GoU and co-financed it with ADB. AAMP was consistent with the strategic thrust of ADB financial and technical support for Uganda as reflected in the Country Strategy Paper 1999 - 2001.

On trade capacity building, the Bank works closely with the WTO, AUC, UNECA and the regional economic communities. There are also other organisations, like the WCO, UNCTAD, WIPO and ITC, with which it plans to develop closer ties in the future.

EU-Africa Partnership on Infrastructure: The overarching goals of the strategy are to support Africa's efforts to achieve the UN Millennium Development Goals and make Europe's partnership with Africa more efficient.

For more information: <http://www.afdb.org/en/topics-sectors/sectors/infrastructure/>

**TCB activities described in this guide****GLOBAL ADVOCACY**

- Trade advocacy
- Workshops and seminars

**TRADE POLICY DEVELOPMENT**

- Regional integration strategy
- Trade policy training

**LEGAL AND REGULATORY FRAMEWORK**

- African Legal Support Facility

**SUPPLY CAPACITY**

- Private sector development
- Agriculture and agro-industries
- African Fertilizer Financing Mechanism (AFFM)
- Making finance work for Africa partnership
- African Financial Markets Initiative (AFMI)

**MARKET AND TRADE INFORMATION**

- Reports

**TRADE FACILITATION**

- Support for regional institutions

**PHYSICAL TRADE INFRASTRUCTURE**

- Transport infrastructure
- Information and communication technology (ICT)
- NEPAD-infrastructure Project Preparation Facility (IPPF)

**TRADE-RELATED FINANCIAL SERVICES**

- The Trade Finance Programme (TFP)

**SOUTH-SOUTH AND TRIANGULAR COOPERATION**

- South-South Cooperation Trust Fund

**OTHER TRADE-RELATED ACTIVITIES**

- Investment Climate Facility (ICF)



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## ASIAN DEVELOPMENT BANK (ADB)

ADB is an international development finance institution whose mission is to help its developing member countries (DMCs) reduce poverty and improve the quality of life of their people. Established in 1966, ADB is owned and financed by its 67 members, of which 48 are from the Asian region and 19 from other parts of the globe. ADB's main partners are Governments, the private sector, nongovernment organizations, development agencies, community-based organizations and foundations.

Under Strategy 2020, a long-term strategic framework adopted in 2008, ADB will follow three complementary strategic agendas: inclusive growth, environmentally sustainable growth, and regional integration. In pursuing its vision, ADB's main instruments comprise loans, technical assistance, grants, advice, and knowledge. Although most lending is in the public sector - and to governments - ADB also provides direct assistance to private enterprises of developing countries through equity investments, guarantees, and loans.

### TCB-related programme

As Asia's main regional development partner, ADB has, for over 40 years, recognized the benefits of trade in its efforts to reduce poverty. Through its regional, subregional, and other programmes fostering cooperation - and its many demand-driven country-specific projects - ADB acts as catalyst, broker, and financier to help its DMCs gain the skills and build the infrastructure required to boost trade. ADB's trade-related work is multifaceted, extending from its many projects - simple and complex - to a substantial body of trade-related research, complemented by trade-related training for DMC officials.

Since 1994, ADB has been involved in regional cooperation and integration activities and has played an active role in the evolution of regional and subregional initiatives, including ASEAN (Association of South East Asian Nations), GMS (Greater Mekong Subregion), SASEC (South Asia Subregional Economic Cooperation), SECSCA (Subregional Economic Cooperation in South and Central Asia), CAREC (Central Asia Regional Economic Cooperation), BIMP-EAGA (Brunei Darussalam-Indonesia-Malaysia-Philippines East ASEAN Growth Area), IMT-GT (Indonesia-Malaysia-Thailand Growth Triangle), and the Pacific Plan. ADB's Regional Cooperation and Integration (RCI) Strategy, endorsed by the ADB's Board of Directors in July 2006, can complement its long experience and provide a framework for moving forward. Three of its four components are directly related to trade:

- Cross-border infrastructure and related services (Pillar 1)—trade facilitation and customs modernization;
- Trade and investment (Pillar 2);
- Money and finance (Pillar 3)—mobilizing savings for trade-related infrastructure, investment, and possible trade finance.

### Successful Projects:

As the Regional Development Advisor for the **Brunei Darussalam – Indonesia – Malaysia – The Philippines—East ASEAN Growth Area (BIMP-EAGA)**, ADB in 2007 approved a US\$600,000 technical assistance (TA) to strengthen the subregion's Customs, Immigration, Quarantine and Security (CIQS) Task Force in furthering its trade facilitation agenda. The guiding principle is to adhere to relevant international standards and ASEAN frameworks, while narrowing operational gaps in EAGA's focus areas through focused capacity building. In 2010, ADB funded a US\$1.5 million follow-on assistance to support the implementation of the CIQS Action Plan to enhance trade facilitation effectiveness and increase private sector engagement and compliance. In delivering its capacity enhancements, ADB is working closely with countries' agencies as well as international technical bodies including the WCO, IMO and other development partners. Enhanced knowledge and skills of local officials on facilitating and securing trade based on applicable international standards on customs, immigration, agricultural and health quarantine and port



security has been contributing to better coordination among border agencies and regular interaction and collaboration with private sector stakeholders. Lessons learned and best practices in ADB's support for BIMP-EAGA has also been shared with similar subregional cooperation initiatives under ASEAN, particularly in the Indonesia – Malaysia – Thailand – Growth Triangle (IMT-GT), who recently established a CIQ Task Force and exploring ADB's further assistance.

The **Central Asia Regional Economic Cooperation (CAREC) Program** promotes economic development through a committed partnership of 10 countries and 6 multilateral institutions that have jointly invested over US\$19 billion since 2001 in transport, energy, and trade projects with a regional focus. ADB has invested over US\$6 billion in CAREC-related projects that focus on combining physical infrastructure improvement in transport and energy with the softer side of trade facilitation and policy liberalization. Over US\$11 billion has been committed to CAREC transport and energy projects through ADB's multi-tranche financing facility, with 22 tranches already approved. Upgrading of the six CAREC transport corridors that traverse the 10 member countries provides greatly improved connectivity, with vehicles and goods moving faster along the corridors and crossing border points with greater ease and less cost. Funded by CAREC governments and multilateral partners, several projects along CAREC Corridor 1, running from the People's Republic of China, through the Kyrgyz Republic, and across Kazakhstan, clearly demonstrate not only CAREC's ability to link landlocked countries with regional and global markets, but also ADB's successful coordination with CAREC's other multilateral financing institutions. ADB's Regional Customs Modernization and Trade Facilitation Project between the Kyrgyz Republic and Tajikistan helped develop automated information systems and rehabilitate border infrastructure to make border crossing more efficient. ADB's Regional Power Interconnection Project and the recently approved Regional Power Transmission Project are gradually reviving energy trade within the Central Asian countries, as well as exporting power to Afghanistan. The ADB CAREC Regional Power Master Plan TA project provides essential strategic and practical direction in developing central and south Asia energy connectivity and trade.

In 2011, a 10-year strategic framework—CAREC 2020—was produced to guide the program toward the goals of expanded trade and improved competitiveness. CAREC 2020 envisages the gradual transformation of the transport corridors into logistics and then economic corridors, and ADB is creating a roadmap to identify and prioritize the mutual regional benefits of economic corridor development. The ADB-supported CAREC cross-border transport agreement (CBTA) ratified in 2011 by the Kyrgyz Republic and Tajikistan and implemented along Corridor 5 will further ease transnational movement of people and trade through the CAREC region. Additional CAREC members anticipate future accession to the CBTA. CAREC's growing focus on private sector engagement is underpinned by regular business development forums, as well as the creation of a private sector arm—the CAREC Federation of Carrier and Forwarder Associations—that participates directly in trade facilitation activities. To support and strengthen the implementation of CAREC initiatives, the CAREC Institute is dedicated to knowledge generation, provision, and management.

Founded in 1992, the **GMS Economic Cooperation Program (GMS Program)** is now entering its third decade. In two decades of its existence, the GMS program has established itself as a flexible, result-oriented, and project-based vehicle for furthering regional cooperation and integration. The thrust of the GMS program has been to enhance connectivity, improve competitiveness, and foster a stronger sense of community. As of June 2012, US\$15 billion in investment projects have been supported by the GMS Program with support from the national governments, other development partners and private sector cofinancing. Of the total investments, 78.4% have been in the transport sector. To complement the investments in hard infrastructure, particular attention has been given to “software” aspects such as trade facilitation and, in the context of land-based cross-border trade, transport facilitation to facilitate movement of vehicles across borders. The GMS CBTA is a prime example of TTF initiatives under the GMS program and was introduced as a pilot project along the East-West Economic Corridor (EWEC) in June 2009. The border crossing time along the EWEC has been cut substantially. Since mid-2012, bilateral agreements signed between Cambodia and Thailand, and PRC and Viet Nam enable trucks and buses from both countries to cross the border and enter into each other's territory. ADB continues to support the TTF agenda in the GMS and is



currently providing support to enhance transport and trade facilitation, build institutional capacity, strengthen institutions, improve coordination among the various border agencies.

In 1996, four of the seven South Asian Association for Regional Cooperation (SAARC) members – Bangladesh, Bhutan, India, and Nepal – formed the South Asian Growth Quadrangle (SAGQ) to accelerate sustainable economic development in these four countries. At the request of SAGQ, ADB launched and supported the **South Asia Subregional Economic Cooperation (SASEC) Program** through several regional technical assistance (RETA) projects. The SASEC’s mission is: *From poverty to growth- transforming challenges into opportunities.*

From 1997 – 2010, SASEC achieved significant achievements in a number of the areas such as transport, energy, trade and investment, tourism, environment, and ICT. SASEC cooperation had major breakthroughs in 2011. Under the aegis of ADB, SASEC Trade Facilitation and Transport Working Group (TFTWG), and Energy Working Group Meetings met in October 2011 in Bangkok, Thailand and for the first time agreed on an Action Plan which outlined concrete TA and investment projects in transport, trade facilitation, and energy. The TFTWG reconvened in March 2012 in Kolkata, India and endorsed the list of TA and investment projects for transport and trade facilitation. These activities demonstrated a continued commitment of SASEC countries to strengthen transport connectivity, trade facilitation and energy cooperation.

Since the inception of SASEC, ADB has informally functioned as its Secretariat. ADB’s support for SASEC consists of: (i) capacity building and institutional strengthening of the program; (ii) various regional cooperation initiatives; and (iii) ADB-financed projects and TA. The ADB regional, sectoral, and project preparatory technical support to SASEC reached more than US\$15.7 million. Investment projects on infrastructure, tourism, energy, and ICT totaled US\$264.9 million.

In ADB’s **Pacific region**, the Pilot Border Trade and Investment Development Project and accompanying regional TA are focused on removing infrastructure bottlenecks and strengthening institutions for border management and trade between Papua New Guinea (PNG) and Timor Leste with Indonesia. With Timor Leste’s bid to join the ASEAN, trade facilitation initiatives have become critical to forging economic ties with other growing economies in Asia.

For PNG, the project is: i) providing border facilities; ii) supporting the effort to draft investment policy legislation; iii) preparing a telecommunication strategy; iv) establishing a one-stop service office of the Border Development Authority (BDA) to promote trade, investment, and tourism in the border town of Vanimo in the western province; v) supporting efforts to improve PNG’s human capital base in the areas of trade and investment promotion, business entrepreneurship and administration, information technology, and Indonesian language proficiency; and vi) supporting improved human development in terms of health and education in five border villages. The ADB project was launched in 2010 and will be completed in 2018. Construction of staff housing for border facilities is almost complete, and an investment policy and telecommunication strategy is being formulated. Under the project, the BDA is also providing direct cash transfers to needy households in the project area to improve local conditions in the areas of safe motherhood, at risk children, power supply, sanitation, and HIV/AIDS prevention.

The regional TA in PNG and Timor Leste complements the infrastructure and other investments, focusing on strengthening institutional capacity for border management and services and cross border trade and tourism. Assistance under the TA is focusing on the ‘softer’ side of developing cross border trade agreements and trade facilitation. Preparatory work for the establishment of a “National Single Window” to harmonize customs, immigration, and quarantine functions to improve efficiency of border management and reduce the overall cost of doing business across borders is underway.

## Partnerships

ADB is forging partnerships throughout the region and with global institutions (such as the WTO and WCO) to foster the creation and dissemination of development knowledge, develop and implement training programmes, and build capacity and expertise in various trade-related initiatives. Examples are:

- Aid for Trade Initiative. In 2006, ADB began to work with global partners, such as the WTO, World Bank, OECD and other regional development banks (RDBs), in support of the Aid for Trade Initiative. ADB played an active role in the WTO Aid for Trade Roadmap for 2007-2009, including membership in the WTO Advisory Group and the Technical Working Group on global monitoring of aid for trade flows, and co-hosting the Asia-Pacific Aid for Trade Regional Review in Manila on 19-20 September 2007. In cooperation with the WTO, ADB produced the regional Aid for Trade Report “Aid for Trade in Asia and the Pacific: Its Role in Trade-Driven Growth.” In May 2012, ADB co-hosted, with the WTO and the Korean Government, a regional review meeting with the aim of producing a second regional report in 2013. This will be the regional input for the WTO’s global Aid for Trade Review in the summer of 2013. ADB also helps coordinate the many players—including donors, recipients, development partners—of aid for trade as the secretariat to the Regional Technical Group for Asia and the Pacific.
- ADB has collaborated with UNESCAP through the FTA database, a manual on trade facilitation, the Aid for Trade Initiative for Asia and the Pacific, and several capacity building activities.
- ADB’s CAREC Unit has served as the programme secretariat since March 2000. CAREC is an alliance of multilateral institutions comprising ADB, the European Bank for Reconstruction and Development, the IMF, the Islamic Development Bank, UNDP, and the World Bank. CAREC also operates in partnership with other key regional cooperation programmes and institutions, including the Shanghai Cooperation Organization and the Eurasian Economic Community.
- ADB has collaborated with Japan Customs (Ministry of Finance), WCO, and JICA under a trade facilitation initiative proposed by Japan Customs. The Government of Japan contributed \$25 million to ADB up to 2015 to implement this initiative in collaboration with above three institutions. As a part of this initiative, ADB, in collaboration with WCO, organized a regional workshop on time release study planning for ASEAN member countries in December 2011.
- Recently, ADB and the Inter-American Development Bank (IDB) have agreed to share access to their trade finance programmes, linking more than 100 financial institutions to support trade between companies in Asia and the Pacific and Latin America and the Caribbean.
- The Asian Development Bank Institute (ADBI) is collaborating with Asian think tanks, the Latin America/Caribbean and Asia/Pacific Economics and Business Association; the Global Development Learning Network; and the Network of Asian River Basin Organizations.

## TCB activities described in this guide

### GLOBAL ADVOCACY

- Policy advocacy

### TRADE POLICY DEVELOPMENT

- Training and seminars
- Trade-related manuals
- Research on trade and investment

### SUPPLY CAPACITY

- Grants

### MARKET AND TRADE INFORMATION

- Free trade agreements (FTA) and trade indicators database for Asia

### TRADE FACILITATION

- Initiatives for subregional programs

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

- Equity investments
- Loans and guarantees
- B Loan (Complementary Financing Scheme)
- Trade Finance Facilitation Programme (TFFP)

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

- The Asia-Pacific Trade Facilitation Forum (APTFF)
- SASEC Information Highway project
- Promotion of regional supply chains
- Capacity Development for Development Effectiveness initiative
- IDB and ADB's Joint Programme

## CARIBBEAN DEVELOPMENT BANK (CDB)

The Caribbean Development Bank (CDB) was established by the Agreement signed on October 18, 1969, at Kingston, Jamaica and that entered into force on January 26, 1970, for the purpose of contributing to the harmonious economic growth and development of the member countries in the Caribbean and promoting economic cooperation and integration among them, having special and urgent regard to the needs of the less developed members of the region (Article 1 of the Agreement establishing CDB).

The Bank recently adopted the following mission statement: "CDB intends to be the leading catalyst for development resources into the Region, working in an efficient, responsive and collaborative manner with our Borrowing Member Countries (BMCs) and other development partners, towards the systematic reduction of poverty in their countries through social and economic development."

The Bank's Strategic Plan details the strategic focus of its interventions in the BMCs, in light of the critical challenges facing the Region, such as trade liberalization; globalization; lack of competitiveness in major export sectors; poverty and indigence; fiscal and debt unsustainability; the increasing frequency and intensity of natural hazards; and environmental degradation. Based on the foregoing, and cognisant of its own areas of comparative advantage, the Bank has focused its attention on four critical areas: (i) promotion of broad-based economic growth, including in part through the strengthening of export sector development (tourism, export manufacture, agriculture, export services etc.); (ii) fostering of inclusive social development through social sector enhancements (education, housing, health, social protection, etc.), thereby improving the productivity of the regional labour force and regional capacity to engage more competitively in the world economy; (iii) promotion of good governance, including the development of appropriate trading policies through policy dialogue and institutional enhancements (Caribbean Regional Negotiating Machinery); and (iv) regional cooperation and integration, an important strategic regional response to the challenges of trade liberalization and globalization. To this end, the Bank has supported the strengthening and establishment of institutions critical to the integration process, such as, the Caribbean Court of Justice (CCJ), and has provided substantial resources for the provision of regional public goods. In fact, the support to regional integration is an important element of the Bank's charter.

For more information:

<http://www.caribank.org/about-cdb>

### TCB-Related programme

The Bank's Trade Capacity Building (TCB)-related programme is multifaceted, encompassing various initiatives to boost trade through the development of physical (roads, airports, ports), economic (telecommunications, electricity) and social infrastructure (education). In the attempt to foster intraregional trade, the Bank has also been very involved in the establishment of key regional transportation projects, namely the establishment and continued viability of LIAT, a sub-regional airline, and in enhancing regional maritime transport capability through the funding of a regional carrier – WISCO. Furthermore, in the past the Bank has attempted to foster the exploitation of regional production complementarities through the establishment of regional industrial and agricultural projects. More recently, it has been supporting the regional integration process through the development of technical assistance in the analysis of key issues fundamental to moving the integration process forward.



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### **Partnerships**

CDB cooperates with a number of development partners (United Nations agencies; bilateral partners [Canadian Investment Development Agency, UK Department for International Development, USAID, European Union], and international financial institutions (IFIs) [World Bank, IDB, IMF] in the development of trade capacity in the region. This is done mainly by channelling investment resources through the Bank for expansion of the various types of infrastructure and other projects mentioned above. More directly, CDB and the development partners facilitate export capacity expansion through the encouragement, facilitation and funding of investments (tourism, manufacturing, etc.) in various sectors geared towards external markets.

### **TCB activities described in this guide**

#### **GLOBAL ADVOCACY**

- Events

#### **SUPPLY CAPACITY**

- Export
- Loans and Grants
- Equity Operations
- Project Financing

#### **PHYSICAL TRADE INFRASTRUCTURE**

- Restoration of physical infrastructure

## EUROPEAN BANK FOR RECONSTRUCTION AND DEVELOPMENT (EBRD)



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Since its establishment in 1991 the EBRD has become the largest financial investor in a region that stretches from central Europe and the Western Balkans to central Asia. With the ability and willingness to bear risk on behalf of its clients and working together with the private sector, the EBRD invests in projects, engages in policy dialogue and provides technical advice that builds sustainable and open-market economies. In all its operations the EBRD follows the highest standards of corporate governance and sustainable development. It maintains a close political dialogue with governments, authorities and representatives of civil society to promote its goals.

The EBRD is owned by 64 countries and two intergovernmental institutions (the European Union and the European Investment Bank). As well as being the largest single foreign investor in its region of operations, the EBRD also mobilizes significant foreign direct investment into its countries of operations. It invests mainly in private enterprises, usually together with commercial partners. It provides project financing for the financial sector and the real economy, both new ventures and investments in existing companies. It also works with publicly-owned companies to support privatization, the restructuring of state-owned firms and improvement of municipal services.

In 2011, the EBRD began laying the foundations for the expansion of its operations to the southern and eastern Mediterranean (SEMED) region. This is part of the international community's support for the emerging Arab democracies. In 2012 the Bank implemented its expansion and initiated investments in the SEMED region.

### TCB-related programme

The EBRD is a project finance institution and its main TCB-related activities in its countries of operations are the following:

- **Trade financing:** Through the Trade Facilitation Programme (TFP), designed to overcome counter-party risks in trade credits, the EBRD has supported over 11,000 transactions for a total of €7 billion since the Programme was launched in 1999. In addition to providing trade finance guarantees, the EBRD also extends short-term loans to selected banks in its countries of operations. These loans are structured to fund trade-related advances to local companies exclusively for the purpose of pre-shipment finance, post-shipment finance and other financing of working capital necessary for the performance of foreign trade contracts. Credit agreements are signed between the EBRD and these selected banks.
- **Investment in trade-related infrastructure:** The EBRD supports investments in cross-border transport infrastructure, including roads, railways, airlines, ports, shipping and logistics companies and associated equipment, as well as in regional power pools and projects to promote regional energy markets. In 2011, for example, regional integration in the road sector was a key focus, with €107 million provided to complete Corridor X in FYR Macedonia (a key trans-European network which will ensure stimulation of trade flows in the Western Balkans and beyond).
- **Advisory services and financing to enterprises:** The EBRD also provides both advisory services and financing to export-orientated enterprises that improve product quality to internationally accepted standards. In the agricultural sector, EBRD has developed a financing structure where loans are secured by commodities and provided through local banks. This significantly reduces the risks for commercial banks and eases access to financing by farmers, food processors and traders. In order to widen its outreach to smaller enterprises, the EBRD provides financing to local financial intermediaries dedicated to micro, small and medium-sized enterprises.

### **Partnerships**

The EBRD works in partnership with multilateral institutions, including the World Bank, UN agencies, the European Commission and other financial organizations such as the Nordic Investment Bank (NIB) and the Nordic Environment Finance Corporation (NEFCO).

### **TCB activities described in this guide**

#### **GLOBAL ADVOCACY**

- Conferences and events

#### **SUPPLY CAPACITY**

- Agribusiness
- The Enterprise Growth Programme (EGP) and Business Advisory Services (BAS)

#### **PHYSICAL TRADE INFRASTRUCTURE**

- Infrastructure and transport policy
- Acquisition and construction of cargo vessels

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

- Trade Facilitation Programme (TFP)
- E-Learning school in trade finance
- Loans

#### **OTHER TRADE-RELATED ACTIVITIES**

- The Multilateral Carbon Credit Fund (MCCF)
- Technical Cooperation Funds Programme (TCFP)



## FOOD AND AGRICULTURE ORGANIZATION (FAO)

The Food and Agriculture Organization (FAO) of the United Nations leads international efforts to defeat hunger. Serving both developed and developing countries, FAO acts as a neutral forum where all nations meet as equals to negotiate agreements and debate policy, and also as a source of knowledge and information.

FAO helps developing countries and countries in transition modernize and improve their agriculture, forestry and fisheries practices, and ensure good nutrition for all. Since its founding in 1945, FAO has focused special attention on development in rural areas, home to 70 percent of the world's poor and hungry people. FAO's activities comprise four main areas:

- Putting information within reach. FAO serves as a knowledge network. It uses the expertise of its staff - agronomists, foresters, fisheries and livestock specialists, nutritionists, social scientists, economists, statisticians and other professionals - to collect, analyze and disseminate the data that assists in development. A million times a month, someone visits the FAO Internet site to consult a technical document or read about its work with farmers. It also publishes hundreds of newsletters, reports and books, distribute several magazines, create numerous CD-ROMS, and host dozens of electronic forums.
- Sharing policy expertise. FAO uses its years of experience to assist member countries in devising agricultural policy, supporting planning, drafting effective legislation, and creating national strategies to achieve rural development and hunger alleviation goals.
- Providing a meeting place for nations. On any given day, dozens of policy-makers and experts from around the globe convene at headquarters or in its field offices to forge agreements on major food and agriculture issues. As a neutral forum, FAO provides the setting where rich and poor nations can come together to build common understanding.
- Bringing knowledge to the field. FAO's breadth of knowledge is put to the test in thousands of field projects throughout the world. FAO mobilizes and manages millions of dollars provided by donor countries, development banks, and other sources, to make sure the projects achieve their goals. It provides the technical know-how and, in a few cases, is a limited source of funds. In crisis situations, FAO works side by side with the World Food Programme and other humanitarian agencies to protect rural livelihoods and help people rebuild their lives.

The FAO mandate is to raise levels of nutrition, improve agricultural productivity, better the lives of rural populations and contribute to the growth of the world economy. Achieving food and nutrition security for all is at the heart of FAO's efforts.

