

KNOWLEDGE SHARING 2

TRADE AND INVESTMENT GOOD PRACTICES

BRUSSELS, 4-5 FEBRUARY 2020

REPORT



TRADE POLICY AND REGULATION



THE EPA AND WTO PROCESSES



QUALITY INFRASTRUCTURE



CUSTOM MATTERS



TRADE AND INVESTMENT

Appui aux politiques commerciales **DOUANES**
Trade Policy Support **EUROPEAN** Certificat d'origine électronique
MARKET ACCESS **INVESTMENT PLAN** COMPETITIVITE
QUALITY AND STANDARDS Legislation & Regulation **Value Chain**
OPPORTUNITIES **EPA** implemmentation

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LIST OF ACRONYMS

ACP	African, Caribbean and Pacific Group
AfCFTA	African Continental Free Trade Area
APEI	Accelerated Program for Economic Integration
ARSO	African Organization for Standards
ASG	Assistant Secretary-General
ATPC	African Trade Policy Centre
BITC	Botswana Investment and Trade Centre
BMC	Botswana Meat Commission
BNBPU	Botswana National Beef Producers Union
CEN	European Committee for standardization
COMESA	Common Market for Eastern and Southern Africa
COP	Cod of Practice
CROSQ	Caribbean Regional Organisation for Standards and Quality
CSME	Caribbean Single Market Economy
DEVCO	EC's Directorate-General for International Cooperation and Development
DG	Directorate General
EAC	East African Community
EC	European Commission
ECOWAS	Economic Community for West African States
ECCAS	Economic Commission for Central African States
EDD	European Development Days
EMA	ECO Mark Africa
EFSD	European Fund for Sustainable Development
EIP	External Investment Plan
EPAs	Economic Partnership Agreements
ESA	Eastern and Southern Africa (EPA configuration)
ESAMI	Eastern and Southern Africa Management Institute
EU	European Union
FAIMM	Fondazione Accademia Italiana della Marina Mercantile
GI	Geographical Indications
GSA	Global Shea Alliance
GRP	WTO Regional Good Regulatory Practice

GSP	General Scheme of Preferences
IPCOEA	Improvement of Port's Customs Operations Efficiency in Africa
KRA	Key Result Area
KSII	Knowledge Sharing II
MRA	Mutual recognition Agreement
NSBs	National Standards Bodies
NES	National Export Strategy
NVCCS	national Value Chain Compliance System
OACPS	Organization of African, Caribbean and Pacific States
OAPI	Organisation africaine de la propriété intellectuelle
OECS	Organization of Eastern Caribbean States
OSSIS	One-Stop Shop Integrated System
PE	Programme Estimate
PIFS	Pacific Islands Forum Secretariat
PNG	Papua New Guinea
PVP	Plant Variety Protection
RMCE	Regional Multidisciplinary Centre of Excellence
RoO	Rules of Origin
RQI	Regional Quality Infrastructure
SACU	Southern Africa Customs Union
SADC	Southern African Development Community
SDGs	Sustainable Development Goals
SHF	Small Horticulture Farmers
SPS	Sanitary and Pyto-Sanitary Standards
TA	Technical Assistance
TBT	Technical Barriers to Trade
TCII	TradeCom II Programme
TFA	WTO Trade Facilitation Agreement
TRAPCA	Trade Policy Training Centre in Africa
TSIs	Trade Support Institutions
QI	Quality Infrastructure
UNCTAD	United Nations Conference for Trade and Development
UNECA	United Nations Economic Commission for Africa
UNFSS	United Nations Forum on Sustainability Standards
WAEMU	West African Economic and Monetary Union
WTO	World Trade Organization

OPENING SESSION



MODERATOR

**VIWANOU
GNASSAOUNOU**

OACPS Secretariat



PATRICK I. GOMES

OACPS Secretariat



CARLA MONTESI

EC DG DEVCO



VIWANOU GNASSOUNOU
 ASG—SEDT
 OACPS Secretariat

“ We are attending this second session on Knowledge Sharing on Trade and Investment Good Practices on programmes financed under the TradeCom II which, as you know, this is the ACP Group initiative being funded by the European Development Fund (EDF). My role will be quite simple, I will sum up in one and half minutes why we are here. The Secretary-General, Dr Gomes will formerly welcome you and Ms. Carla Montesi will present the European Commission's point of view. During this session, we will try to determine where we have come from, give an update and determine how to chart the future.

We are at the mid-term review because we would like to extend the support provided to our states and regions in the development of trade and trade facilitation. We would also like to discuss the role of investment as there cannot be any trade if we have no goods to trade, and if we do not have industrial development and products developed for that purpose. In that regard, I would like us to learn about the inherent progress and challenges as we listen to one another, but also to take note of the good and best practices so that we can determine how to go further. This is 2020, the last year of commitments under the 11th EDF, and discussions are underway, at the Commission's level, for a multiannual envelope covering 2021 to 2027.

We are not certain how this financing will be shaped for our countries. There have been discussions with between the European Delegations and the regions on priorities to be supported in the future.

I think our discussions today will feed into that brainstorming exercises so that we can determine the priorities that we can in turn be supported in the future. As you know, there will be certain constraints and there is a structure at the level of the EU that must be factored in. We will be looking forward to receive the announcement of the European Commission with regard to the agreed new priorities. Last year when we met in Nairobi, we were given some guidance as to what will obtain over the next three years, so we can with that determine the future. So, let us be open and frank as to what has been done and what remain to be done and with that, we will be able to build on the future.

The documents which you have is a brochure which includes the programmes and the various projects and the key elements of the results so it will make a good reading for you. This will give you an idea of what we have been able to do in this phase. As pointed out, the most important task for us is to share the knowledge we have gained so that we can brainstorm over the good practices and lessons for the future.



Viwanou GNASSAOUNOU, EDD19 18-19 June 2019
 High Level Panel organised by TradeCom II Programme



Viwanou GNASSAOUNOU, TCII Grant Signing Ceremony
 Geneva, 4 July 2019



PATRICK I. GOMES
SECRETARY GENERAL
 OACPS Secretariat



I am very happy to be among you and very proud of the attention being given to the trade sector by the African, Caribbean and Pacific Group in collaboration with the European Commission. This is highly appreciated worldwide particularly at the WTO. On Friday I was at the retreat of the ACP Group in Geneva, and the WTO officials emphasized how significant it has been that the ACP Group was contributing to the success of the WTO agenda, especially with regard to the Bali Trade Facilitation Agreement that would not have come to be without those inputs. Thus, we have now to protect, ensure, expand and build the multilateral trading system. It is under threat, and we know that. There are high forces, very powerful forces, that want to dismember and destroy—there is now no Appellate Body because of the opposition of the United States Government, with the risk of making the whole system to collapse. Therefore, we must see all that is being done, here even in TradeCom II which is to be highly praised for the work which is significant at the global level.

Welcome now, and welcome to our dear friend Carla Montesi from the Commission. I want to say a special thanks to the ASG, his department and TradeCom II. Christiane and Yvonne are the stalwarts and foundation that make all these activities possible. We are, of course, very thankful to the Contractor that continues to provide those services.

I am very proud to say that this knowledge sharing event on the TradeCom II builds on the success of the previous one held two years ago, I believe in February 2018. In sharing knowledge, we are in fact at the foundation of capital accumulation, in the sense of knowledge capital. The rich experiences are the foundation for sharing benefits and good practices, and knowledge management. Knowledge by definition is something to be disseminated.

Now it is evident from the many support programmes and projects that are being implemented under TradeComII that the call is to enhance the qualitative, substantial and equitable integration of our ACP countries into the global economy. That is what we are all about, and in itself to satisfy the key requirements of trade, to satisfy the great

work that CROSQ is doing, and to be pleased to comply with all the different things. It is for a purpose, and the bigger purpose is the integration of our economies into the global trading system so that our member states benefit from the enhanced trade which makes it possible for the quality of lives of people. Trade is by definition an instrument and principle for sustainable development for our people but not an end in itself.

Therefore, as we have been able to see, there are many uncertainties that are facing the multilateral trading system and it therefore calls for intensifying our knowledge and sharing that knowledge. It also calls us to join forces to be able to capture ways by which the global trade will serve not only the current generation but derive these demographic dividends to our youths who leave their countries in search of better opportunities. If opportunities are available, the migration issue and crisis will not be there. We see migration crisis fundamentally not as barriers to protect the important laws of those countries, but because the opportunities are not there for people to be at home and to realise what they want to see particularly the young people and women who put at risk their lives and those of their children. The migration issue is a poverty question that we must address under development. It therefore calls for reinforcing our economic and trading opportunities and, along with the opportunities, the capacities in our ACP countries for the benefit of all, particularly for the women and the youth.

Enhancing and seeking dynamism of growth opportunities, niche productive capabilities, South-South trade, national and regional competitive advantages especially in the services sector all those factors have potential convergences that will carry ACP countries to a higher trade trajectory. The ACP Secretariat continues to expand its support to the ACP States with the view of fulfilling the objectives of growth and greater integration into the global economy through, for instance, an ACP-wide trade portal. We hope to effectively make use of the trade portal. It is meant to be an ongoing device that will be expanded with the assistance of UNCTAD and, therefore, it will capture the good practices.

The good practices must come from you. You are the sources of the knowledge and experience, and are capable to make it possible to be used by others that should be capacitated to see the users' opportunities built on the good practices. You are also capable to enable them face the challenges underlying those good practices so that in fact the outputs of this TradeCom II will be directly leading to sustainable development of our economies.

This event, therefore, will help also to assess where we are with the TradeCom II objectives of enhancing capacities and also looking at the regions how they can fully realise the potential they possess. In that regard, our speakers and participants are invited to be very frank and open, and critical so that we learn from each other on the good practices that can be replicated and see where there are limitations and weaknesses.

The remaining challenges, therefore, will be addressed and enable us to go forward to TradeCom III also in line with what the European Commission would like to do in light of that multiannual framework. We should not forget that we will need to have a very strong trade network. The EU External Investment Plan is also a very significant part of this Programme and we would like to build convergence and synergies going forward. We are proud of the European Investment Plan, and we await to receive greater clarity on how we can improve the operations of TradeCom II and Business ACP.

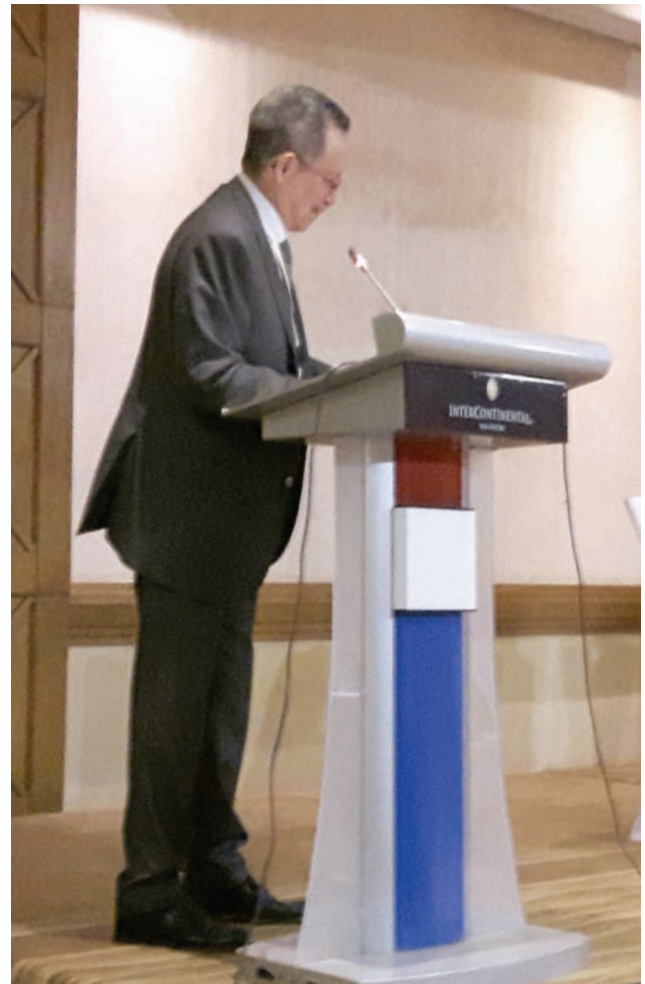
Wish you very fruitful deliberations.



Patrick I. Gomes, Knowledge Sharing 2 on Trade and Investment Good Practices - 4-5 February 2020 Brussels, organised by TCII Programme



Patrick I. Gomes, EDD19 18-19 June 2019 - Brussels High Level Panel organised by TCII II Programme



Patrick I. Gomes, UNCTAD 14, 2016 - Nairobi



CARLA MONTESI
DIRECTOR
EC DG DEVCO



I am delighted to be able to open this event together with the Secretary-General, you have already defined the content of this knowledge sharing event hence I will not repeat that, but I would like to convey other key messages and would, in that regard, I want to underscore what the Secretary-General said, that this is an important event.

You are gathered here as the main beneficiaries of these programmes and we are toward the conclusion of the Programme's term thus it will be very useful to take stock of the lessons learned and to work out together what has and what has not worked, and what are the most useful methods to succeed in our common agenda. Unfortunately, I will not be able to stay with you throughout all the session but my team will be on hand and we will be happy to hear your analysis or criticisms of the programmes. I will take this opportunity to reiterate what the Secretary-General just said how important trade is, how important investment is, and this is clearly one of the priorities of our partnership today but also is a priority of our future partnership.

The European Union is still in favour of your countries' ambitions to ensure that the ACP Group is fully integrated into the global trade and we can use this to further our cooperation. Indeed, our cooperation does not need to be underlined. I would point out that as far as our future cooperation is concerned, we now have a new President of the European Commission and the new Presidency in the Council. They have indicated our goals for the future which include partnerships that should ever more be strengthened together with our partners. One of the key words is trade integration, in which investment and human development are among the top priorities. And when we look at this current Commission's priorities, we are talking of strengthening special partnerships with Africa and also of the implementation of the new financial instruments in support of the objectives and goals of the various countries.

We have a TradeCom component and an investment component which are key to our present partnerships and will also be key priorities in our future partnerships and relations. As you know the post Cotonou negotiations are well underway and you will soon hold important events—very soon we will have Commission to Commission meetings—the meeting bringing together the European Commission and the African Union to share the main objectives, and we will have the AU-EU Summit at the end of the year. When I look at all of the preparatory work indeed the key words that emerge are trade and investment. Now we need to determine how

best to support and structure our cooperation so that we can draw the most benefits from the financial instruments that are made available to our partner countries.

Currently the TradeCom II Programme is within our global intra-ACP envelope which has just been mentioned as phase I and phase 2, we are in phase 2. Many countries were able to benefit and I am happy about that. Indeed, it is now time to hear the key feedbacks in terms of how that financial support was used. Now we can use that feedback as a launch pad for planning our future instruments.

Secretary-General, indeed you mentioned that we are preparing for the future financial portfolio for 2021 to 2027 for the ACP Group. The priority is allocation of funds to national envelopes with regional and multi-country envelopes as well. Indeed, I would be curious to learn from your experience whether there is a need to either use your country-level information in terms of determining how the trade aspects can be made part of the important priorities. Also, in terms of regional and continental ambitions so that these are still needs-based, based on the experience of TradeCom II so that there is a basis to identify the key needs even as the Programme is ongoing. This is a very important phase in terms of the instruments the Secretary-General mentioned including the European Investment Plan. Also, within the EIP careful attention has focused on trade and investment and on the instruments that can be used to attract the private sector because actual support aside from public aid will be provided by the private sector.

Thus, what are the instruments that are already established: we have already put in place some assistance to various countries, and we will have various new financial instruments including blending. There will also be guarantees for the private sector, so this is the first envelope for the guarantees and will be useful for the future. Here we are issuing guarantees for more than a billion euros, in fact we will extend it to more than 60 billion euros in guarantees. It will be important to act so that we can fully utilize all instruments whether these be budget support envelopes for strengthening economies in the countries, or to use technical assistance through support of reforms to put in place standards and instruments which are also important and also part of the future financial instruments. Thus, we have a wide range of tools that we can use to support investments and private sector activities. The challenge we now face is how to use all of the financial instruments in the future at the regional and country level within the regions.

To conclude, I will be very happy to hear the outcomes and analysis of this experience. And I hope that you will individually and collectively make use of this experience to prepare for the next phase which is quite ambitious. I wish you all the best, and hope this will be a dynamic exercise and a fruitful one. I will be very happy to hear the outcomes.

Thank you very much and thank you for organizing this event and this working session.



INTRODUCTION

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TRADECOM II
Ahmed NDYESHOBOLA
Team Leader

PURPOSE AND RESULTS OF THE KSII

The two-day knowledge sharing event on Trade and Investment Good Practices II was funded by the European Union at the request of the OACPS as part of the TradeCom II Programme activities. The event took place at the OACPS House in Brussels, Belgium and was facilitated by the TradeCom II Team, and officials of the OACPS Secretariat and the European Commission.

The overall purpose of this event was to increase the impact and effectiveness of EU funded programmes and projects in ACP countries in the area of trade capacity building. The specific purpose under each of the five clusters of this event was as delineated below:

TRADE POLICY AND REGULATION



To consider successes of national and regional trade policies in sustaining trade expansion and overcoming trade obstacles, and deliberate on replicable good practices and new needs / challenges going forward.

THE EPA AND WTO PROCESSES



To demonstrate the EPA implementation good practices and lessons learnt that can be disseminated at national and regional levels; and progress in attaining common negotiation positions at the WTO.

CUSTOM MATTERS



To consider demonstrable successes in increasing efficiency and reducing transaction costs associated with the movement of goods across borders, the good practice cases for replication, and new needs going forward.

QUALITY INFRASTRUCTURE AND STANDARDS



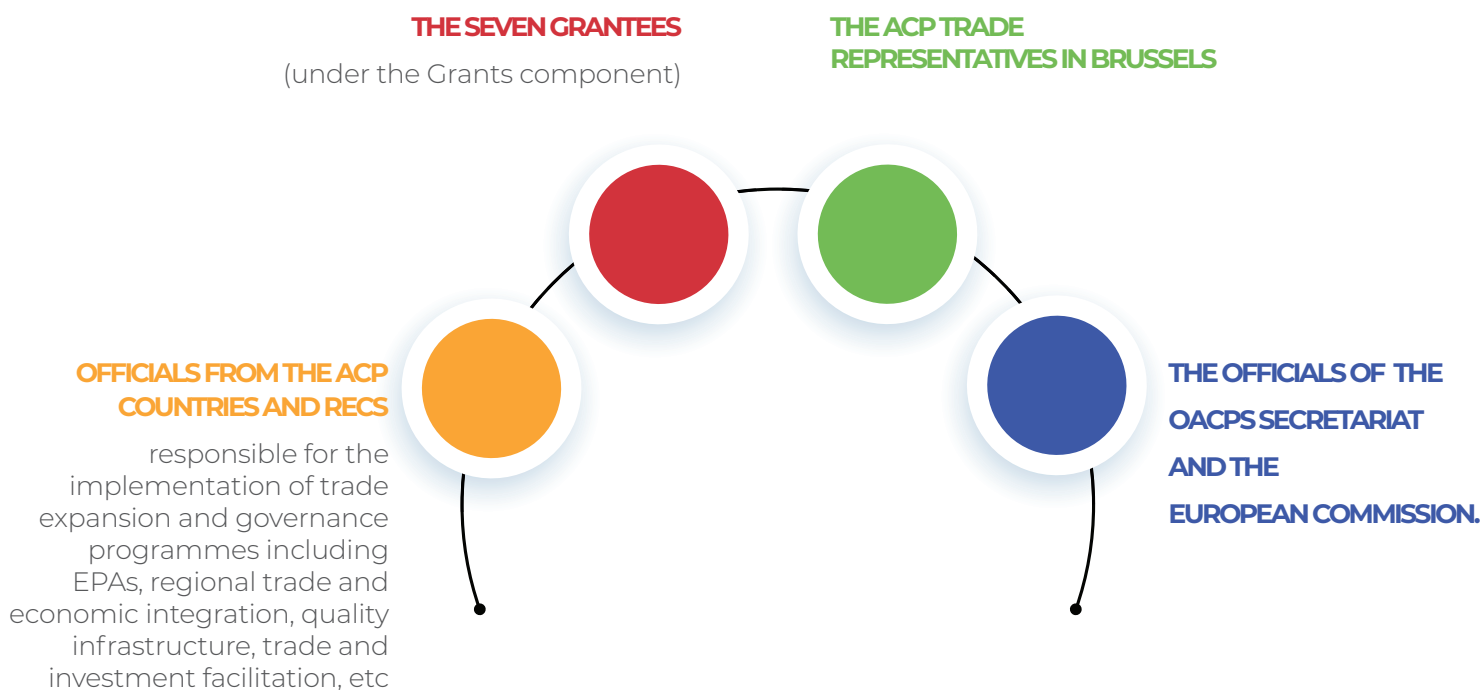
To consider demonstrable regional and national quality infrastructure good practice cases in support of export competitiveness thus far, and the new needs going forward.

TRADE AND INVESTMENT



To consider the key investment and other instruments supporting the building of ACP trade capacities in particular the private sector competitiveness, the successes to be built upon, and new needs and opportunities going forward.

TARGET GROUPS



RESULTS ACHIEVED UNDER THIS EVENT—THE FOLLOWING RESULTS WERE ACHIEVED:

1

The outputs under the five “Good Practice” cases of the TCII Programme were clearly identified by the beneficiaries, and good practice cases shared among the targeted beneficiaries.

2

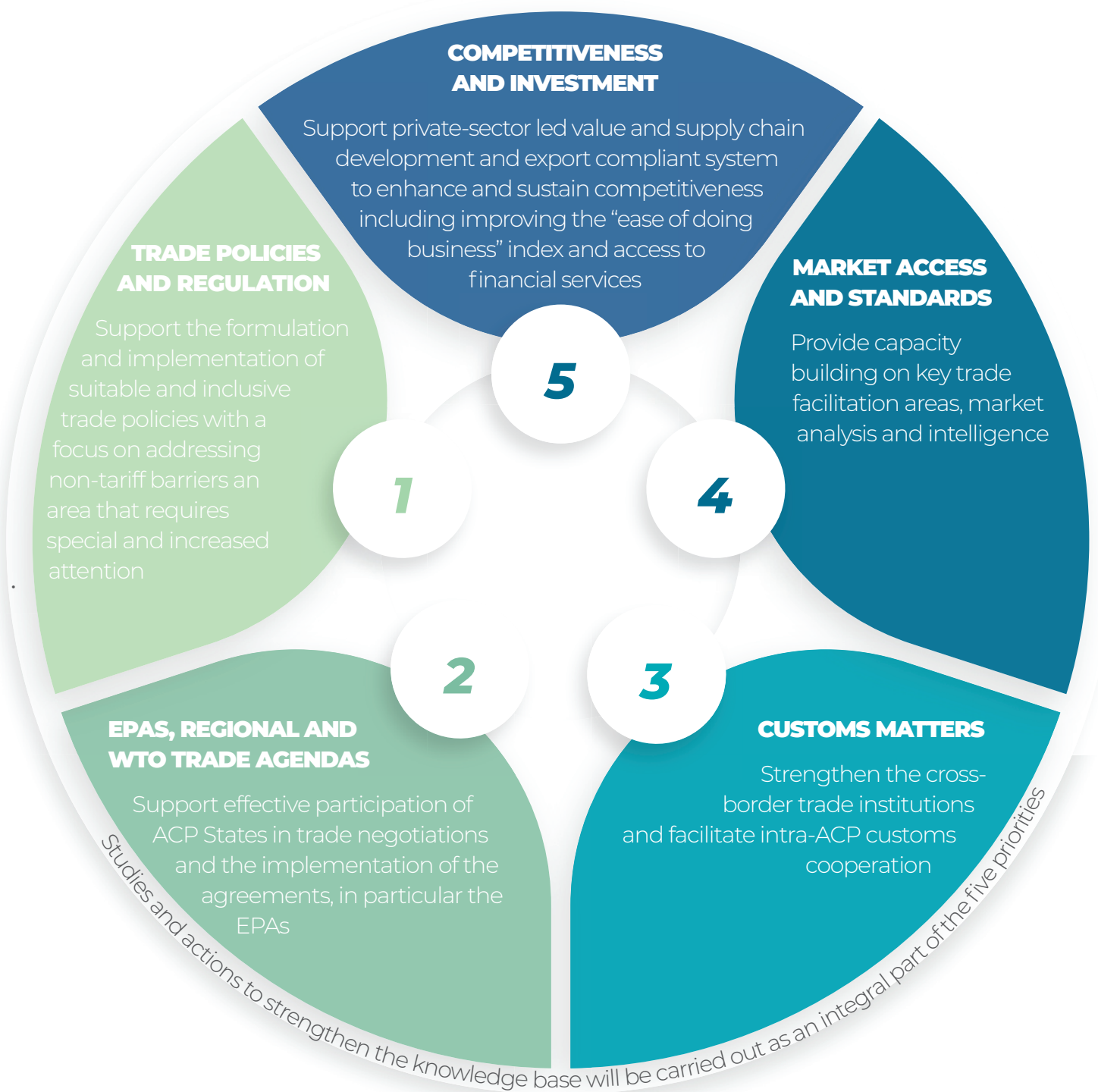
The knowledge sharing event aimed at increasing the effectiveness of TCII and trade-related programmes and projects was successfully organized at the all ACP level and well facilitated by the officials of the TCII team, the OACPS Secretariat and the European Commission.

RESULTS ACHIEVED

PRIORITIES UNDER THE TCII TA

The TCII Programme's overall implementation strategy facilitates the integration of ACP countries into the global economy and value chains by, inter alia, building and strengthening ACP trade capacity at national and regional levels through a combination of Technical

Assistance under the Programme Estimate (PE) and Rapid Response Facility (RRF) components' priority areas, and capacity building actions through the grant component's priority areas.



The key priorities and, hence, the key result areas (KRAs) under the technical assistant component are delineated under the following five clusters:

KEY RESULT AREAS AND RESPECTIVE OUTPUT INDICATORS

KRA Cluster 1	<p>TRADE POLICY AND REGULATION</p> <p>ACP have an increased capacity to formulate and implement suitable trade policies:</p> <ol style="list-style-type: none"> 1.1 Institutions: Institutional capacities for trade analysis and policy formulation strengthened; 1.2 Processes: Inclusive trade policy formulation processes are established (including consultation and coordination mechanisms with the private sector and civil society); 1.3 Policies: Suitable trade policy frameworks are developed, operationally implemented and regularly updated.
KRA Cluster 2	<p>EPAS, REGIONAL AND WTO TRADE AGENDAS</p> <p>ACP countries participate more effectively in trade negotiations and to implement trade agreements to their benefit:</p> <ol style="list-style-type: none"> 2.1 Strengthened capacities to effectively negotiate and implement successfully bilateral, regional, plurilateral and multilateral trade agreements; 2.2 Reinforced ACP participation in international trade fora (including the WTO dispute settlement system); 2.3 Studies and assessment of the impacts of/opportunities arising from trade agreements including the ACP-EU EPAs, bilateral, regional, and from multilateral trade and plurilateral trade agreements impacting on ACP regions / States carried out.
KRA Cluster 3	<p>CUSTOMS MATTERS</p> <p>Customs systems strengthened in ACP countries:</p> <ol style="list-style-type: none"> 3.1 Improved capacities of ACP institutions managing cross-border trade as well as organizations promoting trade (customs, boarder clearance agencies, trade support institutions, private sector advocacy organizations, etc.); 3.2 International trade procedures (i.e. activities, practices and formalities involved in collecting, presenting, communicating and processing data required for the movement of goods in international trade) are simplified, standardized, harmonized and up to date dated with standard modern practice; 3.3 Internationally compliant customs legislation and customs systems developed and implemented; 3.4. Enhanced customs cooperation among ACP countries and increased integration within the international customs system.
KRA Cluster 4	<p>MARKET ACCESS AND STANDARDS</p> <p>ACP Market access opportunities and standards enhanced:</p> <ol style="list-style-type: none"> 4.1 Market intelligence and trade information disseminated to the ACP private sector and trading communities; 4.2 Strengthened capacity in key trade facilitation areas, rules of origin; 4.3 Strengthen capacity in quality infrastructure especially SPS and TBT issues; 4.4 Innovative trade facilitation arrangements such as the Simplified Trade Regimes strengthened.
KRA Cluster 5	<p>COMPETTIVENESS AND INVESTMENT</p> <p>Competitiveness and investment opportunities strengthened:</p> <ol style="list-style-type: none"> 5.1 Competitiveness enhanced through addressing the supply side constraints; 5.2 The ACP market / export corridors and related trading institutions strengthened; 5.3 Information on the financial tools of the ACP-EU private sector programmes and those under the EIP/EFSD effectively disseminated to ACP trading communities.

PRIORITIES UNDER THE TCII GRANTS



Support activities and actions of the ACP trade-related capacity-building organisations for implementation of the EPAs and WTO agreements



Support trade-related training and research activities in ACP Countries



Support trade-related programmes of ACP business associations (chambers of commerce, farmers' associations, confederation of Industries, producers' associations, etc.) in the area of trade



Support the networking activities of trade related think tanks and similar organisations



EU-OACPS TCII Grant Training Session, Brussels 9-10 July 2019

TCII SUPPORT PROGRAMMES AND PROJECTS

TCII SUPPORT PROGRAMMES AND PROJECTS AT THE ALL-ACP LEVEL	
<p>UNDER KEY RESULT AREA 1:</p> <p>CAPACITIES OF NATIONAL AND REGIONAL TRADE INSTITUTIONS STRENGTHENED—TO FORMULATE AND IMPLEMENT SUITABLE TRADE POLICIES</p>	<p>UNCTAD 14 Conference, July 2016 A high-level event on the “Harnessing the Blue Economy for Sustainable Economic Growth and Development of ACP States”</p>
	<p>WTO Forum, September 2016 Session No. 90 at the WTO Forum -- “Technical Assistance for a More Inclusive Trade in the ACP Countries”</p>
	<p>EDD 2017, June 2017-- Promoting inclusive trade in Africa Boosting cross border trade through simplified trade regimes: Supporting local businesses to address the informal economy in Africa”</p>
	<p>WTO Global Aid for Trade Review, July 2017-- Joint EU-ACP event on: The Inclusiveness and Connectivity Dimensions of EU-ACP Trade and Development Cooperation</p>
	<p>WTO AID FOR TRADE GLOBAL REVIEW, July 2019-- Joint EU-ACP event on: EU-ACP Trade and Development Cooperation—Revolutionizing Economic Diversification and Empowerment through Inclusive and Sustainable Aid for Trade</p>
	<p>GRANTS MANAGEMENT – COLLECTIVE SIGNATURE (during the WTO aid for trade global review) and TRAINING ON GRANT MANAGEMENT (in Brussels), July 2019</p>
<p>UNDER KEY RESULT AREA 2:</p> <p>TRADE NEGOTIATION CAPACITIES OF ACP BENEFICIARIES STRENGTHENED AND AGREEMENTS IMPLEMENTED TO THEIR BENEFIT</p>	<p>ACP GROUP GENEVA -- The ACP Group's Participation in the Multilateral Trade Negotiations under the WTO strengthened--2016-2018</p>
<p>UNDER KEY RESULT AREA 4:</p> <p>MARKET ACCESS AND STANDARDS—ACP MARKET ACCESS OPPORTUNITIES AND STANDARDS ENHANCED</p>	<p>EDD 2016 Session 1: Recent Global Developments in Agricultural Trade and ACP SDG Pursuits Session 2: The Treatment of Food Standards in Mega-RTAs Policy Implications for ACP Countries.</p>
	<p>CROSQ + ARSO+ PIFS---2018–2020 Targeted assistance to strengthen regional trade-related quality infrastructure through intra-ACP partnerships - the CROSQ, ARSO and PIFS.</p>
	<p>EDD 2019 Session 1 on: Unlocking digital opportunities: promoting e-commerce for inclusive trade growth. Session 2 on: Promoting equality through inclusive and sustainable trade policies in ACPs.</p>

<p>UNDER KEY RESULT AREA 5: COMPETITIVENESS AND INVESTMENT OPPORTUNITIES STRENGTHENED</p>	<p>EDD 2017</p> <ul style="list-style-type: none"> ➤ Boosting Investment for Inclusive Trade and Development. ➤ Harnessing Investment Opportunities to Empower ACP Member States as the World's Next Emerging Economy.
	<p>FIRST KNOWLEDGE SHARING ON TRADE AND INVESTMENT “Good Practices”—February 2018</p> <p>Recognition of Qualifications to Facilitate Movement of Natural Persons, and Expert Meeting on Trade, Services and Development</p> <p>Special session co-organized by the ACP Secretariat and UNCTAD; May 1-3, 2019</p>
	<p>All-ACP Support to Customs Administrations on Customs Modernization and Reforms in the Caribbean Small Island Economies (SIEs)--2019</p>
<p>TCII SUPPORT PROGRAMMES AND PROJECTS FOR THE ACP AFRICAN REGIONS AND STATES</p>	
<p>UNDER KEY RESULT AREA 1: CAPACITIES OF NATIONAL AND REGIONAL TRADE INSTITUTIONS STRENGTHENED—TO FORMULATE AND IMPLEMENT SUITABLE TRADE POLICIES</p>	<p>COMESA-- Regional trade integration agenda strengthened for COMESA Secretariat and its member states—2016-2018</p>
	<p>ECCAS/CEEAC-- National trade capacities strengthened for the ECCAS Secretariat and its member's states—2016-2018</p>
	<p>CAMEROUN-- Legal instruments for trade policy strengthened—2016-2018</p>
	<p>TCHAD-- Institutional capacities for formulation, implementation and monitoring of trade policies strengthened</p>
	<p>ZAMBIA-- Legal and institutional framework of the Zambia's Ministry of Commerce, Trade and Industry strengthened—2016-2018</p>
	<p>GUINEA-- Support to the improvement of institutional and technical capacities in terms of formulation, implementation and monitoring of Guinea's trade policies – 2018-2020</p>
	<p>GABON-- Strengthening Gabon's commercial capacities—2018-2020</p>
	<p>CAMEROON-- Development of an implementation strategy for the Cameroon EPA with its operational action plan—2018-2020</p>
	<p>ZIMBABWE-- Trade Competency Development for the Ministry of Foreign Affairs and International Trade—2020-2021</p>
	<p>SENEGAL-- Capacity building of the Center for Research, Analysis of Exchanges and Statistics (CRADES) in terms of monitoring prices and stocks and trade agreements—2020-2021</p>
<p>COMESA (Grant)-- Enhancing COMESA Capacity in Trade Policy Analysis, Research and Training for Deeper Regional Integration and Participation in Global Economy – 2019-2021</p>	
<p>TRAPCA / ESAMI (Grant)-- Trade-related training and Research for sub-Saharan Africa ACP countries—2019-2021</p>	