### TCB-related programme

The provision of information and analysis on trade issues affecting agriculture, fisheries and forestry, and assistance to member countries to build trade-related capacities have been long-standing FAO activities. FAO is committed to providing its Member States with trade-related assistance, as mandated in the World Food Summit Plan of Action. In support of the WTO negotiations on agriculture, FAO has strengthened its programme of technical assistance aimed at enhancing the capacity of Member States - especially developing countries and economies in transition - to participate effectively in the multilateral negotiations and to derive maximum benefit from global trade. FAO's trade work dates back to well before the Uruguay Round of negotiations, and addresses broader policy and market issues of relevance to agriculture, fisheries and forestry. FAO's approach is multidisciplinary in that it involves capacity building for trade, including analytical activities, as well as operational field activities with a direct impact on supply-side capacities. As such, trade is one of FAO's priority areas for interdepartmental action. Broadly, the TCB programmes of the organization aim to:

- Strengthen the supply-side capability of the agricultural sector, including fisheries and forestry, so that the sector is competitive and countries can take advantage of trade opportunities;
- Ensure that trade and trade policies are conducive to overall economic development, agricultural development and food security;



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- Promote, develop and reinforce policy and regulatory frameworks for food, agriculture, fisheries and forestry;
- Improve decision-making through the provision of information and analysis on trade policy and practices.

#### Successful Projects

The TCB programmes are intended to address member countries' needs, particularly developing countries and countries in transition. The main beneficiaries are government and non-government entities in the agriculture, forestry and fisheries sectors. FAO has been receiving an increasing volume of requests from a large number of members for information, analysis and technical assistance on a wide range of trade-related issues, notably in the area of trade policy (multilateral and regional trade negotiations), and implementation and compliance and has been providing technical assistance in a variety of forms.

Programmes on trade-related capacity building were initially implemented under an Umbrella programme under which FAO organized regional workshops in 14 sub-regions, reaching some 850 officials from 151 countries between 1991 and 2004. This programme was built upon as new needs and issues emerged, such as the Doha Round, to which extensive support to analysis and awareness raising was provided, Economic Partnership Agreements, Intra-regional trade, and challenges in the SPS and TBT and TRIPS Agreements.

Another example of a success story in this area is the Standards and Trade Development Facility (STDF), which resulted from a joint communiqué issued by the heads of FAO, the OIE, the World Bank, WHO and the WTO at the Doha Ministerial Conference in November 2001. The STDF is mobilizing resources and assisting countries in building capacity in SPS-related areas.

Recent TCB initiatives include:

- Promotion of enhanced intra-regional trade through support to dialogue on the design and use of trade and related policy;
- The role of trade and trade policies in mitigating the impacts of food price volatility; and
- Support to the development of the Agricultural Market Information System (AMIS).

#### Partnerships

FAO provides technical assistance in collaboration with international organizations, national governments, international and regional financial institutions and NGOs, as appropriate. It collaborates actively with WHO (for example, on food safety (SPS)), with the OIE (on animal health (SPS)), and with UNIDO on fisheries.

For more information: [www.fao.org](http://www.fao.org)

**TCB activities described in this guide****GLOBAL ADVOCACY**

- Mainstreaming appropriate trade policies in national development plans

**TRADE POLICY DEVELOPMENT**

- Support for the multilateral trade negotiations

**LEGAL AND REGULATORY FRAMEWORK**

- Legal framework improvement to match international agricultural treaties & obligations

**SUPPLY CAPACITY**

- Increase agricultural productivity

**COMPLIANCE INFRASTRUCTURE AND SERVICES**

- Strengthen food quality and safety programmes to meet SPS and TBT requirements
- Strengthen live animal and meat import and export inspection programmes
- Capacity building work in the framework of Codex Alimentarius
- Technical assistance in compliance

**MARKET AND TRADE INFORMATION**

- Strengthening capacities in the area of commodity markets and trade

**SOUTH-SOUTH AND TRIANGULAR COOPERATION**

- FAO South-South Cooperation Programme
- Strategic Alliances on South-South Cooperation



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## INTER-AMERICAN DEVELOPMENT BANK (IDB)

The IDB, established in 1959 to support the process of economic and social development in Latin America and the Caribbean, is the main source of multilateral financing in this region. The IDB Group provides solutions to development challenges by partnering with governments, companies and civil society organizations to reach clients ranging from central governments to city authorities and businesses.

The IDB lends money and provides grants. With a triple-A rating, it borrows in international markets at competitive rates, and can therefore structure loans at competitive conditions for its clients in its 26 borrowing member countries. In addition, it offers research, advice and technical assistance to support key areas like education, poverty reduction and agriculture, and is also active in cross-border issues like trade, infrastructure and energy.

The IDB Group is composed of the Inter-American Development Bank, the Inter-American Investment Corporation (IIC) and the Multilateral Investment Fund (MIF). The IIC focuses on support for small and medium sized businesses, while the MIF promotes private sector growth through grants and investments, with an emphasis on microenterprises.

Inter-American Investment Corporation: <http://www.iic.int/home.asp>

Institute for the Integration of Latin American and the Caribbean: [www.iadb.org/intal](http://www.iadb.org/intal)

With its main goals of promoting sustainable economic growth and regional integration in Latin America and the Caribbean, the IDB works with governments and the private sector to support increased competitiveness, modernized public institutions, and the fostering of trade, and strives to attain these goals in environmentally and socially sustainable ways that will bring lasting poverty reduction and greater social equity.

More specifically, the Bank promotes:

- (a) social policy for equity and productivity;
- (b) infrastructure for competitiveness and social welfare;
- (c) institutions for growth and social welfare;
- (d) regional and global integration; and
- (e) protection of the environment, responsiveness to climate change, promotion of renewable energy and ensuring food security.

### **TCB-related programme**

In the area of capacity building in trade, the Bank, mainly through its Trade and Integration Sector (INT), performs research, provides policy advice and technical assistance, and carries out financial operations through grants and loans with the objective of strengthening the capacity of countries in Latin America and the Caribbean.

IDB operations in the areas of trade and integration help countries to benefit from an open trade and investment regime and pursue proactive regional and global economic integration agendas. The operations provide support for negotiating and implementing trade and investment agreements, promoting exports and attracting investment, strengthening trade facilitation practices and customs modernization, building productive capacity for regional and global integration, ensuring appropriate adjustment measures to advance the process of economic integration, and deepening regional integration and cooperation through the provision of regional public goods, including migration and financial integration.

As part of its research program in the areas of trade and integration, the IDB generates state-of-the-art research, and knowledge relevant to policy making; translates policy research into effective projects and operations; evaluates the results and impacts of relevant projects and disseminates best practices; and develops specialized databases and modelling services for assessing the impact of trade and integration.

Specifically, the IDB provides financing through loans and non-reimbursable technical cooperation in the following areas:

- Export promotion and investment attraction;
- Customs modernization and trade facilitation;
- Negotiations and implementation of trade and investment agreements;
- Regional public goods:
- Trade adjustment and poverty reduction;
- Financial and labour integration.

Through its Integration and Trade Sector, the Bank also supports trade and integration initiatives to strengthen Latin American and Caribbean sub regional, regional, hemispheric, extra-regional (Europe and Asia), and global integration. This includes supporting regional infrastructure initiatives such as the Initiative for the Integration of Regional Infrastructure in South America (IIRSA), and the Mesoamerican Integration and Development Project.

The Bank supports the implementation of the Aid for Trade Initiative in Latin American and the Caribbean in partnership with the WTO and the OECD; and collaborates with other international organizations such as the WCO, the World Bank, the United Nations, and other regional development banks, such as the ADB, in a number of trade-related initiatives.

Through INT and in coordination with the Institute for the Integration of Latin America and the Caribbean (INTAL), the Bank supports the Trade and Integration Capacity Building programs, the Trade and Integration Policy Research Networks (LAEBIA, ELSNIT, RedINT) and key publications and databases (INTRADE; DATAINTAL; INTAL Newsletter; Integration and Trade Journal).

The IDB-INTAL/WTO training programs are for government officials, with the aim of deepening cooperation to provide technical assistance on trade negotiations and capacity-building to the region, taking into account the priorities of the countries in accordance with the Doha Development Agenda, with special emphasis on regional integration.

Training is provided by WTO experts with the participation of specialists from the Integration and Trade Sector of the IDB in areas such as trade in services, sanitary and phyto-sanitary standards, Aid for Trade, WTO rules, trade and development, environment and climate change.

### Successful projects

#### Trade facilitation

The IDB, through the Integration & Trade Sector and the Institute for the Integration of Latin America and the Caribbean (INTAL), and the General Secretariat of SICA joined efforts to establish SICA-IDB Joint Capacity Building Program on Central American Integration (2011-2014) to contribute to strengthen capacity on integration and trade, including trade facilitation.

The objective of SICA-IDB Joint Capacity Building Program on Central American Integration is to carry out training and technical assistance in regional integration and regional institutions –face-to-face courses, online courses and, the creation of communities of practice- for member countries of SICA that are linked to the projects that contribute to the integration process of both *software* (policy and regulatory framework) and the *hardware* (physical integration).

In 2011, the SICA-IDB launched the first pilot edition of the online course on Single Window as a Tool to Facilitate Trade in Central America. Since its launch, 214 participants –average age 38, and 46 percent female– from 17 Latin American countries have been trained in six online tutored courses on single

windows, customs management and leadership, strategic planning in customs, e-commerce, and the International Transit of Good (TIM). Eighty-three percent of participants have received certification. Additionally, 25 tutors were trained in online methodology, which resulted in the design and development of 28 modules with more than one hundred exercises.

In order to ensure success and ownership, the Bank works closely with LAC institutions to identify and propose potential candidates, while at the same time building strategic partnerships with other institutions such as the WTO and the WCO and with sub-regional entities like the Central American Integration System (SICA) and the Caribbean Customs Law Enforcement Council (CCLEC).

#### **Mesoamerican Integration and Development Project**

A successful story is the Mesoamerican Project (MP), which serves as the operational tool responsible for the execution of specific projects and programs aimed at fostering the development, financing and implementation of regional infrastructure, connectivity, and social development projects in the Mesoamerican countries (Mexico, Belize, Guatemala, El Salvador, Honduras, Nicaragua, Costa Rica, Panama and Colombia). The MP connects markets within the region, reduces transport and trade costs, enhances trade competitiveness, and increases foreign investment. Of the 100 projects, two stand out: the Pacific Corridor Highway (PC) and the International Transit of Goods (TIM).

The PC constitutes the international trade backbone of the region, through which it circulates 95 per cent of international trade within these countries. This corridor will cut the distance from Mexico to Panama by 300 kilometres, saving considerable time and cost to its users. Also, as part of the Corridor, a pilot plan has been implemented to develop a common system for the international transit of goods. To this date, the average transit time has been reduced at the “El Amatillo” border between El Salvador and Honduras from 60 minutes to 8 minutes and the program is implemented in Mexico, Guatemala and other Central American countries at the request of Central American Presidents.

#### **Institutional strengthening of international trade**

The programs financed by the Bank to support institutional strengthening of international trade (including support for the negotiation and implementation of trade agreements) under the modalities of “sectoral facility” and investments loans have shown significant results in improving beneficiary countries’ capacity to design and conduct their own trade policy.

With these instruments, the Bank has financed numerous operations in the region. Many of these operations were also identified as best practices during the last exercise done by the World Trade Organization (WTO) and the Organization of Economic and Cooperation Development (OECD) under the frame of the Aid for Trade Initiative, in particular because of their contribution to the improvement of countries’ capacity to design and conduct trade policy.

#### **Trade promotion**

Bank programs financing trade promotion have demonstrated that investment in trade promotion results in a high return. In the case of the Bank’s programs, results have been very positive: projects that have supported and financed export promotion agencies have resulted in a return of 40 to 50 dollars of exports per dollar invested. The Bank is now developing a capacity building program whose main audience will be the export Promotion and Investment Attraction Agencies.

## Partnerships

The Bank has engaged in partnerships throughout the region and with global institutions, such as the WTO, the WCO, and the OECD, to foster the design and implementation of knowledge products, implementing concrete projects and building capacity. This is the case with the Aid for Trade Initiative in Latin America and the Caribbean, where the Bank has developed a partnership with the WTO, the OECD and other regional development banks.

As part of the Bank's contribution to the implementation of the WTO Aid for Trade Initiative, the IDB organized a series of national, sub regional and regional reviews on aid for trade in Latin American and the Caribbean during 2008-2009 (see "Implementing Aid for Trade in Latin America and the Caribbean. The National and Regional Review Meetings 2008-2009" at <http://www.iadb.org/int/>) and has provided support for the development of AfT strategies in the Caribbean, in particular in Belize, Jamaica, Trinidad and Tobago.

The Bank also collaborates with other international organizations, such as the World Customs Organization, the World Bank, the United Nations, the European Commission and the Asian Development Bank (ADB) in a number of trade-related initiatives. The strong trade and economic ties between Asia and LAC has led to enhance cooperation on capacity building and knowledge and best practices exchange between the ADB and the IDB and their respective clients.

The Bank is also developing strategic partnerships with regional institutions such as SICA and SIECA in Central America and REDIBERO in Latin America that gather the export promotion agencies.

## TCB activities in this guide

### GLOBAL ADVOCACY

- Inter-institutional cooperation on trade and integration
- Regional Policy Dialogue on Trade and Integration
- South-South cooperation

### TRADE POLICY DEVELOPMENT

- Policy research and impact studies
- Trade policy notes
- Support for the negotiation and implementation of trade and investment agreements
- Trade and Integration Capacity Building Program

### SUPPLY CAPACITY

- Supporting the integration of Latin America and the Caribbean into the global economy through Aid for Trade

### TRADE PROMOTION CAPACITY BUILDING

- Supporting trade strategies and strengthening institutional capacity in trade promotion and investment attraction agencies
- Supporting SMEs: workshops under the FINPYME Export Plus Jamaica Program

### MARKET AND TRADE INFORMATION

- INTRADE – IDB Trade Information Hub

### TRADE FACILITATION

- Customs, trade facilitation and logistics and capacity and institutional building.
- The Mesoamerican Project (MP) and the Initiative for the Integration of Regional Infrastructure in South America (IIRSA)



**PHYSICAL TRADE INFRASTRUCTURE**

- Transport infrastructure
- Ports and maritime transport

**TRADE-RELATED FINANCIAL SERVICES**

- Grants and loans
- Trade finance
- Private sector development

**SOUTH-SOUTH AND TRIANGULAR COOPERATION**

- South-South cooperation programmes
- South-South cooperation joint initiative: IDB and ADB

## INTERNATIONAL ATOMIC ENERGY AGENCY (IAEA)



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The IAEA works with its Member States and multiple partners to accelerate and enlarge the contribution of atomic energy to peace, health, and prosperity throughout the world. Through its Department of Technical Cooperation, the IAEA seeks “to increasingly promote tangible socio-economic impact by contributing directly in a cost-effective manner to the achievement of the major sustainable development priorities of each country.”

The principal functions of its Technical Cooperation (TC) Programme are to: (i) encourage and assist research in the development and practical application of nuclear science and technology for development; (ii) assist Member States to procure materials, services, equipment, and facilities to meet the needs of research with due consideration for the needs of developing countries; and (iii) encourage the exchange of training of scientists and experts within and across all Member States, which includes the exchange of scientific information.

With more than 190 staff members, the TC Department works in full partnership with technical officers from the technical departments within the IAEA and project counterparts in 135 of the IAEA’s 154 Member States. Through training courses, expert missions, fellowships, scientific visits, and equipment disbursement, the TC programme provides the necessary skills and equipment to establish sustainable technology in the counterpart country or region. In addition, the TC Department collaborates with United Nations and other organizations to plan and execute projects.

### **TCB-related programme**

Through its TC programme, the IAEA is systematically building national and regional capability for its Member States, particularly the developing countries, to establish infrastructure and services that would enable them to gain greater access to global trade through improved production processes and the ability to meet global established standards. This is carried out in two forms: firstly, assisting Member States to acquire the equipment and material required for setting up infrastructure, such as analytical laboratories and irradiation facilities; and, secondly, building human resource capacity – fellowships, training, scientific visits, etc.

The overall strategy lies in transferring science and technology that relates to the specific requirements of each region to ensure ownership and concerted efforts towards self-reliance and long-term sustainability. Ultimately, the IAEA seeks to establish the capacity of its Member States to harness nuclear science and technology for improved production in all sectors, including those activities that relate to trade.

There is increased recognition that science and technology can significantly contribute in enabling countries to provide goods and services which, when traded, can contribute to the socio-economic well-being of a country. However, many developing countries have neither the infrastructure and the human resources, nor the investment capability to acquire modern science and technology know-how. In this context, the Agency is working to assist its Member States, particularly developing Member States, to procure the expertise and infrastructure that would enable them to exploit and better utilize science and technology to not only meet national needs but ultimately to increase their production capability for goods and services that can meet global standards. IAEA’s support is available to all its Member States, with particular consideration for LDC Member States.

### Successful projects

#### **Project on improving food security and harmonizing control standards for foods of animal origin in Latin America**

In Central America, the regional project RLA5055: “Establishing a South American Regional Network of National and Reference Laboratories for Pharmacologically Active Substances and Contaminants in Food of Animal Origin through implementation of Approved Nuclear & Conventional Analytical Techniques (ARCAL CIV)” aimed to enhance consumer food safety in the Latin America region and to improve capacities for regional and international trade. Given the resource limitations and lack of access to appropriate technologies, as well as the need for uniform standards in food control in Latin America, the establishment of a network of national laboratories to consolidate capacity and ensure sustainability was proposed. More advanced laboratories would act as regional reference laboratories, specializing in various aspects of residue analysis, and would inform and support the less developed ones, thus maximizing the use of limited resources and ensuring sustainability. The IAEA’s technical cooperation programme facilitated the harmonization of protocols and procedures for the analysis of pharmacologically active substances and contaminants in food of animal origin. Knowledge and experience were shared through numerous expert missions, scientific visits and workshops. Making full use of expertise available within the network, the more advanced laboratories in the region have helped the less developed ones to implement quality assurance programmes to demonstrate their competencies through ISO 17025 accreditation. Technologies developed at EU reference laboratories for the detection of antibiotics in animal products has been transferred, modified and implemented in the region with IAEA support. As a result of the project, laboratories in the region have successfully participated in proficiency tests and extended the scope of their ISO 17025 accreditation for food control. In addition, the project has enhanced the competitiveness of the collaborating countries in the international market by demonstrating their improved capability through EU Food and Veterinary Office inspection missions. Results from the project have been presented at an international workshop on validation and regulatory analysis, focusing on veterinary drug and pesticide residues and contaminants in foods.

#### **Project on supporting product quality in Latin America**

In Latin America and the Caribbean, the regional project RLA2014: “Improving Analytical Quality Through Quality Assurance Training, Proficiency Testing and Certification of Matrix Reference Materials Using Nuclear Analytical and Related Techniques in the Latin American Nuclear Analytical Technique Network (ARCAL XCVII)” aimed to improve analytical quality control systems and the preparation and certification of matrix reference materials that support trade, science, environment and industry. The project provided training in quality control, as well as in proficiency testing using nuclear analytical and related techniques. Training on the preparation of reference materials was also carried out. The project has facilitated the deployment of common reference materials, allowing comparisons of results between laboratories. The project also supported the sharing of efforts and the optimization of capacities and knowledge of more experienced laboratories. As a result, analytical performance in 80 participating laboratories in 17 Member States increased. In El Salvador and Paraguay, national networks of laboratories were established for the exchange of information and experience in the harmonization of analytical measurements, standards were established and certified reference materials prepared. Also in El Salvador, a number of laboratories achieved qualification for technical competence on the basis of the ISO 43 standard. In Uruguay, new laboratories were commissioned to support new areas of analysis, including standards and materials for the determination of  $^{90}\text{Sr}$  in food and  $^3\text{H}$  in water. Also in Uruguay, and in Peru, new laboratory capabilities to prepare reference materials have reduced import costs. Overall, the capacity and quality of the institutions involved in the project have improved greatly. Most are now able to prepare reference materials and to implement proficiency tests in other national laboratories (Argentina, Bolivia, Costa Rica, El Salvador, Guatemala, Mexico, Peru and Uruguay).

**Project on improving food security and expanding the sterile insect techniques (SIT) in South Africa**

The national project SAF5007: “Expanding the Use of the Sterile Insect Technique against Fruit Pests in the Western and Northern Cape” started as a pilot project with the aim to integrate the expansion of the sterile insect technique (SIT) in South Africa in a coordinated manner, to include not only other fruit production areas, but gradually also other insect pests besides the Mediterranean fruit fly (Medfly) such as the Codling Moth (CM), the False Codling Moth (FCM), and the Natal Fruit Fly (NFF). Substantial impact has been achieved resulting in the citrus export industry being saved from the devastating false codling moth and thousands of job losses were avoided in the Western Cape Province. False codling moth SIT is now on a very firm footing in South Africa and the technology is now available for other FAO and IAEA Member States. The sustainability of fruit production and exports has also improved, and fruit losses and insecticide usage in the Western Cape Province have been reduced. Work is on-going to assess the potential for integrating SIT against sugarcane borers on sugarcane, as well as to consolidate codling moth management in the apple and pear export industries. The technical support provided has been highly valued by the Government and the private sector, and it continues to support the expansion of SIT to other areas. The achievements have been so convincing economically and environmentally to the private sector that three companies were established under public–private partnerships with the fruit industry. This assures sustainability of activities in the future.

**Partnerships**

An example of a successful partnership is the established joint division of the IAEA and FAO, based at the IAEA’s Secretariat in Vienna. The Joint FAO/IAEA Division is currently responsible for providing scientific and technical support for over 200 national and regional technical cooperation projects, as well as for interregional and regional training courses channelled to recipient countries for the purpose of providing equipment, expert advice and training. Projects are financed by IAEA’s Technical Cooperation Fund, FAO’s Technical Cooperation Programme, and also through trust funds provided by donor countries and international funding agencies. Other partnerships have been established at international, regional and national levels.

**TCB activities in this guide****SUPPLY CAPACITY**

- Assistance to improve production methods

**COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES**

- Assistance to meet global standards and international regulations
- Assistance related to non-conformity with safety and quality standards



## INTERNATIONAL CIVIL AVIATION ORGANIZATION (ICAO)

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A specialized agency of the United Nations, ICAO was created in 1944 to promote the safe and orderly development of international civil aviation throughout the world. It sets standards and regulations necessary for aviation safety, security, efficiency and regularity, as well as for aviation environmental protection. The Organization serves as the forum for cooperation in all fields of civil aviation among its 191 Member states. The **ICAO** or International Civil Aviation Organization is the global forum for civil aviation. **ICAO** works to achieve its vision of safe, secure and sustainable development of civil aviation through the cooperation of its Member States.

To implement this vision, the Organization has established the following strategic objectives for the period 2014-2016:

- (a) Safety: Enhance global civil aviation safety;
- (b) Air Navigation Capacity and efficiency: increase capacity and improve efficiency of the global civil aviation system;
- (c) Security and Facilitation: enhance global civil aviation security and facilitation;
- (d) Economic Development for Air Transport: Foster the development of a sound and economically-viable civil aviation system;
- (e) Environmental Protection: Minimize the adverse environmental effects of civil aviation activities

Economic Analysis and Policy Section (EAP) in Air Transport Bureau includes the following programmes:

- Air Transport Regulation
- Aviation Infrastructure Management
- Joint Financing Matters
- Economic analysis
- Forecasting Activities

Environmental matters are the main responsibility of the Environmental Branch (ENV) in Air Transport Bureau

### TCB activities in this guide:

#### TRADE POLICY DEVELOPMENT

- Economic development of Air Transport

#### LEGAL AND REGULATORY FRAMEWORK

- Economic Regulation Programme

#### PHYSICAL TRADE INFRASTRUCTURE

- Aviation Infrastructure Management

#### OTHER TRADE-RELATED ACTIVITIES

- Environmental Protection

## INTERNATIONAL FUND FOR AGRICULTURAL DEVELOPMENT (IFAD)



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A specialized agency of the United Nations and an international financial institution, IFAD was established in 1977 as one of the major outcomes of the 1974 World Food Conference. The conference resolved that “an International Fund for Agricultural Development should be established immediately to finance agricultural development projects primarily for food production in the developing countries”.

IFAD’s mandate – improving rural food security and nutrition, and enabling rural women and men to overcome poverty – has never been more relevant. Nearly a billion rural people are living on less than US\$1.25 a day. Across the globe there are about 500 million smallholder farms supporting approximately 2 billion people. In some countries agriculture is the main source of income for 70 per cent of the rural population.

Working with rural poor people, governments, donors, non-governmental organizations and many other partners, IFAD focuses on country-specific solutions, which can involve increasing rural poor peoples’ access to financial services, markets, technology, land and other natural resources.