<p>UNDER KEY RESULT AREA 2 – TRADE NEGOTIATION CAPACITIES OF ACP BENEFICIARIES STRENGTHENED AND AGREEMENTS IMPLEMENTED TO THEIR BENEFIT</p>	<p>EAC-- Trade policy and export development to the EU market supported and strengthened for the EAC and its member states—2016-2018</p>
	<p>ECOWAS-- Implementation of the West Africa-EU EPA and a Regional Framework for Dispute Settlement supported for ECOWAS and its member states—2016-2018</p>
	<p>MAURITIUS- Export competitiveness for inclusive growth under the EPA strengthened for Mauritius – 2016-2018</p>
	<p>MADAGASCAR-- National strategy for the EPA implementation developed for Madagascar – 2016-2018</p>
	<p>UEMOA-- UEMOA (WAEMU) trade capacity building – 2018-2020</p>
	<p>COTE D’IVOIRE-- Support for improving market access and trade facilitation conditions in Côte d'Ivoire—2018-2020</p>
	<p>MAURITANIA-- Strengthening Mauritania’s trade information systems and competitiveness – 2018-2020</p>
	<p>HAITI-- Support for the development and strengthening of Haiti's trade policies and rules – 2018-2020</p>
	<p>THE COMOROS -- Accession des Comores à l’OMC et mise en œuvre de l’APE régional – 2018-2020</p>
	<p>COTE D’IVOIRE-- Trade and Post-EPA’s preparation – 2019-2021</p>
<p>UNDER KEY RESULT AREA 3 – CUSTOMS MATTERS— CUSTOMS SYSTEMS STRENGTHENED IN ACP COUNTRIES</p>	<p>ESA-5 -- CAPACITY BUILDING FOR ESA-5 COUNTRIES FOR THE NEGOTIATIONS IN VIEW OF THE DEEPENING OF THE EPA – 2019-2020</p>
	<p>UNECA (Grant) -- Capacity building for inclusive and equitable African Trade Arrangements – 2019-2021</p>
	<p>KENYA-- Support for the operational framework for a Trade Remedies Investigating Authority (Kenya Trade Remedies Agency) and Training Officials to Conduct Investigations – 2018-2020</p>
<p>CENTRAL AFRICAN REPUBLIC -- Support for the implementation of a post-conflict trade policy in the Central African Republic – 2018-2020</p>	
<p>FAIMM (Grant) -- IPCOEA: Improvement of Ports’ Custom and Operations Efficiency in Africa – 2019 - 2021</p>	

<p>UNDER KEY RESULT AREA 4:</p> <p>MARKET ACCESS AND STANDARDS—ACP MARKET ACCESS OPPORTUNITIES AND STANDARDS ENHANCED</p>	<p>SENEGAL-- Implementation of trade facilitation reforms was strengthened for Senegal – 2016-2018</p>
	<p>TANZANIA -- Competitiveness of primary producers and diversification of the export base in light of the trading opportunities with the EU was enhanced for Tanzania – 2016-2018</p>
	<p>RWANDA -- E-commerce environment and export facilitation for SMEs were strengthened for Rwanda – 2016-2018</p>
	<p>KENYA -- Transparent and beneficiary-owned value chain compliancy system for exports to the EU was developed for Kenya – 2016-2018</p>
	<p>ZIMBABWE -- Targeted support for strengthening the capacity and competitiveness of small-scale horticulture farmers for the production of niche export products under the EPA in Zimbabwe – 2018-2021</p>
	<p>MOZAMBIQUE -- Targeted assistance for EPA implementation through SPS conformity for fisheries and aquaculture, and enhanced export capacity of fisheries in Mozambique – 2018-2020</p>
	<p>SEYCHELLES -- Strengthening capacity to improve trade-related SPS conformity and capacity building for competitive fisheries exports in Seychelles – 2018-2020</p>
	<p>GSA and ARSO -- Capacity building for export competitiveness of women-led PMEs and standards promotion in cosmetology sector in Africa – 2018-2020</p>
	<p>BOTSWANA INVESTMENT AND TRADE CENTRE (BITC)-- Support to compliance with European Union (EU) Import Regulations and EU Import Procedures for Organic Fertilizer manufacturers in Botswana – 2019-2020</p>
	<p>TANZANIA-- Enhancing Tanzania's market access and building of export competitiveness capacity of private sector – 2018-2020</p>
	<p>NIGERIA-- Export capacity building support for SMEs and NEPC's exporter coaches and management – 2018-2021</p>
	<p>NAMIBIA-- Support to Namibia National Standardisation Strategy through a public sensitization plan on standards while promoting complementarity with regulatory processes – 2018-2020</p>
<p>MAURITANIA-- Support to the Ministry of Trade, Industry and Tourism for the Implementation of the Association Agreement with ECOWAS and the EU-West Africa Economic Partnership Agreement (EPA) – 2018-2020</p>	
<p>OAPI (Grant) -- Strengthening of OAPI Plant Variety Protection (PVP) System and its Promotion in Member States – 2019-2021</p>	

<p>UNDER KEY RESULT AREA 5:</p> <p>COMPETITIVENESS AND INVESTMENT OPPORTUNITIES STRENGTHENED</p>	<p>REGIONAL MULTIDISCIPLINARY CENTRE OF EXCELLENCE (RMCE) -- Targeted support to the Regional Multidisciplinary Centre of Excellence (RMCE) for the Implementation of the Key Trade Components of its APEI Programmes – 2018-2020</p>
	<p>BOTSWANA -- Transformation of the Botswana Meat Commission into a Farmer Owned Enterprise – 2018-2020</p>
	<p>MAURITIUS -- Strengthening Export competitiveness for inclusive growth in Mauritius, especially in the context of the i-EPA Implementation” – 2018-2020</p>
	<p>DJIBOUTI -- Support for the implementation of the WTO Trade Facilitation Agreement – 2018-2020</p>
	<p>BURKINA FASO -- Support for the facilitation of international trade in Burkina Faso –2019-2021</p>
	<p>THE GAMBIA -- DIGITALIZATION AND COMPETITIVENESS IN THE GAMBIA – 2020-2021</p>
	<p>THE GAMBIA -- THE GAMBIA-EU ECONOMIC FORUM: BOOSTING INVESTMENTS FOR SUSTAINABLE JOBS IN THE GAMBIA – 2020-2021</p>
	<p>UGANDA -- Targeted assistance for Digitalization and Competitiveness in Uganda – 2019-2020</p> <p>REPOA (Grant) -- Targeted support to strengthen capacity of policy makers, exporters, and trade associations to assess and review trade and related economic policies to promote trade competitiveness and diversification for widening trading opportunities with the EU – 2019-2021</p>
<p>TCII SUPPORT PROGRAMMES AND PROJECTS FOR THE ACP CARIBBEAN REGION AND STATES</p>	
<p>UNDER KEY RESULT AREA 1:</p> <p>CAPACITIES OF NATIONAL AND REGIONAL TRADE INSTITUTIONS STRENGTHENED—TO FORMULATE AND IMPLEMENT SUITABLE TRADE POLICIES</p>	<p>OECS Commission -- Common service policy developed for the OECS Commission and its member states – 2016-2018</p>
	<p>SAINT-LUCIA -- Technical Assistance to support the implementation of a gender-responsive National Strategy for the Development of the Services Sectors in Saint-Lucia as engines for growth and exports – 2018-2020</p>
	<p>The Cooperative Republic of GUYANA -- Formulate a national strategy to promote the development of the services sector in Guyana and provide capacity building and training for data collection – 2019-2021</p>
<p>UNDER KEY RESULT AREA 2</p> <p>TRADE NEGOTIATION CAPACITIES OF ACP BENEFICIARIES STRENGTHENED AND AGREEMENTS IMPLEMENTED</p>	<p>OECS COMMISSION (Grant) -- Consolidating the OECS Economic Union through Sustainable Trade Capacity Building – 2019-2021</p>
	<p>CARIFORUM -- Legal and regulatory framework of the implementation of the CARIFORUM-EU EPA enhanced for the CARIFORUM Secretariat and member states – 2016-2018</p>

<p>UNDER KEY RESULT AREA 3 CUSTOMS MATTERS— CUSTOMS SYSTEMS STRENGTHENED IN ACP COUNTRIES</p>	<p>CARICOM / CARIFORUM -- A Regional Single Administrative Document (SAD) was developed and customs officials trained on Customs Valuations for CARICOM Member States and CARIFORUM Countries – 2016-2018 SURINAME -- Support for the implementation of the WTO TFA – 2019-2021</p>
<p>UNDER KEY RESULT AREA 4 MARKET ACCESS AND STANDARDS—ACP MARKET ACCESS OPPORTUNITIES AND STANDARDS ENHANCED</p>	<p>ST. VINCENT AND THE GRENADINES and GUYANA -- Support for the development of a Trade Export Strategy for St. Vincent and the Grenadines and a GI Certification Scheme for Quality Exports in Guyana – 2018-2020 CROSO -- Support to CARICOM National Standards Bureaus as Trade Related Institutions to Implement the technical Barriers to Trade Provisions of the CARIFORUM-EU EPA –2018-2020 ANTIGUA/BARBUDA -- Assistance for the development of the National Quality Infrastructure for Antigua and Barbuda – 2019-2021</p>
<p>UNDER KEY RESULT AREA 5: COMPETITIVENESS AND INVESTMENT OPPORTUNITIES STRENGTHENED</p>	<p>DOMINICAN REPUBLIC -- Digitalization and competitiveness in the DOMINICAN REPUBLIC – 2020-2021</p>
<p>TCII SUPPORT PROGRAMMES AND PROJECTS FOR THE ACP PACIFIC REGION AND STATES</p>	
<p>UNDER KEY RESULT AREA 1: CAPACITIES OF NATIONAL AND REGIONAL TRADE INSTITUTIONS STRENGTHENED—TO FORMULATE AND IMPLEMENT SUITABLE TRADE POLICIES</p>	<p>PACIFIC ACP—PIFS & NIUE -- Implementation of trade policy frameworks for the Pacific ACP countries mainstreamed – 2016-2018 VANUATU -- Targeted Support for the 2017 Update of the Vanuatu Trade Policy Framework (TPFU2017) – 2018-2019</p>
<p>UNDER KEY RESULT AREA 2: TRADE NEGOTIATION CAPACITIES OF ACP BENEFICIARIES STRENGTHENED AND AGREEMENTS IMPLEMENTED</p>	<p>SAMOA AND SOLOMON ISLANDS -- Accession and preparation for the implementation of the Pacific-EU EPA supported for Samoa and Solomon Islands – 2016-2018 TONGA -- Accession to the PACIFIC-EU EPA– targeted support to the selected government ministries and the business community to effectively prepare for accession to the EPA – 2018-2020 SAMOA, SOLOMON ISLAND, TONGA -- Accession to the PACIFIC-EU EPA -- October 2018. FIJI, PAPUA NEW GUINEA, SAMOA, SOLOMON ISLANDS, TONGA -- Implementation of the PACIFIC-EU EPA – October 2019 SAMOA -- Accession the PACIFIC-EU EPA – targeted support to the private sector to access the EU market in the context of the benefits of the Pacific-EU EPA –2019-2021 SOLOMON ISLANDS -- Accession to the PACIFIC-EU EPA– targeted support to the private sector to access the EU market in the context of the benefits of the Pacific-EU EPA – 2019-2020</p>

<p>UNDER KEY RESULT AREA 3:</p> <p>CUSTOMS MATTERS— CUSTOMS SYSTEMS STRENGTHENED IN ACP COUNTRIES</p>	<p>PACIFIC 4 – KIRIBATI, MARSHALL ISLANDS, MICRONESIA & SAMOA -- Trade facilitation and private sector competitiveness were strengthened for Kiribati, Republic of Marshall Islands, Federal States of Micronesia, and Samoa – 2016-2018</p>
	<p>FIJI, PAPUA NEW GUINEA, SAMOA, SOLOMON ISLANDS, TONGA -- Capacity building on Rules of Origin, Protocol II to the Pacific-EU EPA on Rules of Origin -- October 2019.</p>
	<p>FIJI (+ 4 EPA countries) -- Interim Economic Partnership Agreement (IEPA) Capacity Building – October 2019</p>
<p>UNDER KEY RESULT AREA 4:</p> <p>MARKET ACCESS AND STANDARDS—ACP MARKET ACCESS OPPORTUNITIES AND STANDARDS ENHANCED</p>	<p>MSG -- Efficiency of the MSG region’s trade facilitation services enhanced for the MSG Secretariat and its member states – 2016-2018</p>
<p>UNDER KEY RESULT AREA 5:</p> <p>COMPETITIVENESS AND INVESTMENT OPPORTUNITIES STRENGTHENED</p>	<p>PIF and MSG -- Targeted assistance for the development of an enabling environment for e-commerce in the Pacific Region – 2018-2020</p>
	<p>TUVALU -- Promoting Trade and Investment in Tuvalu through a national Coconut Production, Value Addition, and Export Strategy and Implementation Roadmap – 2018-2020</p>
	<p>PNG-EU, FIJI, SAMOA, SOLOMON ISLANDS, TONGA -- Papua New Guinea — European Union Business Conference</p>
	<p>(+ the 4 EPA countries) --2019</p>
	<p>PNG-EU, FIJI, SAMOA, SOLOMON ISLANDS, TONGA -- PNG-EU (+4) BUSINESS AND INVESTMENT CONFERENCE 2020</p>



CLUSTER 1: TRADE POLICY AND REGULATION



MODERATOR

TCII PROGRAMME
Ahmed NDYESHOBOLA



EC DG TRADE
Erja ASKOLA



WAEMU
Cléophas
HOUNGBEDJI



OECS
Jacqueline
EMMANUEL-FLOOD



COMESA
Jane Kibiru



REPOA
Peter van BER-
GEIJK

TRADE POLICY AND EPA IMPLEMENTATION

EC DG TRADE

Erja ASKOLA

Deputy head of Unit EPA-ACP
DG Trade, European Commission

KEY MESSAGES ON IMPLEMENTATION OF SUPPORT PROJECTS AND RESULTS

The Economic Partnership Agreements (EPAs) are at the moment in expansion. The EC is engaging with the partner countries which are more and more responsive and requesting for joining the agreements. Comprehensive EPAs have been in application for 11 years. Under the ACP EU trade regime, the EU market was already open, overall the trade flow from the EPA partners are positive with an increase of 5%. The dynamics are positive, more areas have to be added, no negative impacts have so far have been recorded.

The regions under EPA comprise:

14 countries in the Caribbean; 4 Countries in the Pacific: PNG, Fiji, Samoa joined in 2019 and Solomon Islands has almost finished its process of accession. It is fulfilling the last issues before its completion. Tonga also asked accession to the EPA together with other Pacific countries.

Africa is the big priority of the Commission, and there are a lot of developments ongoing. There are 14 countries currently implementing EPAs in Africa:

- Eastern and Southern Africa - ESA: Madagascar, Mauritius, Seychelles, Zimbabwe, Comoros;
- Central Africa: Cameroon EPA;
- Southern Africa Development Community - SADC EPA Group: of which 5 countries of the Southern Africa Customs Union -SACU and Mozambique;
- West Africa: Côte d'Ivoire EPA and Ghana EPA.

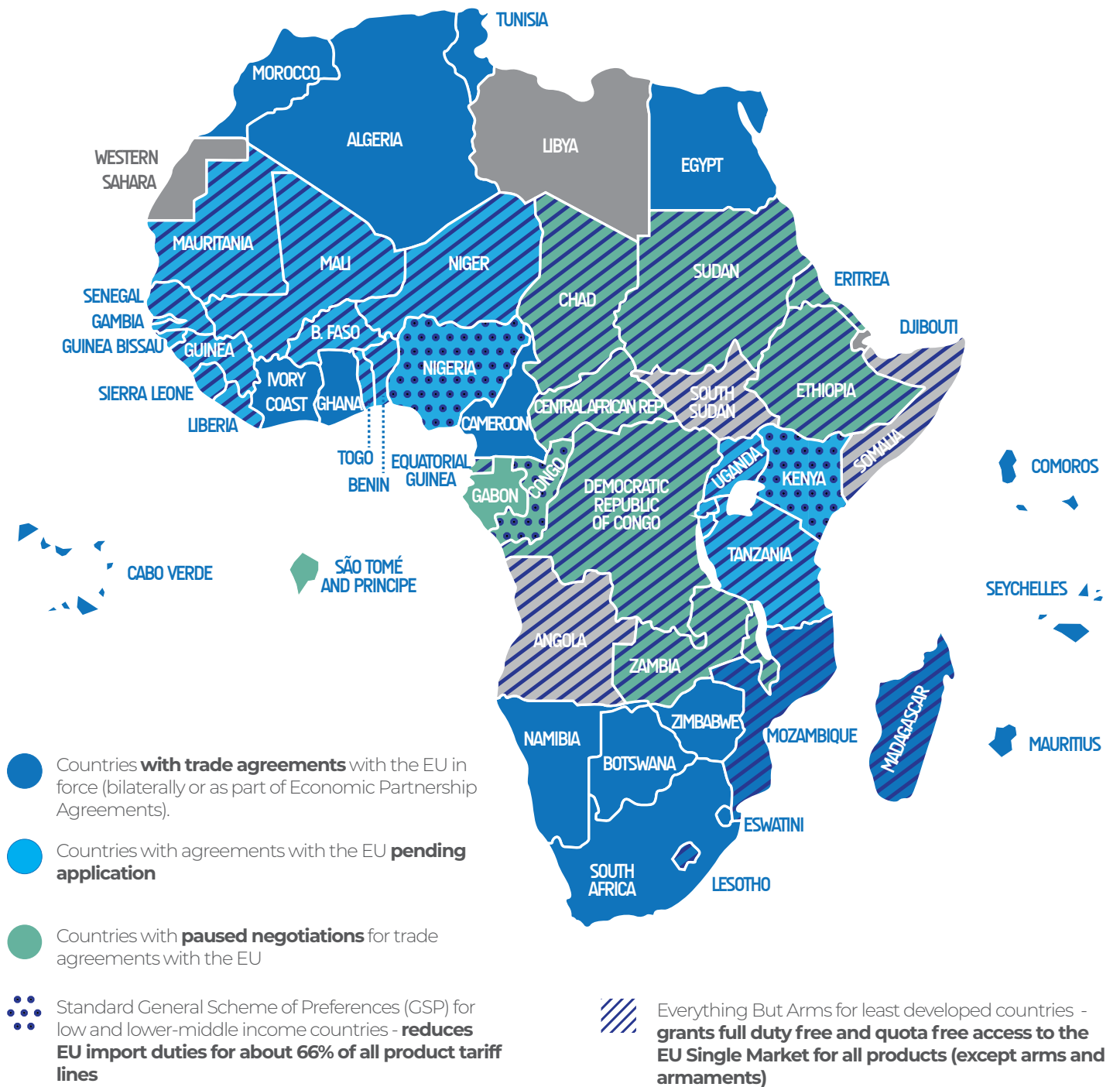
Negotiations are concluded with

- West Africa (WA): 16 countries (12 Least Developed Countries - LDCs and 4 Middle Income Countries - MICs);
- East African Community (EAC): 4 LDCs and Kenya.

While the signature is still pending for 14 WA and 3 EAC countries.

KEY GRAPHICS

FAR-REACHING ACCESS TO THE EU VIA DIFFERENT TOOLS (GSP, EBA, EPA) IN 52 AFRICAN COUNTRIES



31 COUNTRIES IMPLEMENTING AN EPA

CARIFORUM (14)

Antigua & Barbuda
Bahamas
Barbados
Belize
Dominica
Dominican Republic
Grenada
Guyana
Jamaica
Suriname
St Kitts & Nevis
St Lucia
St Vincent & The Grenadines
Trinidad & Tobago

WEST-AFRICA (2)

Côte d'Ivoire (iEPA)
Ghana (iEPA)

PACIFIC (3)

Fiji
Papua New Guinea
Samoa

CENTRAL-AFRICA (2)

Cameroon

SADC (6)

Botswana
eSwatini
Lesotho
Mozambique
Namibia
South Africa

ESA (5)

Comoros
Madagascar
Mauritius
Seychelles
Zimbabwe

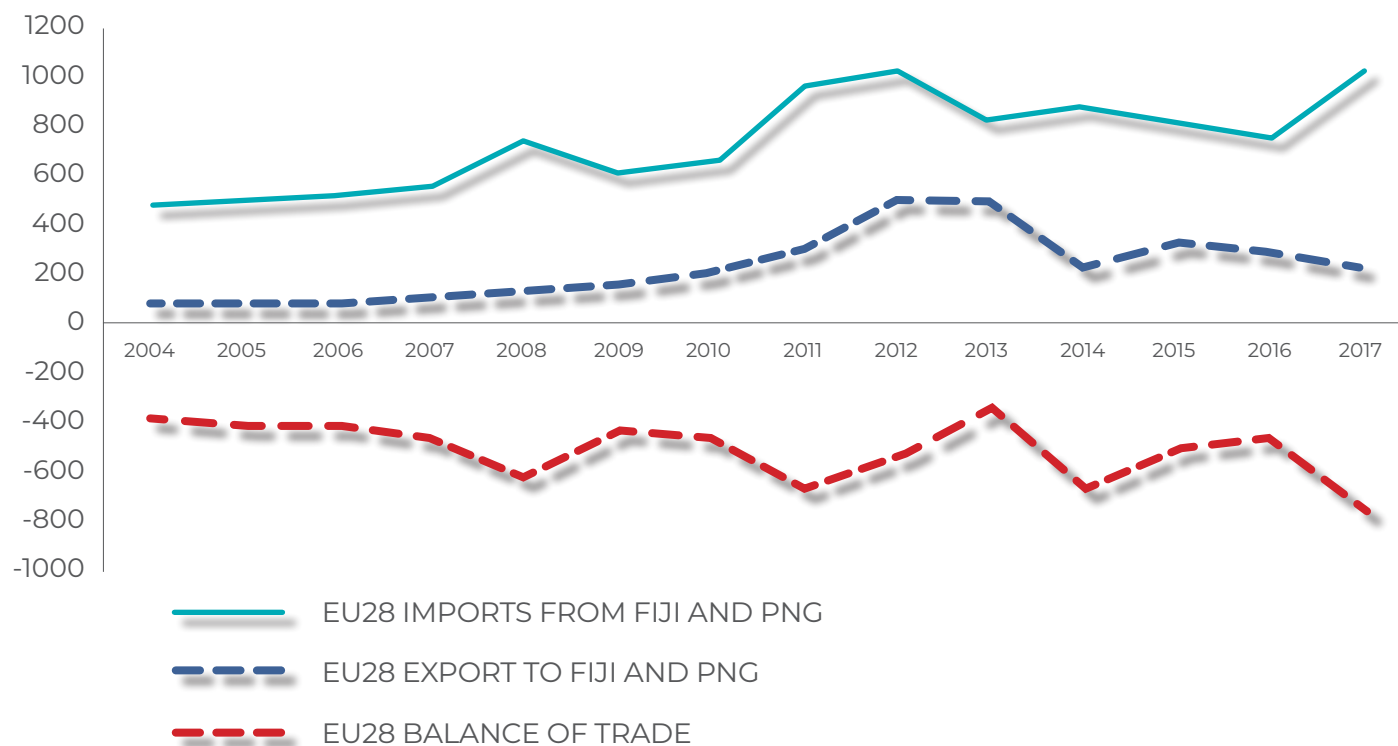
EVOLUTION OF TRADE IN THE 14 SSA EPAS COUNTRIES

OVERVIEW EU28 IMPORTS/EXPORTS FROM/TO EPA PARTNERS 2017/2018 (IN MILLION EUR)

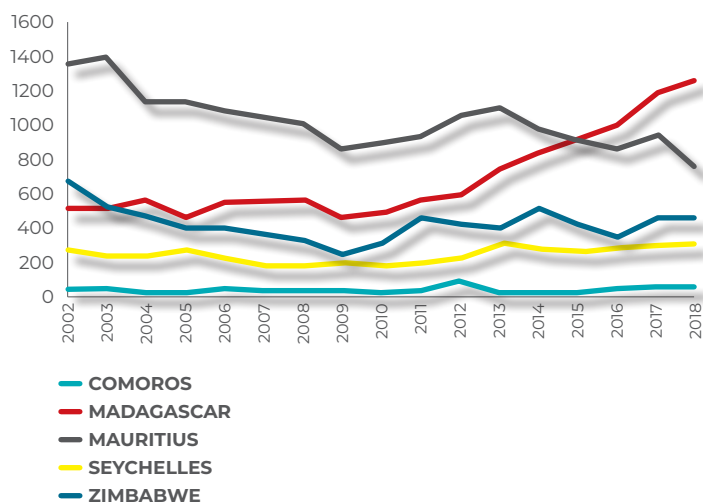
EPA PARTNERS	IMPORTS			
	2017	2018	CHANGE IN €	CHANGE IN %
CAMEROON	1923,69	1778,09	-145,19	-7,57
GHANA	2119,14	3126,19	1007,05	47,52
IVORY COAST	4641,43	4403,67	-237,76	-5,12
BOTSWANA	1384,20	1294,37	-89,84	-6,49
LESOTHO	270,74	352,21	81,48	30,09
MOZAMBIQUE	1663,66	1866,54	202,88	12,19
NAMIBIA	1307,84	1305,11	-2,73	-0,21
SOUTH AFRICA	22722,11	24069,67	1347,56	5,93
ESWATINI	87,31	64,15	-23,16	-26,53
MADAGASCAR	1181,03	1243,11	62,08	5,26
MAURITIUS	924,78	756,47	-168,31	-18,20
SEYCHELLES	291,11	299,25	8,13	2,79
ZIMBABWE	456,29	454,76	-1,53	-0,33
TOTAL SSA EPA PARTNERS	38973,32	41013,6	2040,28	4,97

EPA PARTNERS	IMPORTS				BALANCE
	2017	2018	CHANGE IN €	CHANGE IN %	2018
CAMEROON	1471,33	1577,18	108,85	7,19	-200,91
GHANA	3042,23	2824,34	-217,89	-7,16	-301,85
IVORY COAST	2846,25	2741,58	-104,67	-3,68	-1662,09
BOTSWANA	267,31	328,70	61,39	22,97	-965,67
LESOTHO	11,63	9,71	-1,91	-16,45	-342,50
MOZAMBIQUE	531,96	697,02	165,05	31,03	-1169,53
NAMIBIA	492,56	430,04	-62,52	-12,69	-875,07
SOUTH AFRICA	24447,26	24190,04	-257,23	-1,05	120,37
ESWATINI	48,85	46,00	-2,85	-5,83	-18,15
MADAGASCAR	674,10	661,81	-12,29	-1,82	-581,31
MAURITIUS	1168,58	1066,55	-102,03	-8,73	310,08
SEYCHELLES	298,07	296,82	-1,25	-0,42	-2,42
ZIMBABWE	191,53	233,92	42,39	22,13	-220,84
TOTAL SSA EPA PARTNERS	35491,66	35103,71	-387,95	-1,1	-3483,21

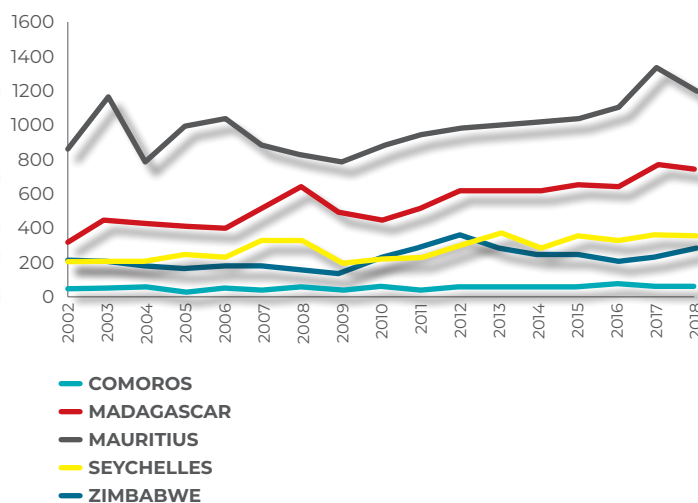
EVOLUTION OF TRADE: EU 28 WITH FIJI AND PNG (2004-2017)



EU IMPORTS FROM ESA-5 EPA IMPLEMENTING COUNTRIES (MILLION EUR)



EU EXPORTS TO ESA-5 EPA IMPLEMENTING COUNTRIES (MILLION EUR)





BEST PRACTICES

NEXT STEPS OF THE EU TRADE AND INVESTMENT PARTNERSHIP WITH ACP

1. EPA Implementation (removing barriers, support to implementation and liberalisation).
2. Deepening and widening of EPAs: ESA EPA deepening, services for SADC, Angola possible accession to SADC EPA etc., and engaging more actively on investment with key African partners. In addition, widening EPA with Pacific countries.
3. Engaging with countries pending EPA signature/ratification in West Africa and EAC.
4. Ensuring synergies with the AfCFTA towards a continent to continent dimension for Africa.

SUGGESTIONS ON WAY FORWARD

The EU is also envisaging the possibility to enlarge the coverage area beyond trade in goods to other areas like Services. This is part of another process called deepening and widening the EPA.

Deepening towards a comprehensive EPA with 5 states of Eastern and Southern Africa :

- Accession of Angola to SADC EPA. This will change the balance of power of this EPA (Angola is the third biggest economy in sub-Saharan Africa) – market access negotiations would start in 2020, high level meeting in 2021.
- Possible negotiations on services with 5 states of the Southern African Development Community (SADC).

- Accession of Pacific States is seen as a reaffirmation of trade and is of geo-political importance. Samoa: applying EPA since 31 December 2019. Solomon Islands: E. Parliament consent on 17 December 2019, its application is expected by end March 2020. Tonga: request for accession expected early 2020.
- The CARIFORUM EPA signed in October 2008 is the most comprehensive of all EPAs (trade in goods, but also services, investments and other regulatory aspects). The EU is now conducting the 10 years ex-post evaluation study, results are expected early in 2020, reviewing the implementation and impact for both regions, with particular focus on the development perspectives for the CARIFORUM region.

TRADE POLICY FOR ENHANCED REGIONAL INTEGRATION



WAEMU

Cléophas HOUNGBEDJI

Director of Trade

West African Economic and Monetary Union

KEY MESSAGES ON IMPLEMENTATION OF SUPPORT PROJECTS AND RESULTS

The Support Project financed by the TradeCom II programme aim to tackle some of the major constraints and limits of the WAEMU:

- a | Barriers to trade (goods, rules of origin, raw materials);
- b | Low level of intra-trade (less than 15%);
- c | Low attraction of investment due to the business environment and of trade due to high level of cost of production factors;
- d | Obstacles to the free movement of persons; and
- e | Difficulties in implementing Community competition law.

The above-mentioned difficulties led to the creation of a capacity building project based on five components:

1. Creation of a strategy for the development of trade in goods between hinterland and coastal countries within WAEMU Member States;
2. Develop a study on the coordinated border management strategy in WAEMU Member States;
3. Capacity building to administer competition rules;
4. Capacity building to the ECOWAS/WAEMU Commission to use the provisions on trade defence measures;
5. Capacity building on Rules of Origin in trade agreements (i.e. WTO, EPAs, CFTA, Regional Trade Integration).

So far, the project has achieved some results.

On Component no. 1: Since trade in goods between hinterland and coastal countries is basically informal trade and very weak, the first activity of the project consists of a study. This was implemented in order to gather data and information to create a map of intra-regional trade (hinterland countries and coastal countries) with marketing channels, actors and supply chains. The study also proposed measures to strengthen intra-regional trade in promising sectors, the marketing channels to be favoured, the actors to be supported and an action plan.

On component No. 2: It has been noted that the customs authorities not always work in a coordinated manner. So, it was wise to put in place a strategy for coordination and cooperation between the various structures responsible for managing the Member States' borders, with a view to reducing the time, number and duration of checks on persons, imported, exported or transit goods.

On Component No. 3: It was noticed that the application of competition rules was scattered among the different countries.

Disparities in the implementation of these legislation, including the lack of appropriate legislation and structures are still present particularly in two countries: Niger and Guinea-Bissau. So, under this component, the national capacity building activity is supposed to beef-up capacity within these two main countries, so they can better apply these laws.