IFAD’s activities are guided by the Strategic Framework for IFAD 2011-2015. IFAD’s overarching goal is to enable poor rural people to improve their food security and nutrition, raise their incomes and strengthen their resilience. Despite the challenges, new opportunities are emerging both on and off farm, and the organization’s role is to help people prepare themselves to exploit them. Rural areas are becoming more dynamic places. IFAD-supported projects help rural people to:

- Become more resilient to climate change, environmental degradation and changing markets
- Access services that will help them improve their nutrition and raise their incomes
- Take advantage of opportunities for decent work or entrepreneurship both on and off farm
- Influence the policies and institutions that govern their livelihoods.

All of IFAD’s decisions - on regional, country and thematic strategies, poverty reduction strategies, policy dialogue and development partners - are made with these principles and objectives in mind. IFAD is committed to achieving the Millennium Development Goals, in particular the target of halving the proportion of hungry and extremely poor people by 2015.

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

### **TCB-related programme**

The IFAD Strategic Framework 2011-2015 includes the integration of poor rural people in value chains as a key focus. IFAD works with poor rural women and men to help them access value chains that offer opportunities for them as producers, non-farm entrepreneurs and wage workers. We support them in capturing a larger share of the value added along the chain. Strong links to markets for poor rural producers are essential to increasing agricultural production, generating economic growth in rural areas and reducing hunger and poverty. Our work in this area builds on IFAD’s Private-Sector Strategy, which was approved by the IFAD Executive Board in December 2011.

For more information: [http://www.ifad.org/pub/policy/private/2012\\_e.pdf](http://www.ifad.org/pub/policy/private/2012_e.pdf)

The opportunity to expand their access to markets – domestic, regional, and international – is of major importance for smallholder farmers and other rural poor people in developing countries. With increasing demand

for agricultural products – food, fiber, and fuel – having become a steady feature of markets at all levels in the past few years, this opportunity is all the more important as a pathway for many small agricultural producers and workers to increase their incomes and overcome poverty.

There is a strong link between development of national and regional markets and beneficial integration of small producers into global value chains. Policy measures aiming to facilitate and better regulate trade at the international and regional levels need to be supported by adequate public and private investments in better functioning markets – not just in terms of infrastructure but also of services, institutions, and governance. And small agricultural producers and workers – both women and men on an equal basis - need improved access to financial capital, technology, land, water, infrastructure, and opportunities for effective organization. They also need access to effective risk management strategies and tools to address challenges related to volatile markets and prices, as well as production shocks.

Without such access, and without progress in the development of well-functioning and inclusive national and regional markets, an improved international trade environment would be unlikely to automatically generate benefits for smallholder farmers and other poor rural people.

For more information: <http://www.ifad.org/english/trade/index.htm>

As an institution dedicated to combating poverty and hunger in the rural areas of developing countries, all IFAD-funded programmes address food security in some way. IFAD has supported around 400 million poor rural people since it started work.

For more information: [http://www.ifad.org/pub/factsheet/food/foodsecurity\\_e.pdf](http://www.ifad.org/pub/factsheet/food/foodsecurity_e.pdf)

#### Successful projects

IFAD has more than 30 years of experience in meeting the challenges of rural poverty reduction. Over this time IFAD has provided over US\$14 billion in loans and grants to developing countries for agriculture and rural development programmes and projects, and to support agricultural research. With co-financing from partners and domestic contributions, the total investment is about US\$34 billion. These initiatives have reached about 400 million poor rural people in 120 countries and territories.

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

#### Partnerships

Partnerships have been essential to IFAD’s business model since the organization’s founding as a three-way partnership among the Organisation for Economic Co-operation and Development (OECD), the Organization of the Petroleum Exporting Countries (OPEC) and other developing countries. In 2011, the Fourth High Level Forum on Aid Effectiveness held in Busan, Republic of Korea, highlighted the growing significance of partnership for effective international development, and its outcome document, the *Busan partnership for effective development co-operation*, provides today’s context for IFAD’s partnership efforts.

IFAD’s partners include a wide range of actors, agencies and associations, starting with its Member States. IFAD also cooperates with and supports producers’ and community groups, farmers’ organizations and NGOs. It works closely with other United Nations agencies, international financial institutions, bilateral donors and foundations.

IFAD has developed a partnership strategy, to be presented to the organization’s Executive Board in September 2012. The new approach outlined in the strategy will enable IFAD to be more selective and give focus and direction to the development and management of partnerships, as they contribute to the achievement of its strategic objectives.



**TCB activities in this guide**

**GLOBAL ADVOCACY**

- Rural poverty advocacy

**TRADE POLICY DEVELOPMENT**

- Results-based Country Strategic Opportunities Programme (COSOP)

**SOUTH-SOUTH AND TRIANGULAR COOPERATION**

- South-South cooperation country programmes



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## INTERNATIONAL LABOUR ORGANIZATION (ILO)

The International Labour Organization (ILO) is the UN specialized agency devoted to advancing opportunities for women and men to obtain decent and productive work in conditions of freedom, equity, security, and human dignity. Its main aims are to:

- Promote and realize standards and fundamental principles and rights at work;
- Create greater opportunities for women and men to secure decent employment and income;
- Enhance the coverage and effectiveness of social protection for all;
- Strengthen tripartism and social dialogue in handling work-related issues.

In promoting social justice and internationally-recognized human and labour rights, the organization continues to pursue its founding mission, which was based on the premise that labour peace is essential to prosperity. Today, the ILO helps advance the creation of decent jobs and the kinds of economic and working conditions that give working people and business people a stake in lasting peace, prosperity, and progress.

For more information: [www.ilo.org](http://www.ilo.org)

### TCB-related programme

The ILO's trade-related services promote an integrated approach to trade, employment and decent work, one that seeks to simultaneously enhance a country's trade performance and create more, and better, jobs. The ILO seeks to enhance the capabilities of countries and social partners (governments, workers' and employers' organizations) to realize the opportunities for decent employment and income that may be created by trade and to limit social adjustment costs. It seeks to achieve this through actions at the international, regional and national levels.

At the international level, the ILO promotes dialogue between its own constituents - governments, trade unions and employers' organizations - on the potential employment effects of trade policies and measures that maximize opportunities for employment and decent work. It also engages with other agencies to promote policy coherence between trade policies, on the one hand, and labour market policies, on the other. At the regional level, the ILO is involved in assisting regional institutions to assess the impact of trade integration on decent work, and to develop regional social policies on employment, skills development, the movement of people, labour standards, and other social goals.

### Example successful project

Sustaining Competitive and Responsible Enterprises (SCORE) is a practical training and in factory counselling programme to increase the productivity of small to medium-sized enterprises (SMEs) while promoting respect for workers' rights. The programme demonstrates best international practice in manufacturing and service sectors and helps SMEs to increase their trade capacity and participate in global supply chains.

SCORE is a modular training programme that focuses on developing cooperative relations in the workplace. Workers and managers participate together in two-day classroom training sessions on workplace cooperation, quality management, human resource management, and occupational health and safety. Local experts follow up on-site to help the enterprise implement what has been learned. SCORE also includes a training module on cleaner production, in collaboration with the United Nations Industrial Development Organization (UNIDO).

The ILO is assisting government agencies, training organizations, industry associations and trade unions in emerging economies in Africa, Asia and Latin America to offer SCORE training to enterprises.

**Preliminary estimate of impact of SCORE Phase I**

As of April 2012 (8-16 month before project end), the project has already achieved the following:

- The project has built capacity in 19 institutions (government agencies, industry associations, training organizations) in seven countries to offer the SCORE training programme. These institutions have trained 190 SMEs representing more than 12,000 workers and conducted more than 500 consulting visits. More than 1369 managers and workers have jointly participated in classroom training.
- Enterprise Improvement Teams in SMEs consisting of managers and workers are meeting on average 3.4 times to implement 8 jointly identified improvement projects per month. More than 50% of enterprises report cost-savings due to the training (from 300 to 15,000 USD within 2-3 months), 80% report reductions in defects (-10% on average), 42% report reductions in energy consumption (-2% kWh per production unit), absenteeism has decreased by 3.6%.
- An independent mid-term evaluation concluded in June 2011 that “the SCORE programme is adding value to the participating SMEs. The programme is generally recognized as a good approach in supporting SMEs to become more sustainable and it contributes to the development of decent workplaces.”

At the national level, through the ILO’s Decent Work Country Programmes - national strategies designed to achieve the organization’s four strategic objectives - it is involved in:

- Assessing the impact of trade policy on employment and working conditions;
- Developing integrated sectoral strategies that seek to improve the export competitiveness of enterprises together with the number of jobs created and the conditions of work and employment;
- Supporting social dialogue between trade unions, employers’ organizations and government to promote more effective and coherent trade and labour market policies;
- Facilitating labour market preparedness for trade by providing assistance with the development of active labour market policies, and adequate regulatory frameworks and institutions to provide social protection;
- Strengthening productive capabilities for trade preparedness;
- Unlocking the potential of enterprises to create decent jobs that can help alleviate poor working conditions and create a route out of poverty by: providing market information; facilitating the development of clusters and the upgrading of enterprises in value chains; improving workplace practices and productive capabilities; assessing the policy and regulatory environment within which enterprises operate in order to create a supportive business environment; and building skills and knowledge as the engines of economic growth and social development, crucial to sustaining productivity and income-earning opportunities.

Through its training arm, the International Training Centre in Turin, the ILO provides training on the nexus of trade and labour markets. The proposed training aims at equipping ILO’s constituents (workers and employers organizations, ministries of labour) as well as trade negotiators and professionals from ministries of trade and regional economic organizations, with conceptual and analytical tools for the effective mainstreaming of decent employment in national and regional trade policy strategies.

**Partnerships**

EU, ITC, UN Cluster for Trade and Productive Capacity, UNCTAD, UNDP, UNIDO, UN VCD Group, WIPO, WTO

### **TCB activities in this guide**

#### **GLOBAL ADVOCACY**

- Working Party on the Social Dimension of Globalization (WPSDG)

#### **TRADE POLICY DEVELOPMENT**

- Assessing and addressing the impact of trade policy on employment

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

- Technical cooperation on labour laws

#### **SUPPLY CAPACITY**

- Development of the business environment
- Skills for Trade and Economic Diversification (STED)
- Value Chain Development
- Workplace practices
- Sustaining Competitive and Responsible Enterprises (SCORE)

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

- South-South cooperation MoU
- India-Brazil-South Africa (IBSA) commitment to South-South cooperation and the Decent Work Agenda
- South-South cooperation partnership agreement with China
- South-South cooperation new programme agreements

#### **OTHER TRADE-RELATED ACTIVITIES**

- Local economic development (LED)

## INTERNATIONAL MARITIME ORGANIZATION (IMO)

IMO's main task has been to develop and maintain a comprehensive regulatory framework for shipping, and its remit today includes safety, environmental concerns, legal matters, technical co-operation, maritime security and the efficiency of shipping.

IMO seeks to ensure that measures to promote safe, secure, and environmentally sound shipping do not unduly affect the efficiency of shipping, and constantly reviews such measures to ensure their adequacy.

For more information: [www.imo.org](http://www.imo.org)

### TCB-related programme

The work of IMO to regulate and facilitate shipping activities contributes directly to building trade capacity.

To ensure the implementation of IMO regulations and standards, IMO offers, through its Integrated Technical Cooperation Programme, technical assistance in the form of field missions to draft domestic maritime legislation as well as national and regional seminars on maritime legislation.

The Facilitation Committee deals with the elimination of unnecessary formalities and red tape in international shipping. The Convention on the Facilitation of Maritime Traffic (FAL Convention) was adopted on 9 April 1965 and entered into force on 5 March 1967. The purpose of this Convention is to facilitate maritime transport by simplifying and minimizing the formalities, documentary requirements and procedures associated with the arrival, stay and departure of ships engaged in international voyages. It was originally developed to meet growing international concern about excessive documents required for merchant shipping. Traditionally, large numbers of documents are required by customs, immigration, health and other public authorities pertaining to the ship, its crew and passengers, baggage, cargo and mail. Unnecessary paperwork is a problem in most industries, but the potential for red tape is probably greater in shipping than in other industries because of its international nature and the traditional acceptance of formalities and procedures.

The Convention emphasizes the importance of facilitating maritime traffic and demonstrates why authorities and operators concerned with documents should adopt the standardized documentation system developed by IMO and recommended by its Assembly for worldwide use. Contracting parties to the Convention undertake to bring about uniformity and simplicity to facilitate international maritime traffic.

### TCB activities in this guide

#### LEGAL AND REGULATORY FRAMEWORK

- IMO global regulations on safety and security of shipping and the prevention of pollution

#### TRADE FACILITATION

- Maritime traffic facilitation



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IMF

## INTERNATIONAL MONETARY FUND (IMF)

The IMF is an organization of 188 member countries. Established in 1945, its role is to promote international monetary cooperation, exchange stability, and orderly exchange arrangements; to foster economic growth and high levels of employment; and to provide temporary financial assistance to countries, helping to ease their balance of payments adjustment. Since the IMF was established, its purposes—as set out in its Articles of Agreement—have remained unchanged, while its operations—surveillance, financial assistance, and technical assistance—have evolved to meet the changing needs of its members.

Key activities are:

- **Surveillance of economies:** To maintain stability and prevent crises in the international monetary system, the IMF reviews national, regional, and global economic and financial developments through a formal system known as surveillance. The IMF provides advice to its 188 member countries, encouraging them to adopt policies that foster economic stability, reduce their vulnerability to economic and financial crises, and raise living standards. It provides regular assessment of global prospects in its World Economic Outlook and of capital markets in its Global Financial Stability Report, as well as publishing a series of regional economic outlooks.
- **Financial assistance:** IMF financing is available to give member countries the breathing room they need to correct balance of payments problems. A policy program supported by IMF financing is designed by the national authorities in close cooperation with the IMF, and continued financial support is generally conditional on effective implementation of this program. The IMF responded quickly to the global economic crisis, bringing lending commitments to a record level of US\$335 billion by April 2012. In addition, the global financial safety net was strengthened with a general allocation of Special Drawing Rights (SDRs) of about US\$250 billion in August 2009. The allocation helped strengthen the external financial position of every member country and as a group, low-income countries' foreign exchange reserves were bolstered by more than US\$18 billion.
- **Technical assistance:** Technical assistance is a core IMF activity with a focus on public financial management, tax policy and administration, central bank operations, financial sector supervision, and statistics.

For more information: [www.imf.org](http://www.imf.org)

### TCB-related programme

The IMF is not mandated to develop dedicated TCB programs or provide project support. Rather, the IMF collaborates with other organizations, including as part of the Aid for Trade initiative and the Enhanced Integrated Framework for the Least Developed Countries. The IMF also works with other agencies to help bring the MDGs to fruition. The IMF's main contribution lies in promoting macroeconomic and financial stability—a crucial foundation for poverty reduction and economic growth. It is a necessary complement to efforts by others who have a more direct role in addressing the specific trade development needs of developing countries, helping them become full and active players in and beneficiaries of the multilateral trading system.

For more information: [www.imf.org](http://www.imf.org)

### Partnerships

The IMF collaborates actively with the World Bank, the regional development banks, the WTO, UN entities, and other international bodies. It also interacts with think-tanks, parliamentarians, and civil society.

The IMF contributes actively to the Enhanced Integrated Framework for trade-related technical assistance, which aims to assist low-income countries expand their participation in the global economy. The recipient country is fully involved in the entire process of technical assistance, from identification of need to implementation, monitoring, and evaluation.

<http://www.imf.org/external/np/exr/facts/tech.htm>

**TCB activities in this guide**

**GLOBAL ADVOCACY**

- Economic growth and poverty reduction through trade

**TRADE DEVELOPMENT POLICY**

- Assistance to governments on trade liberalization

**TRADE FACILITATION**

- Advice and assistance on improving the effectiveness of tax and customs administration

**OTHER TRADE-RELATED ACTIVITIES**

- Support for countries facing difficulties because of multilateral trade liberalisation





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## INTERNATIONAL TELECOMMUNICATION UNION (ITU)

ITU is the leading United Nations agency for information and communication technology. For over 145 years, ITU has coordinated the shared global use of the radio spectrum, promoted international cooperation in assigning satellite orbits, worked to improve communication infrastructure in the developing world, and established the worldwide standards that foster seamless interconnection of a vast range of communications systems and addressed the global challenges of our times, such as mitigating climate change and strengthening cybersecurity. From broadband networks to new-generation wireless technologies, aeronautical and maritime navigation, radio astronomy, satellite-based meteorology and converging fixed-mobile phone, Internet and broadcasting technologies, ITU is committed to connecting the world. See [www.itu.int/en/about/Pages/default.aspx](http://www.itu.int/en/about/Pages/default.aspx).

ITU also organizes worldwide and regional exhibitions and forums, such as ITU TELECOM WORLD, bringing together the most influential representatives of government and the telecommunications and information and communication technologies (ICT) industry to exchange ideas, knowledge and technology for the benefit of the global community and, in particular, the developing world.

From broadband Internet to latest-generation wireless technologies, from aeronautical and maritime navigation to radio astronomy and satellite-based meteorology, from convergence in fixed-mobile phone, Internet access, data, voice and TV broadcasting to next-generation networks, ITU is committed to connecting the world.

ITU's activities are carried out by three sectors: The Radiocommunication Sector (ITU-R), the Telecommunication Standardization Sector (ITU-T) and the Telecommunication Development Sector (ITU-D).

For more information: <http://www.itu.int/net/about/index.aspx>

### TCB-related programme

Assisting developing countries in building human resources management and development has always been one of ITU's fundamental roles. Capacity building is important in achieving meaningful progress in the performance of their telecommunication organizations to ensure their smooth transition to the current telecommunication environment.

Traditionally, challenges were driven by the ever-evolving telecommunication technology. This has now been overshadowed by the challenges emanating from the restructuring of the telecommunication sector, the convergence of telecommunications with information technologies and multimedia, and the transition towards competition, liberalization and globalization.

The availability of highly qualified staff at key levels in the telecommunication organizations in developing countries has become a particularly critical factor for a smooth transition of these organizations to the current telecommunication environment. Policy-makers and regulators at the governmental level, as well as corporate executives and senior managers at the service-provision level, have become the priority target population for ITU's training and human resource development efforts.

ITU's flagship initiatives include:

- Centres of Excellence;
- The ITU e-Learning Centre;
- The Internet Training Centres Initiative.

For more information: <http://www.itu.int/ITU-D/hrd/index.asp>

## Partnerships

### ITU is a platform for public/private sector partnership

In today's fast moving environment, ITU provides governments and private companies with an opportunity to make an important and valuable contribution to the rapidly changing telecommunication and ICT sectors.

ITU is the UN specialized agency within which governments and the private sector work together to coordinate the operation of telecommunication networks and services and advance the development of communication technologies. Today, ITU is composed of 193 Member States and nearly 700 Sector Members and Associates.

ITU's membership encompasses telecommunication policy-makers, regulators, network operators, equipment manufacturers, hardware and software developers, regional standard bodies, telecommunications organizations and financing institutions.

### Cooperation with universities

Given the knowledge that many new technologies find life in the minds of the academic and research communities, ITU is also increasingly looking to attract more involvement from the world's universities and other academic institutions. One of the key examples of cooperation with universities is the ITU-T Kaleidoscope Events.

For more information: <http://www.itu.int/ITU-T/uni/kaleidoscope/>

### Cooperation with other organizations

ITU works in close collaboration with appropriate regional and international organizations (e.g. UNDP, WTO, UNCTAD, UPU, UNESCO, UNIDO, WHO, ILO, WMO, UNEP, UN-Habitat, ICAO, FAO, ECOSOC, IDB, World Bank, etc.) for ICT applications in their relevant domains.

## TCB activities in this guide

### GLOBAL ADVOCACY

- Exhibitions and forums
- Workshops and seminars

### LEGAL AND REGULATORY FRAMEWORK

- ICT Eye
- Global Industry Leaders' Forum (GILF)
- Global Symposium for Regulators (GSR)
- The ICT Regulation Toolkit
- Tariff Policies Database

### SUPPLY CAPACITY

- ITU technologies infrastructures and applications

### COMPLIANCE SUPPORT INFRASTRUCTURES AND SERVICES

- Accessibility
- Cybersecurity
- Standardization

### OTHER TRADE-RELATED ACTIVITIES

- Environment and climate change



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## INTERNATIONAL TRADE CENTRE (ITC)

The International Trade Centre (ITC), headquartered in Geneva, Switzerland, is the joint technical cooperation agency of the United Nations Conference on Trade and Development (UNCTAD) and the World Trade Organization (WTO).

Since 1964, the International Trade Centre has helped developing and transition economies achieve sustainable development through exports — activating, supporting and delivering projects with an emphasis on achieving competitiveness. It does this by providing trade-development services to the private sector, trade support institutions and policymakers, and by working with national, regional and international bodies.

The organization has two original and mutually reinforcing functions embedded in the expression of its mandate — “export impact for good”:

- The affiliation with the WTO awards ITC the role of helping its client countries to benefit from the opportunities created by the WTO framework.
- As a UN development organization, ITC’s role is to promote the fulfillment of the Millennium Development Goals.

ITC contributes to countries building national ownership for their export development. Their goals and objectives must be aligned to a national vision for development. Commitments in this respect are developed and owned by countries on the basis of their historical, political and economic circumstances. ITC’s aim is to enhance the capacity of entrepreneurship to put innovation into practice and to contribute to progress in society.

### TCB-related programme

ITC’s mission is to enable small business export success in developing and transition-economy countries, by providing, with partners, sustainable and inclusive development solutions to the private sector, trade support institutions and policymakers.

ITC’s work programme, organized around five strategic objectives, is fully aligned with Aid for Trade — the main vehicle for governments to achieve some of their development aspirations through trade policy and investment. These objectives are building awareness, strengthening Trade Support Institutions (TSIs), enhancing policies, supporting enterprises, and mainstreaming inclusiveness and sustainability.

#### *Building awareness*

The first objective is about raising awareness and addressing market failure caused by the lack of trade information and transparency in developing and transition economies. It is also concerned with the availability of trade intelligence to stakeholders in developing countries. In this area, ITC makes a major contribution by producing a series of internationally recognized tools and trade databases and empowering clients to use these tools. ITC also provides thought leadership in trade promotion and trade information by improving the relevance and impact of the analysis it produces and the events it organizes.

#### *Strengthening TSIs*

TSIs are instrumental in the fulfilment of ITC’s mandate, given the organization’s limited presence in the field. ITC’s approach to TSI strengthening includes:

- Investing in the development of generic tools to measure and improve the internal functioning of TSIs and the services they provide to enterprises;
- Providing customised services tailored to the circumstances of individual TSIs, in order to better serve their exporting clients;

- Taking a holistic and multidisciplinary approach at the sector level, to improve the institutional infrastructure related to trade in a country or region. Typically, the methodology is to empower competent TSIs to address bottlenecks along a particular value chain for export competitiveness.

#### *Enhancing policies*

To enhance policy formulation in developing and transition economies, ITC focuses on deepening its work in the field of export strategy, helping countries become more nimble in the fast-changing multilateral trading environment. ITC continues to support LDCs in the WTO accession process. While demand for ITC previously focused on multilateral trade negotiations, this has shifted towards enhancing policies on export development issues. As a result, ITC has been engaged in a series of projects to help TSIs in developing countries to better evaluate and communicate the implications of trade agreements — potential threats and opportunities — to the business sector. In terms of export strategy, which is one of ITC's flagship solutions, the organization has deepened its support beyond development of the strategy itself. This work has broadened to include more systematic capacity building and coaching in the implementation of export strategies. This approach produces a greater sense of ownership of the strategy by beneficiary countries. From a value-chain perspective, this is important because it allows for strategies that maximize the value that is added in-region.

#### *Supporting enterprises*

Ultimately, it is the business sector that generates development value through exports. ITC works with enterprises either directly or through TSIs. Direct intervention and coaching is the first approach to supporting enterprises. ITC has concentrated this type of tailor-made support on women-owned labour-intensive enterprises with high export potential.

The second approach is to support multiple enterprises along a single value chain. Most often, this approach is aimed at improving strategic segments in the value chain and, again, relies on building the capacity of competent TSIs in the country or region where the project takes place.

ITC builds enterprise capacity on a wider scale through worldwide programmes targeting specific skills required for global business competitiveness. This approach relies on partner TSIs playing the role of distributors and amplifiers of ITC's services, while ITC's role centres on managing the network and on quality assurance issues, maximizing the multiplier effect.

#### *Mainstreaming inclusiveness and sustainability*

ITC's mission is wholly focused on delivering sustainable and inclusive export development solutions to its clients. Since export growth does not automatically translate into human development and is therefore not an end in itself, ITC works to integrate sustainable development objectives into its TRTA activities. In recent years, ITC has taken a proactive stance focused on two main areas:

- The development of projects focused on gender, youth, poverty or environmental issues, the main dimensions of inclusiveness and sustainability. As with other ITC projects, these are projects that develop support processes, but also focus on a particular target population from a sustainable development perspective.
- The second approach is the systematic mainstreaming of sustainability and inclusiveness across all ITC activities, including all development projects and internal processes. ITC's Women and Trade programme has led the way in this area, with progressive application of the ITC gender policy adopted in 2010.