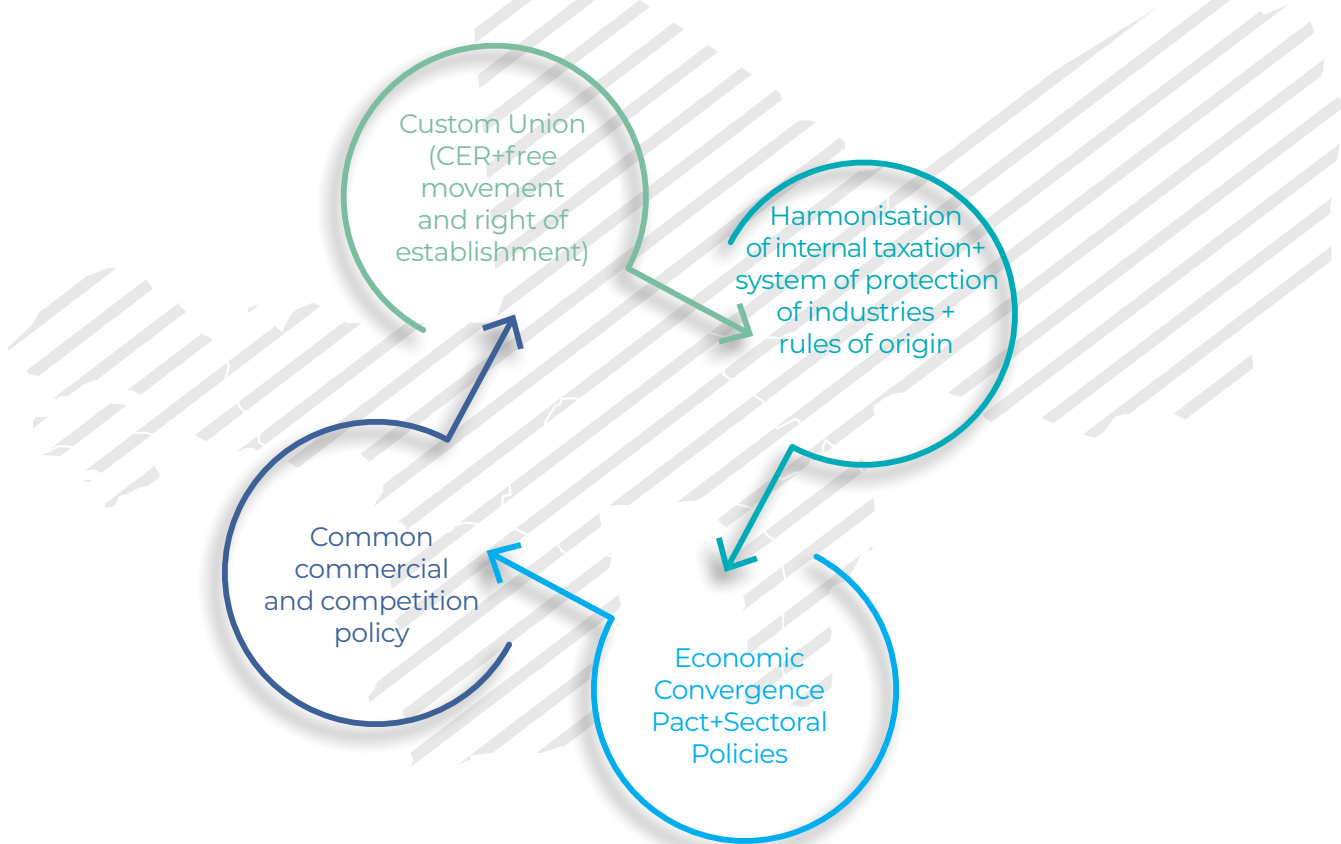
Component No. 4: It was noted that within the WAEMU/ECOWAS Commission there was a lack of implementation of the provisions on trade defence measures. Thus, under this component capacity building would provide to the Commission of a plan of action for the implementation of regional trade defence provisions and review their consistency with the WTO agreements.

Component No. 5: The rules of Origin are not well applied in WAEMU so the project financed a capacity building workshop on rules of origin, of WAEMU products, its mechanism, calculation of added value, proof of origin and preferential rules of origin (regional and in the EPA). The workshop brought together 20 participants supported by the project and the WAEMU Commission;

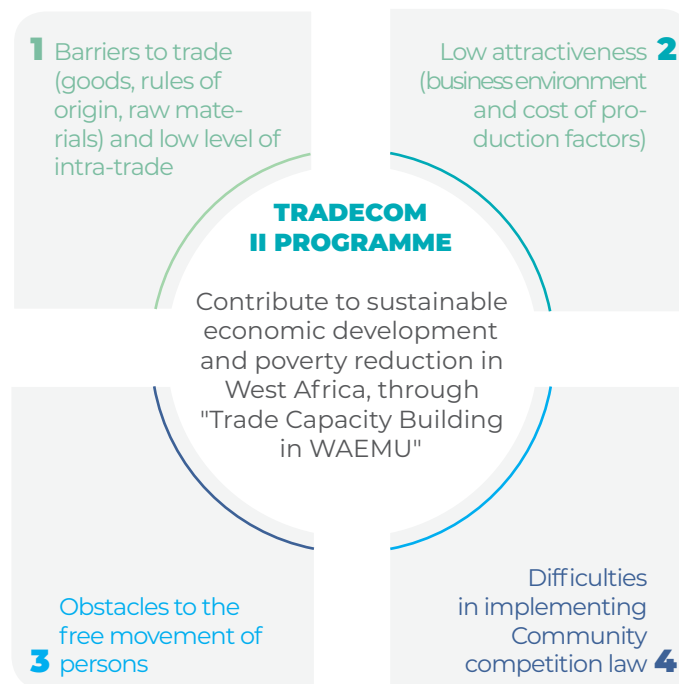


KEY GRAPHICS

WAEMU ACHIEVEMENTS AFTER 25 YEARS



CONSTRAINTS AND LIMITS AFTER 25 YEARS



BEST PRACTICES

NEXT STEPS OF THE EU TRADE AND INVESTMENT PARTNERSHIP WITH ACP

1. The implementation of strategies for the development of trade in goods between hinterland and coastal countries and a coordinated border management will undoubtedly contribute to increasing trade and reducing border crossing times;
2. These strategies will make possible to increase the efficiency of the juxtaposed checkpoints (JCPs) between several cross-border corridors of WAEMU Member States, as well as in the Burkina Faso and Togolese customs interconnection project, carried out with the support of Japanese cooperation, as well as in other interconnections to be created;
3. Participatory development and validation of legislation on competition rules and an institutional framework in Niger and Guinea-Bissau, taking into account the requirements of community legislation;
4. d) The strong involvement of the WAEMU Commission in the implementation of the project with the support of the managers and especially with the participation of several representatives of Member States in the training sessions.

SUGGESTIONS ON WAY FORWARD

The Finalization of the actions provided for in the various components of the project will undoubtedly contribute to increasing the level of intra-Community trade and consolidating the implementation of the WAEMU customs union;

Building on the project achievements to formulate and implement successor programmes to ensure the effective implementation of the Common Market for the benefit of all the peoples of the Union.



CONSOLIDATING THE OECS ECONOMIC UNION THROUGH TRADE CAPACITY BUILDING AND POSITIVE SPILL-OVERS TO CARICOM



OECS

Jacqueline EMMANUEL-FLOOD

Director Economic Affairs and Regional Integration
Organization of Eastern Caribbean States

KEY MESSAGES ON IMPLEMENTATION OF SUPPORT PROJECTS AND RESULTS

The project focus on consolidating the OECS Economic Union through trade capacity building and positive spill-over effects on CARICOM. Assist OECS Member States and OECS Commission to fully implement the OECS Economic Union committed to in the Revised Treaty of Basseterre in particular Article 18 which mandates the member states to develop institutional arrangements for joint pursuit and implementation of trade policy.

The objectives of the project are twofold:

Firstly, to develop a team of qualified trade and economic policy professionals and experts in each of OECS Member States which is central to the consolidation of Eastern Caribbean Economic Union (ECEU) single space, and will play an integral role in national consensus building and in implementation and institutionalization of a new OECS Economic Union acquis at the Commission level.

Secondly to strengthen the technical, organizational and coordination capacity of the OECS Commission to assess, evaluate and advance trade and development priorities at the regional, bi-lateral, pluri-lateral and multilateral levels.

Stakeholders of the project are the OECS Commission itself, the OECS Members States in particular their ministries of trade, national authorities tasked with implementation of the Economic Union but also other key stakeholders, particularly labour and civil society, private sector entities and Member States trade policy professionals.

The challenges to this project are that the OECS are experiencing inadequate knowledge and skills at the national level, in order to have a good policy mechanism. All the member States consistently indicate that they do not have adequate personnel for trade policy delivery:

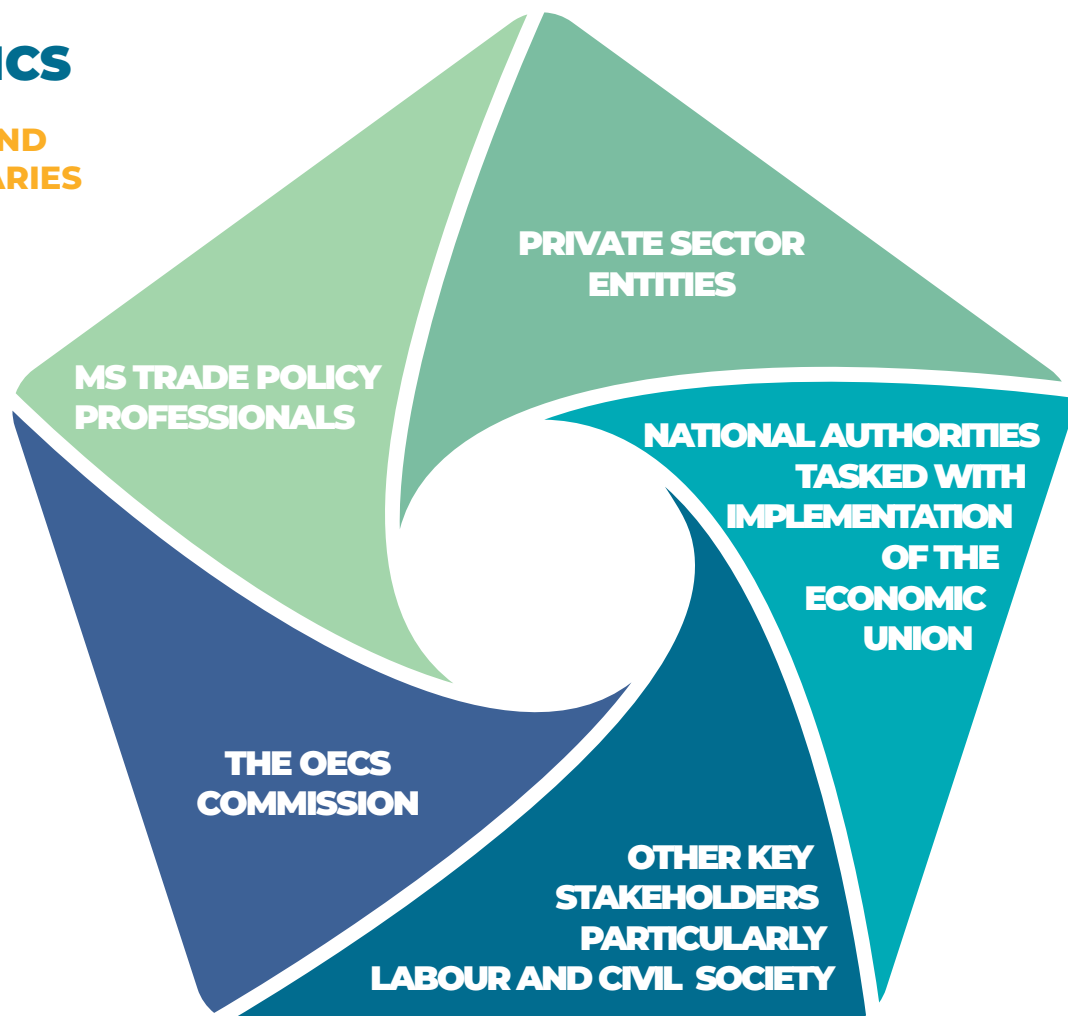
- Lack of data and statistics to inform the decision-making processes, OECS countries are small countries and unique, and in some instances are reluctant to provide data;
- Inadequate monitoring and evaluation of trade agreements. In fact, despite the OECS Member States are keen to sign agreements (including the EPA) very often there are not sufficient data that can be used for monitoring and analysis the actual benefit deriving from these arrangements;
- Low level of private sector participation in trade negotiations, in fact across the OECS the private sector complains that the agreements are drafted and signed without their inputs and they do not receive instructions on how to implement them, therefore potential benefits of trade agreements cannot be realized

The project aims at constituting a coordination mechanism for trade policy as a sub-group within CARICOM, in the following areas:

- Common economic and financial regulations;
- Free movement of people;
- Free movement of goods (both originating and third country);
- OECS Business Council, which exists, formally incorporated and recognized.

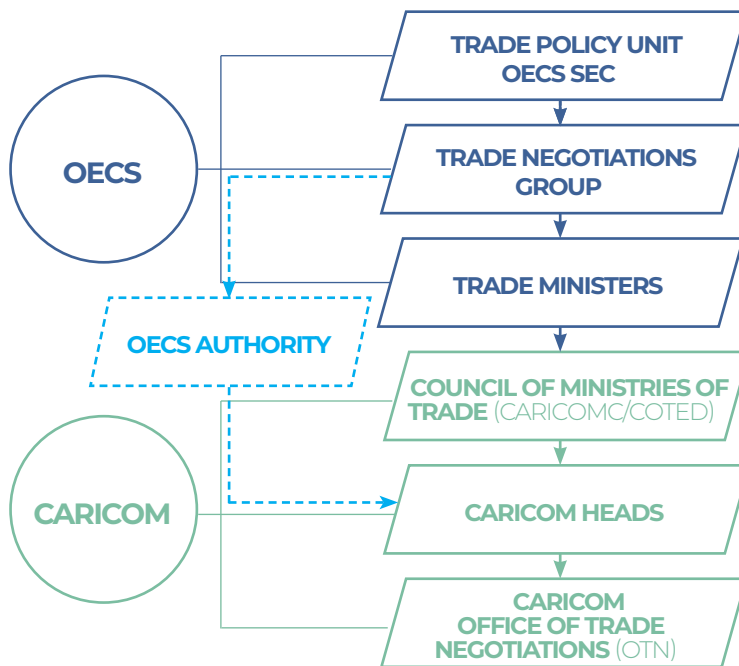
KEY GRAPHICS

STAKEHOLDERS AND DIRECT BENEFICIARIES



KEY ELEMENTS OF A COMMON OECS-CARICOM TRADE POLICY AGENDA

JOINT NEGOTIATIONS MACHINERY



INTERLOCKING POLICIES AND PROGRAMME

- COUNCIL FOR TRADE AND ECONOMIC DEVELOPMENT (COTED)
- TRADE FACILITATION COMMITTEE
- CARICOM REGIONAL STEERING COMMITTEE ON SERVICES
- CARICOM SUB-COMMITTEE OF CHIEFS OF IMMIGRATION AND CUSTOMS
- CARICOM BUSINESS THEMATIC GROUP

CARICOM STRATEGIC PRIORITIES

2015-2019

- Accelerate implementation and use of the CARICOM Single Market and Economy (CSME);
- Introduce Measures for Macroeconomic Stabilisation;
- Build Competitiveness and Unleash Key Economic Drivers to Transition to Growth and Generate Employment;
- Human Capital Development;
- Deepen Foreign Policy Coordination (to support strategic repositioning of CARICOM and desired outcomes);
- Public Education, Public Information and Advocacy.

PROJECT RESULTS CHAIN

- A cadre of trained and certified trade policy professionals and practitioners;
- Well-defined mechanisms for involving the private sector in trade and policy dialogue and decision-making;
- Single OECS strengthened and modernized Trade Policy coordinated;
- A harmonised Trade Information & Facilitation Platform to support trade policy analysis, negotiations, and the sizing of opportunities and synergies for trade by the private sector.

BEST PRACTICES

BENEFITS AND SYNERGIES FOR CARICOM

1. Accelerate the movement towards development of a common CARICOM Trade Facilitation Information platform;
2. Consolidate and increase the scope of trade data and statistics to fuel CARICOM trade negotiations and decision making;
3. Support the implementation and monitoring of CARICOM trade mechanisms such that in Article 164 regulating specific trade between the LDC and MDC within the group;
4. Strengthen the contribution and effective participation of the OECS/LDCs within the CARICOM in the CSME and Free Trade Agreements;
5. Strengthen the functioning of specific organs of CARICOM such as the CO-TED, by supporting better analysis of issues and evidence-based decision making;
6. Enhance private sector participation in CARICOM Trade matters.

SUGGESTIONS ON WAY FORWARD

The OECS sustainability will ensure, after the closure of the grant contract the following sustainable elements:

- The “new OECS model” of trade policy competence should be more efficient and effective for coordination at CARICOM level;
- Deeper functional cooperation to set the pace for the rest of CARICOM member states;
- Full compliance among OECS Member States in establishing national and institutional trade policy mechanisms mandated by CARICOM;
- Greater private sector confidence and participation in OECS and CARICOM trade policymaking processes;
- Enhanced human capital in trade policy analysis.



Didacus JULES, OECS Director General
TCII Grant Signing Ceremony, Geneva 4 July 2019



ENHANCING CAPACITY IN TRADE POLICY ANALYSIS AND TRAINING FOR GREATER REGIONAL INTEGRATION



COMESA

Jane Kibiru

Senior Research Fellow

Common Market for Eastern and Southern Africa

KEY MESSAGES ON IMPLEMENTATION OF SUPPORT PROJECTS AND RESULTS

The COMESA is implementing a Grant contract financed by the TradeCom II aiming at enhancing the COMESA's capacity to mainstream regional obligations and implementation of regional programmes to achieve deeper regional integration and increased participation in global economy. One of the challenges/issues that COMESA has is the slow mainstreaming of COMESA policies and programmes into national development plans/strategies, which is due to the limited institutional, technical and human capacity in regional integration including trade policy analyses. Furthermore, this project builds on the outputs of a previous project funded by EC EDF on "Enhancing Capacity of COMESA Secretariat to support Economic and Trade Policy Research and Analysis".

The objective of the project is mainstreaming the regional obligations and implementation of regional programmes to achieve deeper regional integration. The COMESA Secretariat will be doing this, by increasing the participation of the COMESA Member States in the global economy. This will be achieved through the enhancement of the capacity of the Member States in trade policy research and training and building

practical skills and knowledge to support regional integration. The COMESA implements this by establishing and implementing a Masters degree programme in Regional Integration.

Concerning the Enhancement of Capacity in Trade and Economic Policy Research and Negotiations, this is meant to enhance the use of evidence in policy making practice in the COMESA Member States but also at the regional level. It will be done through training the government officials and private sector in economics, trade policy research and analyses, research methodologies and building capacity in mainstreaming COMESA programmes in Member States national development plans.

In addition of the strategic importance, the objective is also to increase partnerships and networks. In-fact in order to influence the policy making, a crucial role is played by the interaction among people and institutions to share common policy influencing objective, this in partnership with Government, private sector, research institutions, think tanks, academia and civil society which will be able to develop trust and joint working plans (i.e. of partnerships UNECA, IDEP, SUSSEX, AFREXIM BANK).

BEST PRACTICES

1

COMESA Annual Research Forum

- Triple helix model;
- Research papers on trade, regional integration and emerging issues;
- Contemporary theme;
- Processing of policy implications through COMESA policy organs for decision making;
- Ready demand for research forum outputs;
- Mentoring of young researchers.

3

Partnerships and networks

- Government, academia, research institutes, think tanks and private sector.

5

Publication of policy briefs

2

COMESA Virtual Masters Degree Programme in Regional Integration

- COMESA Council of Ministers Decisions:
 - ✓ set up a professional or graduate school of Regional Integration;
 - ✓ establish a COMESA Virtual University with a network of universities to incorporate an academy of Science, Technology and Innovation and research networks.
- Collaborative post graduate degree in RI in the short term and a virtual university in the medium to long term;
- 22 regional universities collaborating in the masters degree programme;
- Course syllabus and teaching modules developed;
- MOUs signed with 5 universities;
- Students admitted in one University.

4

Publication of research outputs in COMESA Flagship Publication “Key Issues in Regional Integration”

6

Sharing of policy research outputs through the internet, social media platforms and the COMESA Policy Organs

LIMITS OF TA SUPPORT



Inadequacy of technical assistance



Short term nature of technical assistance



Lack of technical assistance impact evaluations



Lack of a dedicated ministry handling COMESA or regional integration issues (Only COMESA Desk officers)

BEST PRACTICES

Some of the best practices brought by this project derive directly from the previous one and thus duplicated into this one too.

A strategic importance is put in the dissemination of the project activities to researchers. This will be ensured through the COMESA Annual Research Forum which take place yearly. The Forum bring together the Government, the academia and the industries that come together in order to discuss and review research papers on trade, regional integration, emerging issues and other contemporary themes. The policy implications of these papers are presented to the COMESA trade policy organs, like the council of Ministers for decision making. The Forum is also an avenue for mentoring of young researchers and innovators.

Furthermore, another good practice is the COMESA Virtual Masters Degree Programme in Regional Integration which consists of a collaborative post graduate degree in regional integration with 22 regional universities collaborating in the Master's Degree Programme. The COMESA has also signed a MOUs with five universities.

In addition to that, the COMESA has put in place a system for publication of research outputs in COMESA Flagship Publication "Key Issues in Regional Integration" where all the researches are published, so far seven editions have been issued. Recently, it started the publication of policy briefs, sharing of policy research outputs through the internet, social media platforms and the COMESA Policy Organs.

SUGGESTIONS ON WAY FORWARD

- Continue supporting the research forums, trainings and the master degree programme in Regional Integration;
- Enhance technical assistance;
- Enhance staffing at the COMESA Secretariat;
- Support creation of dedicated ministries to handle COMESA regional integration issues;
- Establish a coordination unit for the master's degree programme at the Secretariat.



Chileshe Mpundu KAPWEPWE, COMESA Secretary-General
TCII Grant Signing Ceremony, Geneva 4 July 2019

TRADE POLICY FOR ENHANCED EXPORT COMPETITIVENESS

FACILITE
UN EFFETIVE

AUX NEGOCIATIONS
COMMERCIALES

REPOA

Peter van BERGEIJK

Professor

Institute of Social Studies Erasmus University

KEY MESSAGES ON IMPLEMENTATION OF SUPPORT PROJECTS AND RESULTS

The project has been launched recently, one launching event has been held in Dodoma and the other in Dar-es Salaam. REPOA has implemented several international value-chain research projects in the past on which the project can building on.

The first steps carried out by the project were to deepen in Tanzania trade environment and start engaging dialogue with the private sector, government officials and international organizations. This allowed to deepen the understanding of the problems in Tanzania and try to formulate solutions.

Business climate in Tanzania is ranked very low on trade across borders, and on issues related to their policy incoherence. The government taxes and regulates activities that it wants to encourage (i.e. taxes and VAT regulation on transit trade for hinterland trade like Rwanda).

Tanzanian exporters and importers have to deal with too many ministries and regulators (i.e the problem is not the fact to be subject to the taxes but the fact that they have to pay a lot of taxes to

different entities and the number of documents to be filled-in are too many).

Furthermore, in Tanzania costs of taxation and regulation are not appropriately recognized – there is a strong need to generate income by the government but the costs are a disincentive for the private sector that do not see the payment of taxes t bringing them any benefit.

For competition and diversification, harbor and airport facilities are lacking. These are physical bottlenecks that structurally limit trade in Tanzania. Trade in fact is redirected via Mombasa or Nairobi in Kenya.

The fact that Tanzania is a merger of two different territories (Tanzania mainland and Zanzibar) with two different institutions constituted another bottleneck.

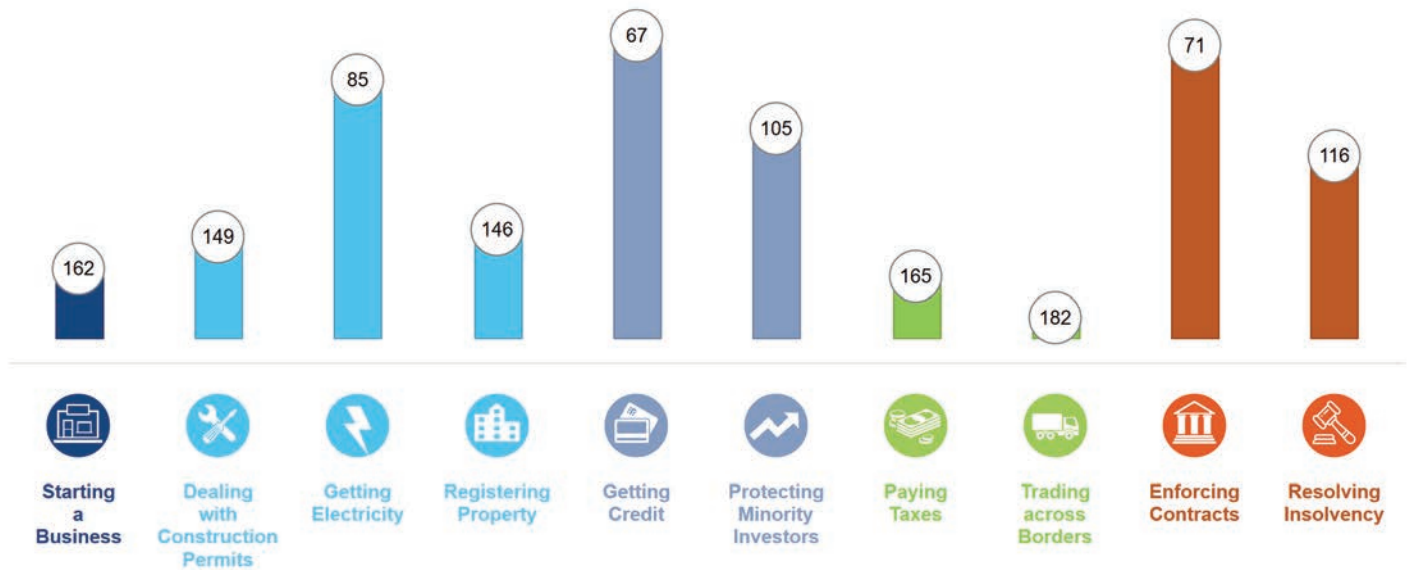
It has been recognized and studied that domestic trade from Mainland to Zanzibar and vice versa) is often treated as imports and exports. In addition, diverging trade policies and regulatory frameworks impact on value-chains (Rice).

It has been also recognized that there are firms/ industries that are missing, some of which have existed in the past: low value-added trap (leather). This is an issue open for further investigation.

JANUARY 2020 LAUNCH AND FIELD WORK IN DODOMA, DAR ES SALAAM, ARUSHA AND ZANZIBAR



TANZANIAN NTBS HINDER ITS OWN EXPORTS AND IMPORTS



1 **Policy incoherence:**
Government taxes and regulates activities that it wants to encourage

2 **Tanzanian Exporters and Importers**
have to deal with (too) many ministries and regulators

3 **Costs of taxation and regulation**
are not appropriately recognized

THREE INTERRELATED APPROACHES

MACRO

- ✓ Welfare loss of existing arrangements and bottlenecks
- ✓ Potential impact of EAC – EU EPA

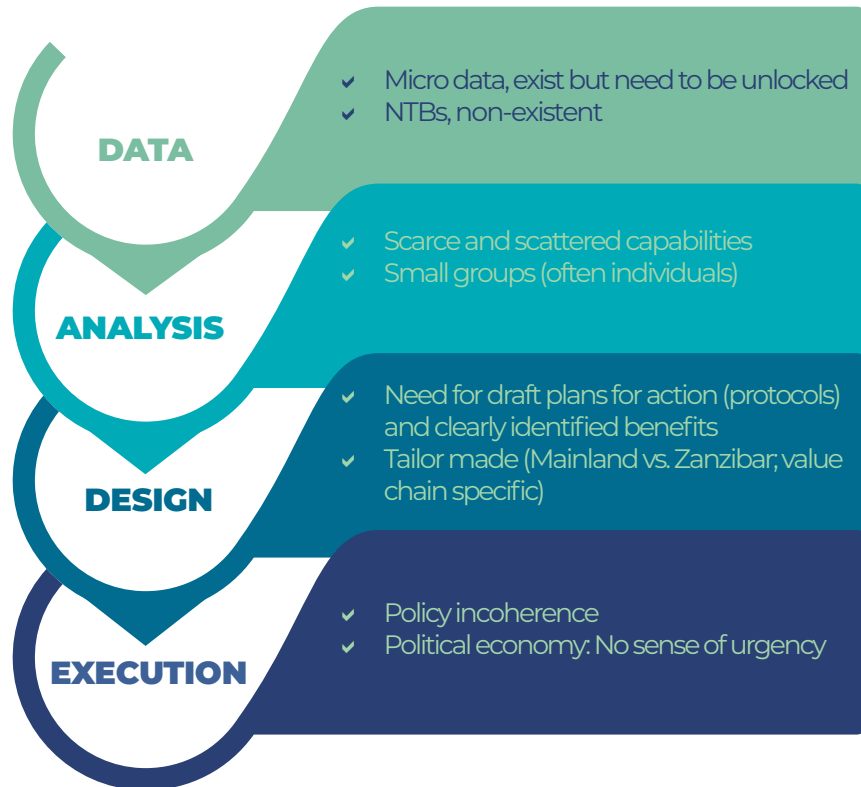
VALUE CHAIN/ INDUSTRY

- ✓ Concrete examples of bottlenecks, policy incoherence, NTBs, EAC – EU EPA
 - ✓ Horticulture, rise, leather, seaweed, logistics

MICRO (FIRM LEVEL)

- ✓ Productivity and trade
- ✓ Frequency of NTB

EFFECTIVE IMPLEMENTATION OF TRADE POLICY REQUIRES: DATA, ANALYSIS, DESIGN AND EXECUTION



BEST PRACTICES

Three interrelated approaches for study and investigation:

- ✓ Macro level which investigate the economy as a whole;
- ✓ The analyses on the value-chains which help to understand what kind of problems are

common in the value-chains and industry, with special focus on horticulture, rice, leather, seaweed, logistics;

- ✓ Micro level - firm level; the most important thing for the project is gathering data. In particular on the frequency of NTBs

SUGGESTIONS ON WAY FORWARD

The effective implementation of trade policy requires data, analyses, design and execution. On data, it has already been discussed by the previous speakers, it is imperative to unlock the existing data.

The project however needs to better concentrate more on trade policy; for instance, to focus on trade policy capabilities, which are present in the country but scattered in different universities, so the focus would be to bring them together.

There is also the need to have concrete actions, this is asked by policy makers and to have visibility on the benefits and actions. There is the need for drafting plans for action (protocols) and with clearly identified benefits. Furthermore, there is the need to have tailor made trade policy for Mainland vs. Zanzibar; value-chain specific).

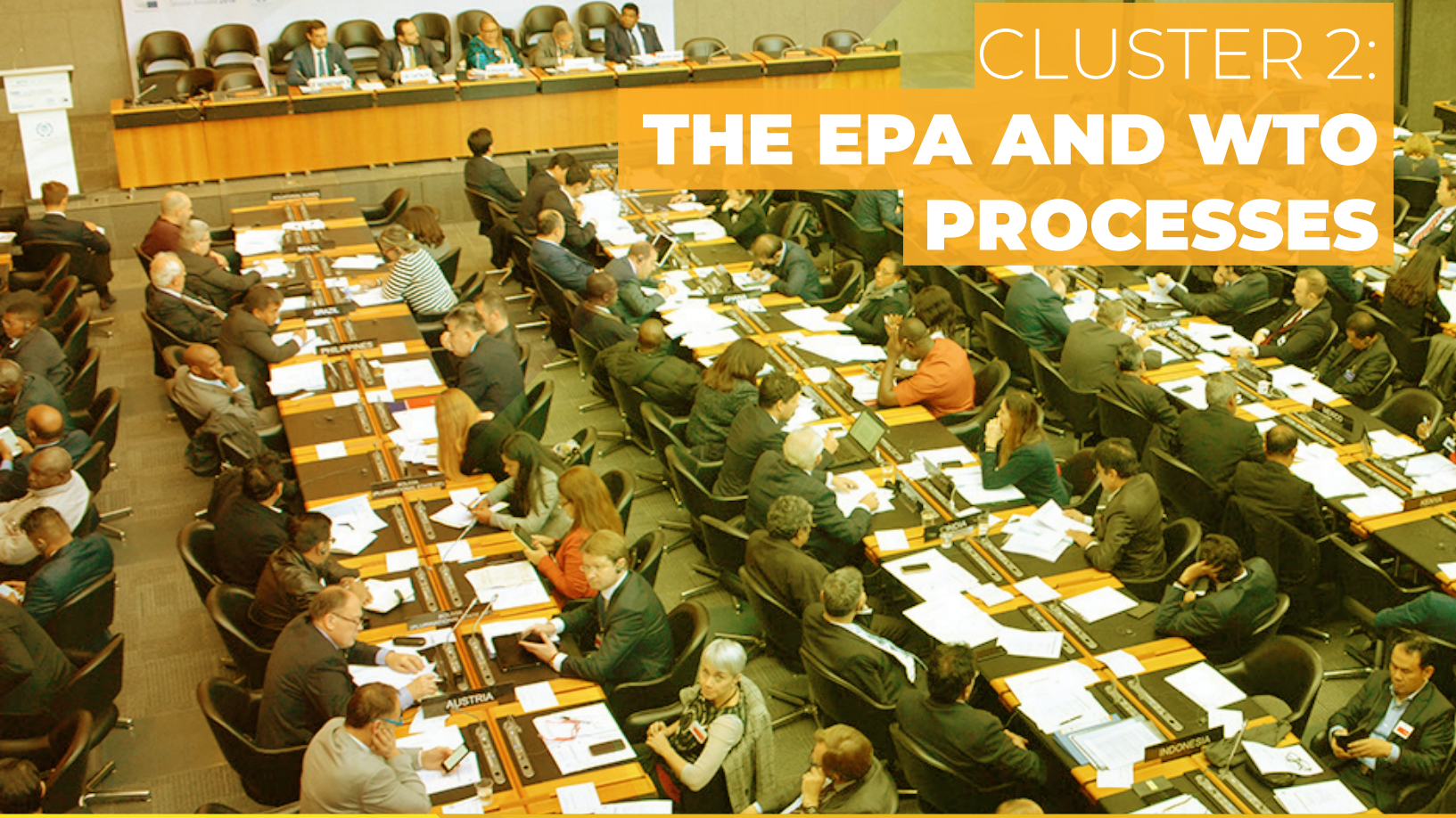


WTO: the WAY FORWARD
Annual Session of the Parliamentary Conference on the WTO

OMC : la VOIE à SUIVRE
Session Annuelle de la Conférence Parlementaire sur l'OMC

Geneva, 6 - 7 December 2018

CLUSTER 2: THE EPA AND WTO PROCESSES



MODERATOR

TCII PROGRAMME
Ahmed NDYESHOBOLA



EC DG TRADE
Remco VAHL



CAMEROON
Aliou ABDOULLAHI



CAMEROON
Martial TCHOUDJANG



CROSQ
Deryck Omar



CÔTE D'IVOIRE
Kouya Bertin GOMUN



COMOROS
Abbas Mohamed HACHIM



DJIBOUTI
Hassan Aden CHEHEM



UNECA
Marlon LEZAMA



UNECA
Batanai CHIKWENE

WHAT IT TAKES TO IMPLEMENT AN EPA



EC DG TRADE

Remco VAHL

Senior Trade Affairs Officer, Economic Partnership Agreements
ACP, Overseas Countries and Territories
EC DG TRADE

KEY MESSAGES ON IMPLEMENTATION OF SUPPORT PROJECTS AND RESULTS

The Post Cotonou partnership has two levels:

- The foundation agreement: for All ACP level, which concerns countries from all three regions: Africa, Pacific and Caribbean forming one single legally binding agreement;
- The second level is based on tailor-made regional partnerships: One between EU and Africa, EU and Caribbean and one between EU and Pacific ACP countries.