#### **Partnerships**

ITC attaches great importance to partnerships, through which ITC's mandate of enabling export success in developing countries can be accomplished. Partnerships permeate ITC programmes, and effective management of these relationships requires collaboration, consultation, management of potential conflicts of interest, and dealing with different capacities and levels of commitment.

ITC works in partnership with the following organizations at the national and regional levels: enterprises, trade-related government departments, trade and industry associations, national trade promotion agencies, chambers of commerce, commodity organizations, small enterprise development agencies, commercial banks and other trade financing institutions, standards boards, packaging institutes, management institutes for training trade managers, tender boards and central purchasing institutions, state-owned corporations, purchasing and supply management associations, and regional organizations specialized in selected trade and marketing functions.

Partnerships are defined with ITC's parent organizations, UNCTAD and the WTO, in several operational areas, projects and programmes. In addition, ITC is also instrumental in other key partnerships, such as the Enhanced Integrated Framework for Trade-Related Technical Assistance to Least Developed Countries (EIF), a multi-agency, multi-donor programme, which includes the participation of the IMF, UNCTAD, UNDP, the World Bank and the WTO.

### TCB activities in this guide

#### GLOBAL ADVOCACY

- Awareness of new issues in international trade
- Strategies for export development

#### TRADE POLICY DEVELOPMENT

- The private sector in trade policy
- Increasing capacity for trade policy formulation

#### LEGAL AND REGULATORY FRAMEWORK

- Legal aspects of foreign trade
- Non-Tariff Measures

#### SUPPLY CAPACITY

- Export-led sector development
- Exporter competitiveness
- Modular Learning System on Supply Chain Management

#### COMPLIANCE SUPPORT INFRASTRUCTURES AND SERVICES

- Standards and quality management

#### TRADE PROMOTION CAPACITY BUILDING

- Strengthening Trade Support Institutions

#### MARKET AND TRADE INFORMATION

- Trade intelligence

#### TRADE FACILITATION

- Reducing transaction costs for business

#### TRADE-RELATED FINANCIAL SERVICES

- Trade finance
- Access to finance

#### SOUTH-SOUTH AND TRIANGULAR COOPERATION

- OIF-ITC initiative on South-South cooperation
- Africa's Cotton Initiative

## UNITED NATIONS COMMISSION ON INTERNATIONAL LAW (UNCITRAL)



United Nations  
UNCITRAL

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The United Nations Commission on International Trade Law (UNCITRAL or the Commission) was established in 1966 by the General Assembly (GA res. 2205 (XXI), 17 December 1966) to promote the harmonisation and modernization of the law of international trade. UNCITRAL gives effect to its mandate by preparing and promoting the use and adoption of legislative and non-legislative instruments (such as conventions, model laws, legislative guides etc.) in a number of key areas of commercial law. To date, the Commission has adopted texts in the following domains: International Sale of Goods; International Commercial Arbitration and Conciliation; Security Interests; Insolvency; International Payments; International Carriage of Goods; Electronic Commerce; Procurement and Infrastructure Development. In compliance with its mandate UNCITRAL also undertakes a range of technical cooperation and assistance activities to promote its work and the adoption, use and uniform interpretation of the legislative and non-legislative texts it has developed.

UNCITRAL members are selected from among States Members of the United Nations and represent different legal traditions and levels of economic development. Since 2002 UNCITRAL membership comprises 60 States which represent the various geographic regions and the principal economic and legal systems of the world. Member States include 14 African States, 14 Asian States, 8 Eastern European States, 10 Latin American and Caribbean States and 14 Western European and other States. The General Assembly elects members for terms of six years; every three years the terms of half of the members expire.

UNCITRAL's work is organized and conducted at three levels. The first level is UNCITRAL itself, which works through an annual plenary session. The second level is the intergovernmental working groups, which to a large extent undertake the development of the topics on UNCITRAL's work programme: the membership of the working groups currently includes all member states of UNCITRAL. The third level is the secretariat, staffed with United Nations legal officers, which assists the Commission and its working groups in the preparation and conduct of their work (e.g. drafting studies, reports, texts on topics that are being considered for possible future inclusion in the work programme, legal research etc.).

United Nations Member States not members of UNCITRAL, as well as international and regional organizations (both intergovernmental and non-governmental) with expertise in the topics under discussion are invited to attend both UNCITRAL annual sessions and working group sessions as observers. While decisions are taken by member States, the views of non-member States and observer organizations can be taken into account by the member States in determining their positions on the issues to be decided upon. The long-standing practice in the Commission is to reach decisions by consensus. As a result of this inclusive negotiation process, the texts are widely accepted as offering solutions appropriate to different legal traditions and to countries at different stages of economic development.

UNCITRAL technical cooperation and assistance activities include: organizing briefing missions and participating in seminars and conferences, organized at both national and regional levels; assisting countries in assessing their trade law reform needs, including by reviewing existing legislation; assisting with the drafting of national legislation to implement UNCITRAL texts; assisting bilateral and multilateral development agencies to use UNCITRAL texts in their law reform activities and projects; providing advice and assistance to international and other organizations, such as professional associations, organizations of attorneys, chambers of commerce and arbitration centres, on the use of UNCITRAL texts; and organizing training activities to facilitate the implementation and interpretation of legislation based on UNCITRAL texts by judges and legal practitioners. A summary of the technical assistance activities conducted each year is included in the annual report of UNCITRAL.

In order to fulfill those parts of its mandate concerning promotion of ways and means of ensuring uniform interpretation of international legal texts and dissemination of information on international trade law, in 1988 UNCITRAL decided to develop a system known as Case Law on UNCITRAL Texts (or CLOUT). Court decisions and arbitral awards relating to UNCITRAL legislative texts are collected in and disseminated through

CLOUT with a view to promoting uniformity in the interpretation and application of those texts. The system is meant for use by judges, arbitrators, lawyers, parties to commercial transactions, academics, students and other interested persons. CLOUT relies on a network of national correspondents designated either by States parties to a convention or by States having enacted legislation based on a model law. CLOUT provides the background material to the digests, i.e. compilations of case law from different jurisdictions that analyze trends in the interpretation of a given UNCITRAL text. To date UNCITRAL has published a digest on the United Nations Convention on Contracts for the International Sale of Goods (3rd edition) and a digest on the Model Law on International Commercial Arbitration (1st edition). Both CLOUT and the Digests are available in the six United Nations official languages from the UNCITRAL website.

UNCITRAL ensures dissemination of information also through its Law Library, which is the specialized trade law library of the United Nations. Since its establishment, in 1979, the Library has supported the research needs of the UNCITRAL secretariat, participants in intergovernmental meetings convened by UNCITRAL, permanent missions, other Vienna-based international organizations, legal scholars and practitioners from around the world. The collection of the UNCITRAL Law Library focuses mainly on the area of international trade law. Currently, it consists of: over 10,000 monographs; 150 active journal titles; legal and general reference material, including non-UNCITRAL UN documents, and documents of other international organizations; and electronic resources (restricted to in-house use only). The UNCITRAL library collection covers materials in the six official UN languages, as well as in other languages.

In addition to official documents, UNCITRAL traditionally maintains two series of publications, namely the texts of all instruments developed by the Commission and the UNCITRAL *Yearbook*. Publications are regularly provided in support of technical cooperation and assistance activities undertaken by the Secretariat, as well as by other organizations where the work of UNCITRAL is discussed, and in the context of national law reform efforts.

#### **TCB-related programme**

Technical cooperation and assistance activities include providing advice to States considering signature, ratification or accession to UNCITRAL conventions, adoption of an UNCITRAL model law or use of an UNCITRAL legislative guide. They also include guidance on the uniform interpretation of those texts.

Technical cooperation and assistance activities increasingly focus on regional approaches, including in cooperation with regional economic integration organizations; on the promotion of newly adopted treaties, with a view to fostering their early adoption; and on promoting the universal adoption of texts considered fundamental to the development of a framework for international trade. Initiatives to further these strategies complement technical cooperation and assistance efforts undertaken in response to requests for technical assistance received from Governments and permanent missions to the United Nations, as well as from international and regional organizations and a range of commercial and professional organizations. Once the UNCITRAL secretariat receives a request, it liaises with the requesting country or organization to identify the goals of the technical assistance and consider the nature of the assistance required and the manner in which it can best be provided. Where the request is from a country, an essential part of that consideration is the provision of information on the country's commercial legal system, including current law reform programs and initiatives, in particular, those related to UNCITRAL texts. Technical assistance is organized in consultation with the requesting country or organization to ensure the identified goals are met.

As to the regional dimension, an UNCITRAL Regional Centre for Asia and the Pacific was established in Incheon, Republic of Korea, in January 2012. The main objectives of the Regional Centre are to enhance international trade and development in the Asia-Pacific region by promoting certainty in international commercial transactions through the dissemination of international trade norms and standards, in particular those elaborated by UNCITRAL; to provide bilateral and multilateral technical assistance to States with respect to the adoption and uniform interpretation of UNCITRAL texts through workshops and seminars; to engage in coordination activities with international and regional organizations active in trade law reform projects in the region; and to function as a channel of communication between States in the region and UNCITRAL.



### Partnerships

An important part of the UNCITRAL mandate is to coordinate the work of organizations active in the field of international trade law, both within and outside the United Nations in order to encourage cooperation between them, avoid duplication of effort and promote efficiency, consistency and coherence in the modernization and harmonization of international trade law. Therefore, UNCITRAL maintains close links with international and regional organizations, both intergovernmental and non-governmental, that are active participants in the work of UNCITRAL and in the field of international trade law in order to facilitate the exchange of ideas and information as well as preparation of studies and conducting of seminars in conjunction with such organizations. UNCITRAL is represented, through its secretariat, at meetings of those organizations and actively follows and participates in their work where it relates to topics on UNCITRAL's work programme. Those organizations include, for instance, the International Maritime Committee (CMI); the Hague Conference on Private International Law; the International Institute for the Unification of Private Law (Unidroit); the Organization of American States (OAS); the Organization for Economic Cooperation and Development (OECD); UNCTAD; the United Nations regional commissions; the World Bank; the World Customs Organization (WCO); WIPO; and the World Trade Organization (WTO). In 2011 UNCITRAL has launched with EBRD an Initiative on Enhancing Public Procurement Regulation in the CIS Countries and Mongolia. UNCITRAL actively cooperates with the Deutsche Gesellschaft für Internationale Zusammenarbeit ("GIZ") to promote legislative reform in South East Europe and it is a member of the United Nations Inter-Agency Cluster on Trade and Productive Capacity.

### TCB activities in this guide

#### LEGAL AND REGULATORY FRAMEWORK

- Provision of legal advice



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## UNITED NATIONS CONFERENCE ON TRADE AND DEVELOPMENT (UNCTAD)

Established in 1964, UNCTAD promotes the development-friendly integration of developing countries into the world economy. UNCTAD has progressively evolved into an authoritative, knowledge-based institution whose work aims to help shape current policy debates and thinking on development, with a particular focus on ensuring that domestic policies and international action are mutually supportive in bringing about sustainable development.

As the focal point within the United Nations for the integrated treatment of trade and development and the inter-related issues in the areas of finance, technology, investment, and sustainable development, UNCTAD's technical cooperation activities address these issues in a mutually complementary fashion.

The thrust of UNCTAD's technical cooperation is capacity development in the four main areas of its work:

- International finance, globalization and development strategies;
- International trade in goods and services and commodities;
- Investment and enterprise development;
- Technology and trade logistics

### TCB Related Programme

The overall objective of UNCTAD's work on International Trade is to promote development. To this end, UNCTAD offers comprehensive multidisciplinary support for putting in place development-oriented trade policies and implementing related strategies and programmes, for developing countries and countries in transition to a market economy.

Thus UNCTAD provides tools for the analysis of tariffs and non-tariff measures for achieving better market access; support for countries' beneficial participation in international trade negotiations; the strengthening of their service-sector capacities; the promotion of the integration of trade, environment and development; the promotion of effective pro-development structures related to competition law and policy.

UNCTAD's technical cooperation is delivered at the national, sub-regional, regional and international levels.

Key focus areas are:

- Improving the understanding of relevant and emerging issues in international trade, international trading system in general, and of Global and Regional Trade Policies in particular;
- Making available trade information and trade policy analyses, particularly on tariffs and non-tariff measures;
- Assistance in setting up and developing trade information databases and providing training in this area;
- Assistance with the understanding of international trade rules and disciplines;
- Strengthening of human, institutional and policy-making capacities and formulation and implementing national trade policy frameworks conducive to economic, human and social development and poverty alleviation, and to effectively and beneficially participate in multilateral, regional and sub-regional trade negotiations including South-South;
- Assistance with services sector development and trade including strengthening coherent policy, regulatory and institutional frameworks and effective participation in regional and multilateral trade negotiations on services;
- Support in preparation of services policy reviews;
- Support developing countries and countries with economies in transition for accession to WTO;
- Capacity building on market access, GSP and other preferential arrangements including GSTP;

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- Assistance with the understanding of rules of international institutions dealing with the settlement of international trade, investment and intellectual property disputes, in order to avoid disputes, and, alternatively, effectively manage and handle disputes;
- Making available analytical toolkits for analyzing the impact of trade policy reforms and providing related training for its effective use;
- Helping developing countries master the trade and development implications of climate change on the one hand, and on the other hand, for taking advantage of related emerging trade and investment opportunities. Main areas touched upon are competitiveness, market access, eco-labelling, supportive and enabling measures, trade liberalization and sustainable development;
- Supporting the effective participation of developing countries in deliberations of trade-related international forums;
- Training of public and private sector professionals in developing countries to enhance to ensure obtaining economic benefits from the full use of the Convention on Biological Diversity;
- Capacity-building and technical assistance to developing countries and economies in transition, seeking to formulate and implement competition law and policy related to:
  - Establishing new or strengthening existing competition institutions;
  - Capacity-building for better enforcement of competition law;
  - Promoting a competition culture through competition advocacy activities;
  - Conducting Voluntary Peer Reviews of Competition Law and Policy;
  - Providing capacity-building and technical assistance related to Consumer Protection.

Activities are regional, Competition Policies for Latin America (COMPAL) and Africa (AFRICOMP), or related to Competition in Selected Sectors.

### Partnerships

UNCTAD is the lead-organization of the United Nations Inter-Agency Cluster on Trade and Productive Capacity. The UN Inter-Agency Cluster is an interagency mechanism dedicated to the coordination of trade and development operations at the national and regional levels within the UN system. It makes concrete and direct contribution to the UN system-wide coherence reform by coordinating its operations in the Delivering as One Pilots and UNDAF processes and by participating to the United Nations Development Group machinery in view of the formulation of new UN rules and standards mechanisms for inter-agency operations. The Cluster aims at ensuring that the interface between the issues related to trade and productive sectors and the United Nations Assistance Frameworks (UNDAFs) are adequately taken into account in the UN system wide coherence processes.

The Cluster is coordinated by UNCTAD and includes UNIDO, UNDP, ITC, FAO, WTO, UNEP, ILO, UNCITRAL, UNOPS and the five UN Regional Commissions.

For more information on the Cluster please refer to: <http://www.unctad.org>  
[http://unctad.org/en/Pages/TC/TC\\_United-Nations-Inter-Agency-Cluster.aspx](http://unctad.org/en/Pages/TC/TC_United-Nations-Inter-Agency-Cluster.aspx)

As the focal point for the integrated treatment of trade and development, UNCTAD also interacts and cooperates with a variety of other organizations within and outside the United Nations system. These include the following:

#### *World Trade Organization*

UNCTAD and the WTO have joined forces to ensure a better functioning of the multilateral trading system. In April 2003, the organizations signed an MoU providing for cooperation and consultations on their technical assistance activities, and for the conduct of joint studies on selected issues. The two organizations interact frequently, and the intergovernmental processes in both organizations are often attended by the same government representatives.

*International Trade Centre*

The International Trade Centre (ITC) is jointly sponsored by UNCTAD and the WTO for operational, enterprise-oriented aspects of trade development, with an emphasis on trade promotion. In contrast to UNCTAD, whose technical assistance is primarily tailored to governments, ITC's technical assistance focuses on assisting businesses in developing countries. Both UNCTAD and the WTO are represented in the Joint Advisory Group supervising ITC's work, and UNCTAD has a number of joint technical assistance activities with ITC.

*UNDP*

A new Memorandum of Understanding between UNCTAD and the United Nations Development Programme (UNDP) was signed on 31st March 2009. The two organizations have a long and fruitful history of collaboration. They share similar development objectives in providing assistance to countries to meet the MDGs and cooperate in areas of mutual concern. The new MoU, which replaces the previous one signed in 1998, lays out substantive areas and modalities of collaboration. This agreement bears particular importance in the context of the UN System-wide coherence reforms. It is based on the General Assembly's mandates regarding the UN development operations and coherence process. It also refers to the UNDP Strategic Framework for 2008-2011 and the Accra Ministerial Declaration adopted at UNCTAD XII. For the first time, specific mechanisms for broad and deep cooperative arrangements and joint operations between the two organizations are provided in the agreement. These mechanisms refer to both headquarters and country levels, and take into account the field presence of UNDP and its capacity to host administrative, financial and logistical support services at the country level. The MoU seeks to enhance effectiveness, collaboration, coordination and the avoidance of duplication between the two agencies. In this regard, the mandate and expertise of UNCTAD as the focal point of the United Nations for the integrated treatment of trade and development are fully recognized.

*UN regional commissions*

UNCTAD cooperates with these international entities on a project-by-project basis, whether in relation to research projects, joint workshops and seminars, or technical assistance. Since UNCTAD has no representatives in the field, the UNDP country offices are also used to support UNCTAD's field activities.

*Bretton Woods Institutions (International Monetary Fund and World Bank)*

The World Bank and UNCTAD cooperate in the delivery of some technical assistance and capacity building programmes. The UNCTAD Secretariat, through the Debt Management and Financial Analysis System (DMFAS) programme, is also an active member of the Inter-Agency Task Force on Finance Statistics, which is chaired by the IMF. The three agencies also cooperate in organizing seminars. UNCTAD attends the biannual meetings of the IMF and the World Bank, and both institutions participate in UNCTAD's intergovernmental meetings.

*UNOPS*

Since the Enhanced Integrated Framework (EIF) was officially launched on 31 May 2008, a number of institutional arrangements have been put in place to make it fully operational. These include the establishment of an EIF Secretariat and the appointment of an executive director. The United Nations Office for Project Services (UNOPS) has been appointed as the trust fund manager, and up to US\$64.5 million has been deposited with it. The current level of funding commitments stands at US\$240 million. (The EIF guidelines require that an agency wishing to implement EIF projects in LDCs has to sign a partnership agreement with UNOPS as the trust fund manager.)

Potential implementing agencies are UNCTAD, ITC, the UNDP, the World Bank and UNIDO, approved as a new partner agency to the Integrated Framework on 14 May 2009. As of June 2009, agreements have been finalized and signed with UNCTAD and ITC (TDB 14-25 September 2009).

*Other intergovernmental bodies*

In addition to the organizations of the UN System, a total of 111 other intergovernmental bodies have gained accreditation as observers to UNCTAD's Trade and Development Board.

**Partnerships per area of intervention:**

1. Agriculture and industrial domestic policies to determine trade policy, investment (FAO, UNIDO, WB, UNDP) and technology policy (UNCTAD, WB, UNIDO) involving:
  - Investment regimes;
  - Investment/ technology agreements;
  - Investment promotion;
  - Dispute settlement on investments, etc.
2. Competition policy (UNCTAD, WB) involving:
  - Domestic laws and institutions;
  - Regional/international rules on competition.
3. Intellectual property (WIPO, WTO) involving:
  - Domestic laws and institutions;
  - Regional /international rules on intellectual property rights.
4. Environment policy (UNEP, WB, WTO, UNCTAD) involving:
  - Domestic laws and institutions;
  - Regional/international rules on the environment.
5. Macroeconomic policies (IMF, WB, WTO, UNCTAD) involving:
  - Strong links with trade policy;
  - Fiscal and monetary policies;
  - Impact of the international economic environment;
  - Coherence issues.

**TCB activities in this guide****GLOBAL ADVOCACY**

- The World Investment Report
- Trade and Development Report
- Economic Development in Africa Report
- Least Developed Countries Report (LDC)
- The Technology and Innovation Report (TIR)
- The Creative Economy Report 2008
- Investment Policy Reviews (IPRs)
- Trade and Environment Review (TER)
- Commodity Policy Reviews
- Development and Globalization: Facts and Figures (DGFF)
- Best Practices in Investment for Development
- The Creative Economy Programme
- Science, Technology and Innovation Policy Reviews - STIP Reviews
- ICT Policy Reviews (ICTPRs)
- Current Studies on science and technology for development

**TRADE POLICY DEVELOPMENT**

- Policy advice on commodities
- Trade, environment and development
- Trade negotiations and commercial diplomacy

#### LEGAL AND REGULATORY FRAMEWORK

- Assistance to WTO accession
- Implementation and administration of the Agreement on the Global System of Trade Preferences among Developing Countries (GSTP)
- Technical cooperation in the area of competition and consumers' law and policy
- TrainForTrade
- UNCTAD Virtual Institute on Trade and Development
- Regional training course: Key Issues on the International Economic Agenda
- Short courses on key international economic issues for Geneva-based diplomats
- Assistance on trade policy making and negotiations
- Assistance on the utilization of the Generalized System of Preferences (GSP)
- Investment policies and investment promotion
- International Investment Agreements (IIAs)
- Intellectual property and development

#### SUPPLY CAPACITY

- The BioTrade Initiative
- UNCTAD/ICC Investment Advisory Council
- FORINVEST (Policy framework for attracting foreign investment)
- STAMP (Strengthening and/or streamlining FDI agencies)
- Information and communication technologies and e-business
- Capacity building in FDI statistics
- FDI in Tourism and Development
- International Investment Agreements (IIAs)
- Investment facilitation
- The Investment Gateway
- Investment guides and i-portals
- Enterprise development
- Empretec
- Business linkages
- Business facilitation
- Capacity development and e-applications
- e-Tourism

#### MARKET AND TRADE INFORMATION

- Trade analysis and research
- Trade analysis and information system (TRAINS)
- The World Integrated Trade Solution (WITS)
- A pilot project on the collection and quantification of Non-tariff Measures (NTMs)

#### TRADE FACILITATION

- Training on transport and trade facilitation
- Support for trade facilitation negotiations
- Trade Logistics
- Automated System for Customs Data (ASYCUDA) programme
- Review of Maritime Transport (RMT)

#### PHYSICAL TRADE INFRASTRUCTURE

- Transport and trade facilitation
- Review of Maritime transport

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

- Insurance
- Corporate transparency and accounting
- Commodity risk management and finance tools
- Debt management programme – DMFAS

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

- Aid for Trade projects related to South-South cooperation

#### **OTHER TRADE-RELATED ACTIVITIES**

- Climate change programme



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## UNITED NATIONS DEPARTMENT OF ECONOMIC AND SOCIAL AFFAIRS (UNDESA)

The Department of Economic and Social Affairs of the United Nations Secretariat is a vital interface between global policies in the economic, social, and environmental spheres and national action. The Department works in three main interlinked areas:

- It compiles, generates, and analyzes a wide range of economic, social, and environmental data and information which UN MSs draw on in order to review common problems and to take stock of policy options;
- It facilitates the negotiations of MSs in many intergovernmental bodies on joint courses of action to address ongoing or emerging global challenges; and
- It advises interested governments on the ways and means of translating policy frameworks developed in UN conferences and summits into programmes at the country level and, through technical assistance, helps build national capacities.

### TCB Related Programme

Through its capacity development activities, UNDESA assists countries at their request in global advocacy and in trade policy development as part of broader national development strategies. In so doing, it collaborates with the Regional Commissions and UNCTAD, particularly through the UN Development Account and its projects.

The typical impacts are an increased ability of policy-makers to exploit and expand the existing policy space they have in setting trade and other economic and social policies.

### Partnerships

The UN Development Account involves partnerships between UNDESA, UNCTAD, and the Regional Commissions. The projects implemented or under implementation have benefited from the collaboration of the member entities of the United Nations Executive Committee on Economic and Social Affairs (ECESA), which includes all those entities with normative, analytical, and operational activities in economic and social development.