ACP-EU "POST-COTONOU" PARTNERSHIP



EU - AFRICA



EU - CARIBBEAN



EU - PACIFIC

FOUNDATION
TO ALL COUNTRIES

FORMING
ONE SINGLE
LEGALLY BINDING
AGREEMENT

Tailor-made regional partnerships:

- Centre of gravity for political dialogue & action; tailored priorities A, C and P
- Not a trade or investment agreement (confirmation of EPAs)
- May include support to trade and investment agreements where these exist

The second level is in line to the theme regarding the implement the EPA. The implementation of the EPA is supported by capacity building and technical assistance which is already in place through the TradeCom II programme. The EU-ACP regional partnerships are in fact looking for sufficient basis to continue to engage in capacity building and technical cooperation. EU-ACP regional partnerships are not trade agreements nor investments agreements since EPA and trade agreements are already in place. What is lacking is the capacity and support in order to take advantage of those agreements.

From the DG Trade and the European Commission's point of view, the regional partnerships are opportunities to enhance where necessary the capacity building and technical cooperation in order to make the trade agreements successful.

Free access of the ACP countries to the EU market is a corner stone for the EPA. The ACP countries, in terms of market access liberalisation, they have the possibility to exclude certain products, to backload others and take safeguard measures in case liberalisation causes trouble.

In addition to market access, the EPAs provide platforms for dialogue through the implementation committees. As such, they promote information exchange, knowledge transfer and cooperation between the EU and ACP countries.

EPAs are negotiated at regional level with regional integration objectives e.g. flexible rules of origin and with provisions for cumulation. As a result, they promote regional value chain development and encourage intra-ACP trade.

EPAS – KEY FEATURES

MARKET ACCESS

EPAs give better market access to EU and ACP exporters alike, based on asymmetrical liberalization: free access to EU market vs. 75%-85% liberalization for EU products

REGIONAL INTEGRATION

EPAs negotiated at regional level with regional integration objectives e.g. flexible rules of origin and w for cumulation. As a result, they promote regional value chain development and encourage intra-ACP trade.

SAFEGUARD MECHANISMS

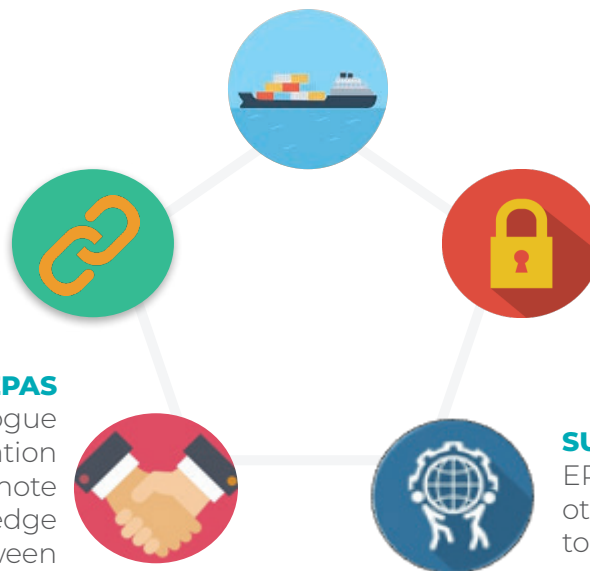
EPAs provide adequate safeguard mechanisms, allowing ACP countries to take measures when their markets are distorted by EU exports.

PLATFORMS FOR DIALOGUE EPAS

provide platforms for dialogue through the implementation committees. As such, they promote information exchange, knowledge transfer and cooperation between the EU and ACP countries

SUPPORTING PROGRAMMES

EPAs are supported by various other EU policies contributing to ACP countries' development, such as the External Investment Plan, Aid for Trade,...



The implementation of an EPA also requires administrative capacity to take advantage of Rules of Origin mentioned in previous presentations and to apply safeguard measures, align tax systems, monitoring and data collection.

It also requires to improve productive capacity: to tackle the supply side constraints and take advantage also of the opportunity that EPA gives to the development of value chains and value addition.

On the institutional capacity front, it is about institutionalising the dialogue between the EU and ACP countries but also with the other stakeholders.

In addition to market access, the EPAs provide platforms for dialogue through the implementation committees. As such, they promote information exchange, knowledge transfer and cooperation between the EU and ACP countries.

EPAs are negotiated at regional level with regional integration objectives e.g. flexible rules of origin and with provisions for cumulation. As a result, they promote regional value chain development and encourage intra-ACP trade.

BEST PRACTICES

The EIP, it is not only about money but also it has been identified as a big contribution to the improvement of the investment climate and to the Public-Private dialogue.

EPAS AS POLITICAL, ECONOMIC AND TECHNICAL BUILDING BLOCKS

- ↘ Partnership: communication and cooperation platforms;
- ↘ A strong development dimension and building EPA partners' capacity and competitiveness;
- ↘ Experience/expertise/tools to negotiate/ implement key technical provisions;
- ↘ Regional economic integration -> AfCFTA.

The EU is already putting a lot of effort to support the operation of the AfCFTA. In this sense synergies exist already between the AfCFTA and the EPAs, which are political, economic and technical building blocks. Moreover, regional economic integration will contribute in the implementation plan of the AfCFTA.

SUGGESTIONS ON WAY FORWARD

The African Continental Free Trade Area (AfCFTA) is regarded in a long-term perspective of Economic Partnership Agreements, Free Trade Agreements, including the Deep and

Comprehensive Free Trade Areas for North Africa, and other trade regimes with the EU. It should be exploited to the greatest extent, as building blocks to the benefit of the AfCFTA.

How do EPAs relate to AfCFTA?

“Building on the African Continental Free Trade Area (AfCFTA) implementation, the long-term perspective is to create a comprehensive continent-to-continent free trade area between both continents. Economic Partnership Agreements, Free Trade Agreements, including the Deep and Comprehensive Free Trade Areas for North Africa, and other trade regimes with the EU should be exploited to the greatest extent, as building blocks to the benefit of the AfCFTA.”

(EU-Africa Alliance Communication, September 2018)



Koen DOENS, EDD17 June 2017 - Brussels
High Level Panel co-organised by TCII II Programme

EPA IMPLEMENTATION STRATEGY IN CAMEROON



CAMEROON
Aliou ABDOULLAHI
 Coordinator of the Support office NAO

CAMEROON
Martial TCHOUDJANG
 Attaché National Authorizing Office

KEY MESSAGES ON IMPLEMENTATION OF SUPPORT PROJECTS AND RESULTS

TradeCom II accompanied Cameroon in the framework of the P050 project entitled "Elaboration of a Cameroon EPA Implementation Strategy and Operational Action Plan".

This support made it possible to set up:

- A National Strategy for the implementation of the Cameroon-EU EPA with an action plan estimated at €850.97 billion;
- An assessment of the implementation of the Cameroon-European Union EPA. This is a comprehensive article-by-article review of the Agreement;
- A summary matrix of the rendez-vous clauses included in the corpus of the Cameroon-EU stepping stone EPA.

On the basis of available evidence, Cameroon is drafting an advocacy document.

About Cameroon's EPA:

Some reminders and highlights

TITLE	DATES
Agreement initialed	December 1, 2007
Signature by the European side	December 17, 2007
Implementation on the European side	January 1, 2008
Signature of the agreement	January 15, 2009
Ratification of the Agreement	July 22, 2014
Liberalisation of first group products	August 4, 2016
Liberalisation of second group products	August 4, 2017
Liberalisation of third group products	August 4, 2020

BEST PRACTICES

It is important to note that when the TradeCom II project was designed, there was a great desire for flexibility in the implementation of the support project.

The beneficiary showed a great ownership: from the request through the elaboration of the terms of reference, the supervision of the mission and the work, the technical assistant, etc., the beneficiary was at the heart of the system.

Throughout the implementation phase, a participatory approach was in place with involvement of stakeholders.

The project in Cameroon involved periodic monitoring by the TradeCom II team. This was shown by the availability of a contact person.

SUGGESTIONS ON WAY FORWARD

Results of the strategy--Steps to be taken for optimal implementation were suggested:

- Review/reorganize the national monitoring system;
- The need for better organisation/institutional coordination;
- The institution of EPA monitoring;
- Niches and opportunities offered by the EPA commitment that need to be seized;
- The constitution of the Agriculture Group of the EPA Committee with a view to formulating a specific Programme in Cameroon on technical barriers to trade and SPS standards;
- The improvement of quality infrastructure: in this regard, Cameroon has expressed the wish that within the framework of the Programme of Support for Regional Integration and Investment in Central Africa (PAIRIAC), support for the EPA should focus on strengthening a laboratory;
- The visible involvement of EU Member States. For example, participation in meetings of the EPA Committee and Article 7;
- Permanent monitoring of the implementation of the Agreement;
- Consistency with the programming of cooperation instruments, clarification of the financing of the partnership and reflection on the development partnership in Articles 9 and 12 respectively;
- The establishment of a commercial information system for national industrialists and exporters on the standards and measures in force on the European market;
- The mobilization of substantial financial resources for national upgrading and subcontracting structures;
- The inclusion of local content clauses in the investment contracts of certain multinationals and European companies interested in Cameroon.

IMPLEMENTING THE TBT PROVISIONS OF THE EU - CARIFORUM EPA: CHAPTER 6

CROSQ

Deryck Omar

CEO

CARICOM Regional Organization for Standards and Quality

KEY MESSAGES ON IMPLEMENTATION OF SUPPORT PROJECTS AND RESULTS

The support Project in CROSQ focused on: "Implementing the TBT Provisions of the EU - CARIFORUM EPA: Chapter 6"

The project's purpose was two-fold. The first one was to efficiently and effectively apply EPA (Chapter 6) and WTO TBT principles, guidelines and recommendations, in CARICOM, in keeping with the WTO Good Regulatory Practice (GRP) guidelines. The Results expected and achieved:

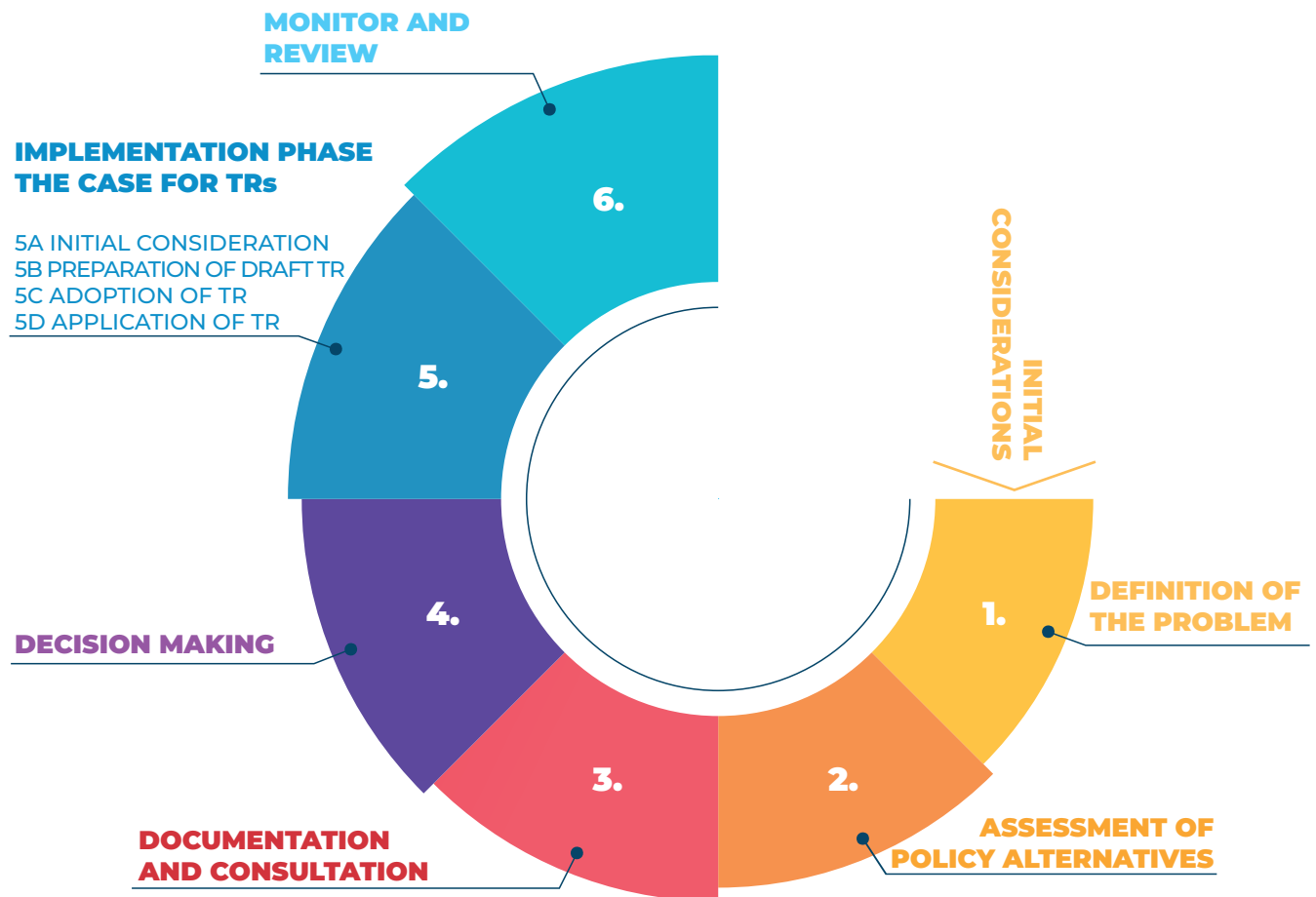
- EPA compliant Regional Good Regulatory Practice (GRP) Guide with attached Regulatory Impact Assessment (RIA) template developed; and
- EPA related good regulatory practices in the region promoted; and a formal SMART Awareness Campaign Framework developed for resourcing and roll out.

The GRP Guide and the Code of Practice (COP)

Regional Workshop on - EPA and WTO -TBT compliant Good Regulatory Practices

10 - 11 July 2019 - Barbados

INITIAL CONSIDERATIONS



PROCESS:

1. EPA / WTO compliant;
2. Based on regional experience and work – quantitative survey (the WB QI template on TR); expert interviews in some MS (using multi-disciplinary committees that we wanted) and regional level;
3. Developed with CROSQ TIE Committee
TIE Committee demonstrated a good technical level of knowledge in GRP and could be further utilized to discuss GRP issues for the region and to support implementation processes and activities;
4. Regionally adapted;
5. NSB focussed;
6. Adaptable at national level (COP)
Dominican Republic was included as Observer, Commenter on all drafts, and in close out training workshop – Minister, Minister Advisor and NSB.

were developed but not implemented as yet. To implement, the beneficiary needs to find

resources for publication in quality format and then execute with Euro 20k.

The Regional GRP Guide and the fit-for-purpose COP are providing the concepts and tools for Technical Regulations based on GRP. In addition, the Awareness Campaign Framework is providing elements for the national outreach. The awareness campaign is oriented to 8 groups – policy makers, regulators, NSBs, private sector, consumers and civil society, trading partners, donors and media. Nevertheless the implementation of GRP in a country will require resources that still need to be mobilised, including donor funds.

However, the National Standards Bodies (NSBs) are discussing the documents with their Attorney Generals offices / Parliamentary Central Drafters of Legislation.

The second purpose of the project focused on capacity building targeting at increasing market access intra and extra regionally in support of private sector competitiveness. Results expected were achieved and provided the following outcomes:

- Sample fit-for-purpose National Code of Practice (COP) for implementing the Regional GRP Guide developed;
- Technical skills and capabilities on developing a National COP for implementing the Regional GRP strengthened.

Under this support project, the general National COP was market tested in Barbados. The beneficiary produced also a Barbados COP for national legislature drafters' usage. The Barbados COP was:

- Developed with the Barbados National Standards Institute and other specially selected stakeholders;
- Policy paper (national policies input and COP can be considered a policy output);
- Adapted to Barbados situation;
- To be used with regional GRP Guide;
- EPA / WTO compliant.

The Regional GRP Guide and Barbados COP follow the same logical structure.

BEST PRACTICES

CROSQ presented the lessons learnt during the project implementation:

Learn

- Take Regional GRP Guide and National COP presentation to learn about GRP and RIAs considering Small Islands Developing States (SIDS) perspective.

Adapt

- Take the Regional GRP Guide and National COP built for SIDS, adapt it via stakeholder consultations and implement it;
- The National COP built provide guidelines on how to move forward, while the GRP Regional Guide sheds light on the different issues at hand.

- Take the Awareness Campaign Framework built for SIDS, adapt it via stakeholder Consultations and implement it.

Analyse and share

- Analyse which are your GRPs in place and share the experience with other SIDS.

Drivers of Change

- National Standards Body (NSB) Directors have to be the main national change agents for the two instruments – not the owners (which should be the Parliamentary Drafters of Legislation) but the key driver of change.

Articulation of the role of NSBs

- Mainly only these NSBs can bridge the following technical constructs – WTO TBT Agreement – EPA Chapter 6 TBT Provisions – ISO Good Standardization Practices – WTO Good Regulatory Practices – Standards and Technical Regulations Development - National Parliamentary Legislative Drafting based on the customized national COP that this project developed.

Resourcing an Awareness Campaign is Critical

- The Regional GRP Guide and the fit-for-purpose COP are providing the concepts and tools for Technical Regulations based on GRP as well as the Awareness Campaign Framework is providing elements for the national outreach, but nevertheless the implementation of GRP in a country will require resources that still need to be mobilised, including donor funds.

Change is Incremental

- Whilst the GRP can be considered universal for SIDS, no one size National COP to fit all – and it should be designed to be resource appropriate for implementation.

Separate but coordinated actions

- The adoption of GRP needs to separate the standards setting process from the enactment of product regulations to specialise these two functions; but it also entails a better articulation between product regulations and NSBs to ensure technical consistency.

SUGGESTIONS ON WAY FORWARD

Next Steps for continued implementation were proposed:

- Have WTO Legal Comment on the Regional GRP Guide and National COP: Two lawyers have unofficially reviewed and concur in most material aspects;
- Harmonize comments with CROSQ 15 National Standard Bodies (NSB) and a few other Key Stakeholders and produce final Regional GRP Guide and National COP in publishable quality format;
- Train up again, all NSB CEOs on the two instruments for implementing in their Member States (MS);

- Support the personnel selling, by the NSB CEO, of the two instruments to their national parliamentary legislative drafters by resourcing our SMART Awareness Campaign Framework - produce and implement customized National COPs per MS - Train in-country personnel in how to use the instruments Guide, RIA, COP;
- Execute all the above with ACP new resources or CROSQ's new 11th EU – CARIFORUM EDF Project launched January 2020.

IMPROVEMENT OF MARKET ACCESS AND TRADE FACILITATION UNDER THE EPA



CÔTE D'IVOIRE
Kouya Bertin GOMUN
Director of Export Promotion
Ministry of Trade and Industry

KEY MESSAGES ON IMPLEMENTATION OF SUPPORT PROJECTS AND RESULTS

The Assessment of the Côte d'Ivoire/EU cooperation (IBF) in the framework of TradeCom II. The Ministry in charge of Trade has received support from the European Union through the TradeCom II project entitled "Support for the improvement of market access and trade facilitation conditions in Côte d'Ivoire", and is materializing through the implementation of the National Export Strategy (NES) and the improvement of the Trade Barriers Alert Mechanism (MAOC).

The results achieved under the NES were:

- The NES was implemented through stakeholder training,
- Carrying out prospective studies on new markets, and
- Exploring financial mechanisms to boost exports.

Under the MAOC, the results were:

- CNSOC members were trained;

- MAOC is popularized with the public, who make it their own.

Under the component 1 of the project dealing with the implementation of the National Export Strategy, three actions have been carried out:

- The organisation of a training workshop for members of the National Trade Information Network (RNIC) and a workshop to promote the RNIC among Trade Support Institutions (TSIs);
- Conducting studies on five target markets; and
- The completion of a feasibility study for an Export Credit Insurance Mechanism.

Under the component 2 of the project on the revitalization of the Trade Barriers Alert Mechanism (MAOC), a training workshop was organized for the members of the National Trade Barriers Surveillance Committee (CNSOC) and a workshop to promote MAOC among Trade Support Institutions (TSIs).

STATE OF PLAY OF THE EPA IMPLEMENTATION:

TIMETABLE FOR TARIFF DISMANTLING

Phase 1 :
1 January 2019, Less than 2 billions FCFA – 1155 Tariff Lines (TL)
Phase 2 : 2021 – 1150 TL
Phase 3 : 2024 – 1035 TL
Phase 4 : 2026 – 1025 TL
Phase 5 : 2029 – 1033 TL

Initial dismantling planned (0% interest products) from 2008 to 2023. But nothing until 2014 due to the progress of regional negotiations. Conclusion of the Regional EPA in 2014

"Preserve Regional Integration"

Article 75 stipulating that the Regional EPA will replace the Interim EPA.

16 signatures and then 11 ratifications of at least the regional EPA

IMPLEMENTATION OF THE EPA IN CÔTE D'IVOIRE:

- Faced a stalemate in the process of signing the regional EPA, with only Côte d'Ivoire and Ghana signing an Interim EPA (IEPA);
- Cote d'Ivoire signed its IEPA on 26 November 2008. On 3 September 2016, this agreement entered into force following its ratification.

Specifically, the IEPA is mainly about allowing Côte d'Ivoire to continue to benefit from the improved market access offered by the European Community and avoiding disruption of trade between Côte d'Ivoire and the European Union in order to safeguard its exports to the EU.

The Ivorian government adopted in 2017 an EPA implementation strategy in order to make the Agreement operational. In particular, the implementation strategy will strengthen governance of the implementation and ownership of the Agreement by public and private institutions.

With a view to implementing the Agreement, a new institutional scheme is proposed, consisting of 4 bodies in a pyramidal system: a political body, a body for coordinating and monitoring EPA-related activities, a design and analysis body and a technical body.

One of the phases in the process of the EPA implementation is the development of the National Export Strategy (NES) of the Republic of Cote d'Ivoire. It is a strategy to diversify Ivorian exports and improve their competitiveness on regional and international markets. To achieve its objectives, the NES relies on a number of economic sectors with strong export potential and the capacity to contribute to the development of Côte d'Ivoire.

In addition to sectoral strategies, the NES is also composed of cross-cutting strategies, addressing the main constraints affecting the competitiveness and functioning of the priority sectors. The NES was initially developed for a five-year period (2015-2019). It was revised in 2017 at the initiative of the NEC and is extended for the period 2018-2020.

According to the distribution key: the Ivorian State should provide 10% of the financing of the NEC representing CFAF 3.45 billion, donors 70%, or CFAF 24.17 billion and the private sector 20%, or 6.9 billion CFAF. However, due to a lack of funding and a restructuring of the body in charge of its implementation (APEXCI), it is not yet fully operational.

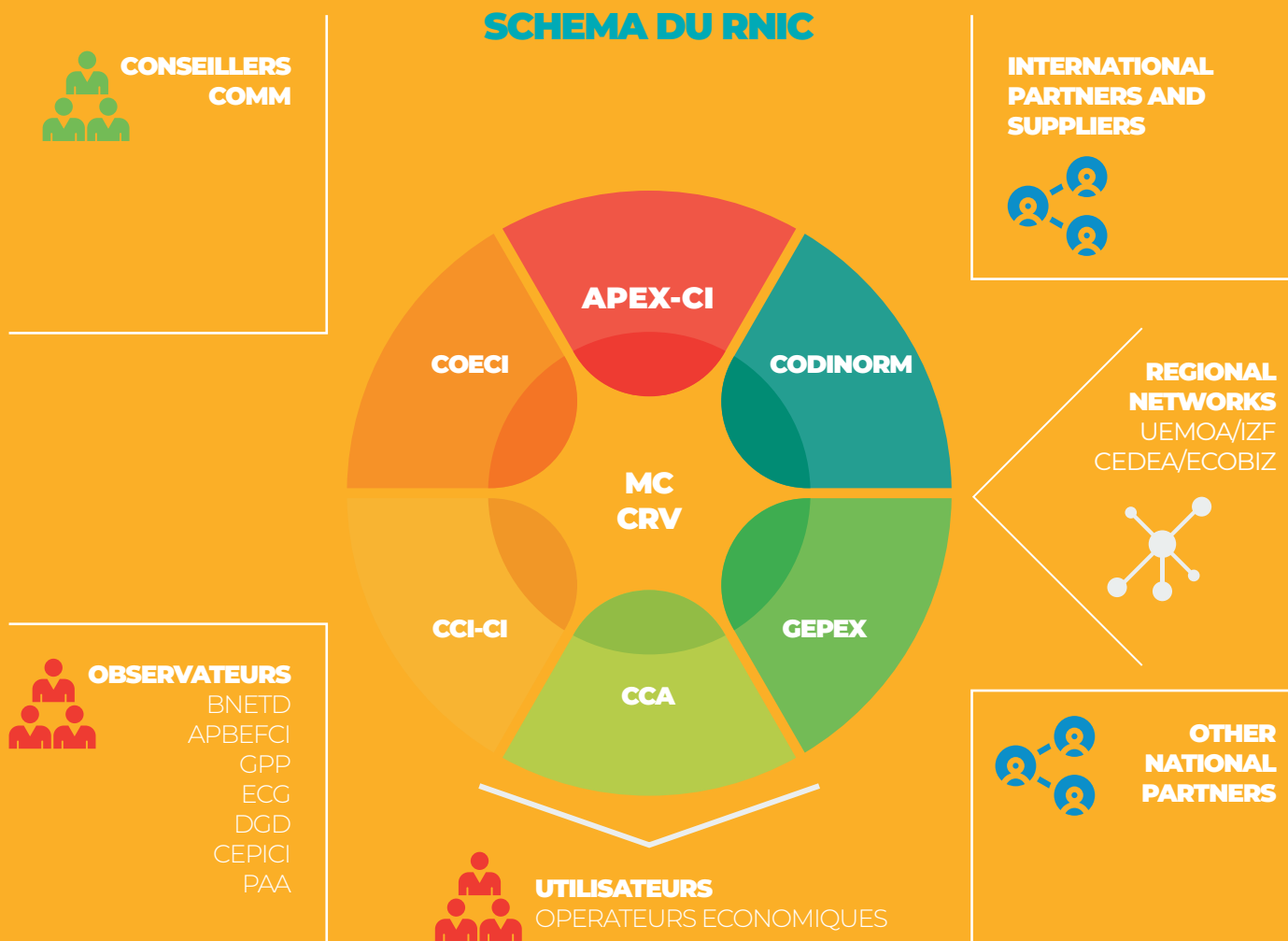
Implementation of MAOC and results achieved:

- The Mechanism was launched in 2014;
- There are more than 300 users including nearly 200 companies in less than a year;
- Some thirty obstacles have been reported, the majority of which are currently being resolved by the responsible agencies;
- Some obstacles have already been resolved, such as the excessive delays encountered by cocoa exporters in obtaining the weighing certificate from the Chamber of Commerce and Industry. One exporter reported this anomaly through the platform and alerted the responsible agency, the ICC, which has since reviewed these procedures, reducing the delays, which could have been as long as six months in the past, to less than two weeks today.

BEST PRACTICES

The National Trade Information Network (RNIC) in Côte d'Ivoire is an inter-institutional cooperation mechanism comprising a Coordination Committee, a research and

monitoring unit, and a web portal with its own address (www.veille-ci.com) and links to the websites of the network partners.



RNIC's strengths:

- An opportunity for Ivorian companies to have access to information;
- One-stop information desk;
- A network of watchdogs in key institutions to strengthen the competitiveness of sectors and companies in Cote d'Ivoire;

- Active support for promotion and user assistance activities;
- Support for companies in their internationalisation process with country files, participation in international events, pooling of capacities to better export, study possible aid, etc.

SUGGESTIONS ON WAY FORWARD

The Cote d'Ivoire beneficiary proposed various way forwards in future support project:

- Anticipating contract award procedures to avoid delays in project start-up;
- Take into account the volume of activities to be carried out in determining the period of execution of the project;
- Provide a substantial budget to cover all the programme activities;
- Always take decisions in the framework of the meetings of the Monitoring and Evaluation Committee of the project;
- Extend the activities of the Project Monitoring and Evaluation Committee one year after the end of the programme;
- Include the activities carried out under the project in the government's work programme;
- Sustaining the achievements of TradeCom II;
- Continue to collaborate with IBF in other areas;
- Request the EU to benefit from a second TRADECOM 2 programme for the preparation of an export guide and the set-up of a file of Ivorian exporters and importers.



COTE D'IVOIRE-- Support for improving market access and trade facilitation conditions in Côte d'Ivoire Workshop 28-30 January 2020, Abidjan

ACCESSION OF THE COMOROS TO THE WTO AND IMPLEMENTATION OF THE REGIONAL EPA

THE UNION OF THE COMOROS

Abbas Mohamed HACHIM
Director of Foreign Trade
Permanent Secretary of the
National Trade Negotiations Committee (CNNC)



KEY MESSAGES ON IMPLEMENTATION OF SUPPORT PROJECTS AND RESULTS

The presentation highlighted the importance of ensuring better access to international markets as essential to build a solid and stable economic base, which in the coming years will enable accelerated and sustainable growth for the Comoros and even in the ESA region - Interim EPA leading to full agreement has been signed by 4+1 countries. The Union of the Comoros initiated in 2007 and signed (EPAi) between the European Community and the States (ESA) in 2017, promulgated in January 2019 and ratified in February 2019; joined in this agreement are four other States (Madagascar, Mauritius, Seychelles and Zimbabwe).

The agreement provides for a WTO-compatible market access schedule, provisions on development cooperation, fisheries products and other issues. This agreement sets the framework within which a comprehensive Economic Partnership Agreement will be finalised.

The Results achieved during the implementation of the TradeCom II support programme were:

- The opportunity to lift TBs and NTBs: facilitate access to the EU market;
- EU legislation and compliance refer to the WTO and benefit from updates through updated Regulatory Action Plans: Legislative and Sectoral;
- The tourism sector strengthened through the ongoing Support Programme for Production, industrialization and Free Trade in the Comoros (APILE-Comoros) - FED - in order to improve competitiveness at regional and international level as reflected in the rate of increase in number of tourist arrivals;
- Business opportunities are promising thanks to the two human capacity building workshops organized by CNNC, BKP company through the TradeCom II programme on EPAs and WTO. The indicator forecasts the number of intentions and new trade contracts between Comorian traders and economic operators and the region. A total of 39 NCNC members were trained;

- The technical assistance provided under the TRADECOM support programme to carry out the transposition of tariff commitments from HS 2012 to HS 2017;
- Support for the incubation component to accompany manufacturing companies/ Access to European markets through companies in the certification and acquisition of bar codes;
- Ongoing project on diversification of production / on-site processing of quality assured products.

On the point tackling the process of accession to the WTO, it is important to note that The

Union of the Comoros, one of the Indian Ocean countries (LDCs) has just obtained the status of Middle-Income Country.

Steps completed and results in the process of accession to the WTO:

- Working group created: October 2007;
- July 2013: transmission of the aide-memoire for the comext regime;
- Presentation of the Foreign Trade Regime Memorandum: October 2013.

BEST PRACTICES

The support of the TradeCom II programme at the UC has enabled the beneficiaries to resolve the above-mentioned outstanding elements for accession to the WTO and is also prepared to accompany Comoros to the 5th meeting of the Working Group on Comoros Accession scheduled for March 2020.

The country will benefit from a transition period of a minimum of three years and a maximum of five years upon accession to the WTO.

Training Comorian officials at the WTO within the framework of its Institute for Training and Technical Cooperation, (ITTC) for human and institutional capacity building.

Ongoing mobilization of projects such as those of the EU TradeCom II Programme, CIR II, COMESA and will benefit from the UK Trade Advocacy Fund (TAF) Programme (DFID) upon accession and on request has the continued support of the WTO Secretariat.

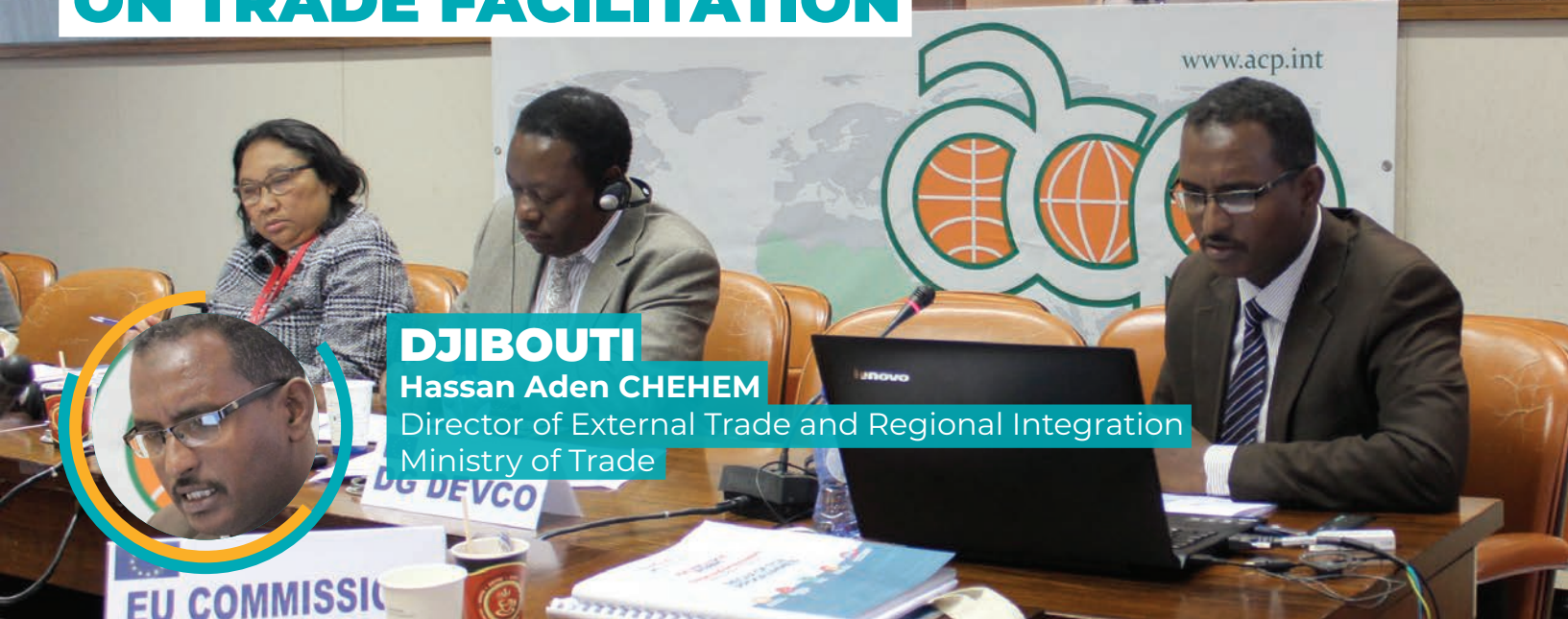
SUGGESTIONS ON WAY FORWARD

- The ESA region needs to conduct further consultations within the region on the draft joint text and continue negotiations with the EU;
- End the EPA negotiating process and move towards GSP+++ as an outcome for LDCs that are not in a position to conclude an EPA, due to unfavourable terms;
- Either follow the discipline of the group by ensuring that it includes a compromise acceptable to them (LDCs) over the period of liberalization and a liberalization offer compatible with their level and needs of

development, its position as a net importers, dependent on revenues from international trade to feed its budget;

- A limited number of performance indicators need to be agreed upon to measure this area. The detailed follow-up will be done at the sector level (Reference Action Plan), but at the level of the country's Growth Strategy.
- A limited number of indicators that measure the achievement of results should be selected from among the existing indicators. It must be possible to measure the indicators.

DJIBOUTI'S IMPLEMENTATION OF THE WTO AGREEMENT ON TRADE FACILITATION



DJIBOUTI

Hassan Aden CHEHEM

Director of External Trade and Regional Integration
Ministry of Trade

KEY MESSAGES ON IMPLEMENTATION OF SUPPORT PROJECTS AND RESULTS

The TradeCom II support project produced the following deliverables:

- **Guide on Measures and Formalities for Foreign Trade in Goods:** This guide focuses on factors related to trade facilitation, cross-border policies, formalities for trade in goods, and statistical data. It contains measures on import and export policies, formalities and Djibouti's trade facilitation performance indicators.
- **Inventory and Harmonization of TFA implementation needs:** The questionnaires distributed to TFA stakeholders identified the needs and costs for harmonization with the TFA. A total of 19 pre-project sheets were developed and validated by TCBT members at the Feedback Workshop, the estimated cost is USD 1,980,000 and this inventory and harmonization document is an instrument that will evolve over a 5-year period of TFA implementation and will define priority actions in terms of harmonization of TFA needs.

- **Five-Year Action Plan for TCBT Members:** The action plan contains notification and monitoring of category A, B and C measures, the mobilization of financial resources for the implementation of the TFA, stakeholder training on TFA, the follow-up evaluation actions of the TFA, the notification of foreign trade data to international organisations. The estimated cost of the five-year action plan is \$390,710.38 USD.
- **Guide to Foreign Trade:** This guide focuses on factors related to trade facilitation, cross-border policies, formalities for trade in goods, and statistical data; it contains measures on import and export policies and formalities and Djibouti's trade facilitation performance indicators. This guide also provides information on the institutions at the border; certificates and supporting documents as well as administrative procedures for economic operators.

DELIVERABLES



BEST PRACTICES

- Djibouti has honoured its commitment to notify measures A, B and C;
- Real national ownership of the commitments to the TFA Agreement by the stakeholders;
- The Training Workshop on the Tariff Data Simulation Tool "TRIST" contributed to the reflections of the negotiations on the African Continental Free Trade Area;
- Through the information questions on harmonization, several areas for reform were identified with stakeholders.

CAPACITY BUILDING FOR INCLUSIVE AND EQUITABLE AFRICAN TRADE ARRANGEMENTS



UNECA
Marlon LEZAMA
Chief, Partnerships &
Resource Mobilization

UNECA
Batanai CHIKWENE
Programme
Management Officer

KEY MESSAGES ON IMPLEMENTATION OF SUPPORT PROJECTS AND RESULTS

Key studies developed during the implementation of the actions under the contribution agreement:

1. Study on E-Commerce Provisions in PTA's to strengthen the capacity of the African private sector to take better advantage of e-commerce in preferential trade agreements and arrangements-EAC;
2. Study on extending the benefits of free trade to informal cross border traders with a view to strengthen the capacity of both private and public sector actors to support informal traders to better tap into preferential market access opportunities and gradually formalize their trade, with focus on ECOWAS;
3. Study on negotiating Institutions: Putting in the right foundations to strengthen the capacity of the African private sector to better engage in the negotiation and implementation of preferential trade agreements and

arrangements, and particularly those relating to trade in services, with focus on ECCAS;

4. Study on Preferential Trade Agreement compliance to strengthen the capacity of the African private sector to comply with and take better advantage of preferential trade agreements and arrangements (emphasize on TBT and SPS), focusing on Southern Africa;
5. Study on PTA utilization by the private sector in Africa, and particularly vulnerable groups within the private sector, the constraints they face, and where support to improve the use of PTAs should be prioritized, with continental focus.

These studies will take into account issues on regional trade agreements, Economic Partnership Agreements and other preferential trade arrangements that African countries are beneficiaries of.

METHODOLOGY OF IMPLEMENTATION



PROJECT OUTCOMES

- Policy reforms
- Private sector engagement
- Increased trade

PROJECT OUTPUTS

- Studies
- Regional FTAs & EPA issues
- Capacity Building (tailored) >125 people participants
- Policy Briefs
- Inclusion & equity issues
- Technical Assistance

BEST PRACTICES

- Increased capacity and skills of policy makers for inclusive policies to increase trade, gender and youth sensitive;
- Increase utilisation of preferences in FTAs by the private sector;
- Policy briefs, training programmes for policy makers and private sector, policy dialogues, technical assistance, etc;
- Validation of Studies to ensure that they respond to specific issues in the regions – Working with RECs and Private Sector;
- 5 Regional studies on E-commerce, Trade Institutions, Informal Cross border Trade, Standards and PTA utilisation;
- Partnerships with IDEP, TRALAC and TRAPCA;
- ECA has other projects that are supporting African members States in developing national AfCFTA implementation Plans;
- ECA is implementing other projects that are aimed at collecting gender disaggregated data- supporting and enabling evidence-based policy making.

SUGGESTIONS ON WAY FORWARD

- Africa's priority trade policy objective is the AfCFTA that will build a Single African Market for Trade in Goods and Services, and it is critical to ensure that WTO outcomes do not undermine those objectives;
- ECA supports Africa's quest for a Multilateral Trading System that is fair, equitable, inclusive and development-oriented, and that prioritises development interests;
- ECA will support the implementation of the AfCFTA as the anchor for trade growth in Africa and as a mechanism to strengthen trade governance and rules-based trading system.
- ECA will continue to support African member States in developing common negotiating positions at the WTO – Strategy Retreats for African Ambassadors based in Geneva.





CLUSTER 3: CUSTOM MATTERS



MODERATOR

OACPS
Christiane LEONG



EC DG TRADE
Athanossios RAMMOS



KENYA
Geoffrey Mwenda
KIRUGI



FAIMM
Marco SIMONCINI



UNECA
Marlon LEZAMA



UNECA
Batanai CHIKWENE

IMPROVED RULES OF ORIGIN: OPPORTUNITIES FOR EPA COUNTRIES

DG TRADE

Athanossios RAMMOS

Senior Trade Affairs Officer, Economic Partnership Agreements
ACP, Overseas Countries & Territories

KEY MESSAGES ON IMPROVING THE RULES OF ORIGIN IN THE EPAs

The strong development angle of the rules of origin in the EPAs reflecting the overall purpose of these agreements includes the following:

- The rules of origin in the EPAs allow for wider cumulation possibilities than in any other EU FTAs, thus encouraging regional integration in ACP countries. However, customs authorities need to cooperate for proper implementation of the wider cumulation.
- The EPAs contain specific flexibilities in the application of rules of origin:
 - ✓ 15% tolerance;
 - ✓ single transformation for clothing to encourage industrial development, and integration in global value chains (e.g. processing of imported fabrics); and
 - ✓ origin quotas for specific products with interest from ACP EPA States (e.g. tuna).

- The EPA rules of origin also contain provisions for derogations to address temporary circumstances.

However, rules of origin in the EPAs needed to be modernised and simplified. In this sense, and as an example, the EU-ESA EPA rules of origin were under revision to achieve:

1. Modernisation of the Protocol:
 - ✓ to ensure WTO compatibility;
 - ✓ to further clarify how to apply rules of origin;
 - ✓ to simplify the drafting and structure.
2. Simplification of the procedures to claim preference/verification to make them more trade facilitating: self-certification by exporter and verification based on cooperation between customs authorities.
3. Simplification of product specific rules

and make them more flexible to reflect new market developments and facilitate integration of industry into the global value chains.

With respect to the modernisation of the Protocol, important updates of key provisions were agreed at the 8th EPA Committee for modernisation of the Protocol:

- Allowing to transport goods through hubs in third countries;
- Possibility of using accounting segregation for fungible materials including sugar;
- Possibility for shipment of sugar without storing separately originating and non-originating sugar.

In addition, it is also recognised that further simplification and modernization of the Protocol is necessary, for instance:

- complex cumulation provisions; need to ensure WTO compatibility and ease implementation for business;
- clarification on which materials need to be considered or disregarded when assessing if a product is originating; packing for retail, packing for shipment, neutral elements;
- further simplification of the accounting segregation provisions;
- more user-friendly modern drafting used by operators worldwide.

SUGGESTIONS ON WAY FORWARD

The modernisation of origin procedures would aim at:

- Self-certification by a registered exporter instead of official certificates;
- Verification based on administrative cooperation between customs authorities of the importing and exporting country;

- Denial of preferential treatment by the importing country where goods appear not being originating.

The simplification/relaxation of the product specific rules would be discussed at the following round (EU proposal to be submitted).



Axel P. DE LA MAISONNEUVE, A4T 2019 - Geneva
High Level Panel organised by TCII II Programme

MANAGING UNFAIR TRADE PRACTICES IN COMPLIANCE WITH WTO PROVISIONS AND REGIONAL COMMITMENTS



KENYA

Geoffrey Mwenda KIRUGI

Senior Trade Expert, Ministry of Industry
Trade and Cooperatives

KEY MESSAGES ON IMPLEMENTATION OF SUPPORT PROJECTS AND RESULTS

Unfair practices are any fraudulent, deceptive or dishonest trade practice which is prohibited by a statute or has been recognized as actionable under law by a judgment of the court. These practices may be in form of:

1. Dumping;
2. Subsidization of imported products into a country;
3. Import surges;
4. Others like counterfeits, non-tariff barriers in regional markets, influx of illicit goods and transshipment of products through countries benefiting from preferential market access.

The WTO agreement allows governments to act against unfair trade practices where there is genuine (“material”) injury to the competing domestic industry. Binding tariffs and applying

them equally to all trading partners are key to the smooth flow of trade in goods.

But the WTO agreements have exceptions too:

- actions taken against dumping;
- subsidies and special “countervailing” duties to offset the subsidies;
- emergency measures to limit imports temporarily, designed to “safeguard” domestic industries.

In order to remedy the unfair practices in Kenya, in June 2017 a Trade Remedies Act was enacted to create a Trade Remedies Agency. (KeTRA) helping Kenya to minimise the levels of unfair trade practices especially at this time where AfCFTA is operational.

The mandate of the Agency is to:

- a | Investigate and evaluate allegations of dumping and subsidization of imports;
- b | Investigate and evaluate requests for application of safeguard measures on any imported product;
- c | Initiate and conduct public awareness and the training of stakeholders on its functions and on trade remedies;
- d | Publish and disseminate manuals, codes, guidelines, and decisions relating to its functions;
- e | Perform such other functions as the Cabinet Secretary may assign to it.

The TRADECOMII project outputs were:

Output 1: KETRA's institutional capacity for managing unfair trade practices strengthened in the following key areas:

- WTO sectors identified to be affected by unfair trade practices are products such as Oil, Coffee, Natural Gas, Gold, Wheat, Cotton, Sugar, Silver Copper;

- Identification of global products benefitting from unfair trade practices;
- Implication of imports on domestic production;
- Different analysis to establish sectors/products that may be subject to unfair trade practices.

Output 2: Situational analyses of the state of unfair trade practices facing the manufacturing sector in Kenya conducted, including:

- The tool for field study formulated;
- Public sector policy and coordinating agencies identified;
- A sample of 30 firms to participate in the pilot study identified;
- Sensitisation sessions held and Sensitisation materials including PPTs and reference reports prepared;
- Training session and validation of findings from study undertaken;
- A strategy for operationalisation of KETRA Law prepared and approved by the authorities.

SUGGESTIONS ON WAY FORWARD

Recommendations for possible additional support interventions

- Capacity building the KeTRA Staff and similar agencies in the EAC Region through trainings;
- Undertaking public sector sensitizations across the country and Regionally;

- Foreign benchmarking and exchange missions for KeTRA staff in countries with established Trade Remedies Agencies;
- Infrastructural support such as Trade Analysis SYSTEMS and respective Office Equipment.

STRENGTHENING THE ECOWAS CUSTOMS AND PORTS OPERATIONS



FAIMM
Marco SIMONCINI
Project Manager

KEY MESSAGES ON IMPLEMENTATION OF SUPPORT PROJECTS AND RESULTS

The concept of the PORT SINGLE WINDOW is a tool allowing public and private parties involved in trade and transport to transmit information with a single-entry point, and to share information to optimize operations. It is also a tool that has specificities linked to maritime trade and port activities.

The port single window is a common environment for exchange of information among actors of the supply chain. It permits a facilitation of transactions and electronic monitoring of the administrative processes. It also improves monitoring of cargo handling and port work by authorities and private actors. It also enables electronic payments.

This facility allows the simplification of procedures, improved efficiency and optimisation of operation, reduced dwell time for cargo along with cost reduction for both private actors and

public institutions, increased customs revenues and transparency.

The main public actors at the port are:

- Port Administration/Management;
- Customs Administrations;
- Health/Phytosanitary/Veterinary;
- Immigration;
- All actors of PCS, ISPS, etc...;
- Terminal Operators.

Private actors of the port are:

- Ship Crews;
- Stevedores;
- Pilots;
- Tugs;

- Freight forwarders;
- Shippers;
- Shipping lines and agents;
- Ship repair;
- Terminal operators.

The national and international actors can integrate within a national Single Window for external trade and with regional systems for information exchange.

The International Maritime Organization (IMO) has set mandatory requirements (valid since April 2019) with regard to electronic exchange of information on cargo, crew and passengers within the Convention on Facilitation of International Maritime Traffic (The FAL Convention). The IMO recommends the implementation of the “single window”, and it also has implemented a project to develop a “Model” Port Single Window for the use of developing countries.

Outlines of the project are:

- Development and implementation of a Capacity Building Programme on the «Port Single Window», including:
 - ✓ development of a medium term training programme, lasting 7 weeks and taking place in Abidjan for 15-20 people; and
 - ✓ Development and implementation of 7 training sessions in the 7 target ports;
- Implementation of a Grant Scheme to support small-scale actions to start-up or further develop the process for implementation of Port Single Windows;
- Development of a toolkit for decision makers to support implementation of port single windows;
- Set-up of networking and regional cooperation arrangements: network of institutions and network of professionals.

TARGETED OUTPUTS



OBJECTIVE

Improve efficiency of customs and administrative clearance process of port operations in accordance with EPAs in Ports of the ECOWAS Area through the implementation of Single Window Systems

BEST PRACTICES

BENEFITS OF THE IPCOEA PROJECT FOR TARGET ORGANISATIONS

1.
TRAINING TO
PERSONNEL

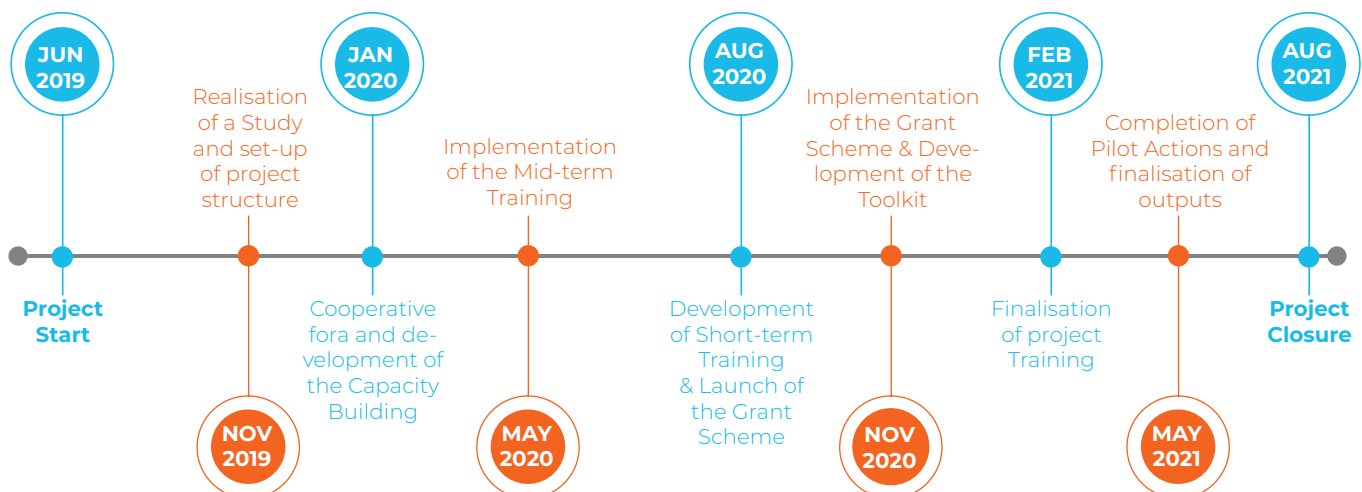
2.
DIRECT
SUPPORT TO
OWN PLANNING
AND DEVELOP-
MENT

3.
ACCESS TO
TOOLS AND
NETWORKS

«NECESSARY» PRACTICES

- Involve all relevant stakeholders but...
- ...take adequate institutional steps;
- Consider the limits and benefits of a regional approach;
- Contact regional actors;
- Build on what already exists.

WAY FORWARD



LIMITS OF THE TECHNICAL ASSISTANCE

- The regional approach needs to concretise in local actions;
- Limited budget in single projects;
- Trade support organisations must be enabled by local stakeholders to deliver their support;
- The wide variety of stakeholders requires a high-level institutional coordination;
- Political decisions may render support less feasible.

FURTHER SUPPORT

- Coordination with other projects;
- Assure inclusion of single window approach in port reform projects supported by the EU;
- Integrate trade facilitation in other actions related to maritime sector reform;
- Support national actions with technical assistance and grants;
- Valorise the role of regional organisations.



STRENGTHENING THE CAPACITY OF PRIVATE SECTOR TO EFFECTIVELY MAKE USE OF TRADE PREFERENCES



UNECA
Marlon LEZAMA
Chief, Partnerships &
Resource Mobilization

UNECA
Batanai CHIKWENE
Programme
Management Officer

KEY MESSAGES ON IMPLEMENTATION OF SUPPORT PROJECTS AND RESULTS

Background

Private sector engagement in trade issues is lower in African countries than it is in developed countries. Businesses currently face many constraints, including high trade costs, divergent regulatory frameworks and governance issues that undermine their effective operations on the African continent. Some countries in Africa are doing better than others, but generally, levels of engagements are increasing.

Although governments negotiate trade agreements, preference utilisation is driven by the private sector in the export of goods and services. Some sectors have more opportunities for inclusion than others and the private sector has to be engaged and empowered to better understand how to implement trade agreements in ways that create gainful trade

opportunities. In African most countries, businesses lack access to trade and market information.

The implementation of this project, with support from the ACP, aims to build the capacity for inclusive and equitable trade targeting policy makers and the private sector to increase the capacity of African private sector to take better advantage of preferential trade agreements and arrangements. This Project is part of a broader programme of the ECA/ATPC that aims to boost intra African trade and accelerate private sector development.

The objectives of the project are increased capacity and skills of policy makers to develop and implement inclusive policies to increase trade, gender and youth sensitive and to increase utilisation of preferences in FTAs by the private sector.

Project interventions

A. Key studies

1. Study on E-Commerce Provisions in PTA's to strengthen the capacity of the African private sector to take better advantage of e-commerce in preferential trade agreements and arrangements-EAC.
2. Study on extending the benefits of free trade to informal cross-border traders with a view to strengthen the capacity of both private and public sector actors to support informal traders. This will help to better tap into preferential market access opportunities and gradually formalize trade, with a focus on ECOWAS.
3. Study on negotiating institutions: Putting in the right foundations to strengthen the capacity of the African private sector to better engage in the negotiation and implementation of preferential trade

agreements and arrangements, and particularly those relating to trade in services, with focus on ECCAS.

4. Study on Preferential Trade Agreement Compliance to strengthen the capacity of the African private sector to comply with and take better advantage of preferential trade agreements and arrangements (emphasize on TBT and SPS), focusing on Southern Africa.
5. Study on PTA utilization by the private sector in Africa, and particularly vulnerable groups within the private sector, the constraints they face, and where support to improve the use of PTAs should be prioritized, with continental focus.

The studies will highlight good practices for private sector engagement in Africa and form the basis for the design of capacity building programmes for the private sector.

B. Private Sector Engagement Initiatives

The Africa Business Forum (annual)	Brings together heads of states, policymakers, industry leaders, and private businesses to discuss the role of private sector in Africa's development;
	Focuses on the issues, challenges and opportunities that are most relevant for African economies and societies;
	Provides a unique networking environment for policymakers, private sector, financiers, academia and civil society.
Intra-African Trade Fair (IATF)	Brings together ECA partners with Afreximbank and African Union Commission;
	Provides trade and market information;
	Connects buyers and sellers from across the continent;
	Provides opportunities for matchmaking, business exchanges and conclusion of business and investment deals;
	The next IATF will be held on 1-7 September 2020, in Kigali Rwanda.
The African Continental Free Trade Area (AfCFTA) Business Index	The index aggregates the opinions of businesses in Africa and articulates them in an index to ensure that the AfCFTA responds to their interests;
	It identifies the actual effect that the AfCFTA has on business, and challenges countries to respond to improve the trading environment;
	Star performing countries are recognized for their efforts, while those lagging behind are identified and flagged.


METHODOLOGY OF IMPLEMENTATION






PROJECT OUTCOMES

-  Policy reforms
-  Private sector engagement
-  Increased trade

PROJECT OUTPUTS

-  Studies
-  Regional FTAs & EPA issues
-  Capacity Building (tailored) >125 people participants
-  Policy Briefs
-  Inclusion & equity issues
-  Technical Assistance

SUGGESTIONS ON WAY FORWARD

-  The studies will shape and inform the content of the trainings and capacity building programmes for policy makers and the private sector;
-  The focus is to ensure that our efforts results in policy reforms and increased trade flows;
-  ECA has other initiatives that are supporting African Member States in developing national AfCFTA implementation Plans and implementing other initiatives that are aimed at collecting gender disaggregated data-supporting and enabling evidence-based policy making.



CLUSTER 4: QUALITY INFRASTRUCTURE AND STANDARDS



MODERATOR

OACPS
Christiane LEONG



CROSQ
Deryck OMAR



ARSO
Hermogene
NSENGIMANA



MOZAMBIQUE
Carlos RIQUIXO



GUYANA
Lidon CHARLES



MAURITANIA
Mohamedou
KOITA



OAPI
Vladimir MEZUIONO

PROMOTING REGIONAL TRADE-RELATED QUALITY INFRASTRUCTURE AND INTRA-ACP RELATIONSHIPS



CROSQ
Deryck OMAR
CEO
CARICOM Regional Organization for Standards and Quality

KEY MESSAGES ON IMPLEMENTATION OF SUPPORT PROJECTS AND RESULTS

CROSQ and ARSO realized that in order to have more effective south-south trade, the critical factor of success is the cooperation to harmonize or have equivalent Regional Quality Infrastructure (RQI) and systems.

With this aim CROSQ approached TCII programme to set up a project that to allow CROSQ to link with its counterpart in Africa (ARSO) and also to start a programme of Regional Quality Infrastructure development in the Pacific where only few States have a semblance of a National Quality Infrastructure.

The project had two main purposes:

1. To contribute to the activation of intra-regional quality infrastructure agreements, in support of market access and improved trade performance, between CROSQ and ARSO in one part and in the other between CROSQ and the European Committee for Standardization (CEN);

2. To specifically support the Pacific Island Forum (PIF) in the development of an optimized quality infrastructure for the Pacific region for enhanced trade competitiveness.

The results achieved by the project on the first purpose were to establish and reinforce linkages among the CARICOM and the African Organisation for Standardisation (ARSO) and with the CEN in Europe.

With respect to Europe, CROSQ in collaboration with the CEN set-out to improve its capacity in standards and technical regulations development and implementation in CARICOM, and also to conduct a feasibility study based on the African system, for developing trade capacity, enabling sustainable standards and associated conformity assessment modalities that CROSQ can apply in the CARICOM.

Achievements under the first component related to EU-CEN:

- a | CROSQ - CEN MOU developed based on the EPA TBT Chapter 6;
- b | Comparative Research Report on CARICOM and the EU on the development and implementation of Standards and associated Technical Regulations with 20 key recommendations that CROSQ can adopt in order to improve the implementation rate of its CARICOM Regional Standards helping to prepare the private sector for export;
- c | Technical Guide on the application of EU Standards and regulations on packaging and labelling and associated conformity assessments for replicability in the CARICOM regional regulations.

Under the second part of the first component of the project related to the CROSQ - ARSO relationship development, the project achieved the following results:

- a | The CROSQ - ARSO MOU, previously developed under the ACP TBT Programme (finished 2 years ago) based on the EPA TBT Chapter 6, was successfully activated under this ACP TRADECOM II Programme;
- b | A comprehensive three-day study tour for key CROSQ staff to understand the ECO Mark Africa (EMA) System on Sustainability Standards and Conformity Assessment Scheme on farming, agro-processing and aquaculture – and the potential for CARICOM to introduce ecological, social and climate relevant requirements. –One of the major achievements under this component was the creation of the technical linkages among the officials of the two secretariat (CROSQ-ARSO) which will be useful for future activities.

The Achievement under the second purpose of the project was to support the development of an optimized quality infrastructure in the Pacific region (PIFS):

- CROSQ and ARSO worked together as one to find a way to carry-out quality infrastructure in the Pacific. As a result, the two organizations prepared a series of awareness raising and technical capacity building material on quality infrastructure from the basics to the ground-up;
- These activities culminated into a five-day workshop on quality infrastructure and its link to trade and social development; the outputs generated by this workshop were:
 - ✓ The creation of Network of QI relationships – intra regional (Caribbean-Africa-Pacific) and extra regional to the Pacific;
 - ✓ The workshop package of material distributed for residual value added and research;
 - ✓ The February 2019 Forum Trade Ministers Meeting in the Pacific:
 - ✓ Endorsement of a consensus driven Regional QI Statement of Development;
 - ✓ Approval of detailed Regional Quality Infrastructure (RQI) Development Concept Note outlining model of PIF – RQI development over the next 3 years – governance, QI Institutions, QI Services, Trade and Enterprise Development, Consumers and Markets.



LESSONS LEARNT

- **Different countries in the region have very different needs** and should not aim at having the same level of quality infrastructure in all the countries. It is very important to have realistic expectations in relations to the establishment of a Regional Quality Infrastructure.
- **A major challenge in SIDS like in the Pacific and CARICOM region is that all the countries face challenges in relation to having the resources** (both economy and knowledge) to establishing the various elements of a well-functioning QI (not least testing laboratories). Cooperation and sharing of capacities between the countries in the region could seem the best option but this approach meet the physical obstacle of long distances between the countries and poor regional infrastructure.
- **The need for quality promotion and awareness is a major setback in both the CARICOM and Pacific regions.** ARSO used this to their advantage in generating buy-in for their emerging Sustainability Standards uptake.
- The study of the differences between the Standardization process of CEN/CENELEC and CARICOM showed some important opportunities for improvement in the CARICOM processes (approval and engagement). This must however be tempered by the **political realities of the regions**.
- Having a **harmonised Quality Culture** will support and improve a harmonized approach and implementation of standards suitable for intra and extra regional trade.

In the Pacific only few countries have a National Quality Infrastructure system in a systematic way. Different countries in the region have very different needs and should not aim at having the same level of quality infrastructure in all the countries. It is very important to have realistic expectations in relation to the establishment of a Regional Quality Infrastructure.

Another lesson is that in SIDS like in the Pacific and in CARICOM all the countries face challenges in relation of having the resources both economics and in knowledge. A way for overcoming this challenge is the cooperation and sharing of capacities between the countries in the region.

BEST PRACTICES

CEN

- Implementation modalities of Standards driven by Political and Technical, Will and Regulations: ideas for the CARICOM – CROSQ / ARSO region;

ARSO

- Export market penetration power of Certification to Sustainability Standards, and without adverse resource drain to the exporting country;

PIFS

- Top down driven and very pragmatic approach to RQI development for Small Island Developing States (SIDS) (as compared to the bottom up driven CARICOM – CROSQ approach) and without huge investment in resources – it just needs investments in coordination.

SUGGESTIONS ON WAY FORWARD

CEN

- 20 key recommendations to improve CARICOM Standards implementation at the national level will find traction at CROSQ Council level and be monitored;
- Further CROSQ – CEN MOU projects can be actioned by CROSQ’s recent start of the 11th EDF RQI Project e.g. regional workshops on how to use EU Standards and Compliance schemes; study tour to CEN etc., ACP resources can assist.
 - ✓ Most of these change-opportunities are in the technical regional and national realm – this is good; but we need some political change of attitude in regards more “Will” to collaborate extra-nationally and more “Will” to implement in nationally.

ARSO

- The United Nations Forum on Sustainability Standards (UNFSS), a department of UNCTAD Geneva, will be supporting a CARICOM-CROSQ regional study to determine the nature and type of demand for Sustainability Standards and a Conformity Assessment Scheme – results to be presented for further action in a Panel Discussion at UNCTAD 15 Quadrennial International Conference – Barbados, October 2020.

PIFS

- February 2019 Forum Trade Ministers meeting expected to approve the 16 SIDS driven RQI Development Statement of Intent and the 3-year detailed RQI Development Concept Note;
- Two substantive regional projects have been already secured to international donor. The CROSQ mentorship in drafting and implementing the Concept Note.



PURSUIT FOR HARMONIZED STANDARDS FOR COSMETICS AND COSMETOLOGY IN AFRICA



ARSO
Hermogene NSENGIMANA
Secretary-General
African Organisation for Standardisation

KEY MESSAGES ON IMPLEMENTATION OF SUPPORT PROJECTS AND RESULTS

ARSO is an intergovernmental organization established in 1977 by the currently known African Union and UNECA.

ARSO aims at facilitate intra African and global trade through harmonized standards and conformity system.

The harmonized standards are applied for cross-border trade, cross-regional issues and cross-country level. On all these levels the standards guarantee three very important issues:

✎ Safety; ✎ Trade; ✎ Environment.

In fact, a product coming from another African country cannot be accepted if it is unhealthy for your country population. This is why standards are very important.

In addition to the above, standards are the basis for technical regulations

The importance of cosmetology has been

highlighted in a recent study in collaboration with UNECA. Under this study the cosmetology is seen as cross-cutting other sectors like tourism and other services.

That is the reason why the project came out in order to look at the priority of the standardization in cosmetology.

The cosmetology in Middle East and Africa, the beauty industry generates \$27.1 billion of profit. Cosmetology is becoming a very huge market, where countries like South Africa, Nigeria and Kenya have a very high position in that market.

Cosmetology and the beauty industry involve intimate body manipulations and attracts utmost public health concerns; in fact, unsafe or unhygienic practices lead to infectious diseases affecting not only the health of the client but also the one of the industry operators.

The study showed the gap in the standards and regulation. The industry and the regulators were asked if the standards in cosmetology can help in facilitating trade, surprisingly the regulators replied positively only for 65.5% and

the industry agreed only for 53.3%. There is still a lot more to do on this sector.

Concerning the existence of legal and institutional framework; the regulator also agreed that an institutional framework exist for protecting the private sector. While 66.7% of the industry players acknowledged the presence of the legislation or policy framework that focuses specifically on cosmetology.

At the level of the Regional Economic Communities, the issue become more complex because there are different areas in legislation/policy not harmonized with the RECs for which their countries are a member.

AfCFTA TBT ANNEX 6 - ARTICLE 6 **COOPERATION IN STANDARDISATION**

State Parties shall:

- a | develop and promote the adoption and/or adaption of international standards;
- b | promote the adoption of standards developed by the ARSO and the AFSEC;
- c | where a relevant international standard required to facilitate trade does not exist, request the ARSO and/or the AFSEC to develop the required standard to facilitate trade between State Parties;

In a deeper analysis on standards harmonization, the result is that the existing standards are not properly harmonized with international standards; this means that a product from a country and commercialized in another country must to be recertified but in most of the cases they are not recertified. This led to augmenting the costs of testing and certification: becoming very expensive for a given product to entering into the market.