For more information, please visit <http://www.un.org/esa/devaccount/>

### TCB activities in this guide

#### GLOBAL ADVOCACY

- World Economic and Social Survey (WESS)

#### TRADE POLICY DEVELOPMENT

- Capacity-building for graduation strategies for least developed countries in Asia and Africa
- Capacity building for removing constraints in utilizing trade-related international support measures for least developed countries



## UNITED NATIONS DEVELOPMENT PROGRAMME (UNDP)



Strengthening trade competitiveness in developing countries has become even more important in the context of the current global economic crisis. Both nationally and regionally coordinated actions will help position developing countries to benefit from the recovery of global growth.

UNDP's support for trade capacity development is based on the premise that international trade can play an important role in raising levels of human development and achieving sustainable poverty reduction. It therefore considers trade a means to an end, not an end in itself. Properly harnessed, international trade can create opportunities for growth, poverty reduction, and human development within developing countries by:

- Expanding markets: trade allows an economy to overcome the constraints of its domestic market;
- Raising productivity through the increased returns to scale in production, especially in the manufacturing sector, that result from access to international markets;
- Accelerated technological development resulting from increased exposure to new technologies and the dissemination of knowledge – mainly through exposure to foreign competition, marketing and, in particular, technological diffusion.

However, none of this is an automatic or inevitable consequence of international trade. If developing countries are to reap the potential benefits of trade, trade agreements must ensure enough flexibility for them to establish policies that address human development needs and concerns. This may include a prioritized focus on agriculture, commodities, industrial tariffs, special and differential treatment, and services of particular interest to developing countries.

Further support for trade development and productive sector capacity building is provided under UNDP's private sector which seeks to foster inclusive and sustainable markets. This portfolio, including the activities of UNDP's affiliate, the UN Capital Development Fund (UNCDF), accounts for approximately US\$100 million per year globally, and is aimed at enhancing the contribution of the private sector, including micro, small and medium sized enterprises, to trade, growth and poverty reduction.

### TCB-related programme

To enable trade to become a meaningful driver of development and a serious contributor to the achievement of the Millennium Development Goals (MDGs), UNDP helps to strengthen capacities in developing countries in three important areas:

- Trade competitiveness - the capacity to compete internationally by overcoming supply-side constraints (especially LDCs);
- Trade agreements - the capacity to negotiate, interpret, and implement trade agreements which prioritize poverty and human development concerns;
- Policy integration - the capacity to integrate pro-poor trade policy in national poverty reduction strategies.

The overriding aim is to put human development concerns at the forefront so that economic growth and development are viewed as a means towards the achievement of employment, health, education, and empowerment.

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### Partnerships

UNDP maintains a variety of partnerships on trade-related issues at multilateral, regional and country levels. These include:

- Chief Executives Board (CEB) Inter-agency Cluster on Trade and Productive Capacity
- The Enhanced Integrated Framework for Trade-related Assistance for Least Developed Countries
- The WTO Advisory Body on Aid for Trade

For more information: [www.undp.org/poverty/topics7\\_trade\\_capacity.shtml](http://www.undp.org/poverty/topics7_trade_capacity.shtml),  
[www.undp.org/geneva/trade.html](http://www.undp.org/geneva/trade.html)

### TCB activities in this guide

#### GLOBAL ADVOCACY

- Trade and human development
- Least Developed Countries (LDCs)
- Natural resource management, including commodities
- Landlocked Developing Countries (LLDCs)

#### TRADE POLICY DEVELOPMENT

- Mainstreaming trade
- Capacity development of trade related institutions
- Trade diagnostic and needs assessments
- Human development impact of trade and investment policies
- Inclusive Growth and Poverty Reduction in the Asia Pacific Region
- Regional Integration and Institutional Capacity Development in Africa

#### LEGAL AND REGULATORY FRAMEWORK

- TRIPS and access to HIV/AIDS drugs
- TRIPS, trade and biodiversity

#### SUPPLY CAPACITY

- Private sector development and engagement
- Green commodities facility
- Aid for trade initiative for the Arab states
- Wider Europe – Aid for Trade for Central Asia, South Caucasus and Western CIS

#### SOUTH-SOUTH AND TRIANGULAR COOPERATION

- South-South Global Assets and Technology Exchange
- UNDP-China Trilateral and South-South Cooperation

## UNITED NATIONS ECONOMIC AND SOCIAL COMMISSION FOR ASIA AND THE PACIFIC (UNESCAP)



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The United Nations Economic and Social Commission for Asia and the Pacific (ESCAP) is the regional development arm of the United Nations for the Asia-Pacific region. With a membership of 62 Governments, 58 of which are in the region, and a geographical scope that stretches from Turkey in the west, to the Pacific island nation of Kiribati in the east, and from the Russian Federation in the north to New Zealand in the south, ESCAP is the largest regional commission in terms of membership. It is also the largest United Nations body serving the Asia-Pacific region, with over 600 staff.

Established in 1947 with its headquarters in Bangkok, Thailand, ESCAP seeks to overcome some of the region's greatest challenges. It carries out work in the following areas:

- Macroeconomic Policy and Development
- Trade and Investment
- Transport
- Environment and Development
- Information and Communications Technology and Disaster Risk Reduction
- Social Development
- Statistics
- Subregional activities for development

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ESCAP focuses on issues that are most effectively addressed through regional cooperation, including:

- Issues that all or a group of countries in the region face and for which it is necessary to learn from each other;
- Issues that benefit from regional or multi-country involvement;
- Issues that are trans-boundary in nature, or that would benefit from collaborative inter-country approaches;
- Issues that are of a sensitive or emerging nature, and require further advocacy and negotiation.

ESCAP's mandate is to promote economic and social development in the Asian and Pacific region by fostering cooperation between its members and associate members. The organization's objective in the area of trade and investment, as defined in its Strategic Framework for the biennium 2012-2013 approved by the General Assembly, is to promote trade, investment and transfer of technology for inclusive and sustainable development in the Asia-Pacific region.

### TCB-related programme

The organization is mandated to undertake trade capacity building through Commission Resolution 62/6 of 12 April 2006 on managing globalization through strengthened regional cooperation in trade and investment, and Commission Resolution 60/1 of 28 April 2004 on the Shanghai Declaration.

To achieve its objective, ESCAP's sub-programme on trade and investment supports the efforts of ESCAP members and associate members to develop the capacity, institutions, and legal and regulatory frameworks necessary to participate more effectively and competitively in international trade and investment activities. The sub-programme assists countries in strengthening trade and investment policy regimes through issue-specific and practical trade policy research and analysis, training, exchange of experiences, provision of information and toolkits, integrated regional programmes, targeted advice and regional consensus-building, including multi-stakeholder policy dialogues.

It aims to achieve: (i) increased capacity of ESCAP member States to formulate and implement more effective and coherent policies on trade, investment and enterprise development; (ii) strengthened regional cooperation and integration mechanisms in trade and investment; (iii) increased capacity of ESCAP member States to formulate and implement policies and strategies for sustainable economic development and rural poverty reduction through agro-technology transfer and agro-based enterprise development; and (iv) strengthened capacity to promote national innovative systems and create an enabling environment for technology transfer to address regional and global development challenges.

The main beneficiaries are government officials from UNESCAP members and associate members, particularly LDCs, LLDCs, and countries with economies in transition, as well as small island developing States (SIDS), in the Asia and Pacific region.

The following impacts have been achieved:

- Additional countries in the region have made progress towards accession to WTO and the Asia-Pacific Trade Agreement.
- There has been an increase in member countries' national capacity to effectively negotiate, conclude and implement multilateral and other trade arrangements supporting the internationally-agreed development goals.
- More relevant and quality trade-related research and policy recommendations have been made available to policymakers and other stakeholders in the region.
- There has been deeper integration among the member countries of the Asia-Pacific Trade Agreement (APTA).

The generic draft national framework for technology and innovation has raised awareness and increased knowledge in developing indigenous technology, and some member countries have shown strong interest in follow-up activities that can further enhance their national capacities for developing indigenous technologies. The sharing of knowledge and expertise through government-business dialogues in general (e.g. the Asia-Pacific Business Forum and the ESCAP Business Advisory Council) has contributed to member countries' progress in achieving the MDGs. The work in the areas of agro-export competitiveness and access to regional markets through the promotion of trade was recognized by the Commission at its 63rd session for its contribution to addressing the needs of the rural agricultural sector in the developing member countries. A working group has been established and is actively involved in increasing the government-business dialogue and developing action plans to promote SMEs' participation in global and regional value chains in the Greater Mekong Subregion and others.

#### Successful Projects

Successful TCB activities are:

(i) Asia-Pacific Research and Training Network on Trade (ARTNeT), an open regional network composed of leading trade research institutions across the region, that aims to equip the region with a mechanism for enhancing the capacity of research institutions; (ii) WTO/ESCAP technical assistance programmes for government officials to develop increased knowledge and awareness of issues related to accession to WTO, implementation of WTO agreements and commitments and/or issues related to negotiations within the framework of the Doha Development Agenda; and (iii) launching of the United Nations Network of Experts for Paperless Trade in Asia and the Pacific (UNNEXT) supporting implementation single window and related measures for trade facilitation.

## Partnerships

In carrying out work related to trade capacity building, UNESCAP has developed partnerships with the following organizations:

- ADB
- ITC
- OECD
- The European Community
- The Secretariat of the Integration Committee of the Eurasian Economic Community
- UNCTAD
- UNDP
- UNECE
- UNECA
- UNECLAC
- UNIDO
- WTO

In addition, ESCAP's joint initiative with the International Development Research Centre (IDRC) and a number of national research institutions led to the launch of the Asia-Pacific Research and Training Network on Trade (ARTNeT) in 2004.

For more information: [www.unescap.org/tid/](http://www.unescap.org/tid/)

## TCB activities in this guide

### TRADE POLICY DEVELOPMENT

- Asia-Pacific Research and Training Network on Trade (ARTNeT)
- Asia-Pacific Trade and Investment Report (APTIR)
- Capacity building for evidence-based trade policymaking
- Asia-Pacific Trade and Investment Agreements Database (APTIAD)
- Strengthening the Asia-Pacific Trade Agreement (APTA)

### LEGAL AND REGULATORY FRAMEWORK

- WTO/UNESCAP technical assistance programme
- Trade policy and negotiation advisory services

### SUPPLY CAPACITY

- Facilitating the effective integration of Asia-Pacific SMEs in the global value chains
- Increasing the contribution of business to sustainable development
- Foreign direct investment
- Technology transfer and promotion of national innovation systems

### TRADE FACILITATION

- United Nations Network of Experts for Paperless Trade in Asia and the Pacific (UNNEXT)
- Asia-Pacific Trade Facilitation Forum
- Trade facilitation advisory services
- Regional Organizations Cooperation Mechanism on Trade Facilitation (ROC-TF)
- Trade facilitation research and publications.
- Strengthening Capacities of Asian Developing Countries to Increase Intra-regional Trade by Implementing Paperless Trade and Transport Facilitation Systems
- Strengthening the Capacity of Developing and Transition Economies to Link to Global Supply Chains through the Reduction of Trade Obstacles
- Network for Knowledge Transfer on Sustainable Agriculture Technologies and Improved Market Linkages in South and Southeast Asia (SATNET Asia)

### SOUTH-SOUTH AND TRIANGULAR COOPERATION

- Regional Cooperation for moving up the value chain in textile and clothing
- The emergence of the services sector



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## UNITED NATIONS ECONOMIC COMMISSION FOR AFRICA (UNECA)

Established in 1958 by the Economic and Social Council of the UN, ECA's mandate is to promote the economic and social development of its MSs, and promote international cooperation for Africa's development. The Trade, Finance and Economic Development Division (TFED) is in charge of all the trade-related capacity building activities and programmes. In addition, ECA has set up the African Trade Policy Centre (ATPC) which is organizing continental and regional workshops on various aspects of ongoing trade negotiations in the WTO and other multilateral forums, and conducts research on trade-related issues of interest to African countries. It also helps to convene sub-regional and regional meetings to build consensus on major trade issues. ECA is also helping African countries to strengthen or establish trade negotiation units and build their capacity to undertake technical work on trade negotiations. At the same time, ECA continues to undertake short-term technical advisory services and missions to member states and RECs.

### TCB Related Programme

Trade capacity building services are provided to African countries and their high level officials, in particular, trade negotiators and trade policy-makers, private sector and civil society organizations. Technical assistance is provided to: Mauritius, Senegal, Gabon, Egypt, Cameroon, Mali, Malawi, Burkina Faso, Swaziland, Sudan, Kenya, Ethiopia and Seychelles. Training workshops are provided to 10 countries on trade-related analysis tools and methods: Burkina Faso, Cameroon, Egypt, Gabon, Kenya, Mali, Senegal, Seychelles, Sudan and Swaziland.

Trade capacity building activities helped African countries to adopt better-informed positions on trade-related issues and their WTO positions. TCB training activities also contributed to enhancing the analytical capacity of more than 200 national trade officials and experts, so enabling African countries and their RECs to assess the implications of trade agreements on their economies.

### Partnerships

Major TCB-related partnerships and joint programmes with: the African Union Commission, UNDP, the WTO, UNCTAD and ITC. African RECs are always involved in our TCB activities. UNECA is hosting the African Trade Policy Centre.

For more information: [www.uneca.org](http://www.uneca.org);  
[www.uneca.org/atpc/](http://www.uneca.org/atpc/)

### TCB activities in this guide

#### TRADE POLICY DEVELOPMENT

- Promotion of Regional Integration in Africa
- African trade policy centre

#### SUPPLY CAPACITY

- Africa Trade Forum (ATF)
- The African Growth and Opportunity Act (AGOA)

## UNITED NATIONS ECONOMIC COMMISSION FOR EUROPE (UNECE)



The United Nations Economic Commission for Europe (UNECE) is one of five regional commissions of the United Nations. It was established in 1947 by the UN Economic and Social Council. The overarching mandate of the UNECE is to facilitate greater economic integration and cooperation among its fifty-six Member States and promote sustainable development and economic prosperity. The UNECE's area of expertise covers the following sectors: environment; transport; statistics; sustainable energy; economic cooperation and integration; trade; timber and forestry; and housing, land management and population. The UNECE programme of work is focused on (i) the negotiation of conventions, norms, standards, and guidelines in the above-mentioned sectoral areas; (ii) the provision of technical assistance (advisory services, capacity building workshops, training courses, and study tours) to countries with economies in transition, aimed at building national capacity to implement UNECE legally binding instruments and standards, and supporting these countries in the achievement of internationally-agreed development goals; (iii) the organization of policy debate, and the exchange of experience and best practices in the key areas of UNECE work; and (iv) the monitoring of and provision of support to the regional implementation of the outcomes of global UN conferences and summits.

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### TCB-related programme

The UNECE TCB-related work is implemented under the following subprogrammes: Trade, Economic Cooperation and Integration (promotion of knowledge-based development), and Transport. While the main beneficiaries of technical cooperation activities are countries with economies in transition in South-Eastern Europe, Central Asia, and the Caucasus, the UNECE international standards, recommendations and legal instruments are increasingly applied by countries outside the UNECE region.

#### *Subprogramme on Trade*

In trade, capacity building activities are focussed on assisting UNECE member states to address behind-the-border and at-the-border non-tariff regulatory and procedural barriers to trade in goods and are guided by the following principles:

- Linkage to UNECE's normative work - improving the capacity of governments to implement UNECE legal instruments, norms, standards, and recommendations; UNECE regional advisers play a key role in this area;
- Selectivity - focusing on areas where the UNECE has recognized expertise, and ensuring an optimal use of limited resources;
- Results-oriented: activities are tailored to address specific capacity shortfalls and involve the delivery of well defined, measurable outputs;
- Demand-driven: activities are launched upon the request of member states, and are designed in consultation with stakeholders to ensure national ownership and the sustainability of capacity building efforts beyond the international funding cycle;
- Cooperation and partnership with others, including the private sector and the academic community.

The main goals of UNECE capacity building activities in the field of trade are:

- Assisting Member States with economies in transition in the implementation of UNECE legal instruments, regulations and norms, specifically in the areas of agricultural quality standards, electronic business, regulatory cooperation, standardization policy, and trade facilitation;
- Supporting subregional and regional integration networks in the areas of agricultural quality standards, electronic business, regulatory cooperation, standardization policy, and trade facilitation;
- Helping economies in transition to elaborate and implement technical assistance programmes/projects, focusing on those related to resolving trans-boundary problems;

- Assisting economies in transition in their efforts to develop the required capacity for achieving regional and internationally-agreed development goals.
- Supporting national and subregional Aid for Trade processes.

#### *Agricultural quality standards*

Compliance with international commercial quality standards in agriculture is a prerequisite for agricultural production to be integrated into international markets. Many developing and transition economies, however, lack the required capital, technology and human resources. This places these countries at a competitive disadvantage.

Improving the implementation and enforcement of agricultural quality standards would facilitate agricultural exports, and contribute to a rise in average incomes, especially in rural areas.

#### *Regulatory cooperation on norms and standardization policies*

Differences between national regulatory regimes, and between national and international standards, may constitute a barrier to exports, especially for small companies that operate in developing and transition economies. To resolve these difficulties, countries may need assistance with:

- Coordinating national regulatory and standardization policies;
- Launching bi-lateral, regional or multilateral dialogues, with a view to harmonizing the regulatory requirements for products/services in the countries concerned;
- Designing and implementing national conformity assessment schemes that are as unrestrictive to trade as possible, while also ensuring a necessary international level of confidence in nationally-implemented tests for exported products;
- Evaluating market surveillance practices (for regulatory enforcement) in order to establish national systems that restrict trade as little as possible, while still providing adequate consumer protection.

#### *Trade facilitation*

Trade facilitation technical assistance activities aim at developing national competitiveness and participation in global markets by helping countries develop the knowledge and institutions for facilitating national and international transactions through the simplification and harmonization of processes, procedures, and information flows. This is achieved by:

- Activities to support and build capacity in national trade facilitation organs through advisory services and workshops;
- Activities to support the national simplification and harmonization of procedures and data, including the establishment and operation of national single windows for export and import clearance;
- National and regional workshops to develop national/regional strategies for trade facilitation in the context of current WTO obligations and WTO negotiations on trade facilitation;
- Activities to support electronic alternatives to key paper documents in the international supply chain;
- Other activities to support paperless trade transactions.

#### *Subprogramme on Economic Cooperation and Integration (promotion of knowledge-based development)*

The UNECE Subprogramme on Economic Cooperation and Integration promotes a policy, financial and regulatory environment conducive to economic growth, knowledge-based development and the higher competitiveness of countries and businesses in the UNECE region, with a focus on countries with economies in transition.

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**Successful projects (UNECE)**

The UNECE technical assistance activities in support of trade facilitation contributed to:

- Strengthening trade facilitation bodies' institutional capacity: for example, the Ministry of the Economy of Ukraine was assisted in establishing a section for trade and transport facilitation issues; likewise, AzerPRO in Azerbaijan and similar bodies in Uzbekistan, Kazakhstan and Mongolia received advice and guidance;
- Strengthening cooperation among trade facilitation bodies by creating regional networks: for example, within the Russian Federation and among the EurAsEC countries (the Russian Federation, Belarus, Kazakhstan, Kyrgyzstan, Tajikistan, and Uzbekistan);
- Designing technical cooperation projects that attracted financing from IFIs and various other donors: the UNECE also participated in the implementation of these projects, for example, the development of national and regional trade facilitation organizations in South-Eastern Europe, a trade facilitation project in Central Asia, and project plans for pilot single windows for export and import in a number of countries, including the Russian Federation;
- Strengthening the negotiating capacity of countries with economies in transition in multilateral negotiations on trade facilitation: for example, workshops on WTO accession and trade facilitation in Sarajevo and Belgrade, and workshops for WTO members from the Eastern Europe, Caucasus and Central Asia (EECCA);
- Development of guidelines and policy papers that were implemented by several Member States with economies in transition: for example, guidelines on a strategy for electronic business for the Western Balkan countries within the framework of the Stability Pact for South-Eastern Europe.

In 2012 the UNECE issued a new interactive training and reference tool – the Trade Facilitation Implementation Guide. It is an online tool for identifying, examining and selecting solutions and evaluating options and paths for a given policy objective. It introduces trade facilitation and its benefits, and the main steps that need to be taken to put it in place. It presents a variety of concepts, standards and recommendations that can simplify cross-border trade. It also discusses the instruments available for applying the facilitation measures under discussion at the World Trade Organisation. The Guide is a publicly available web-based interactive tool that the user can navigate in order to explore different trade areas and instruments—at various levels of information and detail. The guide can be accessed through: <http://www.unece.org/trade/tfig>.

In trade, the UNECE has been involved since 2008 in supporting the AFT Roadmap for SPECA Initiative, which targets members of the United Nations Special Programme for the Economies of Central Asia (SPECA)<sup>1</sup>: Afghanistan, Azerbaijan, Kazakhstan, Kyrgyzstan, Tajikistan, Turkmenistan and Uzbekistan. The Initiative involves harnessing national and regional trade development efforts to achieve a set of common immediate and long-term priorities, namely: (a) developing national supply-side capacity, including productive capacity and institutional frameworks; (b) harnessing cross-border cooperation; and (c) facilitating the beneficial integration of SPECA countries into the multilateral trading system<sup>2</sup>. The aim is to attain greater regional and global integration, ensure continuous coordination of Aft activities, and create synergies between national and regional trade-development efforts.

In addition, the UNECE is carrying out demand-driven national trade needs assessment studies, using an in-house evaluation methodology that is tailored to capture behind and at-the-border regulatory and procedural barriers to trade in goods. The findings and recommendations emerging from these studies are intended to serve as a basis for: (i) discussions among member States during the UNECE Committee on Trade's annual sessions; (ii) decisions by national governments concerned and their development partners on follow-up interventions; and, (iii) decisions by member States on the CT's programme of work<sup>3</sup>.

<sup>1</sup> SPECA is jointly supported by UNECE and the United Nations Economic and Social Commission for Asia and the Pacific (UNESCAP).

<sup>2</sup> As defined under the Baku Ministerial Declaration adopted at the end of the Baku AFT Roadmap for SPECA Ministerial Conference, held in Baku, Azerbaijan on 1-2 December 2010. Up-to-date information on the AFT Roadmap for SPECA Initiative is available at: <http://www.unece.org/tradewelcome/aid-for-trade-roadmap-for-speca-region-initiative.html>

<sup>3</sup> Up-to-date information on the UNECE trade needs assessment studies is available at: <http://www.unece.org/tradewelcome/trademeetings/committee-on-trade/committee-session.html>

The Committee on Economic Cooperation and Integration (CECI) information exchange platform is a polyvalent and innovative tool for the online exchange of professional information among groups of connected experts. It also serves as a communication tool for conferencing among them between physical meetings. It was launched as a pilot project in April 2007 and, later, as a fully functioning environment. It is structured along the five thematic areas in the CECI programme of work, and was designed in-house by the UNECE Secretariat which manages the platform and provides user accounts to individuals with expertise and interest in the CECI areas of work.

In the field of standards:

- It is a sign of the quality of UNECE agricultural standards that, in many cases, they serve as a basis for European Union regulations, have been adopted as OECD standards, and are used as the basis of work in Codex.
- The 36 European Union regulations based on UNECE agricultural quality standards cover around 90 per cent of the market volume for fruit and vegetables traded in the 27 EU countries. The texts of these EU regulations are completely harmonized with UNECE standards. In practice, the EU accepts produce coming from non-EU countries that is marked and controlled according to UNECE standards for the purposes of confirming commercial quality.
- The OECD has adopted 52 UNECE standards and promotes them internationally through its Scheme for the Application of International Standards for Fruit and Vegetables. In addition, a number of Codex standards are based on UNECE standards for fresh fruits and vegetables, and a number of countries outside the European Union, such as China and the Russian Federation, have based some of their national standards on those from UNECE.

#### *Subprogramme on transport*

The UNECE objective in this area is to facilitate the international movement of persons and goods by inland transport modes. Transport infrastructure is a key element in promoting trade flows. In this respect, the UNECE Subprogramme on transport relates to trade capacity, particularly its activities in such areas as the development of transport infrastructure networks and border crossing facilitation. A number of international legal instruments in the field of transport developed and adopted by the UNECE cover the following trade-related areas:

- Transport networks, international road transport and road traffic safety;
- Vehicle regulations;
- Transport of dangerous goods;
- Border crossing facilitation.

To facilitate the operation and implementation of these legal instruments and recommendations on inland transport, the UNECE Secretariat organizes training courses, seminars and workshops, and provides advisory services to its Member States, particularly those with economies in transition, to promote capacity and institution-building and to assist in the identification, formulation and implementation of national and regional transport strategies and programmes. The UNECE also produces best practice guidelines. An example is the UNECE "Handbook of Best Practices at Border Crossings – A Trade and Transport Facilitation Perspective", published jointly with the Organization for Security and Co-operation in Europe (OSCE). Designed for officials in transport, trade and finance ministries, customs agencies; transport, freight and logistics business communities; civil society and researchers, it offers a rich array of reference materials, among others, covering legal instruments, risk management, the use of ICT solutions, and more than 120 best practice examples at border crossings<sup>4</sup>.

#### **Partnerships**

In the area of commercial agricultural quality standards, the main partners are the European Commission (EC), the OECD and FAO (Codex), together with the other regional commissions.

In the area of regulatory cooperation and standardization policies, the main partner is the ISO.

<sup>4</sup> The handbook is available at <http://www.osce.org/eea/88200> and [http://www.unece.org/trans/publications/wp30/best\\_practices.html](http://www.unece.org/trans/publications/wp30/best_practices.html),

In the area of trade facilitation, the main partners are the World Bank, the WTO, WCO, OECD, the United Nations Commission on International Trade Law (UNCITRAL) and UNCTAD, notably in the context of the MoU for the Global Facilitation Partnership for Transport and Trade (GFP). In addition, there is extensive cooperation with the other UN Regional Commissions (ECA, ECLAC, ESCAP, ESCWA).

To secure coherence in the development of electronic business related standards and recommendations, the UNECE cooperates with ISO, the International Electrotechnical Commission (IEC), the ITU and selected NGOs in the context of the ISO/IEC/ITU/UNECE MoU on electronic business standards.

On other aspects of trade facilitation, its most important partners are IMO, UNCTAD, the United Nations Commission on International Trade Law (UNCITRAL), the other UN regional commissions (ECA, ECLAC, ESCAP, ESCWA), the WCO, and the World Bank. These agencies work together through the Global Facilitation Partnership for Transportation and Trade (GFP) and the United Nations Trade Facilitation Network (UNTF), which unite the world's leading organizations and practitioners in trade and transport facilitation with the aim of creating an open information and exchange platform covering all aspects of trade and transport facilitation. GFP holds biannual meetings, and keeps a regularly updated website: [www.gfptt.org](http://www.gfptt.org). In the area of transport, the main partners are the European Commission, the EBRD, the World Bank, the Organization for Security and Co-operation in Europe (OSCE), UNESCAP, and the ADB.

Work under the CECI programme is undertaken in close cooperation with other relevant organizations and institutions operating in this field, including United Nations agencies, with a view to increasing synergies.

The list of partner organizations includes, but is not limited to: UNDESA, UNCTAD, UNIDO, UNESCAP, WIPO, the ITC, the World Bank, the EC, the Commonwealth of Independent States (CIS), the Eurasian Economic Community (EurAsEC), the OECD, the EBRD, the European Patent Office, the WCO, the European Business Angel Network (EBAN), the European Private Equity and Venture Capital Association (EVCA), the IPR Business Partnership, the Alliance for Gray Market and Counterfeit Abatement (AGMA), etc.

For more information: [www.unece.org/](http://www.unece.org/)  
[www.unece.org/trade/welcome.htm](http://www.unece.org/trade/welcome.htm)  
[www.unece.org/cefact/www.unece.org/trans/welcome.html](http://www.unece.org/cefact/www.unece.org/trans/welcome.html)  
[www.unece.org/ceci/](http://www.unece.org/ceci/)

## TCB activities in this guide

### GLOBAL ADVOCACY

- Improving understanding of the needs of transition economies

### LEGAL AND REGULATORY FRAMEWORK

- Regulatory cooperation and standardization policies
- Promotion of knowledge-based development

### COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES

- Agricultural quality standards

### TRADE FACILITATION

- Trade facilitation and electronic business

### PHYSICAL TRADE INFRASTRUCTURE

- Subprogramme on transport
- Transport of dangerous goods
- Harmonization of road vehicle regulations
- Transport links projects
- TIR customs transit and border crossing facilitation



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## UNITED NATIONS ECONOMIC COMMISSION FOR LATIN AMERICA AND THE CARIBBEAN (UNECLAC)

The Economic Commission for Latin America (ECLA) – the Spanish acronym is CEPAL – was established by Economic and Social Council Resolution 106(VI) of 25 February 1948 and began to function that same year. The scope of the Commission’s work was later broadened to include the countries of the Caribbean, and, by resolution 1984/67 of 27 July 1984, the Economic Council decided to change its name to the Economic Commission for Latin America and the Caribbean (ECLAC); the Spanish acronym, CEPAL, remains unchanged.

### Mandate and mission

The Secretariat of the Economic Commission for Latin America and the Caribbean (ECLAC):

1. Provides substantive secretariat services and documentation for the Commission and its subsidiary bodies;
2. Undertakes studies, research and other support activities within the terms of reference of the Commission;
3. Promotes economic and social development through regional and subregional cooperation and integration;
4. Gathers, organizes, interprets and disseminates information and data relating to the economic and social development of the region;
5. Provides advisory services to governments at their request, and plans, organizes and executes programmes of technical cooperation;
6. Formulates and promotes development cooperation activities and projects of regional and subregional scope commensurate with the needs and priorities of the region and acts as an executing agency for such projects;
7. Organizes conferences and intergovernmental and expert group meetings, and sponsors training workshops, symposia and seminars;
8. Assists in bringing a regional perspective to global problems and forums, and introduces global concerns at the regional and subregional levels;
9. Coordinates ECLAC activities with those of the major departments and offices at United Nations Headquarters, specialized agencies and intergovernmental organizations, with a view to avoiding duplication and ensuring coherence in the exchange of information.

### TCB-related programme

At present, the main objectives of the Division of International Trade and Integration of ECLAC, as stated in its work programme, are to strengthen linkages between Latin American and Caribbean countries and the global economy, and regional cooperation and integration schemes at subregional, regional and hemispheric levels. These objectives will be attained through increased awareness in the countries of the region of the implications and impact of the adoption of conventional and new trade rules and disciplines, and also by strengthened understanding and analytical knowledge of Member State stakeholders of ways of improving their linkages with the global economy in the context of the parallel advancement of globalization and open regionalism in Latin America and the Caribbean.

The work of the Division is organized around the following main areas:

- Analysis of global trends in the world economy and in Latin American and Caribbean trade policies;
- The rules governing international trade, integration trends and national trade policies;
- Issues relating to specific markets of interest to the region.

The Division has been active in a variety of areas related to the categories of this Trade Capacity Building Resource Guide:

- **Global advocacy:** the Division is mainly concerned with the MDGs and mainstreaming trade-related issues.
- **Trade policy development:** the Division is deeply involved in trade policy and country studies, trade agreements, and trade diplomacy.
- **The legal and regulatory framework related to the multilateral trade system:** the Division is very active in dispute resolution, good regulatory practice, and awareness and negotiation of WTO agreements (on TBT, SPS, etc.). High priority has been given to technical cooperation for institutional, technical and human capacity building for the negotiation, implementation and management of regional and multilateral trade agreements.
- **Supply capacity:** the Division provides studies and assistance to enhance the international competitiveness of the supply capacity base in value chain integration, private sector development and business networking, as well as innovation.
- **Conformity and compliance:** although in a non-recurrent manner, the Division has made important contributions to conformity and compliance by preparing studies and offering assistance on the dissemination of good practices in relation to TBT and SPS compliance, standards and technical regulations compliance, and national/regional standardization.
- **Promoting trade and exports:** the Division has presented studies and made recommendations related to export strategy development and implementation.
- **Market and trade information:** the Division is also very active in the provision of market and trade information through the compilation of databases on international trade and trade relations between Latin America and the Caribbean and other regions.
- **Trade facilitation:** in cooperation with other regional commissions and organizations related to the field of trade facilitation, the Division has been engaged in research and the provision of assistance to the countries of the region in the fields of border management and performance monitoring systems, customs upgrading (valuation, procedures and mechanisms), custom clearance and harmonization, rules of origin, aligned trade documents, electronic standards/EDI, paperless trade and the single window environment, and is also active in the field of logistics and transport services. These services are provided to public servants of foreign trade ministries, entrepreneurs, NGOs, chambers of commerce and production, students and other members of civil society.

Among the impacts of the implementation are the improvement of ECLAC's role as a facilitator of regional integration, and the increase in human, technical and institutional capacities among ECLAC member countries in the main categories in the field of international trade and integration.

#### Partnerships

- Chambers of commerce of different Latin American and Caribbean countries;
- Ministries of trade and of economy of different Latin American and Caribbean countries;
- NGOs and government-related cooperation agencies (GTZ);
- Other regional commissions under the framework of the 4th Tranche of the UN Development Account, Project D.

For more information: [www.eclac.cl/comercio](http://www.eclac.cl/comercio)

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### **TCB activities in this guide**

#### **GLOBAL ADVOCACY**

- Updated diagnostic activities and stronger links with the UN specialized agencies

#### **TRADE POLICY DEVELOPMENT**

- Policy-making and policy implementation assistance

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

- Integrated database of trade disputes for Latin America and the Caribbean

#### **SUPPLY CAPACITY**

- Analysis of public-private partnership for innovation and export development

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

- Studies and assistance on compliance

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

- Inter-regional Partnership For Promoting Trade

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

- Interactive graphic system of international trade data (SIGCI)

#### **TRADE FACILITATION**

- Trade facilitation support

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

- Activities of the UNECLAC system to promote and support South-South cooperation during the 2010-2011 biennium
- Political and regulatory dialogue of the @LIS programme Alliance for the Information Society: UNECLAC European Union
- Strengthening competition in the Central American isthmus

## UNITED NATIONS ENVIRONMENT PROGRAMME (UNEP)



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UNEP, established in 1972, is the voice for the environment within the United Nations system. UNEP acts as a catalyst, advocate, educator and facilitator to promote the wise use and sustainable development of the global environment. To accomplish this, UNEP works with a wide range of partners, including UN entities, international organizations, national governments, non-governmental organizations, the private sector and civil society.

UNEP work encompasses:

- Assessing global, regional and national environmental conditions and trends;
- Developing international and national environmental instruments;
- Strengthening institutions for the wise management of the environment;
- Facilitating the transfer of knowledge and technology for sustainable development;
- Encouraging new partnerships and mind-sets within civil society and the private sector.

UNEP's overall mandate is to provide leadership and encourage partnership in caring for the environment by inspiring, informing, and enabling nations and peoples to improve their quality of life without compromising that of future generations.

### TCB-related programme

UNEP's Governing Council requested UNEP in 2001 to "assist countries, particularly developing countries and countries with economies in transition, to enhance their capacities to develop and implement mutually supportive trade and environmental policies" in a manner that is "geared to reflect the socio-economic and development priorities, as well as the needs and capacities of individual countries" (GC 21/14).

Located within UNEP's Division of Technology, Industry and Economics, UNEP's Economics and Trade Branch (UNEP-ETB) seeks to conserve the environment, reduce poverty, and promote sustainable development by enhancing the capacity of governments, businesses, and civil society to integrate environmental considerations into economic, trade, and financial policies and practices. Trade and environment policies are often developed in relative isolation from one another due to limited understanding of trade and environment linkages, insufficient coordination among policy-makers, and a lack of capacity to design integrated and mutually supportive policies. UNEP-ETB has been responding to this challenge by initiating a number of joint initiatives and activities with the WTO, UNCTAD, UN regional economic commissions and Secretariats of Multilateral Environmental Agreements (MEAs), which aim to build the capacity of developing countries to integrate trade, environment and development objectives into national policy-making.

Since 1997, UNEP has supported numerous country-driven, national-level integrated assessments of the environmental, social and economic impacts of trade liberalization in specific sectors, such as fisheries, agriculture and forestry, with the goal of ensuring that trade liberalization supports national sustainable development objectives and poverty reduction strategies.

In 2008, UNEP launched the Green Economy Initiative (GEI) in order to provide analysis and policy support for countries transitioning to a green economy. As part of the GEI, UNEP develops research materials that analyse the macroeconomic, sustainability, and poverty reduction implications of green investment in a range of sectors from renewable energy to sustainable agriculture.

UNEP's Green Economy and Trade Opportunities Project (GE-TOP) directly supports, and benefits from the work carried under the GEI. GE-TOP examines the positive trade opportunities available in a transition to

a green economy. It provides examples of the trade opportunities that are available to developing countries, guidance on how to maximize gains from these opportunities, and a platform for interested parties to discuss the opportunities in the regional and global contexts.

While GE-TOP is global in nature insofar as all countries can examine their involvement in international trade from a green economy perspective and enact appropriate policies, the project activities focus on providing analysis of trade opportunities for developing countries. The first part of the project was the draft of a report entitled “Green Economy and Trade – Trends, Challenges and Opportunities”. The second part of the project consists of national-level analysis of trade opportunities in a selection of developing countries across regions.

#### Successful Projects

UNEP ETB has supported many projects in the last several years, including the “Promoting Production and Trading Opportunities for Organic Agriculture in East Africa” initiative (as part of UNEP-UNCTAD Capacity Building Task Forces on Trade (CBTF), Environment and Development and implemented in collaboration with ITC, the FAO, IFOAM, and national institutions in the participating countries). The initiative was designed based on the knowledge that organic agriculture offers a range of environmental, social, and economic benefits for developing countries and that, in order to take advantage of these opportunities, governments must create an environment that encourages sustainable growth and development in the sector and that helps producers and exporters of organic agricultural products overcome the obstacles they face.

When the initiative was being planned (2003-2005), there were five public and private organic agriculture standards in the participating three East African countries—Kenya, Tanzania and Uganda. It was evident from the outset that there was a need for one harmonized organic agriculture production standard tailored to local environmental and socioeconomic conditions. Stakeholders had recently created organic agriculture networks at the national level in the three countries and were in the process of developing private organic standards to guide local producers. In assessing these competing standards, it became clear that a common regional standard and pooled resources for lobbying could increase the likelihood of success in negotiations with the European Union on issues associated with equivalence or mutual recognition, which could result in improved market access for East African organic agricultural products. The CBTF established a Regional Standards Technical Working Group (RSTWG) with a mandate to develop an East African organic standard.

Once it had been adopted by the EAC as its official voluntary standard, the East African Organic Products Standard was only the second regional standard in the world, after the EU organic standard. It is the first regional standard in the developing world, and the first to be developed through such a participatory and multi-stakeholder process.

#### Partnerships

UNEP is partnering with FAO, UNIDO, ITC and UNCTAD on the United Nations Forum on Sustainability Standards (UNFSS), a platform that provides information and analysis on voluntary sustainability standards. The UNFSS was launched in March 2013 and has a particular focus on the potential value of voluntary sustainability standards (VSS) as tools for developing countries to achieve their sustainable development goals. UNEP is working with ICTSD and ITC to explore trade opportunities in the green economy.

UNEP also partners with the WTO, other UN agencies, the secretariats of environmental conventions, and UN Regional Economic Commissions in projects focused on their respective mandates.

For UNEP as a whole: [www.unep.org/](http://www.unep.org/)

For TCB of the UNEP Economics and Trade Branch: [www.unep.ch/etb/](http://www.unep.ch/etb/)



## TCB activities in this guide

### GLOBAL ADVOCACY

- Analysis and support while transitioning to a green economy
- Identifying trade opportunities in the green economy

### TRADE POLICY DEVELOPMENT

- Providing information and analysis on **voluntary sustainability standards**

### LEGAL AND REGULATORY FRAMEWORK

- Legal and regulatory frameworks in eco-labelling

### SUPPLY CAPACITY

- Accessing BioTrade in the green economy
- Opportunities for organic agriculture

### SOUTH-SOUTH AND TRIANGULAR COOPERATION

- UNEP South-South Exchange Mechanism



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## UNITED NATIONS HUMAN SETTLEMENTS PROGRAMME (UN-HABITAT)

The United Nations Human Settlements Programme (UN-HABITAT) is the United Nations agency for human settlements. It is mandated by the UN General Assembly to promote socially and environmentally sustainable towns and cities with the goal of providing adequate shelter for all. The main roles and responsibilities of UNHABITAT derive from the Habitat Agenda, adopted by the United Nations Conference on Human Settlements (Habitat II) in Istanbul, Turkey, in 1996. Thereafter, the UN General Assembly mandated UN-Habitat with overall responsibility for the coordinated implementation of the Habitat Agenda. The Habitat Agenda comprises two main goals: adequate shelter for all, and sustainable human settlements development in an urbanizing world.

### TCB Related Programme

Given the considerable degree of socio-economic interdependence between urban and rural areas in most countries, the international development agenda has given increasing importance to the promotion of a more balanced approach to the development of the two areas, namely the rural-urban linkage development approach. Rural-urban linkages generally refer to the growing flows of public and private capital, people, goods, ideas, information and technology. Adequate infrastructure, such as transportation, communication, energy, and basic services, is central to the rural-urban development linkage approach. One of the main economic objectives of the rural-urban linkage approach is to strengthen (sub-national) trade links by improving access of rural products to urban markets.

The three main aims are: (i) to promote balanced regional development through enhanced rural-urban linkages, (ii) to alleviate poverty through the promotion of employment and other income-generating activities, and (iii) to facilitate the commercialization of rural products in urban areas.

UN-HABITAT considers this approach as having a great potential for promoting regional socio-economic development and, in particular, for generating employment opportunities, and thus contributing to poverty alleviation in both rural and urban areas. UN-HABITAT's capacity building activities to enhance rural-urban trade links encourage governments to institutionalize and integrate rural-urban linkages into their respective national and sub-national development planning processes. Its activities thus focus on trade policy development, supply capacity and trade promotion at the national level, as well as global advocacy.

### Successful Projects

Over the years, UN-HABITAT has taken concrete steps to launch various programmes and initiatives to promote and implement this approach. For example, in cooperation with UNDP and the Government of Nepal, UN-HABITAT has implemented the Rural-Urban Partnership Programme (RUPP), which aimed to strengthen rural-urban development linkages in Nepal. RUPP addressed not only the physical and spatial aspects of development, but also its key socio-economic dimensions. Similarly, with financial support from UNDP, UN-HABITAT has implemented the Poverty Alleviation through Rural-Urban Linkages (PARUL) project in Indonesia. This project adopted several strategies to strengthen rural-urban linkages, including the promotion of public-private partnerships and improved market access for small scale producers through collaboration with large scale enterprises.

Building on this past work, the Urban Economy Branch of UN-HABITAT has recently set up a Rural-Urban Linkages Support Programme (RULSUP) to promote the incorporation of the rural-urban linkages approach into regional and national development strategies. RULSUP will initially focus on strengthening rural-urban development linkages in eastern Africa. Similar initiatives for other developing country regions will be considered in the future.

### **Partnerships**

The Lake Victoria Local Economic Development Initiative (LV-LED), recently completed project: UN-HABITAT, FAO, IFAD, WFP, ILO, UNIDO and the Common Fund for Commodities (CFC)

For more information: <http://www.unhabitat.org/categories.asp?catid=513>

### **TCB activities in this guide**

#### **SUPPLY CAPACITY**

- Lake Victoria Local Economic Development Initiative (LV-LED)



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## UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION (UNIDO)

The United Nations Industrial Development Organization (UNIDO) is the specialized United Nations agency promoting sustainable, private sector-led industrial development in developing and transition economies with a special focus on least developed countries (LDCs) and sub-Saharan Africa. UNIDO helps countries to meet the challenge of sustainable industrial development through technical assistance and capacity building, so that they will be better equipped to compete in the global marketplace. UNIDO has sharpened its technical cooperation activities by focusing on three themes, which directly respond to international development priorities:

- Poverty reduction through productive activities, by promoting industry, especially through small and medium-sized enterprises (SMEs) in less developed areas, with a focus on employment creation, income generation and institutional capacity building.
- Trade capacity building, by helping countries to develop production and trade-related capacities, including their capacity to meet the standards of international markets, and to develop the capacity to prove compliance with those market requirements.
- Environment and energy, by promoting the green energy concept, in particular through fostering of resource efficiency, industrial energy efficiency and use of renewable sources of energy, particularly in rural areas, and supporting other activities for sustainable industrial development.

To improve standards of living through industries that are both internationally competitive and environmentally sustainable, the Organization has created a large portfolio of projects related to trade capacity building.

### TCB Related Programme

UNIDO's activities and programmes in Trade Capacity Building enhance the capacity of developing countries and countries with economies in transition to participate in global trade and hence increase their economic growth.

To effectively address the many factors underlying successful industrial exports and trade, UNIDO has adopted a holistic approach to trade capacity building structured around three key imperatives, the need to:

- "Compete": Developing competitive productive supply capacities;
- "Conform": Developing standards and conformity assessment infrastructure and services to prove compliance with market requirements in an internationally recognized manner;
- "Connect": Enhancing connectivity to markets.

On the supply side, UNIDO supports enterprises in their efforts to offer competitive, safe, reliable, cost-effective and compliant products on the world markets, by improving manufacturing competitiveness and resource-use efficiency, by upgrading existing enterprises, promoting technology management and diffusion, road-mapping and foresight, and by supporting the creation of clusters and export consortia. UNIDO provides such technical support services by building local capacity and through regional and national productivity centres, and sector-specific technology advisory centres. The activities are mainly targeted at strengthening institutional capacity through expert knowledge and best practices, training programmes, study tours, equipment supply, development of tools and methodologies, and undertaking pilot demonstration projects for replication. UNIDO also designs and implements national and regional commodity-based trade capacity building programmes, in cooperation with international partner agencies such as the World Trade Organization (WTO), International Trade Centre (ITC) and Food and Agricultural Organization (FAO).

With respect to conformity issues, UNIDO assists developing countries, and also those that have recently acceded to WTO, or are in the accession process, to develop their conformity infrastructure that will allow the implementation of WTO rules and agreements such as on technical barriers to trade (TBT) and on sanitary and phytosanitary (SPS) measures. Since globally-recognized conformity assessment infrastructure and

services are a pre-condition for effective trade participation, UNIDO develops capacities of standards bodies, metrology/calibration and testing laboratories, inspection bodies, enterprise system management certification bodies, accreditation services and traceability schemes.

UNIDO also supports the strengthening of business advisory services to better enable companies to comply with standards such as Food Safety, Corporate social Responsibility (CSR), Environmental Impact, etc. In terms of market connectivity, UNIDO supports enterprises and exporters to enter global supply chains, develop business and trade partnerships. Where needed, UNIDO secures other services from partner agencies.

In addition to developing national capacities, UNIDO has also been increasingly developing regional trade-related compliance infrastructure and services. UNIDO is building-up regional trade capacity infrastructure in the Andean community, Central America, East African Community, West African Economic and Monetary Union (UEMOA) and the Economic Community of West African States (ECOWAS), as well as in the South Asian Association for Regional Cooperation (SAARC) and Mekong regions, with a main emphasis on harmonization of standards and technical regulations, and conformity assessment schemes and procedures within a regional quality infrastructure. UNIDO also supports the development of International Laboratory Accreditation Cooperation (ILAC)/International Accreditation Forum (IAF) Multilateral Recognition Agreements (MRAs).

#### Examples of successful Projects:

##### AEON-UNIDO Project

The joint program from UNIDO and AEON in Malaysia aims to increase safe and sustainable sourcing, and business linkages between AEON and its suppliers in Malaysia. The programme builds on AEON's Good Citizenship Business Principles, incorporating food safety, integrity, sustainable development and community development which will be promoted throughout the supply chain, and on UNIDO's experience in business partnership programmes to develop small and medium-sized enterprises, and in building trade capacity by increasing food safety, productivity and sustainability.

The project is part of UNIDO's Sustainable Supplier Development Programme and builds on the successful cooperation with some of the other world's top retailers to improve livelihoods and make sustainable supplies available through inclusive value chains. The partnership with AEON, a retail network comprising a large number of subsidiaries and affiliated companies ranging from convenience stores and supermarkets to shopping malls and specialty stores, is supported by the Japanese government.

The focus of the programme will be on food safety requirements, and participants undergo a series of training and mentoring sessions to implement effective food safety systems in line with a programme developed by the Global Food Safety Initiative's Global Market Protocol.

The programme will benefit Malaysian small and medium-sized enterprises and farms, and local communities where suppliers operate, as well as consumers. It will not only give local suppliers access to new markets, but will also bring about important improvements in the areas of quality and food safety at the local level and will help suppliers to increase productivity and implement best international practices of corporate social responsibility (CSR) and sustainability in their daily operations. There are plans to extend and develop the programme, with a view to helping Malaysia become a hub for sustainable supplier development in the region.

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The programme is a public-private partnership, jointly supported by UNIDO and AEON, which will be implemented in Malaysia with the support of Malaysia’s Ministry of International Trade and Industry, SME Corp. Malaysia and other local institutions, such as the Department of Islamic Development (JAKIM), the Ministry of Health, the Halal Industry Development Corporation, the Standard and Industrial Research Institute of Malaysia and the Federation of Malaysia Manufacturers.