The categories of existing standards are concentrated, the most, on the Skin care (52%), hair care (27%).

- d | designate liaison focal points to ensure that all State Parties are well informed of the standards developed or to be developed by the ARSO and the AFSEC;
- e | apply harmonized rules and procedures for the development and publication of national standards ...
- f | promote membership, liaison and participation in the work of ISO, IEC, ARSO, AFSEC and similar international and regional standardisation organisations.



HARMONISED STANDARDS AND TARIFF LINES

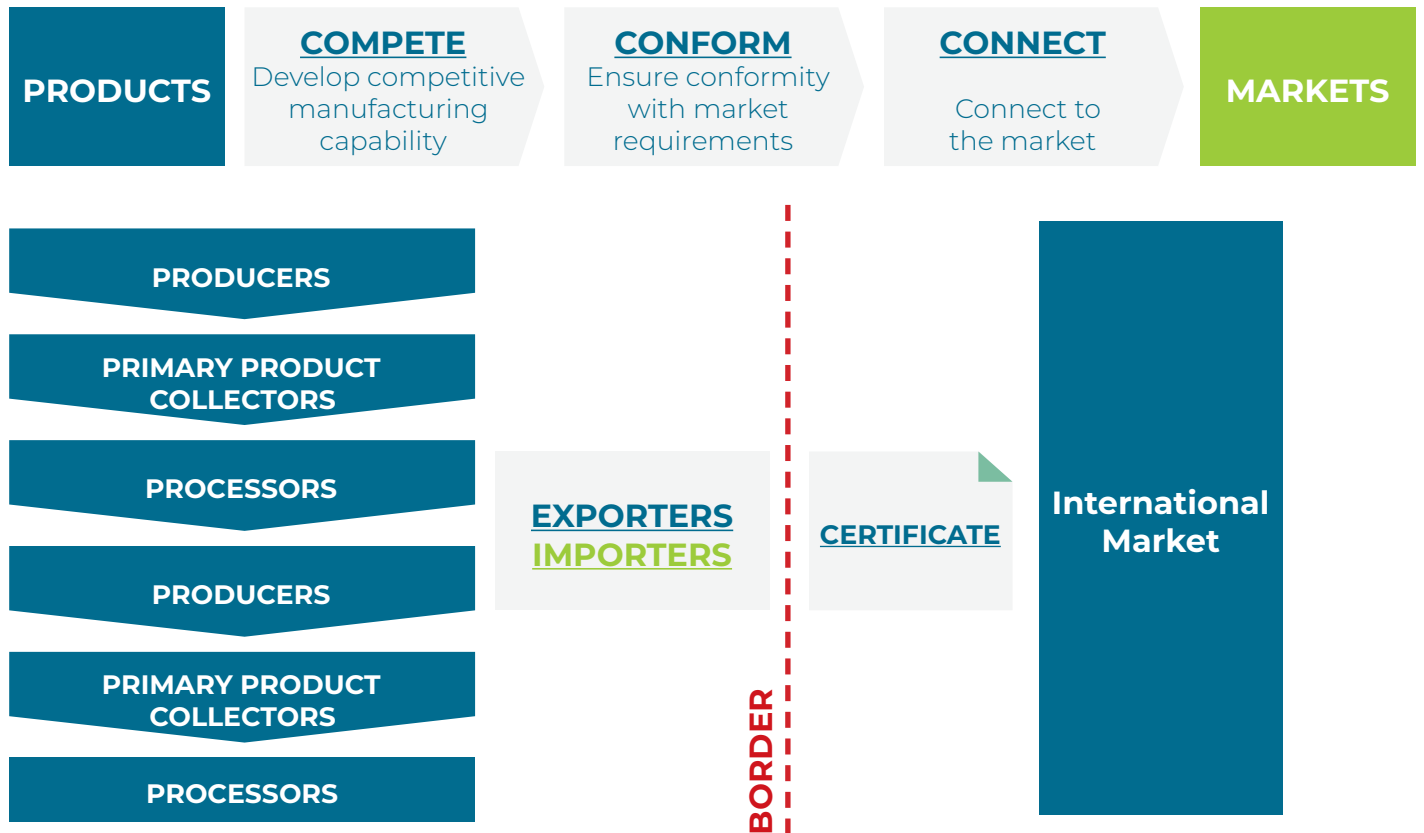
INTEGRATION UNIT	No. OF TARIFF LINES	No. OF STANDARDS	PRODUCT STANDARDS	% OF TARIFF LINES	% DEFICIT
COMESA	6,903	305	250	3,6	96,4
EAC	5,440 HS6	1,500	500	9,2	90,8
ECOWAS	5,899	100	60	1,0	99,0
SADC	6,420 HS8	100	90	1,4	98,6
SACU	7,902 HS8	-	-	-	-
UEMOA	5,544 HS10				
AfCFTA (ARSO)	4,547 HS6	1,345	537	11,8	88,2

References: COMESA (Cheelo et al., 2012); EAC (Karingi et al., 2016; KAM, 2017); ECOWAS & UEMOA (de Roquefeuil, 2013; Laski et al., 2014); SADC & SACU (Edwards et al., 2008; Cheelo et al., 2012); AfCFTA (UNECA, 2018)

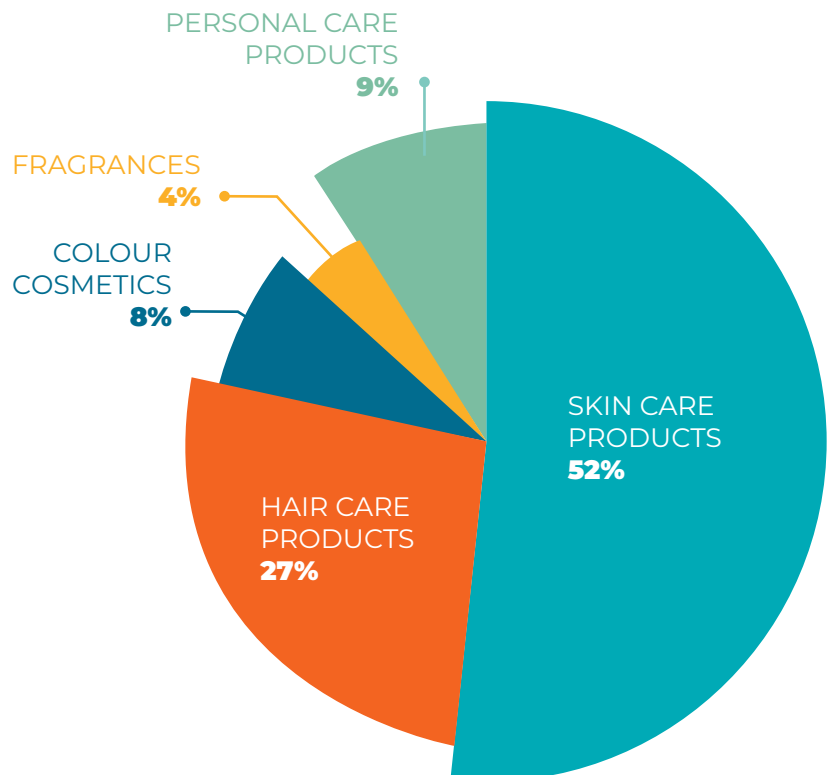
HARMONISATION PRIORITY

EAC	COMESA	ECOWAS	ECCAS	UMA	SADC	IGAD	Frequency
	ARSO/TC, Leather, leather products and accessories	ARSO/TC, Leather, leather products and accessories	ARSO/TC, Leather, leather products and accessories	ARSO/TC, Leather, leather products and accessories	ARSO/TC, Leather, leather products and accessories	ARSO/TC, Leather, leather products and accessories	6
ARSO/TC, Tourism and Related Services	ARSO/TC, Tourism and Related Services	ARSO/TC, Tourism and Related Services	ARSO/TC, Tourism and Related Services	ARSO/TC, Tourism and Related Services	ARSO/TC, Tourism and Related Services		6
	ARSO/TC, Cereals, pulses and derived products	ARSO/TC, Cereals, pulses and derived products		ARSO/TC, Cereals, pulses and derived products	ARSO/TC, Cereals, pulses and derived products	ARSO/TC, Cereals, pulses and derived products	5
ARSO/TC, Pharmaceuticals	ARSO/TC, Pharmaceuticals	ARSO/TC, Pharmaceuticals			ARSO/TC, Pharmaceuticals	ARSO/TC, Pharmaceuticals	5
	ARSO/TC, Textiles, textile products and accessories	ARSO/TC, Textiles, textile products and accessories	ARSO/TC, Textiles, textile products and accessories	ARSO/TC, Textiles, textile products and accessories			5
ARSO/TC, Transport services (weigh-bridges, traffic management, driving licence)	ARSO/TC, Transport services (weigh-bridges, traffic management, driving licence)		ARSO/TC, Transport services (weigh-bridges, traffic management, driving licence)	ARSO/TC, Transport services (weigh-bridges, traffic management, driving licence)	ARSO/TC, Transport services (weigh-bridges, traffic management, driving licence)		5
	ARSO/TC, Fish, fisheries and aquaculture	ARSO/TC, Fish, fisheries and aquaculture		ARSO/TC, Fish, fisheries and aquaculture		ARSO/TC, Fish, fisheries and aquaculture	4
ARSO/TC, Mining and Mineral Beneficiation	ARSO/TC, Mining and Mineral Beneficiation		ARSO/TC, Mining and Mineral Beneficiation		ARSO/TC, Mining and Mineral Beneficiation		4
ARSO/TC, Solar Thermal Systems and Equipment				ARSO/TC, Solar Thermal Systems and Equipment	ARSO/TC, Solar Thermal Systems and Equipment	ARSO/TC, Solar Thermal Systems and Equipment	4

TAKING PRODUCTS TO THE MARKET

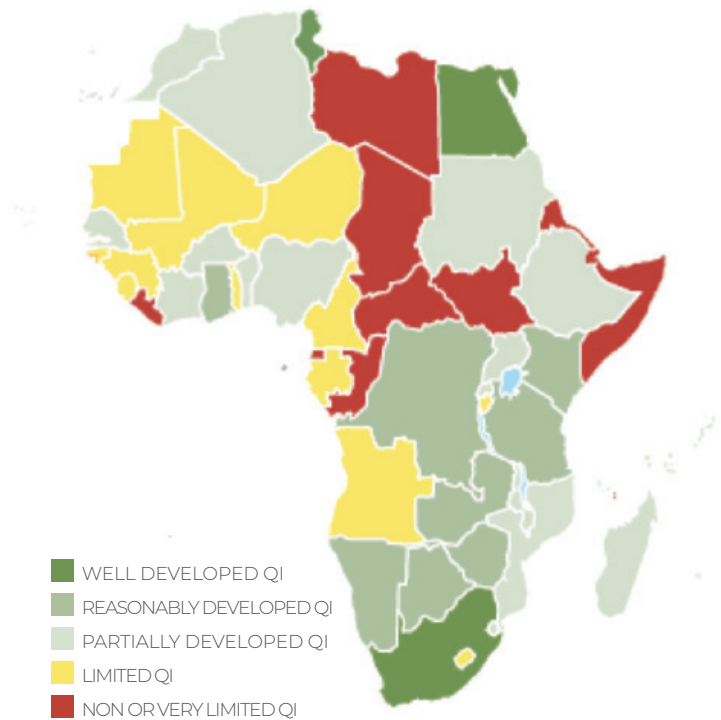


b4. CATEGORY OF EXISTING STANDARDS



CONCLUSION - ACTION

- Harmonisation of existing standards in cosmetology with major emphasis on herbal products;
- Participation in international standardization work for identical adoption as much as possible at national, regional and continental level once the standard is published;
- Create regional platform for regulatory bodies and certification bodies toward Mutual recognition of certificate;
- Increase awareness of the dangers of harmful products found in cosmetics products among all stakeholders;
- to strengthen enforcement on the use of cosmetics products that have banned substances at the point of service provision to the final consumer.



BEST PRACTICES

The issue on the standards applied to the cosmetology market is of crucial importance because these products are not valid for everyone, but each one has to purchase products which better correspond to their person. Technical standards respond to “who you are”.

The outcome of the Study which encompasses more than 400 standards (321 standards across ARSO Member States; 21 ISO standards and 60 EAC standards) ARSO found that there is a need to harmonize at least 20 standards; to consider 15 international Standard for direct adoption and further 36 to be further developed.

SUGGESTIONS ON WAY FORWARD

- Harmonisation of existing standards in cosmetology with major emphasis on herbal products;
- Participation in international standardization work for identical adoption as much as possible at national, regional and continental level once the standard is published;
- Create regional platform for regulatory bodies and certification bodies toward mutual recognition of certificate;
- Increase awareness of the dangers of harmful products found in cosmetics products among all stakeholders;
- To strengthen enforcement on the awareness of the use of cosmetics products that have banned substances at the point of service provision to the final consumer.

QUALITY ASSESSMENT AND STANDARDS CONFORMITY FOR FISHERIES AND AQUACULTURE, AND ENHANCED EXPORT CAPACITY



KEY MESSAGES ON IMPLEMENTATION OF SUPPORT PROJECTS AND RESULTS

The Fisheries Sector in Mozambique has a crucial and strategic importance contributing 3-4% to the total country GDP.

The sector of fisheries is divided into:

- Artisanal fishery, is the most important sector by volume and contribution to the economy contributing to 90 per cent of marine captures and account for 42 per cent of total value;
- Semi-industrial fishing comprises mainly small trawlers involved in domestic coastal shrimp fisheries and accounts for 2 per cent of annual marine catches and 6 per cent of total value. Produce is either sold in local markets or exported;
- Industrial fishing includes large vessels flagged in Mozambique and other countries, mostly targeting crustaceans – coastal shrimp and deep-sea shrimp – usually processed at sea and for export, mainly to Japan and Europe.

Aquaculture in Mozambique possesses great untapped aquaculture potential, with a favourable environment, including climatic

conditions, however, the growth of the sector is constrained, mainly by lack of infrastructure.

The sector is governed by The Ministry of Sea Inland Water and Fisheries and the National Institute for Fish Inspection (INIP), the latter is the competent authority mandated to ensure management of the sanitary quality of water source food products, throughout the supply chain, to the market.

The Competent authority (INIP) has been able to install and upgrade its 3 laboratories to better track export certificates, and train the industry on food safety principles. The 3 Laboratories are accredited in accordance with ISO17025:2005.

In addition to that, the Competent Authority (INIP) has also the competence for fish inspection. The Inspection is conducted by examination of the fish processing plants and evaluation of the processing units in respect of minimum sanitary and hygienic facilities required for good manufacturing practices. The export-worthiness of the product is judged on the basis of in-plant inspection and laboratory analysis reports.

To obtain a pre-shipment “salubrity” certificate for any product, both the inspection and laboratory reports should conform to the

standard specifications stipulated by the Competent Authority for the particular product.

**ACCREDITATION PROCESS
THE 3 LABORATORIES ARE ACREDITED
IN ACCORDANCE WITH ISO17025:2005**



SINCE 2019 THE INSPECTION SYSTEM IS IN PROCESS OF ACCREDITATION ACCORDING ISO 17020

- Organoleptic, chemical and microbiological analyses are performed in all 3 Laboratories;
- For those analyses which are not performed in Mozambique are sent in accredited or reference laboratories namely South Africa, Portugal and Spain;
- Fisheries diagnostic disease are sent to United States, and Thailand Laboratories.

FISH INSPECTION PROCESS

- The competent Authority frequently inspect the fish processing plants and evaluate the processing units in respect of minimum sanitary and hygienic facilities required for good manufacturing practices;
- Apart from inspection, the inspector collects representative samples at random for microbiological and chemical analysis in the laboratory;
- The export-worthiness of the product is judged on the basis of in-plant inspection and laboratory analysis reports;
- To obtain a pre-shipment salubrity certificate for any product, both the inspection and laboratory reports should conform to the standard specifications stipulated by the Competen Authprity for the particular product.



TARGETED ASSISTANCE FOR EPA IPLEMENTATION THROUGH SPS CONFORMITY FOR FISHERIES AND AQUACULTURE, AND ENHANCED EXPORT CAPACITY OF FISHERIES IN MOZAMBIQUE
NATIONAL TRAINING AND FINAL WORKSHOP

KEY GRAPHICS

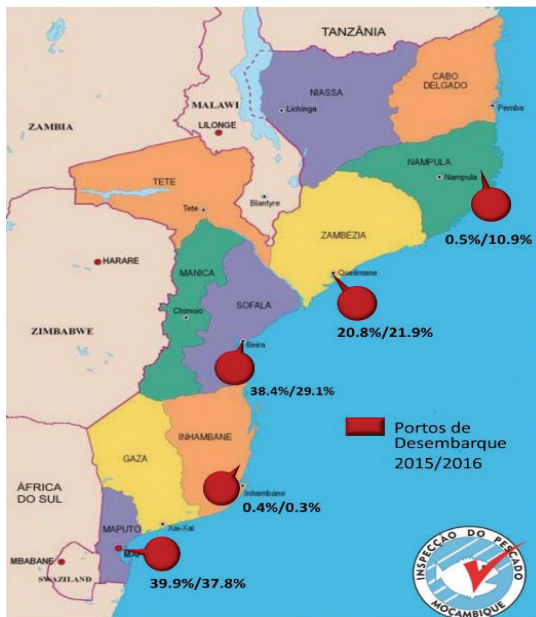
INIP CURRENTLY OPERATES WITH 149 EMPLOYEES., 6 PROVINCIAL DELEGATIONS AND 3 REPRESENTATIONS. 3 FISH INSPECTION LABS (LIPS)



INFRASTRUCTURE

Modern hygienic fishing ports and fish landing centres are needed on a priority basis. Proper utilization of the existing modern fish landing centres to ensure primary quality of fish and fish products.

Establishment of more ice-plants, cold-stores and preservation facilities.



BEST PRACTICES

The Mozambique is committed to coordinating, supervising and monitoring the implementation of the Trade Facilitation Agreement in the country. Thus, efforts have been developed to enhance fish and aquaculture production and export diversification: National Committee for trade facilitation- aims to simplify commercial procedures, close to good international practices, with emphasis on inspection.

The Mozambique is also trying to implement the Electronic Single Window aimed to facilitate international trade and business environment with innovative solutions designed to facilitate international trade.

The bilateral and multilateral cooperation in fisheries have included institutional support within areas where the countries and NGO offer knowledge through Technical Assistance and insights with specific relevance for the Mozambican side

SUGGESTIONS ON WAY FORWARD

- The fisheries sector needs to make the National Competent Authority capable of giving official guarantees without restrictions to fishery products for the national market and their access in the regional and international markets;
- Strengthening the overall implementation of the Electronic Single Window;
- Existing Quality Certification laboratories need to be adequately equipped;
- Small-scale Quality Certification and inspection satellite stations are needed at each of the major fish and shrimp landing and processing provinces;
- Laboratory equipment and facilities must be improved to ensure effective analysis of fish and fish products, including the establishment of more ice-plants, cold-stores and preservation facilities;
- Enhance the number of fish inspectors and technologists in order to not retard fish and aquaculture quality control activity;
- Need to put in place reliable computerized database, system of checking, data analysis and methodology development in the national quality assurance programs.

PROMOTING EXPORT COMPETITIVENESS THROUGH GI CERTIFICATION SCHEMES



GUYANA

Lidon CHARLES

Foreign Service Officer, Foreign Trade Department,
Ministry of Foreign Affairs

KEY MESSAGES ON IMPLEMENTATION OF SUPPORT PROJECTS AND RESULTS

Geographical Indications (GI) identify a product as originating in a territory, region or locality in that territory, where a given quality, reputation or other characteristic of the good is essentially attributable to its geographical origin.

Globally there are 69 thousand GIs registered, in the EU about 6 thousand, while in CARIFORUM 16 of which there are 3 registered for Guyana.

In 2016, the ACP-EU TBT Programme funded a project which identified, and registered technical specifications for Demerara Rum, Demerara Molasses and Demerara Sugar, and compiled a list of 35 products that have potential to be registered as GI.

In 2019 the project under the TCII programme was implemented for a period of 11 months with the aim to identify more products for

certification as GI; prepare standards and technical specifications for the registration of those products as well as the preparation for market access guidelines to give to the producers and actually use the GI to market their products.

The key factors for the identification of local quality origin products are:

- a | A product must have a strong traceability system in place;
- b | The identified product has an existent reputation and potential to expand its market opportunities (Market scenario);
- c | The product must have a strong linkage with the place of origin, where it is produced.

- d | The product has an existing supply value chain (producers and processors, distributors, traders, exporters); and
- e | The product has in place a Management Body that can monitor the use of the GI.

The TCII financed project has identified 3 products that can be selected for the development of technical specifications: Guyana Rice, Guyana Heart Palm and Guyana Greenheart Wood.

Other two have been identified as potential GI namely Hosororo Cocoa and Pomeroon Coffee but a lot of work must be done on these two products like collectivization of producers. In fact, a lot of producers are family-owned businesses, and they lack standards on the harvest. So, the need of awareness activities, development of traceability and control system.

KEY GRAPHICS

INIP CURRENTLY OPERATES WITH 149 EMPLOYEES., 6 PROVINCIAL DELEGATIONS AND 3 REPRESENTATIONS. 3 FISH INSPECTION LABS (LIPS)

GEOGRAPHICAL INDICATIONS	COUNTRY OF ORIGIN
Mangos Dominicanos	Dominican Republic
Cacao Dominicanos	Dominican Republic
Café Barahona	Dominican Republic
Café Valdesia	Dominican Republic
Café Juncalito	Dominican Republic
El Ramonal	Dominican Republic
Los Bejucos	Dominican Republic
Cigarro Dominicano	Dominican Republic
Oro Verde Cambita	Dominican Republic
Demerara Rum	Guyana
Demerara Sugar	Guyana
Demerara Molasses	Guyana
Blue Mountain Coffee	Jamaica
Jamaica Jerk	Jamaica
Jamaica Rum	Jamaica
Montserrat Hills Cocoa	Trinidad and Tobago

BEST PRACTICES

- a | There must be a consultative process involving public and private sector stakeholders, this is very important because the GI involve everyone in Guyana. It is very important the convincing process in order to let all the stakeholder be aware about the benefits deriving by the adoption of a GI.
- b | Important to secure buy-in from the private sector since they commercialize the products.
- c | It is strategic and necessary to include all stakeholders along the product value chain.
- d | Fair participation: dialogue, discussion, share & common decisions, costs, benefits.

It will be necessary to bring together diverse producers to form a GI Management Body to agree on minimum standards.

- a | Long-term commitment opens to all: development, protection, promotion;
- b | Awareness raising must occur at every step since most are unfamiliar with GIs, training and other capacity building activities are beneficial and must encompass the entire GI product value chain;
- c | Regular consultations with the GI Registry, the GI Management Body and National Bureau of Standards throughout the process to keep all apprised and build capacity to effectively function.
- d | Systems must be implemented for quality control and inspections.

SUGGESTIONS ON WAY FORWARD

- ↘ Many of the potential GIs are located in remote indigenous communities with strong social, economic and environmental linkages, through GI recognition and protection these communities can receive fair value for their products and access to niche markets. It is of strategically importance to build and strengthen its reputation in the local and international markets investing in the entire value chain;
- ↘ Efforts are ongoing to raise awareness of GIs and build the capacity of regulatory agencies to effectively execute their monitoring and control duties.;
- ↘ For a largely commodity exporting country, GIs can add value to products and secure their quality reputation;
- ↘ Build capability to develop further the GI through promotion, awareness raising, market strategies to target niche markets, enforcement of their protection and commitment to the process.

STRENGTHENING MAURITANIA'S TRADE INFORMATION SYSTEMS AND COMPETITIVENESS

MAURITANIA

Mohamedou KOITA

Chief "Service Qualité Laboratoire de Parasitologie
et de Mycologie Médicale"

Institut National de Recherches en Santé Publique

KEY MESSAGES ON IMPLEMENTATION OF SUPPORT PROJECTS AND RESULTS

The Beneficiary of the TradeCom II project is the National Institute of Public Health Research (INRSP), which is a Public institution with a strong administrative and scientific vocation.

The mission of the institution is, among others, to support the Health Department by making available its expertise and specialized laboratory and screening services as well as to undertake and support research aimed at improving the health of populations.

The field of intervention of the INRSP includes epidemiological surveillance, staff training, supervision and quality control of laboratories.

The TCII project was a two-fold component aiming at:

- Setting up a national commercial Information system in order to develop a critical mass of media in support of an effective commercial information system; and
- Strengthen public health standardization capacities for improving the level of commercial

competitiveness of national products, in order to come-up with an assessment of the laboratories, definition of labs for training of the personnel working into the identified laboratories for the accreditation. And finally involve all the public and private actors and make them aware of the concept of quality for trade.

Adoption of standards in line with international standards for the improvement of national products.

- Assessed situation of the laboratories;
- Defined training plans;
- Laboratories trained in preparation for accreditation;
- Public and private players are aware of the concept of quality.

INRSP PUBLIC INSTITUTION WITH AN ADMINISTRATIVE AND SCIENTIFIC VOCATION.

Created by decree No. 18-2005 dated 27 February 2005, following a restructuring of the National Hygiene Centre (CNH), which was established in 1978.

MISSIONS

- Support the Health Department by making its expertise and specialized laboratory and screening services available.
- Undertake and support research aimed at improving the health of populations.

FIELDS OF INTERVENTION

- Epidemiological surveillance
- Staff training, supervision and quality control of laboratories in the different wilayas.

COLLABORATIONS

- At the National level
- At the international level

BEST PRACTICES

The project has created a well-trained critical mass of people in several Institutions that can now take the lead in their own institutions;

The project achieved also the implementation of an electronic commercial platform which is now in operation. A previous project had already provided with the platform which was not in use or operated because of several identified factors;

- Information published in the site were not updated (2016/2017)
- The data provided were in PDF thus not usable;
- Additional information available on request;
- No collaboration between institutions

However, and despite these problems the project achieved to assess the current situation of the platform providing comparative analyses with already functioning similar platforms (Mauritius, Malaysia, Singapore and Zimbabwe);

As a result, a model based on a similar platform was developed and converged in the new Mauritanian Platform;

This new platform is trilingual, available in English and French, while the Arabic version is under preparation. It includes statistics, analysis and research tools giving access to economic data on Mauritania and on countries and regions of the world.

SUGGESTIONS ON WAY FORWARD

Despite that the training provided under this project was very successful further training is needed on standards in particular, on the new ISO/IEC 17025:2017 standard in order to achieve a mastery and a systematic application of the requirements of the referential. In order to systemically use these standard while ensuring sustainability.

- There is the need to provide continued training to the auditors but also the trainers in order to perpetuate what has been learnt;
- Engage continuous discussions with beneficiaries (Trade Committee Meeting etc.) to identify training needs and selection of participants;

- Identification of a lack of technical capacity at stakeholder level (Ministry of Commerce and Trade (MCT), public institutions and private sector executives) / trade information in order to carry out basic analysis and develop trade policies. Provide training to the relevant stakeholder in order to enable them to provide substantive contents in the preparation of the trade agreements, including the provision of a basic knowledge of statistical concepts and of the partial equilibrium model.

STRENGTHENING THE PLANT VARIETY PROTECTION SYSTEM IN CENTRAL AND WEST AFRICA



OAPI
Vladimir MEZUIONO
Project Manager

KEY MESSAGES ON IMPLEMENTATION OF SUPPORT PROJECTS AND RESULTS

The OAPI is the African Intellectual Property Organization, which provide support to 17 country members in Central and West Africa.

Its function is to provide Intellectual Property uniform legislation with centralized procedure. A certificate issued by the OAPI is valid directly in the 17 Member States.

The project financed by the EU through the TradeCom II PMU is about the establishment of the plant variety protection system.

For plant variety it is intended for a more precisely defined group of plants selected from a species and having a common set of characteristics. A new plant variety can therefore be protected by a plant variety certificate.

In 2006 OAPI establishes the Plant Variety Protection Regime and in 2014, OAPI became a member of international Union for Plant Variety Protection.

The project is going to strengthen the system for plant protection, in practice to market a variety

with improved behaviours is important that such variety is subject to a mechanism or a production process intended to enter in the market in a specific way. The protection provided by this system will stimulate agricultural development in OAPI Member States, local and international investment in the creation of new varieties and will enable farmers to choose among protected varieties those that are best adapted to the environment and meet their needs.

The project will make possible:

- To upgrade the plant variety examination structure at OAPI;
- Assist in the establishment of centres for the examination of new varieties in member States;
- Train national actors in the production, development and marketing of plant varieties;
- Promote and raise awareness of the OAPI plant variety protection system among the actors of the sector in the Member States.

KEY GRAPHICS

OAPI PLANT VARIETY PROTECTION SYSTEM AND IN ITS MEMBER STATES



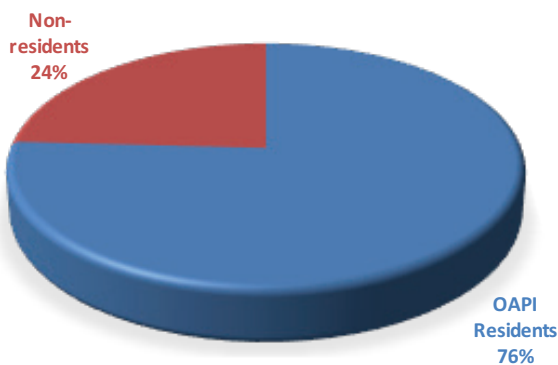
PLANT VARIETY CERTIFICATE (PVR) FILING STATISTICS 2006 TO 2019:

Number of PVR applications	146
Number of titles issued	115
Number of rejected applications	3
Number of titles in force	48

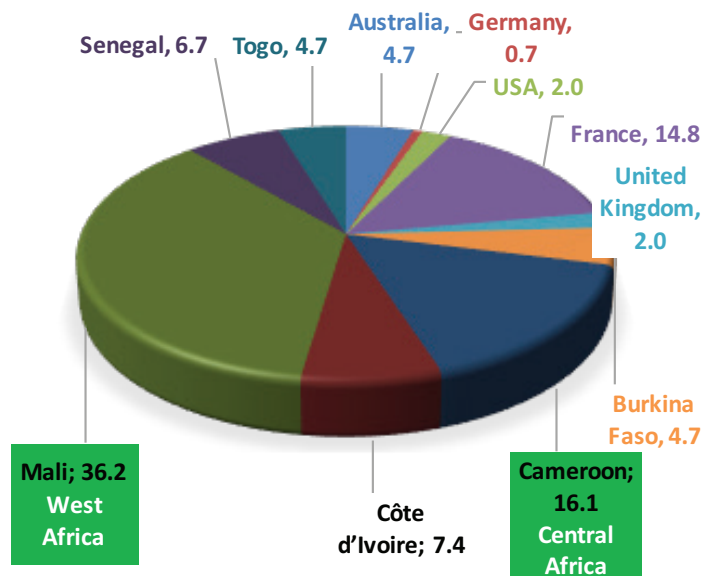
12 FILLING OF PVR CLAIMS FOR 2019

STATISTICS ON THE FILING OF APPLICATIONS FOR PLANT BREEDERS' RIGHTS FROM 2006 TO 2019 BY COUNTRY OF RESIDENCE

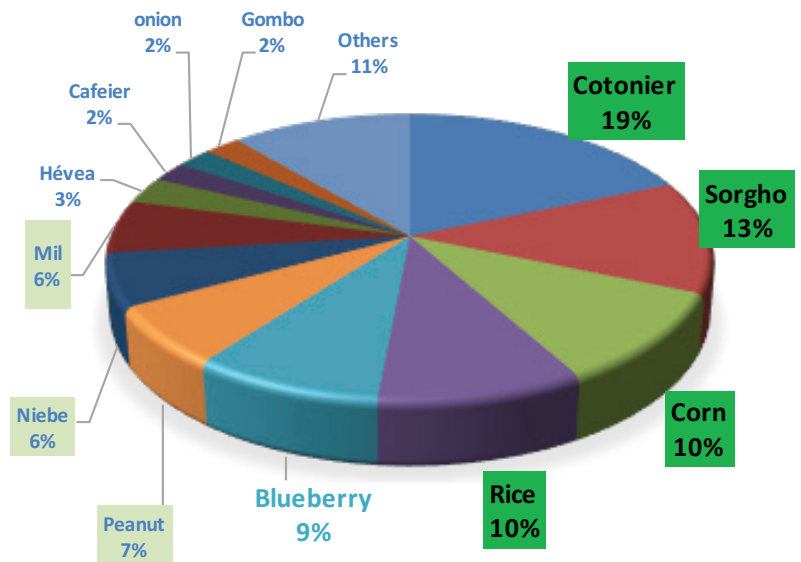
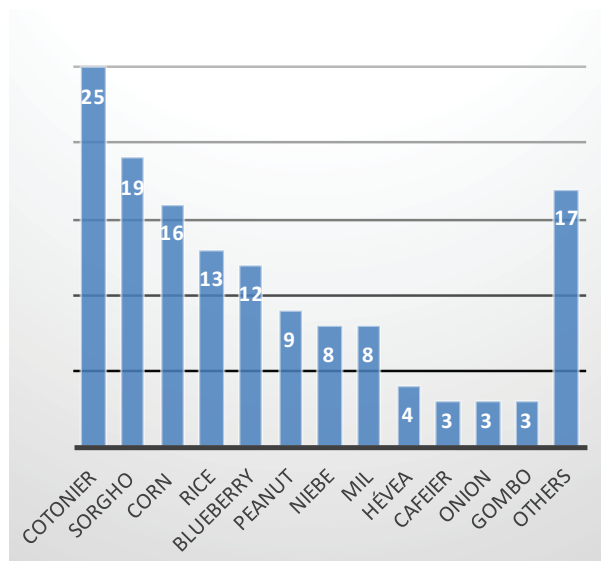
BREAKDOWN OF APPLICATIONS BY ORIGIN (2006 TO 2019)



BREAKDOWN OF APPLICATIONS FROM 2006 TO 2019 (%)



STATISTICS ON THE FILING OF APPLICATIONS FOR PLANT BREEDERS' RIGHTS FROM 2006 TO 2019 BY PROTECTED SPECIES



SUGGESTIONS ON WAY FORWARD

To strengthen the plant variety protection system, it will be important to:

- Encourage varietal research in the Member States;
- Increase the protection of new plant varieties;
- Improve the system for exploiting new varieties in the Member States;
- Train accredited research centers in the technical examination of new varieties (DHS);
- Put in place national seed policies for OAPI member countries by encouraging public-private partnership;
- Raise awareness and popularize the plant variety protection system.



CLUSTER 5A: **TRADE AND INVESTMENT** THE EXTERNAL INVESTMENT PLAN & BLENDING INSTRUMENTS FOR THE BENEFIT OF ACP COUNTRIES



MODERATOR

EC DG DEVCO
Elisabetta SARTOREL



EC DG DEVCO
Jose-Manuel
Capitan-Romero



BUSINESS ACP
Oumar SECK



PAPUA NEW GUINEA
Daroa PETER



DG TRADE
Moustapha Magumu



RMCE
Paraschand HURRY

EIP & BLENDING INSTRUMENTS FOR ACP COUNTRIES



EC DG DEVCO
Jose-Manuel Capitan-Romero
European Commission
DG Devco

INTRODUCTION

As Elisabetta introduced me, I work in DG DEVCO unit C7—the thematic unit that is the Secretariat of the EIP and the Secretariat of the different blending facilities that we have in DG DEVCO. My presentation will cover the following two main elements:

- Understanding of the blending instruments, and
- The External Investment Plan which includes also the guarantees.

REASONS FOR THE EIP CREATION AND ITS KEY OPERATIONS

EXTERNAL INVESTMENT PLAN (EIP)
AND ITS KEY PILLARS


PILLAR 1
THE FUNDING


PILLAR 2
THE TECHNICAL ASSISTANCE


PILLAR 3
THE INVESTMENT CLIMATE

Creation of the EIP: the basis of the EIP is the many components of the SDGs that are linked to the activities of DEVCO including decent work and jobs, economic growth, and industrial development—the goals that are more linked to the creation of this facility.

The investment gap: There is a big investment gap for achieving the sustainable development goals. The estimate is that the current annual investment is €1.4 billion euros and the total investment needed to achieve the SDGs is €3.9 billion euros. Thus, there is a total investment gap of €2.5 billion euros.

A new paradigm of the agenda 2030 of meeting the SDGs—the 2018/2019 Addis Ababa Finance and Development Summit that reiterated the importance of the private sector in financing the development objectives. This is also linked to the new communication of the EC which aimed to reinforce the role of the private sector in order to achieve the development targets, as well as the new communication aimed at the design a new and more efficient architecture for achieving investment targets outside the EU. It targets

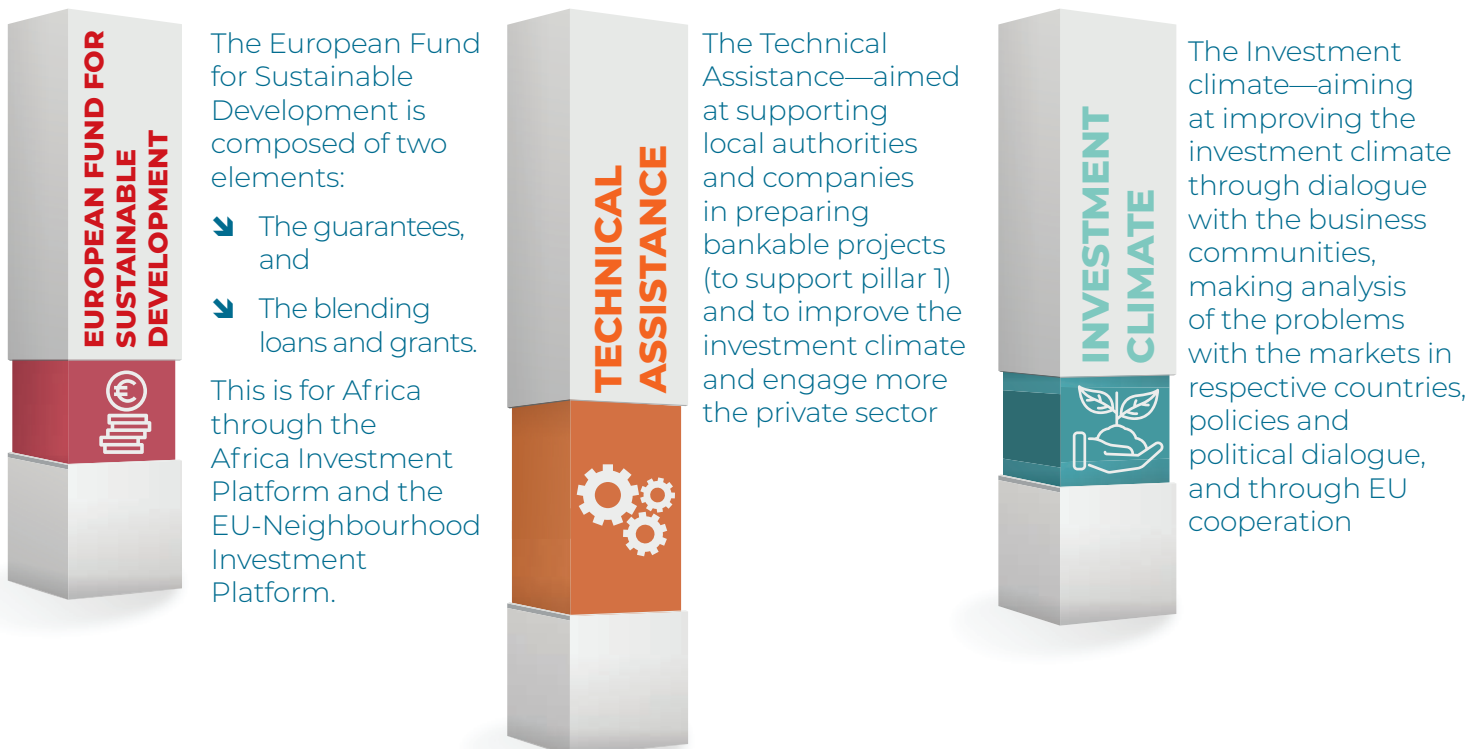
working together with the different multilateral and bilateral development banks in order to achieve the postulated increase in investment flows.

The EU communication on Africa-Europe Alliance for Sustainable Investment and Jobs is the key document for the EC’s investment work in Africa. And finally the communication letter from the new Commissioner is placing an emphasis on the importance of the private sector in achieving capital and investment targets.

THE EIP GOALS



THE THREE PILLARS OF THE EIP



The EIP is already under implementation since 2017. The state of play as of December 2019 is as follows:

The European Fund for Sustainable Development-- under the blending component	Have approved 70 projects in SSA with the EU contribution of 1.57 billion euros that will leverage projects by an amount of 12.5 billion euros.
	In the Neighbourhood region have EU contribution of 0.92 billion euros for 76 projects.
	Under the guarantees have approved an amount of 1.54 billion euros which will leverage investment by 17.5 billion euros.
	Intending to sign 28 guarantees.
The European Fund for Sustainable Development-- under the blending component	For 2018 to 2020 the target for the EU-Africa Alliance is to see 350 million euros.
	For 2018 the technical assistance coverage included the improvement of business environment in Africa for an amount of 724 million euros out of which 500 million euros was technical assistance and 224 was for budget support.

As part of the 2021-2027 multiannual framework, the scope of the EIP will be extended beyond Africa and Neighbourhood to Latin America and Asia. It will have a budget of around 60 billion for supporting investment, and expect to reach a leverage of 500 billion euros.

This is quite an ambitious target, but this is how the EU intends to move under the new multiannual framework and will continue expanding EIP operations under the three pillars.

EIP OPERATIONS UNDER THE THREE PILLARS



PILLAR 1

EUROPEAN FUND FOR SUSTAINABLE DEVELOPMENT COMPOSED OF THE BLENDING LOANS AND GUARANTEES

Blending entails cooperation with partners that are either implementing the projects and/or financial institutions. The list of financial institutions that we are working with include:

- The European Investment Bank;
- European Bank for Reconstruction and Development;
- Other bilateral financial institutions from the targeted beneficiary countries and regional development banks.

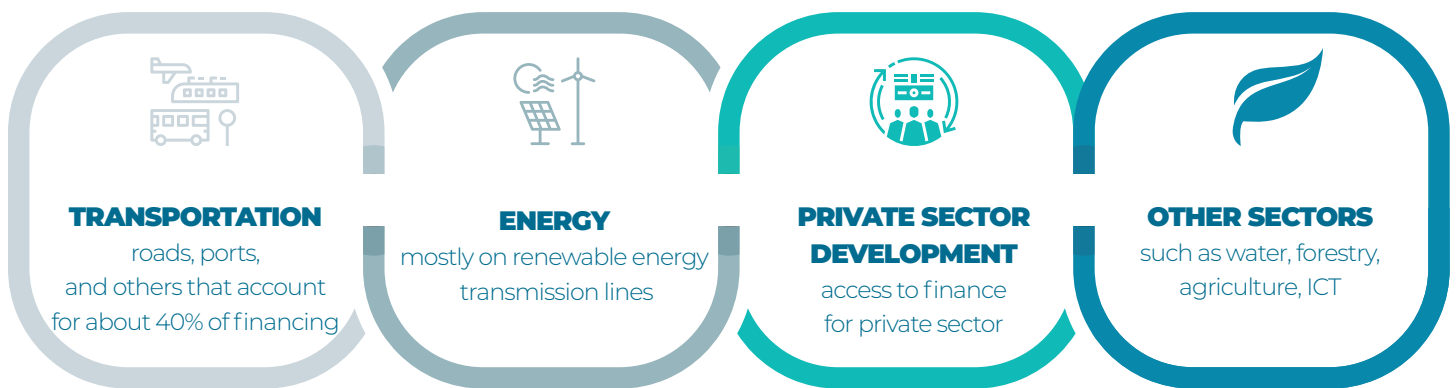
Blending is a strategic use of the limited amount of the EU financial support that is used to mobilize financing from partner financial institutions and/or other sources such as the private sector.

Thus, the little money the EU puts into the blending portfolio is to leverage resources for investment from other financial institutions and private sector. That kind of investment should have a developmental impact. The EU contribution provides the additionality needed for the targeted projects to be fully funded and

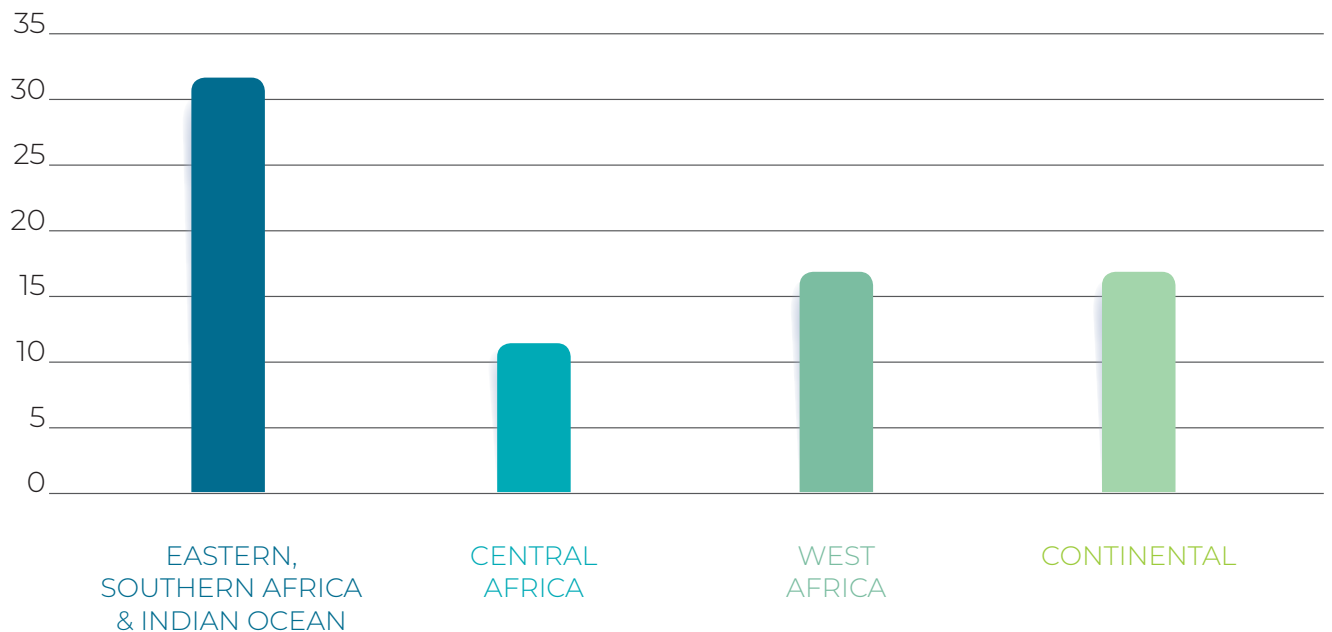
implemented with the inherent developmental content. Thus, in a lending operation, the EU contribution is small amounting to about 10% of the project financing. The project can also have equity, government financing, loans from financial institutions, and other sources and forms of financing. Thus, the EU contribution is part of a larger budget amounting to between €5 to €10 million per project. This can be made available as:

- a direct investment grant with the view of reducing the costs for the beneficiary, or
- a subsidy to the interest rate charged on the rest of the project financing, or
- in terms of technical assistance to the project, or
- participate in terms of capital financing, or
- provide the needed guarantee.

KEY SECTORS OF INTERVENTIONS



REGIONAL DISTRIBUTION OF BLENDING RESOURCES IN %AGES



GUARANTEES

The purpose of the guarantees is to reduce risks. The benefits of the EIP guarantees include:

- To reduce / lower the risks and stimulate credit available for investments in Africa;
- To stimulate an increase in the participation of the private sector in financing investments taking advantage of the lower risks; and
- To provide liquidity.

The guarantees are new in the markets. They are unconditional, irrevocable and are on first demand. These are very interesting characteristics for the beneficiaries requesting these guarantees.

Guarantees are provided through the international financial institutions that work with the EC such as the External Investment Bank, European Investment Bank, etc. etc.

These guarantees are issued through a portfolio approach. So, the guarantees are for a group of projects. Initially the amount for these guarantees was €1.5 billion euros.

Thus far the EC has already approved 28 guarantees with 30 partner institutions. The budget of €1.5 billion euros is supposed to leverage an amount of €7.5 billion euros.

PRIORITIES OF INTERVENTION UNDER THESE GUARANTEES





PILLAR 2
TECHNICAL ASSISTANCE

The guarantees are accompanied by technical assistance in order to create capacities with the beneficiaries. The EC has already identified and will be signing about 20 guarantees in 2020 in the key sectors as mentioned earlier. The model of operation of these guarantees is the EC signs guarantee agreements with international financial institutions, these then signs guarantee agreements with country level financial institutions, who in the end provides guarantees to final beneficiaries (borrowers).

The technical assistance pillar was conceived to support pillar one on the projects in blending or in the guarantees with the identification of the projects, design the projects in better way or to increase the capacity building of the intermediaries and the beneficiaries. Technical assistance can also be conceived in support of pillar 3, that is, to do an analysis of the investment climate, to support the public-private sector dialogue, or to increase the capacity of the public and private sector agencies.



PILLAR 3
INVESTMENT CLIMATE

The pillar on the investment climate—have a new handbook on the investment climate drivers that includes determination of the foreign and domestic investments at macro and other levels. The drivers may include macro-economic stability, political stability, human development, innovation, business development drivers such as labour laws, land rights, regulations in infrastructure and energy.

The approach is to have a dialogue with the private sector and the government in order to establish the situation on the ground. The intervention actions are planned based on regular operations through the budget support and other funding facilities.



Paolo CICCARELLI - DG DEVCO, EDD19 June 2019 - Brussels
High Level Panel organised by TCII II Programme



Axel P. De La Maissonneuve - DG DEVCO
TCII Grant Signing Ceremony - Geneva, 4 July 2019

THE ACP FACILITIES AND BLENDING INSTRUMENTS FOR TRADE AND PRIVATE SECTOR DEVELOPMENT



BUSINESS ACP
Oumar SECK
 Team Leader
 Business ACP, The Joint ACP-EU PSD Platform

INTRODUCTION

The Business ACP Platform consists of many ACP-EU private sector facilities and has been in operation for the past two years.

PURPOSE	PRAGMATIC PILLARS
Provide technical and administrative support to the joint PSD ACP-EU Platform and for implementation of the Joint Cooperation framework (€600 Million Envelope) for PSD support	Supporting/developing business-friendly policies, productive capacities and value chains
Promote ACP-EU private sector development (PSD) knowledge management	Increasing financial inclusion ;
Support the ACP Secretariat	Increasing access to finance for SMEs and catalyzing private investments and commercial finance for development via blending;
	Promoting PSD knowledge management and good practice sharing (intra-ACP and EU-ACP)

This also includes the dissemination of the results and activities of the TradeCom II programme as much as possible to the private sector actors in the ACP Group.



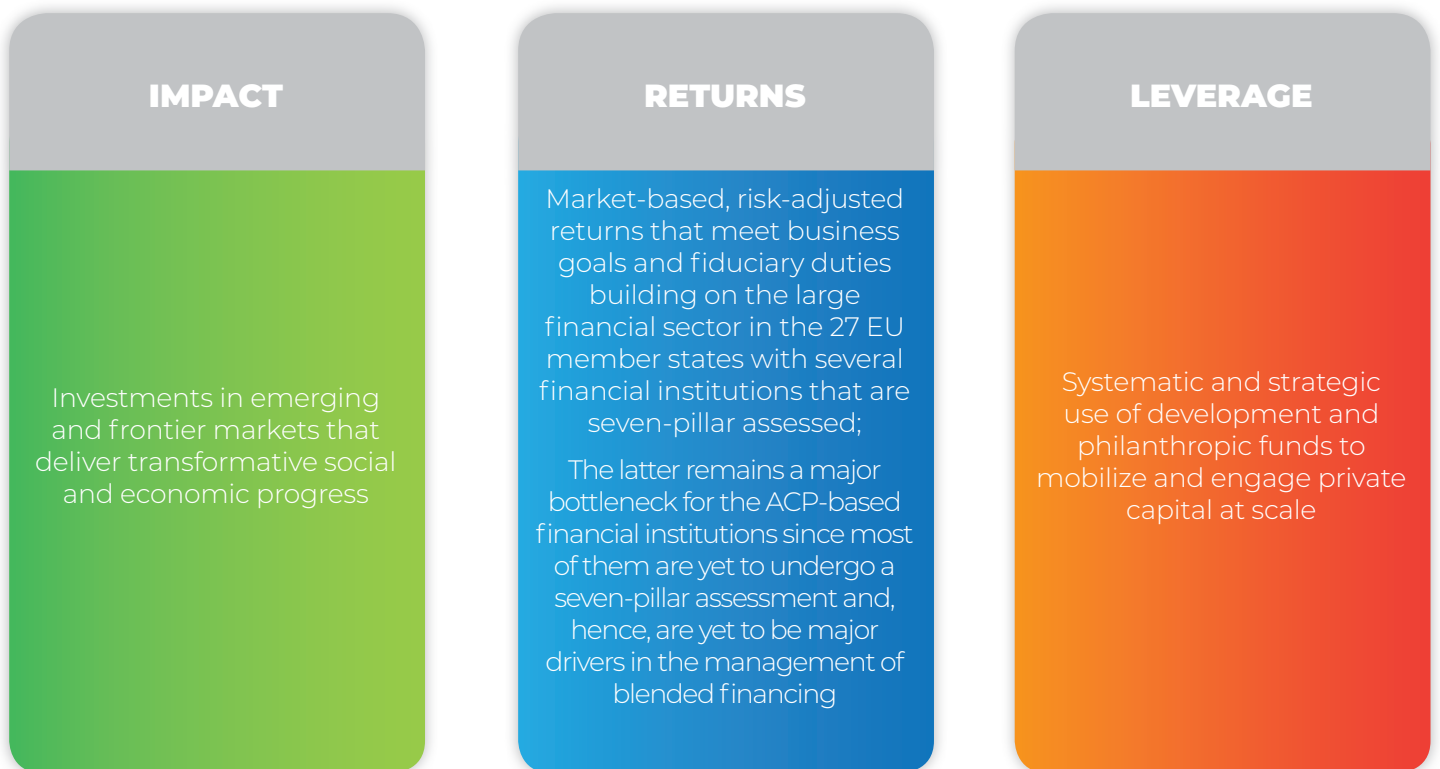
**PILLAR 1
BLENDED FINANCE**

The strategic use of development finance and philanthropic funds to mobilize private capital flows to emerging and frontier markets, resulting in positive results for both investors and communities.

In an emerging/frontier country context, blended finance value lies on:

1. attracting and crowding-in private capital--for instance infrastructure financing; access to finance by SMEs;
2. de-risking both supply and demand side of financing;
3. by capacitating financial institutions and clients MSME; and
4. by optimizing the tryptic “cost – risk – return” of financing.

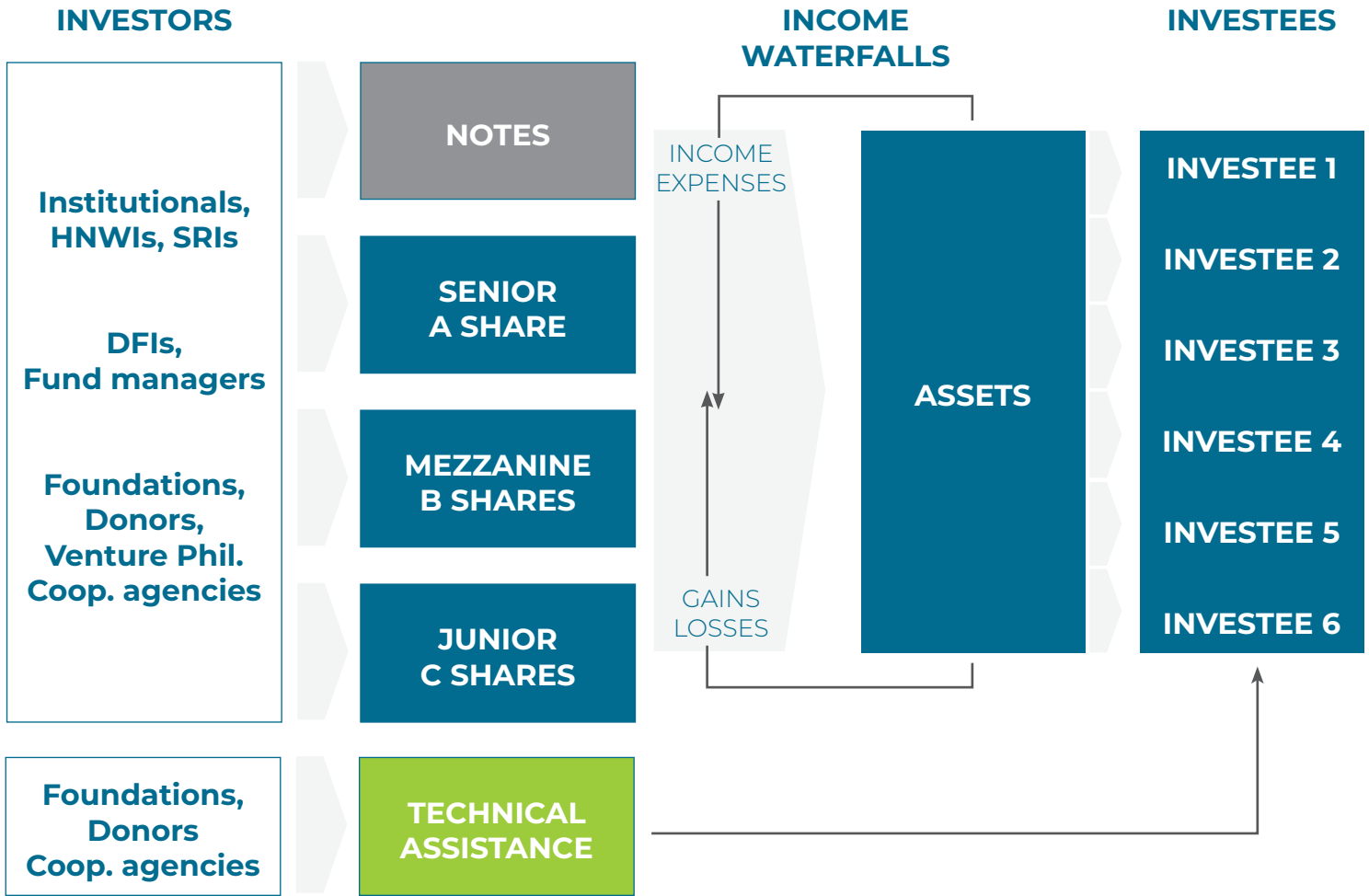
EXPECTATIONS FROM A BLENDED FINANCE PROGRAMME



A typical design of the blended finance structure is as indicated in the graphics below. This is applicable to a number of financing options including impact investment, social entrepreneurship, micro-enterprise development, SME entrepreneurship

development, and, mostly, to large industrial and agri-business projects, and to large infrastructure projects. EU blending financing started with large infrastructure projects with high bankability opportunities and scope for addressing viability gap issues.

TYPICAL DESIGN OF A BLENDED FINANCE FUND



Investment Climate, Value Chain development, Enterprise development (Pillar 1), as of December 2019

EXPECTATIONS FROM A BLENDED FINANCE PROGRAMME

Fit-For-Market » programme	Implementing partner: COLEACP.
	Intra-ACP EDF contribution= € 20.3 million euros (+extension of €15 million).
	Objective: enable smallholder farmers, farmers' organizations and MSMEs to access to international and domestic horticultural markets, by complying with SPS issues and market requirements in a sustainable framework.
Support business-friendly and inclusive national and regional policies and strengthen productive capacity and value-chains	Implementing partners: World Bank Group; ITC; UNIDO.
	Intra-ACP EDF contribution= €34.7 million euros.
	Objectives: support business-friendly and inclusive national and regional policies and strengthen productive capacities and value chains targeted at specific agricultural value chain development through macro, meso and micro-level interventions.
Technical Assistance (TA) Facility for Improving the Business Environment and Wider Investment Climate through Structured Dialogue	Linked to the TA Pillar of the European External Investment Plan (EIP).
	Implementation partners: GIZ, SNV, Expertise France and British Council.
	Intra-ACP EDF contribution: €10 million euros (total budget € 11,625,000, German Ministry of Coop -BMZ 1,5 million, British Council 125,000).
	Objectives: (1) Support ACP partner countries and regional institutions in their private sector structured dialogue process to create a more conducive investment climate; (2) strengthen ACP regional and national DFIs; and (3) Share knowledge and good practices in investment climate reforms.
Farmers' Organization for ACP (FO4ACP)	Implementation partner: International Fund for Agricultural Development (IFAD).
	Intra-ACP EDF contribution = € 40 million euros (total budget €42.5 million).
	Objective: Increase income and improve livelihood, food and nutrition security and safety of the ACP family farming in the target areas of the project through support to farmers' organizations (FOs).
Increasing Financial Inclusion (Pillar 2) as of December 2019	Implementation modality: Call for proposals (grant contracts between EC and beneficiaries).
	Digital Financial Inclusion.
	Objective: deepen financial inclusion in ACP countries by promoting inclusive and responsible Digital Finance Services ecosystems that can benefit poor people and entrepreneurs.

Access to Finance, including through Blending (Pillar 3) As of December 2019	Implementing partners: African Development Bank (AfDB) & European Investment Bank (EIB).
	Boost Africa For Youth Employment Project.
	Objective: Increase access to finance for enterprises through blending, in particular supporting entrepreneurially driven early stage and start-up SMEs.
EURIZ	Implementing partners: Agence Française de Développement (AFD) & Swedish International Development Agency (SIDA).
	Intra-ACP EDF contribution= € 25.8 million euros (total budget: € 829.8 million).
	Objective: the guarantee facility aims to target the financially underserved MSMEs in the ACP countries with the main objectives of improving access to financial services through blending and promote job creation.
AgriBusiness Capital Fund or « ABC Fund »	Implementing partner: International Fund for Agriculture Development (IFAD), Luxemburg-registered investment fund.
	Intra-ACP EDF contribution = € 45 million euros (Target fund size: € 200 million).
	Objective: Investment fund targeted at driving inclusive smallholder and rural finance.
African Guarantee Fund (AGF)	Implementing partners: African Development Bank (AfDB) & African Guarantee Fund (AGF).
	Intra-ACP EDF contribution= €25.5 million euros (Risk Capital€ 22.0 million + TA €3.0 million + €0.5 million for communication, evaluation and audit) plus Lead FI fees.
	Total Budget: €110.6 million euros (of which capital subscription €104.40 million, TA €6.20 million).
	Objective: AGF works with financial institutions with experience of working with SMEs, offering guarantees for both long-term financing and to cover working capital for SMEs;
	Services: <ul style="list-style-type: none"> ✓ Loan guarantees; ✓ Fundraising guarantees; ✓ Green guarantee facility; ✓ Technical assistance to partner financial institutions and to SMEs. Guarantees generally limited to 50% of the underlying individual SME loans or loan portfolio exposures.

<p>ACP-EU PSD Knowledge Management (Pillar 4) as of December 2019</p> <p>ACP-EU PSD Knowledge Management Technical Support Function / Business ACP</p>	<p>Implementing partners: Consortium led by IBF (IBF, GOPA, Microfinanza, Enabling Environment, Quarein)</p>
	<p>Budget: € 6 million euros (of the total of € 20 million)</p> <p>Objective: To provide technical and administrative support to the joint PSD platform To assume the knowledge management function of past/upcoming PSD programs.</p>
<p>Culture and Creative Industries Financing Initiative – CreatiFI as of December 2019</p> <p>Culture and Creative Industries Financing Initiative – CreatiFI</p>	<p>Implementing partners - Project Modality: Indirect Management, following the EU blending framework procedure; with Lead Financial Institutions: multilateral and national FIs of the EU; regional and national FIs of the ACP.</p>
	<p>Budget: € 20 million euros (total of € 50 million).</p> <p>Objective: Supporting the cultural and creative industries (CCIs) or Orange Economy enterprises in accessing equity and debt finance in order to strengthen the sector’s contribution to sustainable socio-economic development of ACP countries.</p>
<p>ACP INVESTMENT FACILITY, as of December 2019</p>	<p>Implementing partners: European Investment Bank (EIB).</p>
	<p>Budget: Total allocation of €5.158 billion euros as of Dec 2018 broken down as follows:</p> <ul style="list-style-type: none"> ✓ Investment facility, (revolving fund, total as from 2010): €3.137 billion ✓ Impact investment envelope (since 2014): € 800 million ✓ Grant fund for interest rate subsidies and technical assistance: €1.221 bill
	<p>Objective: Support large commercially viable investments through Direct financing, mostly long-term loans (usually above € 10 million); SME funding with ACP financial intermediaries (development/commercial banks, venture/risk capital funds etc.).</p> <p>Products: (1) Junior or subordinated loans, (2) Quasi-equity funding; (3) Equity funding; (4) Guarantees; (5) Interest rate subsidies; (6) Technical Assistance.</p>

EFFECTIVE EXPLOITATION OF THE ACP-EU BUSINESS AND INVESTMENT OPPORTUNITIES

PAPUA NEW GUINEA

Daroa PETER

Director, Investor Servicing Promotion Division
INVESTMENT PROMOTION AUTHORITY

KEY MESSAGES ON THE BUSINESS DEVELOPMENT ENVIRONMENT IN PNG

The investment Promotion Agency (IPA) is under the Ministry of Commerce and Industry together with the SME development agency, and the National Development Bank.

The IPA is quite unique. Its mandate is to advance investment promotion and regulation. For the last three years the IPA has been self-financing on its investment promotion mandate. It received support mainly from development partners that finance promotion of investment projects—mainly Australia and Malaysia and recently China and USA (emerging biggest investors by value) and new emerging trends of new investors including Philippines and France. Recently IPA has been receiving a lot of enquiries from countries in Europe – like UK, France, Belgium -- over possible investment opportunities in the PNG in sectors like agriculture and renewables.

Recently the PNG authorities have set up a New Economic Zone and the SME tax category which is much lower than the corporation tax rates. These are the key incentives that the IPA is exploiting to attract new investments into the PNG through project profiling and visits to potential partners in the key provinces / rural areas where more than 80% of the country's population lives. IPA in particular responds to the critical business development needs and literacy of these communities.

IMPLEMENTATION OF SUPPORT PROJECT AND RESULTS

With the support provided by the TCII Programme the IPA managed to organize the business forum that was held during the country's Investment Week. This business forum was an inaugural event, and IPA found it was very useful in the sense that it provided the opportunity for the business communities from the provinces to meet each other in the Capital Port Moresby. These business communities were also exposed to technical details of how to do business of relevance to the PNG economic base and environment.

The anticipation was that these business communities from the provinces would, through the match-making facility, find business partners. This event also brought in some key Parliamentarians that were enabled to introduce their specific programmes in their respective districts to the business communities.

IPA realized that there was a lot of interest from the business communities to promote and deliver investments in the various economic

communities and sectors of the country. It was also realized that the business communities from Fiji and Samoa—the other EPA States in the Pacific—would also want to attend these business development events in good numbers. However, one of the challenges that became evident was that there were few EU companies that attended this business development event most likely because of the distance factor between Europe and PNG. As a result of these efforts we have now set up a PNG-EU Business Council which will, in due course, facilitate closer linkages between EU and PNG business communities.

Under the EPA, PNG is benefitting from specific sectoral developments in particular the fisheries sector and addressing some of the key sector-specific export challenges and exploiting the underlying and emerging opportunities. New opportunities include blending facilities that are being put in place under the Pacific-EU cooperation.

SUGGESTIONS ON WAY FORWARD

IPA wish to propose that under the TCII programme more effort be spent on building capacities on sectoral business intelligence for countries in the Pacific and other ACP regions as destinations for the EU investments. That will entail building capacities and sharing knowledge on sector and project profiling, build an information base and provide those investment and trade information on sectors like agriculture, agri-business, and services, mining, renewables, petroleum and energy, etc. particularly for PNG. PNG has immense potential in agriculture and tourism that is untapped. The SME-drive should also be an important area to focus on also for the purpose of enhancing inclusiveness and sustainable development.