**Partnerships**

Over the last years, UNIDO has continuously been developing partnerships with international agencies in the area of trade capacity building, such as the WTO, World Bank, FAO, ITC and UNCTAD, in order to strengthen the synergies and enhance collective impact. Such inter-agency cooperation in the framework of a common, systemic, non-agency-partisan approach is what more recently has been advocated by the call for One UN Coherence in technical assistance delivery, and is also the underlying philosophy of the Aid for Trade Initiative.

**InExpo – Food Safety Project Sri Lanka**

The overall objective of the project is to facilitate industrial development and export capabilities (and consequently spurring economic growth and employment opportunities) in Sri Lanka by reducing technical barriers to trade through the strengthening of standards and institutional structures and national capacities.

Specifically, the target is to ensure Good Hygienic Practices (GHP), promote Food Safety, to enhance certification capacity in the country and to ensure the sustainability of the training and certification center. This has been successfully achieved by the established certification and training centre/body INDEXPO (jointly by Ceylon National Chamber of Industries (CNCI) and National Chambers of Exporters (NCE)) in cooperation with Ministry of Industrial Development. In addition, a GHP scheme (fully operated by IndExpo) named “Crowns for Food Hygiene” has been developed based on International best practices to assist and encourage food businesses in Sri Lanka to follow good hygienic practices.

More information: [www.indexpocertification.lk/](http://www.indexpocertification.lk/)  
<http://www.crowns.lk/>

The promotion of GHP and Food Safety benefits not only the Private & Public Catering establishments, but also the local consumers, who benefit from the improved GHP standards. Moreover, the sustainability of the training and certification centre ensures credible and affordable services for all sectors in the country.

The programme is a public-private partnership, jointly with the national chambers as well as the Ministry of Industrial Development of Sri Lanka. Furthermore, the Sri Lankan Tourism Development Authority signed a MOU with IndExpo to implement the Crowns GHP scheme throughout the country.

**Cinnamon Sector Project Sri Lanka**

The project supports the cinnamon industry stakeholders in Sri Lanka to enhance the competitiveness of their value chain with the counterpart The Spice Council (TSC), thus enabling them to move up the value chain and compete more effectively in global trade. The direct impact of the project is to provide support to the industry to enhance quality and food safety compliance (SPS) and to meet with the conformity requirements of European and North American and high-end markets.

The programme is conducted in partnership with the Spice Council of Sri Lanka, representing all key stakeholders in the cinnamon industry as well as the Food and Agriculture Organization (FAO).

**CEB Cluster Project Lao PDR**

The main objective of this project is to develop an overall competitive tourism industry, while at the same time strengthening the organic agriculture and the handicraft (especially the silk) industries in order to achieve a spill-over effect on those sectors through backward-linkages, and improving the export volume and quality of the above mentioned sectors, thereby positively impacting on poverty in targeted provinces of Lao PDR.

The project aims to develop, inter-alia, a competitive tourist industry by ensuring compliance with Food Safety, Service Quality and Environmental Standards through the introduction of a voluntary National Quality Certification Mark (NQCM) as well as improved management practices, workplace cooperation, as well as skills and productivity of workers in the tourism sector.

The UN system-wide coherence process, as conceived and guided by the General Assembly and ECOSOC's resolutions, calls for strengthening the UN inter-agency coordination on the one hand, and increasing the development impact and national ownership of UN assistance at the country level, on the other hand. By joining their efforts in the UN CEB Inter-Agency Cluster on Trade and Productive Capacity, the agencies aim at addressing both: enhancing inter-agency coherence and joint initiatives at the country level with a view to maximizing the effectiveness of UN expertise and avoiding duplication of its efforts as well as facilitating dialogue with the national counterpart and, above all, enhancing national capacities. A greater effectiveness is also achieved: the donor finances one single joint programme, instead of several individual projects with each agency.

The Cluster is now recognized as a very dynamic inter-agency mechanism dedicated to the coordination of trade development operations at the national and regional levels within the UN system.

**Better Work and Standards Programme (BEST) for Quality, Fisheries and Textile Sections of Bangladesh**

This programme (2010 – 2014) consists of three components - Component 1: Better Quality Infrastructure (BQI), Component 2: Better Fisheries Quality (BFQ) and Component 3: Better Work in Textiles and Garments (BWTG).

This project is funded by the European Union (EU) and the Norwegian Agency for Development Cooperation (Norad) and implemented by UNIDO and German Technical Cooperation (GIZ) with € 16.9 million.

*Component 1: Better Quality Infrastructure (BQI)*

The main focus of this component are:

- i) Development of an accreditation programme in cooperation with a foreign accreditation body for a number of product testing laboratories, certification and inspection bodies, and medical laboratories. This includes assistance to Bangladesh Accreditation Board (BAB) to enable full participation in international forums.
- ii) Assistance to undertake structural, financial and legislative reforms. This includes further strengthening of the Bangladesh Standard and Testing Institution (BSTI) and of the National Metrology Institute, and the Bangladesh Council of Scientific and Industrial Research (BCSIR).

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*Component 2: Better Fisheries Quality (BFQ)*

The main focus is on harmonizing the regulatory framework for controls in the supply chain (including veterinary medicines). This includes strengthening the control reach of the competent authorities throughout the supply chain.

*Component 3: Better Work in Textiles and Garments (BWTG)*

The main objective is the development of a national performance cluster for textiles and garments with NITTRAD (National Institute for Textile Technology Research and Design), BIFT (Bangladesh Garment Manufacturers and Exporters Association Institute of Fashion and Technology) and iART (Institute of Apparel Research and Technology) and Bangladesh Institutes of Textile & Technology (BITT).

In parallel, in collaboration with UNIDO, GTZ will focus on raising awareness of international labour and social standards among workers, middle managers and civil society, including strengthening the capacity of supervisors, inspectors and managers to implement international labour and social standards through specialist training, developing mechanisms for mediation and arbitration among national as well as among international/national stakeholders, and strengthening the institutional capacity to support international labour and social standards through better policy and regulation.

**Partnerships**

Over the last years, UNIDO has continuously been developing partnerships with international agencies in the area of trade capacity building, such as the WTO, World Bank, FAO, ITC and the United Nations Conference on Trade and Development (UNCTAD), in order to strengthen the synergies and enhance collective impact. Such inter-agency cooperation in the framework of a common, systemic approach is what more recently has been advocated by the call for One UN Coherence in technical assistance delivery, and is also the underlying philosophy of the Aid for Trade Initiative.

Since UNIDO signed a MoU with the WTO in 2003, both organizations have joined forces to helping developing countries and transition economies to remove supply-side obstacles to trade, ensure conformity of their products to market requirements, and become better integrated into the multilateral trading system.

UNIDO undertakes joint global forum or advocacy activities with other international technical agencies, specifically in the area of standards and conformity, such as the International Bureau of Weights and Measures (BIPM), the International Accreditation Forum (IAF), the International Laboratory Accreditation Cooperation (ILAC), the International Organization for Standardization (ISO), the International Telecommunication Union (ITU), and the International Organization of Legal Metrology (OIML).

In cooperation with the International Electrotechnical Commission (IEC) and ITU, UNIDO has organized regional workshops with the objective of engaging developing countries in standards and conformity assessment activities and help them better understand conformity assessment for the electrotechnical and telecommunications sectors, so that they can bridge specific gaps in their infrastructure.

UNIDO also participates in the Network on Metrology, Accreditation and Standardization for Developing Countries (DCMAS). Presently, the members of the DCMAS are BIPM, IAF, IEC, ILAC, ISO, ITC, ITU, OIML, United Nations Economic Commission for Europe (UNECE) and UNIDO.

The Global Compact: UNIDO is one of six core agencies, and is especially mandated to assist SMEs in their efforts to adhere to the principles of the Global Compact, in particular in the area of Corporate Social responsibility (CSR).



UNIDO initiated a strategic partnership with the Global Social Compliance Programme (GSCP), which was created by and for global buying companies. The main objective of GSCP is to deliver a shared, global and sustainable approach towards improving the social and environmental sustainability of the shared supply base of global buying companies. As this requires guidelines, tools and training to implement compliant management practices at suppliers' sites, GSCP partners with UNIDO to align Responsible Entrepreneurs Achievement Programme (REAP) with the GSCP Reference Tools ("REAP+").

Within the Global Consumer Goods Forum (CGF), UNIDO collaborates with the Global Food Safety Initiative (GFSI) in developing Global Markets Capacity Building Programme, a comprehensive step-by-step programme that guides businesses through a continuous improvement process in their food safety management systems, thus facilitating local market access and creating mutual acceptance along the supply chain systems. UNIDO and GFSI have established a Harmonized Protocol for Food Safety management and piloted its implementation in a number of countries in cooperation with major retailers.

UNIDO has launched a strategic partnership with the Directorate General for Health and Consumer Protection of the European Commission (DG SANCO) on developing the Food Safety Alert - Rapid Response Facility (FSA-RRF) to allow for a rapid delivery of intervention activities aimed at both short-term market access and longer term strategic orientation of the agro-food sector leading to export led growth and development.

Since UNIDO and UNDP signed a cooperation framework for joint programming at country level in 2004, UNIDO desks have been established in 11 countries that will benefit from the joint activities.

Since the mid-1990s, UNIDO and UNEP have run a joint programme that established a network of more than 30 National Cleaner Production Centres to, inter alia, help industries clean up their production processes and adopt cleaner technologies.

In 2005, UNIDO and UNODC signed a MoU that envisages joint programming in up to five countries, focusing on UNIDO's SME and private sector development activities and UNODC's sustainable livelihood programme.

Starting in 2007, UNIDO initiated TCB activities under the Africa Productive Capacity Initiative (APCI) of NEPAD.

Similar partnerships (e.g. joint programme development and implementation) exist with other UN agencies such as FAO, the International Atomic Energy Agency (IAEA) and the United Nations Education, Scientific and Cultural Organization (UNESCO).

## **TCB activities in this guide**

### **GLOBAL ADVOCACY**

- Cost-benefit analysis for conformity assessment infrastructure and services
- Quality infrastructure needs assessment
- Trade Standards Compliance Analysis
- Industrial Development Reports

### **TRADE POLICY DEVELOPMENT**

- Development of national quality policy and strategy
- Sectoral trade development studies
- Industrial Policy studies
- Industrial Statistics

### **LEGAL AND REGULATORY FRAMEWORK**

- Strengthening the legal and regulatory framework for conformity

#### SUPPLY CAPACITY

- Advisory services on enterprise management systems
- Advisory services on traceability
- Techno-economic assessments
- Product and process design and development
- Development of sectoral technology centres
- Food hygiene management
- AGRO processing
- Innovative technologies - Montreal Protocol
- Cleaner energy for industry - Phase-Out Programmes in Latin America and the Caribbean
- Renewable energy for industry
- Renewable energy standards
- Industrial energy efficiency
- Energy management systems standards
- Greening existing industries
- Creation of new green industries
- Export consortia
- Cluster development
- Subcontracting and Partnership Exchange (SPX) Programme
- Investment Promotion: Targeting and attracting quality FDI for development impact
- Corporate Social Responsibility (CSR)
- Business Partnership Programme
- Industrial Modernization and Upgrading

#### COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES

- Standardization bodies
- Metrology (measurement) laboratories
- Testing laboratories
- Accreditation bodies
- Development of competent authorities for fish and horticulture exports
- Global Food Safety Initiative (GFSI): Global Markets Capacity Building Programme
- Labnetwork
- Quality infrastructure role in adopting energy efficiency measures

#### MARKET AND TRADE INFORMATION

- Information and Business Development Services
- Global Competitive Industrial Production Index
- Statistics

#### SOUTH-SOUTH AND TRIANGULAR COOPERATION

- South-South Cooperation mechanisms
- Capacity building assistance to develop an Enterprise Development and Investment Promotion (EDIP) Programme for China
- Business and Investment Roundtable for Promoting South-South Investment and Partnership between China and Latin American Countries
- UNIDO-China food quality, safety and testing training facility in Dali
- UNIDO-VIMTA South-South Training Facility for Testing Laboratories
- Development of Safety and Quality Infrastructure for the Seafood Sector in Timor-Leste
- Networks, platforms and partnerships with South-South cooperation focus
- The fifth annual Global South-South Development Expo (GSSD) 2012

## UNITED NATIONS RELIEF AND WORKS AGENCY FOR THE PALESTINE REFUGEES IN THE NEAR EAST (UNRWA)



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UNRWA is a United Nations agency established by the General Assembly in 1949 and is mandated to provide assistance and protection to a population of some 5 million registered Palestine refugees. Its mission is to help Palestine refugees in Jordan, Lebanon, Syria, West Bank and the Gaza Strip to achieve their full potential in human development, pending a just solution to their plight. UNRWA's services encompass education, health care, relief and social services, camp infrastructure and improvement, microfinance and emergency assistance. UNRWA does not provide "capacity development to governments" but rather works in coordination with the host governments. The Agency's interventions particularly address issues relating to PRPS and MDGs aiming to address the human development needs of the Palestine refugee population. UNRWA is funded almost entirely by voluntary contributions.

UNRWA's organizational strategy focuses on the main programmatic areas of its mandate, contributing towards poverty alleviation and sustainable socio-economic development outcomes amongst its target population.

For more information: [www.unrwa.org](http://www.unrwa.org)

### TCB activities in this guide

#### SUPPLY CAPACITY

- Technical and Vocational Education and Training (TVET)

#### OTHER TRADE RELATED SERVICES

- Microfinance and Microcredit Programme (MMP)
- Relief and social services



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## WORLD BANK GROUP (WB)

The World Bank is a vital source of financial and technical assistance to developing countries around the world. The World Bank Group consists of five organizations:

The *International Bank for Reconstruction and Development (IBRD)* aims to reduce poverty in middle-income and creditworthy poorer countries by promoting sustainable development through loans, guarantees, risk management products, and analytical and advisory services. Established in 1944 as the original institution of the World Bank Group, IBRD is structured like a cooperative that is owned and operated for the benefit of its 188 member countries. IBRD raises most of its funds on the world's financial markets and has become one of the most established borrowers since issuing its first bond in 1947. The income that IBRD has generated over the years has allowed it to fund development activities and to ensure its financial strength, which enables it to borrow at low cost and offer clients good borrowing terms.

To meet the increasingly sophisticated demands of middle-income countries, IBRD is overhauling financial and risk management products, broadening the provision of free-standing knowledge services and making it easier for clients to deal with the Bank.

The *International Development Association (IDA)* provides interest-free loans—called credits—and grants to governments of the poorest countries.

The *International Finance Corporation (IFC)* provides loans, equity and technical assistance to stimulate private sector investment in developing countries.

The *Multilateral Investment Guarantee Agency (MIGA)* provides guarantees against losses caused by non-commercial risks to investors in developing countries.

The *International Centre for Settlement of Investment Disputes (ICSID)* provides international facilities for conciliation and arbitration of investment disputes.

Two of these are unique development institutions—the International Bank for Reconstruction and Development (IBRD) and the International Development Association (IDA). The institutions play different but supportive roles in the Bank's mission of global poverty reduction and the improvement of living standards. The IBRD focuses on middle income and creditworthy poor countries, while IDA focuses on the poorest countries in the world. Together they provide low-interest loans, and interest-free credit and grants to developing countries for education, health, infrastructure, communications, and many other purposes.

The IBRD and IDA offer two basic types of loans and credits: investment loans and development policy loans. Investment loans are made to countries for goods, works and services in support of economic and social development projects in a broad range of economic and social sectors. Development policy loans (formerly known as adjustment loans) provide quick-disbursing financing to support countries' policy and institutional reforms.

Each borrower's project proposal is assessed to ensure that the project is economically, financially, socially and environmentally sound. During loan negotiations, the Bank and borrower agree on the development objectives, outputs, performance indicators and implementation plan, as well as a loan disbursement schedule. While the Bank supervises the implementation of each loan and evaluates its results, the borrower implements the project or programme according to the agreed terms. As nearly 30 percent of Bank staff are based in some 100 country offices worldwide, three-quarters of outstanding loans are managed by country directors located away from the Bank offices in Washington.

### TCB Related Programme

The Bank is the largest multilateral provider of Aid for Trade. It helps to make the world trading system more conducive to development and also contributes to shaping the growing agenda on regionalism and bilateral agreements, and to integrating trade into the growth strategies of developing countries. The Bank has been rapidly expanding its trade-related activities, which include operations, research and analysis, advocacy, training, and capacity building. Today, research work falls into various areas including poverty impacts of trade and adjustment policies; country competitiveness analyses; analysis of pro-active policies to enhance export supply response; analysis of national trade policies; the ongoing Doha Round of WTO negotiations; and the design and impact of regional trade agreements.

#### *Trade-related lending*

New World Bank trade-related lending for fiscal year 2012 (FY12) totaled \$1.9 billion to help developing countries achieve their trade-reform objectives. This is nearly a fourfold increase from FY03 levels of \$566 million. The share of trade-related lending in total Bank lending has also grown from an average of 2 percent in FY02-FY03 to 5 percent in FY12. New trade-related commitments in FY13 are expected to increase to US\$3.0 billion, 70 percent of which will be in Africa. At the end of FY12, the stock of Bank trade-related lending was US\$10.9 billion involving 189 projects. As in previous years the bulk of this lending has been driven by projects in trade facilitation and market access and in support of regional integration.

The Bank's work on trade has two central objectives. At the global level, the Bank advocates changes in the world trading system to make it more supportive of development, especially in the poorest countries and for poor people across the developing world. This includes collaborating with the WTO, other multilateral agencies, governments in developing countries, and donors to support a "pro-development" outcome in the Doha Development agenda, as well as working with partners to maximize the development impact of regional trading agreements. The Bank undertakes research to better understand the role of international trade in development and poverty reduction. The Bank has also contributed significantly to the development of techniques and policy tools for analyzing the impact of trade policy reforms. At the same time, the Bank, through policy-based loans, has supported trade reforms in many developing countries, such as the reduction of tariffs, the elimination of quantitative restrictions, and the improvement of foreign exchange systems.

The distinguishing feature of World Bank work on international trade is that it is an integral part of the Bank's work on development and poverty reduction. The Bank assists developing countries to formulate liberal trade policies in their process of development and poverty reduction, and provides technical assistance or policy advice to the governments towards an open trade regime.

The second objective of the Bank's work on trade occurs at the country level. In this arena, the Bank supports developing countries in their efforts to improve their own policies, institutions and infrastructure (i.e. roads, ports and telecommunications) in order to use trade to help spur growth and reduce poverty. This work includes strategic assistance to clients in support of pro-poor trade related reforms, with special attention to the low-income countries that are most in need of Bank support.

The projects regarding trade and integration are:

- Export development and competitiveness
- Regional integration
- International financial architecture
- Technology diffusion
- Trade facilitation and market access

*Training and Capacity Building*

The World Bank's training and capacity building serves two constituencies: Bank staff, and stakeholders and decision-makers in developing countries. Internal trade-related learning and capacity building is designed to provide staff with access to technical tools, lessons of experience, and rigorous research and learning opportunities that enable them to mainstream trade in Country Assistance Strategies, and to strengthen staff's understanding of the role of trade as an engine for sustainable growth and poverty reduction.

External training and capacity building is carried out by the World Bank Institute (WBI).

**Partnerships**

The World Bank Group works in partnership with the development agencies of individual countries to better coordinate aid and to more effectively achieve development goals.

At both the regional and global levels, the World Bank works with UN agencies, other international institutions, donors, civil society and professional and academic associations to improve the coordination of aid policies and practices.

List of Inter-agency Cooperation Mechanisms:

- CEB Inter-Agency Cluster on Trade and Productive Capacity
- Measuring Aid for Trade - Creditor Reporting System (CRS)
- WTO's Global Technical Assistance Database (GTAD)
- Enhanced Integrated Framework (EIF)
- Global Partnership Facilitation for Transportation and Trade (GFP)
- Standards and Trade Development Facility (STDF)
- Transparency in Trade data initiative (TNT)

**TCB activities in this guide****GLOBAL ADVOCACY**

- Global dialogue on trade and development

**TRADE POLICY DEVELOPMENT**

- Support to country trade policies and institutions
- Diagnostics
- Support for multilateral and regional trade negotiations
- Economic and sector work
- Trade-related research

**LEGAL AND REGULATORY FRAMEWORK**

- WTO accession and trade policy training
- Assistance on preferential trade agreements
- Lending to meet trade standards
- Agri-food standards support

**SUPPLY CAPACITY**

- IFC assistance to agricultural trade companies
- Supporting South-South investments

**MARKET AND TRADE INFORMATION**

- World Integrated Trade System (WITS)
- Doing Business database Research

**TRADE FACILITATION**

- Trade facilitation support
- Customs modernization handbook
- Advisory services related to trade

**PHYSICAL TRADE INFRASTRUCTURE**

- Trade related infrastructure projects lending

**TRADE RELATED FINANCIAL SERVICES**

- Global trade finance programme

**SOUTH-SOUTH AND TRIANGULAR COOPERATION**

- South-South Exchange Facility
- Examples of cooperation

**OTHER TRADE RELATED ACTIVITIES**

- Green trade and competitiveness

For more information: [www.worldbank.org](http://www.worldbank.org)



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## WORLD HEALTH ORGANIZATION (WHO)

The World Health Organization is the United Nations specialized agency for health. It was established on 7 April 1948. WHO is the directing and coordinating authority for health within the United Nations system. It is responsible for providing leadership on global health matters, shaping the health research agenda, setting norms and standards, articulating evidence-based policy options, providing technical support to countries and monitoring and assessing health trends.

WHO is governed by 193 Member States through the World Health Assembly. The main tasks of the World Health Assembly are to approve the WHO programme and the budget for the following biennium, and to decide major policy questions.

For more information visit: [www.who.int](http://www.who.int)

### TCB-related programme

WHO works to achieve greater policy coherence between trade and health policy, so that international trade and trade rules maximize health benefits and minimize health risks, especially for poor and vulnerable populations.

Its focus is on strengthening capacities in the ministries of health to enable them to work most effectively with their colleagues in the ministries of trade, commerce and finance in shaping and managing the trade policy environment for health. The objective is to support Member States to achieve greater coherence between international trade and health policy, with a focus on building the knowledge base to strengthen capacity in WHO Member States and in WHO itself so that they will be able to recognize and act on the public health implications of international trade and trade rules.

Work on the relationship between international trade and health responds to the demand from Member States and international organizations, such as the WTO, through three main functions:

- Performing analysis and research to better inform policy decisions, negotiations, dispute settlement and agenda setting;
- Creating tools and training materials to build capacity in Member States to fully understand the public health implications of multilateral trade agreements;
- Meeting country requests for support in specific trade and health issues.

These functions are carried out across a number of departments and in collaboration with regional offices.

### Partnerships

#### *Trilateral cooperation on public health related aspects of intellectual property rights*

Since the adoption of the WHO Global Strategy and Plan of Action on Public Health, Innovation and Intellectual Property, WHO, WIPO and WTO have intensified their collaboration on public health and intellectual property.

This Trilateral Cooperation is meant to foster a better understanding of the linkage between public health and intellectual property policies and to enhance a mutually supportive implementation of those policies. The three Secretariats are since working together more closely, so that each can fulfill its own mandate more effectively. This collaboration will also ensure that their initiatives support each other, efforts are not duplicated, and resources are used efficiently, for example in technical assistance and capacity building.

Most recently, the three Organizations have published a study on “Promoting Access to Medical Technologies and Innovation - Intersections between public health, intellectual property and trade”. A collaborative effort by the three Secretariats, the study is intended to inform ongoing technical cooperation



activities undertaken by the three organizations and to support policy discussions. Based on many years of field experience in technical cooperation, the study has been prepared to serve the needs of policy-makers who seek a comprehensive presentation of the full range of issues, as well as lawmakers, government officials, delegates to international organizations, non-governmental organizations and researchers:

[http://www.who.int/phi/promoting\\_access\\_medical\\_innovation/en/index.html](http://www.who.int/phi/promoting_access_medical_innovation/en/index.html)

For more information on the trilateral cooperation in general:

[http://www.who.int/phi/implementation/trilateral\\_cooperation/en/index.html](http://www.who.int/phi/implementation/trilateral_cooperation/en/index.html)

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

**TCB activities in this guide**

**GLOBAL ADVOCACY**

- Policy coherence in trade and health for human development

**TRADE POLICY DEVELOPMENT**

- Diagnostic Tool on Trade and Health



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## WORLD INTELLECTUAL PROPERTY ORGANIZATION (WIPO)

The World Intellectual Property Organization (WIPO) is a specialized agency of the United Nations dedicated to developing a balanced and accessible international intellectual property (IP) system which rewards creativity, stimulates innovation, and contributes to economic development while safeguarding the public interest. WIPO promotes the development and use of the international IP system through:

- **Services** - WIPO runs systems which make it easier to obtain protection internationally for patents, trademarks, designs and appellations of origin; and to resolve IP disputes.
- **Law** - WIPO helps develop the international legal IP framework in line with society's evolving needs.
- **Infrastructure** - WIPO builds collaborative networks and technical platforms to share knowledge and simplify IP transactions, including free databases and tools for exchanging information.
- **Development** - WIPO builds capacity in the use of IP to support economic development

WIPO also works with Member States and stakeholders to improve understanding and respect for IP worldwide; WIPO provides economic analysis and statistics as well as contributing IP-based solutions to help tackle global challenges.

### Partnerships

In line with a number of WIPO's Development Agenda (DA) recommendations, notably recommendations 30 and 42, WIPO has continued to strengthen its cooperation with other inter-governmental organizations (IGOs), particularly in the United Nations (UN) system. The focus of this collaboration has primarily been the interface between intellectual property and economic, social and cultural development. WIPO has also sought to improve its engagement with the UN in New York, and to better relate and report its activities in relation to the Millennium Development Goals (MDGs). Further efforts in this respect continue and WIPO is also contributing in 2012 to UN inter-agency processes related to the post 2015 Development Agenda. WIPO will also contribute substantially to ECOSOC 2013 and its preparatory process, the theme for which is "Science, technology and innovation, and the potential of culture, for promoting sustainable development and achieving the Millennium Development Goals." In addition to these New York based activities, where the WIPO Coordination Office in New York plays a key role, WIPO also continues to improve collaboration with Geneva-based agencies and also to increase collaboration with the UN and other IGOs at the regional and country level.

### TCB activities in this guide

#### LEGAL AND REGULATORY FRAMEWORK

- Legislative assistance
- Enforcement of intellectual property rights
- Progressive development of patent laws
- Progressive development of trademark laws
- Progressive development of copyright laws

#### SOUTH-SOUTH AND TRIANGULAR COOPERATION

- Enhancing South-South Cooperation on IP and Development among Developing Countries
- Inter-regional meetings on IP governance, Genetic Resources, Traditional Knowledge and Folklore (GRTKF), Copyright and related rights

## WORLD TOURISM ORGANIZATION (UNWTO)



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The World Tourism Organization (UNWTO) is a specialized agency of the United Nations, and the leading international organization in the field of tourism. It serves as a global forum for tourism policy issues and a practical source of tourism know-how. UNWTO's mission is to promote and develop tourism as a significant means of fostering international peace and understanding, economic development and international trade.

UNWTO plays a central and decisive role in promoting the development of responsible, sustainable and universally accessible tourism, paying particular attention to the interests of developing countries. Its membership includes 155 Member States and 7 territories and around 400 affiliate members representing the private sector, educational institutions, tourism associations and local tourism authorities.

Direct actions that strengthen and support the efforts of national tourism administrations are carried out by UNWTO's Regional Representations (Africa, the Americas, East Asia and the Pacific, Europe, the Middle East and South Asia) based at the Headquarters in Madrid.

UNWTO is committed to the United Nations Millennium Development Goals (MDGs), geared toward reducing poverty and fostering sustainable development.

### TCB-related programme

UNWTO believes that a progressive liberalization of trade in tourism services can contribute to sustainable tourism development and thus to the alleviation of poverty, particularly if liberalization is achieved under fair and transparent conditions where developing and Least Developed Countries (LDCs) are given an equitable share of benefits.

Encouraging travel will strengthen two-way trade, promoting essential foreign exchange income for the poorest countries and improving the performance of global suppliers. It will support consumer and business confidence, create jobs and put a green economy into action.

Through Aid-for-Trade, a World Trade Organization (WTO) development assistance programme, countries can strengthen their negotiation capacities in order to maximize their trade opportunities. Tourism is one of the areas where requesting and providing such assistance is feasible, and several countries have already included tourism in their aid-for-trade strategy. Another mechanism, the Enhanced Integrated Framework (EIF)<sup>1</sup>, a multi-donor programme, which supports LDCs to be more active players in the global trading system by helping them tackle supply-side constraints to trade, is an avenue whereby many LDCs have already expressed serious interest in including tourism in their overall development strategies.

### Partnerships

UNWTO projects are implemented through funding obtained from a variety of major donor agencies, such as the European Commission, UNDP, the World Bank, the ADB, several bilateral donors and others. UNWTO has observer status with the WTO on issues regarding trade in tourism services. Additional advocacy and promotion of tourism as a trade in service is coordinated through the joint UN inter-agency initiative of the *Steering Committee on Tourism for Development*.

*United Nations Steering Committee on Tourism for Development (SCTD)*<sup>2</sup>: In 2010, the World Tourism Organization (UNWTO) launched an initiative for a more cohesive approach to tourism development at the international level and as well to 'Delivering as One' to ensure a more effective development assistance and to accelerate progress towards the MDGs. Since then, the UNWTO-led initiative with eight other UN agencies and programmes (ILO, ITC, UNCTAD, UNDP, UNEP, UNESCO, UNIDO, WTO) have come together to coordinate their

<sup>1</sup> EIF: <http://www.enhancedif.org/>

<sup>2</sup> SCTD: <http://icr.unwto.org/en/sctd>

tourism-related work under the UN Steering Committee on Tourism for Development (SCTD). [more details below under “Inter-Agency Coordination Mechanisms”]

#### Examples of projects

- Hotel Energy Solutions (HES)<sup>3</sup> a UNWTO-initiated project made possible by the support of Intelligent Energy Europe, and implemented in close partnership with UNEP, IH&RA, EREC and ADEME has a goal to increase energy efficiency by 20% and the use of renewable energies by 10% in small and medium enterprise (SME) accommodations across the EU, demonstrating that economic growth and the environment can and should go hand in hand. The HES toolkit, available online and free of charge, is currently used as well as adapted in number of destinations worldwide.
- UNIDO is the lead partner in the joint COAST (Collaborative Actions for Sustainable Tourism) Project<sup>4</sup> in which UNWTO is collaborating. The Project is a Global Environment Facility (GEF) funded project on Coastal Tourism in 9 countries in Sub-Saharan Africa: Cameroon, Gambia, Ghana, Kenya, Mozambique, Nigeria, Senegal, Seychelles and Tanzania. The project’s main objective is to demonstrate best practices and strategies for sustainable tourism development so as to reduce the degradation of marine and coastal environments of trans-boundary significance. Within the framework of the project, UNWTO is responsible for the components on “eco-tourism development in coastal areas”, and “sustainable tourism governance and management”.

#### Inter-Agency Cooperation Mechanisms

##### *Delivering as One: the UN Steering Committee on Tourism for Development (SCTD)*

The United Nations is committed to ‘Delivering as One’ to ensure a more effective development assistance and to accelerate progress towards the MDGs. Against this background, on the initiative of UNWTO with eight other UN agencies and programmes – International Labour Organization (ILO), International Trade Centre (ITC), United Nations Development Programme (UNDP), United Nations Educational, Scientific and Cultural Organization (UNESCO), United Nations Industrial Organization (UNIDO), United Nations Environment Programme (UNEP) and World Trade Organization (WTO) – each have come together to coordinate their tourism-related work under the UN Steering Committee on Tourism for Development (SCTD).

The SCTD builds on the strengths and expertise of its different members to support developing countries in the area of tourism for sustainable development. By joining forces, the nine UN entities aim to deliver a more coordinated, effective and efficient technical assistance and support developing countries’ needs by boosting tourism’s development potential for the poorest and most disadvantaged. The SCTD also aims to raise international awareness of tourism as an instrument for sustainable development and increase support for its mainstreaming in national and international development and poverty reduction strategies.

The SCTD provides specialized tourism assistance aimed to maximize tourism’s capacity to support countries in reaching their development goals, while preserving their cultural and environmental assets.

The particular services related to Tourism for Development available to least developed countries (LDCs) and developing countries; include over 50 types of services organized around five pillars:

- Building good governance and sustainability in all its dimensions – social development, economic growth;
- Cultural and environmental protection;
- Addressing trade and investment;
- Employment and capacity building;
- Socio-economic dimensions including poverty reduction and sustainability of natural and cultural resources.

<sup>3</sup> HES: <http://hotelenergysolutions.net/>

<sup>4</sup> COAST Project: <http://www.unido.org/index.php?id=1002064> and <http://coast.iwlearn.org/>

For the first time in history, the SCTD is well-placed within the Istanbul Programme of Action (IPoA) Roadmap and the international development agenda to facilitate the implementation of tourism for development for the next programming decade and beyond. The SCTD has identified among existing resources the Enhanced Integrated Framework (EIF)<sup>5</sup> – an Aid-for-Trade mechanism for LDCs – as a key source of funding to support the delivery of an integrated service for tourism.

As an innovative institutional framework for Delivering as One for Tourism, the SCTD will further enhance each member agency and programme's strengths and capacity to identify and mobilise financial resources necessary to respond to developing countries' needs while also exploring the possibility of creating a Multi-Donors Trust Fund for sustainable tourism development in the future – one that is safe, inclusive and sustainable for future generations, and looks beyond the first round of MDGs towards a more focused, yet multi-faceted global development agenda.

### TCB activities in this guide

#### GLOBAL ADVOCACY

- Advocate for trade liberalization
- SCTD Capacity Building

#### TRADE POLICY DEVELOPMENT

- Worldwide technical cooperation

#### SUPPLY CAPACITY

- Worldwide technical cooperation
- ST-EP initiative

#### COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES

- Worldwide technical cooperation
- Global Sustainable Tourism Council and criteria
- UNWTO.TedQual Certification System

#### TRADE PROMOTION CAPACITY BUILDING

- Worldwide technical cooperation
- ETC/UNWTO Handbook on E-Marketing for Tourism Destinations

#### MARKET AND TRADE INFORMATION

- Competitiveness and trade in tourism services
- Statistics and Tourism Satellite Account
- UNWTO World Tourism Barometer
- UNWTO Tourism Towards 2030
- Compendium of Tourism Statistics (2012 edition)
- UNWTO/ETC Handbook on Tourism Forecasting Methodologies
- UNWTO/ETC Handbook on Tourism Product Development

<sup>5</sup> The EIF is a multilateral trade capacity development initiative that supports LDCs to become more active in the global trading system – <http://www.enhancedif.org/>.



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## WORLD TRADE ORGANIZATION (WTO)

The World Trade Organization (WTO) is the only international organization dealing with the global rules of trade between nations. Its main objective is to ensure that trade flows as smoothly, predictably and freely as possible.

It does this by:

- Administering trade agreements;
- Acting as a forum for trade negotiations;
- Settling trade disputes;
- Reviewing national trade policies;
- Ensuring coherence in policy-making.

The WTO organizes around 500 technical cooperation activities annually. It holds, on average, four trade policy courses each year in Geneva for government officials, and five field-based regional trade policy courses. Regional seminars are held regularly in all regions of the world, covering all WTO agreements, with a special emphasis on African countries. Training courses are also organized in Geneva for officials from countries in transition from central planning to market economies. The WTO set up reference centres in over 100 trade ministries and regional organizations in capitals of developing and least-developed countries, providing computers and Internet access to enable ministry officials to keep abreast of events in the WTO in Geneva through online access to the WTO's immense database of official documents and other material.

### TCB Related Programme

The Institute for Training and Technical Cooperation (ITTC) was established to coordinate WTO-related technical assistance and training in response to the main development-related challenges of the Doha Development Agenda.

ITTC's main objectives are to assist beneficiary countries to:

- enhance institutional and human capacity in the field of trade;
- address trade policy issues;
- integrate more fully into the multilateral trading system;
- exercise the rights of WTO membership;
- fully participate in multilateral trade negotiations.

In order to achieve these objectives, ITTC prepares its Biennial Technical Assistance and Training Plans ('TA Plans'), which provide the WTO Secretariat's framework for the delivery of all activities.

The WTO compiles data on trade flows and on trade measures by its members. These are published in its annual publications, World Trade Report, and World Trade Statistics. In 2010, the WTO set up the Global Trade-related Technical Assistance Database (GTAD) to follow-up on the discontinued WTO/OECD joint database of trade-related capacity building projects, and to complement the OECD's existing Creditor Reporting System (CRS) that provides data on trade-related aid, with a view to enhancing inter-agency coordination and coherence in the delivery of TRTA programmes. The development of this centralized, but forward-looking information tool, aims at facilitating the coordination of efforts, and ensuring the coherence of approaches in programmes for activities delivered in the regions. Ownership of the GTAD includes all partner agencies, so as to ensure shared responsibility, continued cooperation, but also to increase the number of opportunities to advertise this information tool, so as to address the largest possible audience involved in trade-related capacity-building. The GTAD can be found at: <http://gtad.wto.org>.

The Biennial Technical Assistance Plan 2008-2009 (WT/COMTD/W/160) (The Plan) was prepared by the ITTC, with substantive contributions from WTO divisions, and then presented to and adopted by the Members. The third Biennial Technical Assistance (TA) Plan prepared by the WTO Secretariat, covering all trade capacity building activities for 2012-2013. It differs significantly from the previous plans in several ways as it introduces the concept of Results Based Management (RBM), which provides the basis for structural monitoring and evaluation of the Secretariat's trade capacitybuilding programmes. The new TA Plan builds on lessons learned from the second biennial Plan, including on the use of new technologies, e.g. ELearning, followup on training events and a careful review of all products and strengthening their interrelation (WT/COMTD/W/180/Rev.1 3 February 2012)

The Plan is designed to enable the WTO Secretariat to pursue, in a coherent and cost effective fashion, key objectives mandated by members. These are: to enhance institutional and human capacity in beneficiary countries to address trade policy issues and concerns; 'mainstream' trade into national development and poverty reduction policies; facilitate fuller participation of beneficiaries in the Multilateral Trading System (MTS); and enable effective participation in the negotiations.

The Plan features a range of products, which can be used in the delivery of technical assistance and training, as well as some programmes. Whether used in Geneva or in the field, all the products are geared towards achieving the same general objective. The products can be applied individually or in combination. More-over, the Plan is designed in such a way that all eligible members and observers can systematically benefit. In light of their pressing trade development needs, priority will be given to LDCs. This priority will be articulated through specially designed events and, for beneficiaries of the IF, activities will be linked to their processes of mainstreaming trade into their national development plans.

The main challenge for the WTO is to assist LDCs to integrate into the MTS and to benefit from progressive trade liberalization in world trade. Another challenge is to assist LDCs to participate fully in the negotiating process of the DDA. In the Secretariat's experience, one way of addressing these challenges is to identify and put in place appropriate cost-effective mechanisms that the Secretariat can deploy to encourage LDCs to take advantage of the full range of technical assistance and training programmes, including national seminars.

The products can be grouped broadly in four main categories:

- General WTO-related technical assistance and training;
- Specialized and advanced technical assistance and training;
- Academic support for training and capacity building: an integrated approach;
- Support technical assistance and training facilities;

### Partnerships

The WTO is an active member of:

- The Enhanced Integrated Framework (EIF) for trade-related technical assistance to LDCs
- The Standards and Trade Development Facility (STDF)

In order to build and strengthen local capacity in beneficiary countries and enhance ownership, emphasis is increasingly put on partnerships, at varying levels of involvement, with other providers or sponsors of TRTA. Basically, in each geographical region, partnerships are built and used for training purposes and for conducting joint activities. The nature of the partnerships varies widely among partner institutions, depending on the institution itself, the contents of any signed undertakings, where they exist, and on the agreed objectives in the partnership arrangements.

*Regional Partnerships*

Partnership arrangements have been established at the regional level, and by way of illustration, these include the following:

In Africa, training and technical cooperation activities are undertaken in partnership with the United Nations Economic Commission for Africa (UNECA), the African Development Bank (AfDB), the Economic Community of West African States (ECOWAS), the New Partnership for Africa's Development (NEPAD) Secretariat, Common Market for Eastern and Southern Africa (COMESA), South African Development Community (SADC), West African Economic and Monetary Union (WAEMU), etc. The Organisation internationale de la Francophonie is also a partner in this region. Its „Rexpaco“ programme dovetails well with WTO's programme of activities with academics, and is aimed mainly at African French-speaking states;

For Arab and Middle East countries, close cooperation is undertaken with the Arab Monetary Fund (AMF), the Islamic Development Bank (IsDB) and the United Nations Economic and Social Commission for Western Asia (UNESCWA);

In Asia and the Pacific there is cooperation with the United Nations Economic and Social Commission for Asia and the Pacific (UNESCAP), the Pacific Islands Forum Secretariat (PIFS), the International Development Law Organization (IDLO), and with the Asian Development Bank;

Institutional cooperation for training for countries in Central and Eastern Europe and Central Asia mostly takes place with the Joint Vienna Institute (JVI). The WTO will have slots of a total of some six weeks for conducting seminars and training courses; in addition, the Secretariat undertakes training through the so-called Applied Economic Policy Course. Cooperation also takes place with UNESCAP, as well as with the Canadian Centre for Trade Policy and Law (CTPL); in addition, the WTO is cooperating closely with the World Bank to design and implement a joint training event in Central Asia, mainly geared towards acceding countries;

In Latin America and the Caribbean, the bulk of regional activities are undertaken in close partnership with the Inter-American Development Bank (IDB), in particular with its Institute for the Integration of Latin America and the Caribbean (INTAL). Every year a joint programme is defined and co-financed. Partnerships with other regional organizations and universities as the Organization of American States (OAS), the Inter-American Institute for Cooperation on Agriculture (IICA), the Latin American Integration Association (ALADI), the Central American Economic Integration (SIECA), the Instituto Tecnológico Autónomo de México (ITAM) and FLACSO (Buenos Aires) have also contributed to greater outreach and effectiveness of our technical assistance activities. In the Caribbean, WTO has a well-established partnership with the CARICOM.

*Other Partnerships*

The Secretariat is always seeking to strengthen and expand cooperation with other international organizations, regional bodies and institutions. A total of some twenty MoUs currently exist with different international organizations, bodies and partner institutions. These MOUs are subject to regular review. It should be noted that the WTO also has a large number of partnership arrangements to undertake joint activities with other organizations without having established a formal MOU, for example with regional bodies, training centres, and academia.

The WTO and the WBI are pursuing cooperation on the basis of an agreement between the two organizations, signed on 28 April 1997. Joint activities such as co-lecturing, and the occasional participation in each other's TRTA activities are undertaken through the IF, and the two organizations are gradually expanding this cooperation in a more structured manner.

The partnership with UNIDO is geared towards addressing supply-side constraints in conjunction with barriers to market access.



Many organizations, foundations and NGOs such as La Francophonie, the Commonwealth Secretariat, the Singapore based Temasek Foundation, the Friedrich Ebert Stiftung, the Canadian based FIPA, or the International Centre for Trade and Sustainable Development (ICTSD), are very active partners of the WTO in conducting outreach activities. Their input is valuable in terms of financial and logistical contributions, as well as their networking abilities, such as their capacity to engage diverse stakeholders in dialogue on WTO issues.

Through its MTS related initiatives, ITC disseminates WTO-related information to businesses and other stakeholders involved in trade negotiations through a network of focal points in 65 countries. It produces analytical publications on WTO-related issues from a business perspective, and organizes high-level interactive regional meetings that gather national teams of private-public representatives, contribute to analysis of negotiating positions from the commercial perspective, and strengthen the coalescing of public and private sector concerns.

### **TCB activities in this guide**

#### **GLOBAL ADVOCACY**

- Activities for parliamentarians and civil society

#### **TRADE POLICY DEVELOPMENT**

- General WTO-related technical assistance and training
- Specialized and advanced training and technical assistance
- National technical assistance (TA) activities
- Technical assistance within the Trade Policy Review Mechanism (TPRM) framework
- Assisting beneficiaries in conducting needs assessments
- Academic support for training and capacity building
- Support training and technical assistance facilities
- Advanced training programme for senior government officials
- Intensive course on trade negotiations skills

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

- Legal Advice
- Establishing and strengthening reference centres

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

- Data on trade flows

#### **TRADE FACILITATION**

- Trade Facilitation National Needs Assessment Project

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

- Aid for Trade's role in promoting South-South cooperation

**The following institutions in addition to UNIDO have contributed to the completion of this guide:**

African Development Bank	<a href="http://www.afdb.org">www.afdb.org</a>
Asian Development Bank	<a href="http://www.adb.org">www.adb.org</a>
Caribbean Development Bank	<a href="http://www.caribank.org">www.caribank.org</a>
European Bank for Reconstruction and Development	<a href="http://www.ebrd.com">www.ebrd.com</a>
Food and Agriculture Organization	<a href="http://www.fao.org">www.fao.org</a>
Inter-American Development Bank	<a href="http://www.iadb.org/int">www.iadb.org/int</a>
International Atomic Energy Agency	<a href="http://www.iaea.org">www.iaea.org</a>
International Civil Aviation Organization	<a href="http://www.icao.int">www.icao.int</a>
International Fund for Agricultural Development	<a href="http://www.ifad.org">www.ifad.org</a>
International Labour Organization	<a href="http://www.ilo.org">www.ilo.org</a>
International Maritime Organization	<a href="http://www.imo.org">www.imo.org</a>
International Monetary Fund	<a href="http://www.imf.org">www.imf.org</a>
International Telecommunication Union	<a href="http://www.itu.int">www.itu.int</a>
United Nations Commission on International Law	<a href="http://www.uncitral.org">www.uncitral.org</a>
United Nations Conference on Trade and Development	<a href="http://www.unctad.org">www.unctad.org</a>
United Nations Department of Economic and Social Affairs	<a href="http://www.un.org/esa/desa">www.un.org/esa/desa</a>
United Nations Development Programme	<a href="http://www.undp.org">www.undp.org</a>
United Nations Economic and Social Commission for Asia and the Pacific	<a href="http://www.unescap.org">www.unescap.org</a>
United Nations Economic Commission for Africa	<a href="http://www.uneca.org">www.uneca.org</a>
United Nations Economic Commission for Europe	<a href="http://www.unece.org">www.unece.org</a>
United Nations Economic Commission for Latin America and the Caribbean	<a href="http://www.eclac.org">www.eclac.org</a>
United Nations Environment Programme	<a href="http://www.unep.org">www.unep.org</a>
United Nations Human Settlements Programme	<a href="http://www.unhabitat.org">www.unhabitat.org</a>
United Nations Industrial Development Organization	<a href="http://www.unido.org">www.unido.org</a>
United Nations Relief and Works Agency for the Palestine Refugees in the Near East	<a href="http://www.un.org/unrwa">www.un.org/unrwa</a>
United Nations World Tourism Organization	<a href="http://www.unwto.org">www.unwto.org</a>
World Bank Group	<a href="http://www.worldbank.org">www.worldbank.org</a>
World Health Organization	<a href="http://www.who.int">www.who.int</a>
World Intellectual Property Organization	<a href="http://www.wipo.int">www.wipo.int</a>
World Trade Organization	<a href="http://www.wto.org">www.wto.org</a>
CEB Inter-Agency Cluster on Trade and Productive Capacity	<a href="http://www.unctad.org">www.unctad.org</a>
Enhanced Integrated Framework	<a href="http://www.integratedframework.org">www.integratedframework.org</a>
Global Facilitation Partnership for Transportation and Trade	<a href="http://www.gfptt.org">www.gfptt.org</a>
Organization for Economic Co-operation and Development	<a href="http://www.oecd.org">www.oecd.org</a>
Standards and Trade Development Facility	<a href="http://www.standardsfacility.org">www.standardsfacility.org</a>
WTO's Global Technical Assistance Database	<a href="http://gtad.wto.org">http://gtad.wto.org</a>

African Development Bank (AFDB)  
Asian Development Bank (ADB)  
Caribbean Development Bank (CDB)  
European Bank for Reconstruction and Development (EBRD)  
Food and Agriculture Organization (FAO)  
Inter-American Development Bank (IDB)  
International Atomic Energy Agency (IAEA)  
International Civil Aviation Organization (ICAO)  
International Fund for Agricultural Development (IFAD)  
International Labour Organization (ILO)  
International Maritime Organization (IMO)  
International Monetary Fund (IMF)  
International Telecommunication Union (ITU)  
International Trade Centre (ITC)  
United Nations Commission On International Trade Law (UNCITRAL)  
United Nations Conference on Trade and Development (UNCTAD)  
United Nations Department of Economic and Social Affairs (UNDESA)  
United Nations Development Programme (UNDP)  
United Nations Economic and Social Commission  
For Asia and the Pacific (UNESCAP)  
United Nations Economic Commission for Africa (UNECA)  
United Nations Economic Commission for Europe (UNECE)  
United Nations Economic Commission for  
Latin America and the Caribbean (UNECLAC)  
United Nations Environment Programme (UNEP)  
United Nations Human Settlements Programme (UN-HABITAT)  
United Nations Industrial Development Organization (UNIDO)  
United Nations Relief and Works Agency for the  
Palestine Refugees in the Near East (UNRWA)  
World Bank Group (WB)  
World Health Organization (WHO)  
World Intellectual Property Organization (WIPO)  
World Tourism Organization (UNWTO)  
World Trade Organization (WTO)