An additional area of focus should be on enhancing awareness among the European companies to attend the joint business and investment promotion events. The PNG-EU business and investment forum will be held again this year and would like to generate more awareness for the EU companies to attend that event and other business events that will feature in the region.

SCALING-UP THE EU-PNG MODEL OF BUSINESS TO BUSINESS



DG TRADE
Moustapha Magumu
Trade Affairs Officer, Economic Partnership Agreements
ACP, Overseas Countries & Territories

KEY MESSAGES ON THE STATE OF PLAY OF THE EPA

Reaffirm that the New EU Commission is committed to continue strengthening the trade and economic relations with the Pacific region. One of the responsibilities of the Commissioner for Trade is to strengthen the implementation of the EPA in the Pacific Region.

The countries implementing the EPA in the Pacific include: the EPA implemented by Fiji and PNG has gained momentum with the accession of Samoa in December 2018, and Solomon Islands is to finalize the accession process any

time soon (by end of mid-2020). Also expect Tonga to submit its accession instruments/offer to allow for the negotiations of the offer with the view to Tonga becoming a member of the EPA states by the end of 2020.

The EPA is open to accession, hence one of the focus of the parties is to make sure that in the foreseeable future all the ACP countries in the region become member of the EPA.

EVOLUTION OF TRADE AND SUCCESSES

Trade has been evolving positively between the EU, PNG and Fiji since the conclusion of the EPA in 2008—with the trade balance clearly in favour of the Pacific States.

The key highlights of the successes of the EPA

between the EU and the Pacific States notably include the impact of the derogation given under the RoO in particular the global sources that allows PNG to source raw materials from anywhere provided that the fish has been processed in PNG. The fish products can be

exported to the EU on the duty and quota free. This has generated a lot of businesses in PNG—about five major investments in the fishery canning industry has been generated since 2008 and have generated about 50,000 jobs in the tuna canning industry mainly for women and, in terms of figures, this accounts for about 19% of total PNG exports to the EU in 2018. This is a success story in PNG.

Fiji water is another example of a success story. Since 2008 the exports of Fiji water to the EU has increased in particular to the UK, France, Spain and Belgium. In many of the restaurants and hotels in these countries there is Fiji water.

SCALING UP OF THE EU-PNG BUSINESS TO BUSINESS

This is an initiative in the EU agenda of priorities because this is the best way to attract EU businesses in the region. As earlier indicated, the lack of EU business interest in the EU-PNG Business Conference was due to the cost implications. Hence, this initiative constitutes a solid basis for building on in particular:

- The large number of participants from the local business community (200+), state actors, private sector, etc. was not matched by the presence of EU business representatives as the first event it was not publicised enough. Hence, the need to do a sector intelligence / sector profiling targeting the inherent competitive advantage(s) with the view of attracting EU companies that are likely to come and invest in the region especially those with representation in the region and/or have businesses that can be targeted for further expansion;
- EU need to strengthen its reliance on the business communities already in the region with regard to trade and investment information they have and can share;
- The presence and strengthening that need to be done with regard to the joint venture—EU-PNG Business Council; its setting up has gone through a good momentum and this institution will need to be strengthened going forward;
- Perspective for the EPA in the region: will continue with 3 elements:

 - ✓ Widening the Agreement focusing on accession by other countries;
 - ✓ Deepening of the Agreement taking into account the emerging strong interest in the sustainable elements of trade including labour rights, gender, climate change, environment;
 - ✓ Promotion and cooperation—how to involve the civil society and parliamentary bodies in the monitoring of the EPA implementation to make sure it is delivering on what it is intended to do.
- Services—this is another key element of the region’s economic sector; for which we would explore the best way to effectively deliver on the service sector under the EPA. To that end, a study is being contemplated that will focus on sector by sector elements of the services sector in the EPA;
- Scaling up of the Business-to-Business at the regional level—transposing the PNG national model to the regional coverage to include all the EPA countries in the region. To effectively address the underlying challenges, the EC is contemplating of setting up an EU Business Entity that will help the EU business communities including the SMEs internationalize themselves—i.e. get interested in investing in the region like the Pacific. This will be done in close collaboration with the EU Delegations in the respective regions and the EU Business Councils with the view of making the EU business community realize the potential of maximizing the benefits of the EPAs at the same time create jobs for the populations in the EPA States.

ENHANCED BUSINESS CLIMATE FOR INCREASED INVESTMENT AND TRADE AMONG APEI COUNTRIES



RMCE

Paraschand HURRY

Officer in Charge

Regional Multidisciplinary Centre of Excellence (RMCE)

MAIN COMPONENTS OF THE TCII SUPPORT PROGRAMME: TARGETED SUPPORT TO THE RMCE FOR THE IMPLEMENTATION OF THE KEY TRADE COMPONENTS OF ITS APEI PROGRAMMES

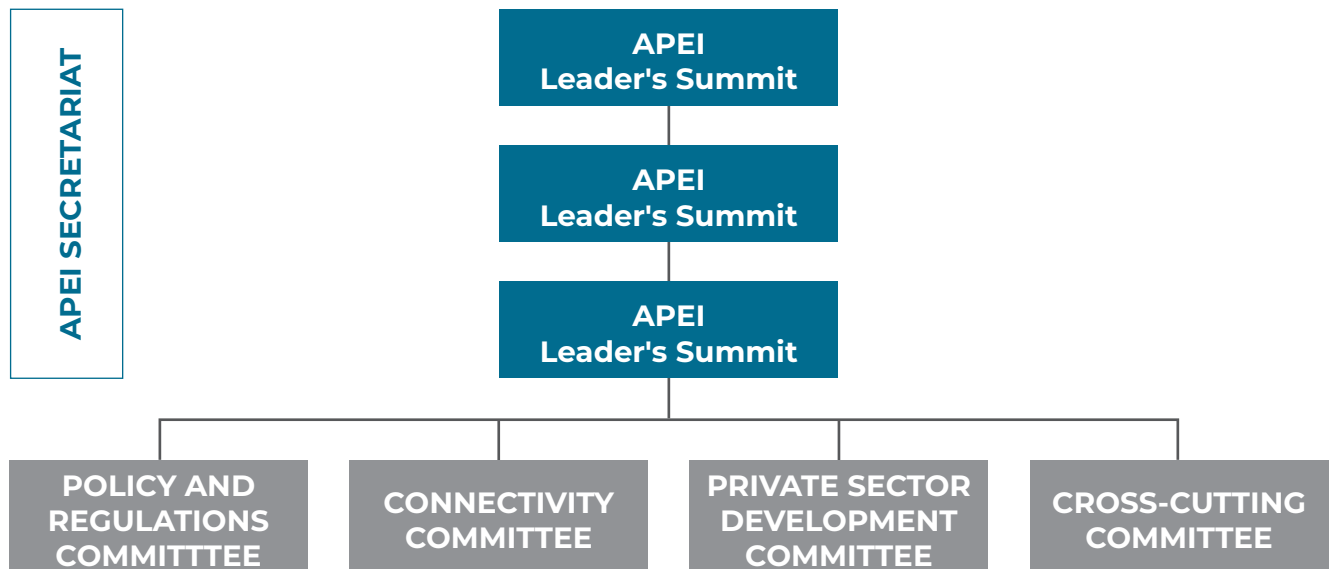
The three-fold purpose and results of the support programme:

- To contribute to the facilitation of the free movement of business persons and professionals among the APEI countries: Through the APEI Business Travel Card;
- To enhance and deepen cooperation in trade in services: Through a Framework for the monitoring and implementation of the Mutual Recognition Agreement (MRA);
- To enhance the business climate for increased investment and trade among APEI Member States: Through the Business Facilitation Framework.

Good practices in APEI for Investment and Trade climate

- Malawi introduced an E-Transactions Act & E-payment system for transparent and simple tax procedures.
- Mauritius introduced online business registration and interoperability along with streamlining the licensing system through an E-licensing platform.
- Mozambique collects and maintains NTM databases through its Tripartite pilot programme to streamline/eliminate NTM/NTBs.
- Seychelles introduced a risk management and cargo targeting system for lower physical inspection rates and simplified the business registration process.
- Zambia adopted the ASYCUDA system and introduced a single window platform-One Stop Shop Integrated System (OSSIS).

BUSINESS FACILITATION FRAMEWORK IN APEI



- The Business Facilitation Framework is based on the core pillars of policy and regulation, connectivity and private sector development for enhanced trade and investment.
- **APEI Secretariat:** Formation of an APEI secretariat as a coordinating mechanism to manage the APEI process.
- **APEI Business Council (ABC):** Established as a business membership organization and a private sector institution of APEI.
- Under the ABC a model for regional Public-Private Dialogue (PPD) was proposed.
- **ABC Secretariat:** To be responsible for the daily functioning of the ABC and the implementation of its work programme.



CRITICAL SECTORS AS CATALYSTS

- The selection of sectors of the agricultural and non-agricultural trade has been done by mapping the goods with the most potential in exports in the APEI region, sectors include:(i) relatively low value per weight ratio and high regional transport cost,(ii) products mainly with high but surmountable SPS risks and,(iii) products with potential as material for value-added processing;
- Priority Agricultural and Non-Agricultural Sectors include: Stock feed, Seafood, Groundnuts, Sugar, Maize, Textile and Clothing;
- Maize and soybeans are important smallholder crops and groundnuts are one of the most widely cultivated crops in mainland APEI countries;
- Frozen seafood products from Mozambique are likely to be a good area for increased trade in the APEI region;
- Priority Services Sectors include: Travel, Transport, Financial Services and Communications;
- Tourism is a key sector in particular for the island countries of Seychelles and Mauritius;
- APEI countries are net exporters of Communication services and Financial services, and have been among the most significant GDP growth drivers in the region.

CHALLENGES OF THE PROGRAMME

1. 1APEI Business Facilitation Framework clashes with other regional integration initiatives (COMESA, SADC, AfCFTA, etc);
2. 2Problem of overlaps and demands on resources for regional integration schemes;
3. 3Coordination and engagement from the private sector and social organizations in the policy dialogue;
4. 4APEI has no formal basis, it is not an FTA but only an endeavor;
5. 5The sustainability of the project is challenged;
6. 6Poor support for implementation and technical assistance for capacity development.

PROPOSED WAY FORWARD: NEXT STEPS FOR INSTITUTIONAL DEVELOPMENT:

- APEI Coordinating Mechanism
- Setting up APEI website for hosting the PPD and peer learning platforms.
- Kickstart communication with private sector institutions in five Member Countries to initiate the establishment of APEI Business Council and ABC secretariat.
- APEI operational structure and working agenda agreed, finalized and disseminated.
- The Secretariat to develop the Collective Action Plan based on the Individual Action Plans for the APEI Ministerial/Summit Meeting.
- Organization of the first APEI Ministerial/Summit.

CAPACITY BUILDING NEEDS

- Setting up the Peer Learning Hub online platform.
- Peer Learning lessons on experiences/ good practices to be shared on the platform.
- Annual capacity building workshops/webinars held on the requested topics based on the Capacity Building Matrix.
- The Secretariat to work on APEI Peer Review mechanism and plan in order to propose to APEI Leaders.
- The Secretariat to work on APEI Peer Review mechanism and plan to propose to APEI Leaders.
- The Secretariat to organize review sessions on the selected thematic areas.
- Based on the recommendations from peer review and lessons learnt from peer learning activities, Member Countries to conduct audit of its domestic regulations and develop plan for amendments/reforms, which could be included in the country's Individual Action Plan



CLUSTER 5B: **TRADE AND INVESTMENT** PRIVATE SECTOR COMPETITIVENESS



MODERATOR

TCII PROGRAMME
Ahmed NDYESHOBOLA



WEST AFRICA/GSA
Wunmi OSHOLAKE



MAURITIUS
Sunil N. BOODHOO



BOTSWANA
Kgotso KGOSIEMANG



ZIMBABWE
Admire JONGWE



REPOA
Donald MMARI



TRAPCA
Caiphaz CHEKWOTI

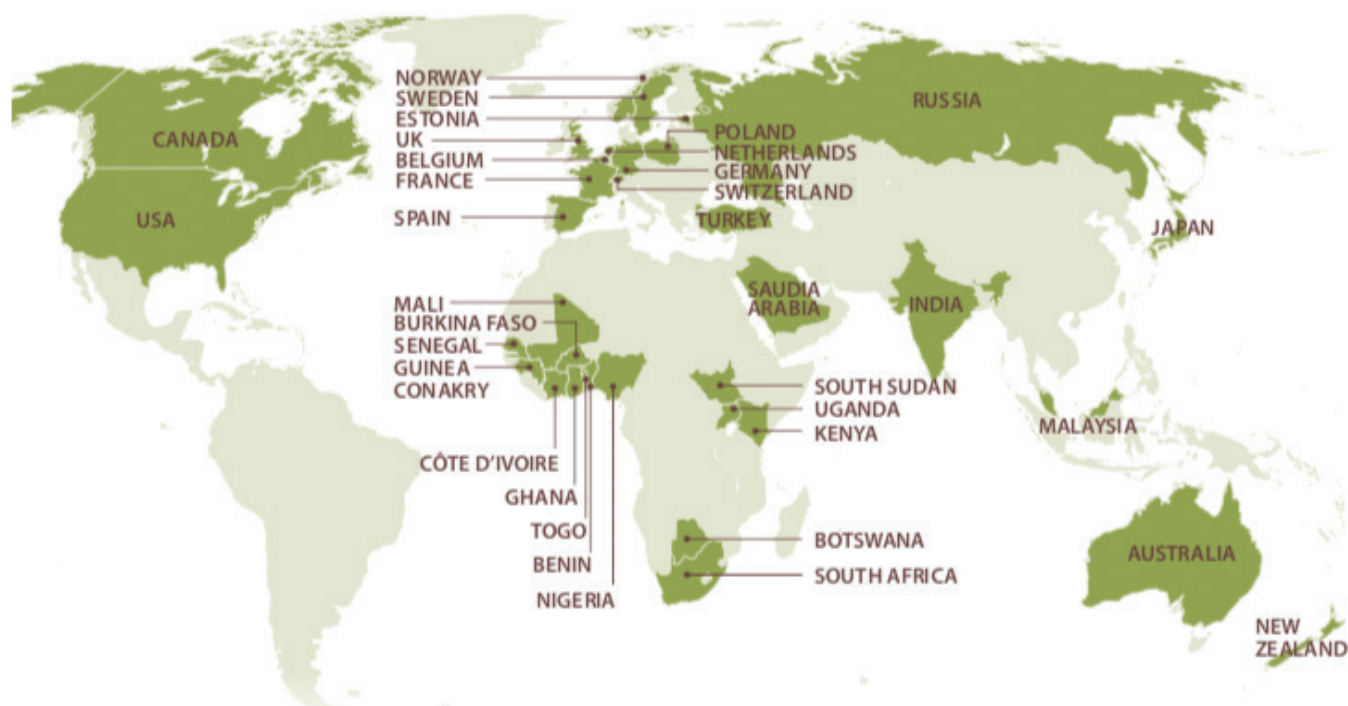
EXPORT READINESS ENHANCEMENT FOR WOMEN-LED SME COSMETIC PRODUCERS AND EXPORTERS

WEST AFRICA/GSA

Wunmi OSHOLAKE
Deputy Director
Global Shea Alliance



GLOBAL SHEA ALLIANCE OVERVIEW OF 500 MEMBERS FROM 35 COUNTRIES



WHAT DOES GSA DO

PROMOTION

Conferences, exhibitions, and research to increase utilisation



SUSTAINABILITY

Multi-stakeholder collaboration to improve women's empowerment, working conditions, livelihoods, and protection of ecosystems

QUALITY

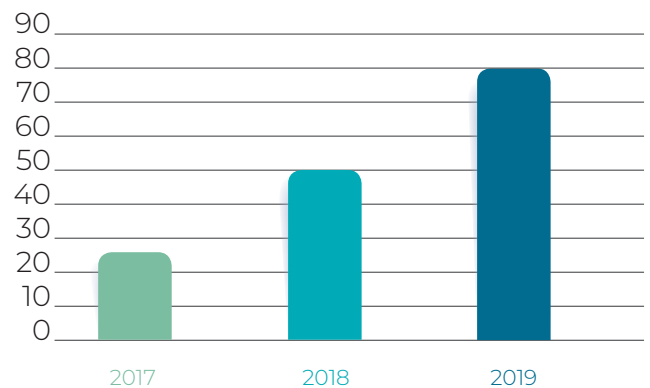
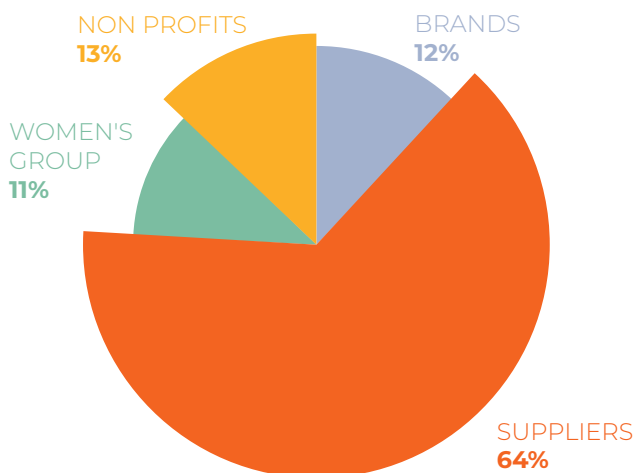
Dissemination of standards and best practices to improve value



MEMBER BENEFITS

- Market linkages to 500 member organization, representing 35 countries
- Technical support for supply chain, marketing and sustainability initiatives including workshops, training session and trade shows.
- Exclusive market information
- Participation in the GSA sustainability program
- Annual conferences and Exhibitions
- Voting rights in the annual General Assembly

STAKEHOLDER CATEGORY AND GROWTH TRENDS



SUPPLIERS
64%

INDUSTRY ASSESSMENT

- African based small cosmetic brands are a critical part of the shea value chain, as their activities showcase value additions in Africa led by women's owned enterprises.
- Creates jobs to 5-10 individuals in their supply chain. i.e. formulator, packaging, sales and marketing.
- Growing demand for shea in cosmetics, driven by consumers of organic and naturally made products with disposal incomes.
- Small brands are developing innovative products such a creams, lips balms, body butter and scrubs to meet the demands with shea butter as a base ingredients.
- GSA organize African Cosmetics Exhibition each year to showcase shea-based cosmetics in Dubai, South Africa and Morocco.
- Connected to over 10,000+ buyers (distributors and retailers stores).
- Many of the brands don't take advantage as they could because of limited capacities, quality products, packaging and demand for certified organic products, A2F to scale up.

OVERVIEW OF TRADECOM II SUPPORT PROJECT

- Partnership with TradeCOM was to address challenges facing small cosmetics brands in Africa, to develop their business capacities and enhance export competitiveness for shea-based products;
- Undertake assessment of current practices of the small businesses in Ghana, Nigeria, Ivory Coast, Burkina Faso and Togo to assess their technical capacities and export readiness;
- Country level conformity assessment on quality standards for the cosmetology sector;
- Provide market entry requirements for the EU and US market for shea-based products and African markets;
- Best practice requirements in manufacturing cosmetics products;

- Capacity building trainings and validation workshop; and
- Step by step export guide for GSA members.
- The project results include:
 - ✓ Trained 150 small businesses at Shea2019 conference held in Accra on export management procedures to enhance their export readiness;
 - ✓ Organized validation and training workshop on marketing processes, export and quality management for small businesses;
 - ✓ Developed 2 manuals that highlights best manufacturing practices for small businesses and export requirements for Africa, US and EU markets.





WORKSHOP HIGHLIGHTS

- Validation workshop organized by Enabling Environment was held in Accra on October 30, 2019.
- The purpose of the workshop was to review and adapt export and quality manuals for GSA members.
- 30 participants from Togo, Benin, Ivory Coast, Burkina Faso, Nigeria and Ghana attended the workshop.
- Draft manuals showcased practical information on enhancing quality standards, export and certification for shea-based products to the EU and US markets.
- Participants reviewed manuals and provided feedback on best practices for quality standards process for cosmetics and best manufacturing practices.
- Adapted manual as a useful guide and disseminate to GSA members.

“ *The workshop was on point and very practical. Inviting us for our input means a lot to us and adds value to what we’re doing and respect for efforts. I have gained a lot of insights by attending this event* ”

Comfort Adjahoe-Jennings,
Ele Agbe Company Ltd, Ghana

“ *The aspects on quality and market requirements was very informative. I believe this helps us create more for our economic empowerment. Together we make it happen* ”

Fulera Seidu,
Winnazua



SUGGESTIONS ON WAY FORWARD

The following approach will be used to disseminate information of the export and quality management guides to stakeholders:

- Target new and existing members in Africa producing cosmetics and share information to enhance their technical capacities;
- Online dissemination to stakeholders logging in to the GSA resource library;

- Develop and make presentations of key aspects of the manual to participants at small training seminars at Shea2020 Conference in Togo;
- Make periodic post on social media and share links to specific aspects of the manual to stimulate awareness and promote exports of shea-based cosmetics.

STRENGTHENED EXPORT READINESS AND COMPETITIVENESS FOR SMES

MAURITIUS Sunil N. BOODHOO

Director, International Trade Division
Ministry of Foreign Affairs, Regional Integration
and International Trade

ENHANCING THE BUSINESS ENVIRONMENT FOR EXPORTING SMES IN MAURITIUS, ESPECIALLY IN THE CONTEXT OF THE EPA IMPLEMENTATION

OUTLINE

MAURITIAN SME
LANDSCAPE

KEY CHALLENGES
FOR MAURITIAN
SMES

TCII PROJECT ON
EXPORT
COMPETITIVENESS

CHALLENGES

WAY FORWARD

MAURITIAN SME LANDSCAPE

- SMEs contribute about 40% to the country's GDP and represent 54.6% of total employment;
- As per Government Budget and Vision 2030, SMEs are called to assume a more impactful role in the economy;
- Not only as an enabler but as a key driver of inclusive and balanced growth;
- Challenges in the sector are, however, multi-dimensional and against such a complex backdrop, SMEs, support institutions, the private sector and Government have to adopt new approaches and invent novel ways of working together to foster SME competitiveness;
- Development of a 10 - Year SME Master Plan to reshape the entrepreneur landscape by 2026.

2026 SME MASTER PLAN

FIVE UNDERLINING OBJECTIVES

1: Improve SME competitiveness and growth through

- ↳ improved productivity,
- ↳ better quality products and
- ↳ resiliency to compete in the global economy

2: Foster high growth potential SMEs by

- ↳ nurturing start-ups and fostering entrepreneurship
- ↳ supporting knowledge-based activities and disruptive (innovators) SMEs

3: Upgrade skills and job opportunities

- ↳ address skill mismatch/ and upgrade human capital

4: Support SMEs to improve design and value addition

- ↳ market intelligence and market development

5: Increase market access and exports

- ↳ market intelligence and market development

OBJECTIVES OF THE TCII SUPPORT PROJECT

ENHANCING THE BUSINESS ENVIRONMENT FOR EXPORTING SMES IN MAURITIUS, ESPECIALLY IN THE CONTEXT OF THE EPA IMPLEMENTATION.

- ↳ Objective 1: Strengthen the business and trade development capabilities of the Mauritian SMEs; and
- ↳ Objective 2: Develop a framework for sustainability of the business and development capabilities of the Mauritian SMEs:
 - ✓ Current Project is a follow-up of the first assistance Mauritius received which aimed at strengthening the export competitiveness of SMEs;
 - ✓ Assistance received under the Rapid Response Facility.

PROJECT IMPLEMENTATION PROCESS

- Project was designed and implemented in consultation with beneficiary institutions namely SME Mauritius, Association of Mauritian Manufacturers and Business Mauritius;
- Sector-based or individual gap analysis meetings between SMEs and Consultants;
- Assessment of the team of facilitators:
 - ✓ The objective was to assess the knowledge and ability of Team of Facilitators to support SMEs compliance with export market requirements related to quality and standards across different businesses. Business development matters were also analysed.
- 32 SMEs benefitted from the support project:
 - ✓ Sectors: Textile and Apparel; Agro-products and Foodstuff; Jewellery; Light Manufacturing (e.g Furniture; Printing; leather products); Software development; Handicraft; Recycling;
 - ✓ Ownership: Business owned and managed by either women entrepreneurs or youth entrepreneurs. 13 of those SMEs are women-

- run companies;
- ✓ Existing and potential export markets: Enterprises already exporting or those considered close to export readiness.
- Training for the SMEs:
 - a | Quality standards.** Training was tailored for each sector and the level of processing of exportable products among other considerations. The actual production capacities of goods and services, the competitive advantage of the SMEs trainings;
 - b | “Food Safety and Quality Training”.** Topics covered included:
 - ✓ Post harvest handling, temperature controls and transport, and
 - ✓ Packhouse operations which would have to be carried out in relation to specific pack house standards like BRC or GLOBAL G.A.P.

Training consisted of a 2-day class session and 1 day practical in the field.

HOW THE TRADECOM PROJECT DIFFERS FROM OTHER PROJECTS	Selection of SMEs by stakeholders and consultants.
	Enterprise visited by the consultants.
	Working on their weaknesses and providing solutions to improve their performance.
	Flexibility to amend Terms of Reference (based on actual situation).

PROJECT SUSTAINABILITY

SME Mauritius along with Business Mauritius (Representing the private sector) and Association of Mauritian Manufacturers are working together to support the empowered SMEs.	The Consultants have, in this respect, been working together with the team of facilitators to ensure a transfer of expertise and knowledge.	Team of trained facilitators providing guidance to existing SMEs.
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WAY FORWARD

- Important element: follow up on the project;
- The recommendations on the study to be monitored by SME Mauritius Ltd, a Government-owned Company, which has the mandate to promote and develop entrepreneurship, and provide the necessary support to SMEs;
- Dedicated assistance to SMEs following constraints identified in respective companies;
- Implementation of the Recommendations made under the Project as well as the first assistance received including the appointment of a project manager and facilitator on quality standards Business Development and Business Intelligence Services.

ENHANCING THE INVESTMENT AND EXPORT COMPETITIVENESS OF THE BEEF INDUSTRY

BOTSWANA
Kgotso KGOSIEMANG
CEO
Botswana National Beef Producers Union (BNBPU)

WHO IS BNBPU?

- BNBPU is the national coordinating and advocacy body; Registered with Registry of societies in 2013.
- Recognized by the farming community and the MoADFS as the legal representative of beef farmers in Botswana.
- BNBPU is made up of passionate farmers to serves and lobby on behalf of farmers.
- We are an entity that values and acknowledges the invaluable value of a cow in Batswana's livelihoods. BNBPU recognizes cattle rearing as a vehicle towards the eradication of poverty in Botswana as well as bringing nutritional value to households in the country and the world over.
- BNBPU helps foster and nurture beneficial relations between industry stakeholders and farming community, in an effort to create a healthy dialogue between interested parties.
- To encourage a robust and thriving beef industry

that will bring values to the investments of the Farming community.

- BNBPU exists to address issues facing the farming community in terms of farming conditions, market and encourage drive towards livestock improvement.

OUTPUTS OF THE TCII SUPPORT PROGRAMME

- The programme set out to benchmark on the best-case privatization model to be adopted in the privatization of Botswana Meat Commission (BMC) using GPS Food Group and Nortura a Norwegian agricultural cooperative that operates slaughterhouses and other processing plants related to meat.
- The exercise provided a good learning curve on investments in the beef sector which have a beneficial impact on the producer.
- The model to give farmers control over BMC as BMC was originally established as a farmer owned enterprise.

- Farmer owned BMC would be accountable to the farmers and motivate farmers to do more for their own enterprise.
- The programme recommended the cooperative model through which farmers can use to own BMC.

While the assistance was ongoing, the BMC Act was changed rendering the proposed model unattainable. The New Act indicates that no one person can own more than 10% shareholding in BMC. However, discussions between government and BNBPU on the privatization of BMC is ongoing.

TRADE AND INVESTMENT GAINS OF TRANSFORMING BMC INTO A FARMER OWNED COMPANY

It will be a motivation for the farmers to work hard and grow their own investment for a better return just like the Nortura model. It will foster an element of efficiency and effectiveness in the operations of the BMC for the benefit of the shareholders. It will be easier to incorporate market demands and requirements as the farmer is the owner and can easily cascade such market requirements to the farm.

North-South cooperation led to a benchmark exercise in the beef sector at Nortura and GPS in order to build capacity in the BNBPU as a preparatory exercise for full participation in the privatisation of BMC. Good practise cases in established farmers' formation a guidance to BNBPU's own farmer formation.

WAY FORWARD

Seek further assistance for capacity building to enable farmers to be more involved in beef related matters.

Alongside best practise models build a robust and self-sustaining beef union which is responsive to the needs of farmers.

Build an advocacy strategy that includes women and youth for a more evolving and sustainable beef industry.



STRENGTHENED EXPORT COMPETITIVENESS OF THE COUNTRY'S HORTICULTURAL PRODUCTS



ZIMBABWE
Admire JONGWE
Client Manager
ZIMTRADE

ZIMTRADE'S MANDATE

- ZimTrade is the National Trade Development and Promotion Organisation of Zimbabwe.
- Its mandate is to energise Zimbabwe's Export growth.

ZIMTRADE'S SERVICE PORTFOLIO

MARKET INTELLIGENCE

EXPORT DEVELOPMENT

EXPORT PROMOTION

ADVOCACY

ZIMBABWE HORTICULTURE BACKGROUND

- Zimbabwe agrarian structure is dominated by Small Horticulture Farmers (SHF) with limited connection to export markets;
- New agrarian dispensation affected value chain compliance system and consequently reduced horticulture exports;
- “Low hanging” opportunity for Zimbabwe’s horticulture. In 2018 exports worth US\$112 million were realised mostly to the EU (UK, Netherlands, etc) and China;
- Targeting to attain US\$200m in horticultural exports;
- Horticultural export destinations are concentrated in EU, China and South Africa.

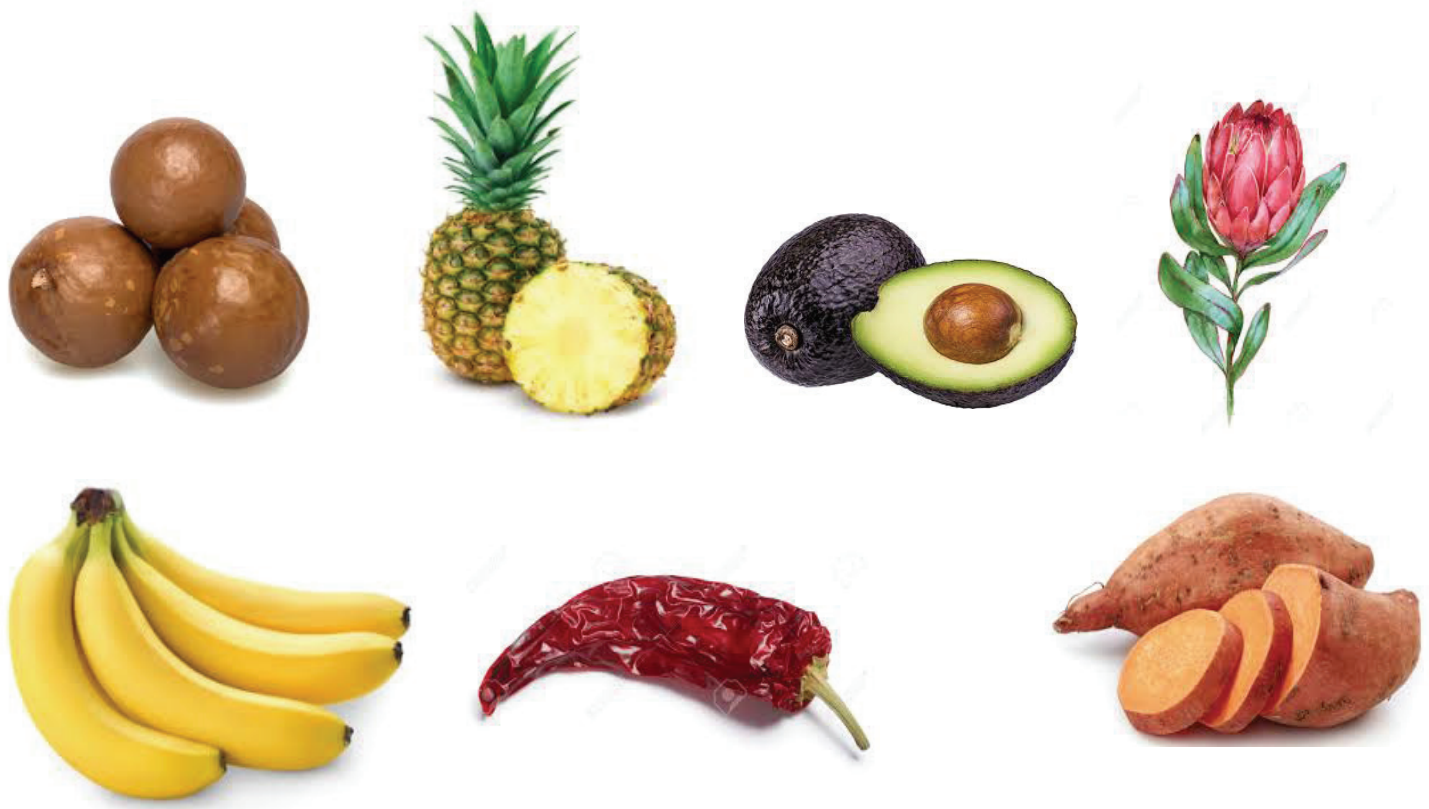
HORTICULTURAL COMPETITIVENESS CHALLENGES

1. Inadequate long and structured capital to support agriculture production;
2. Inadequate infrastructure;
3. Limited availability and high costs of agro-inputs;
4. Turbulent macro-economic environment;
5. Weak and low institutional support as well as intermittent enablers;
6. Adverse weather patterns;
7. Lack of security of land tenure/ land contestations.

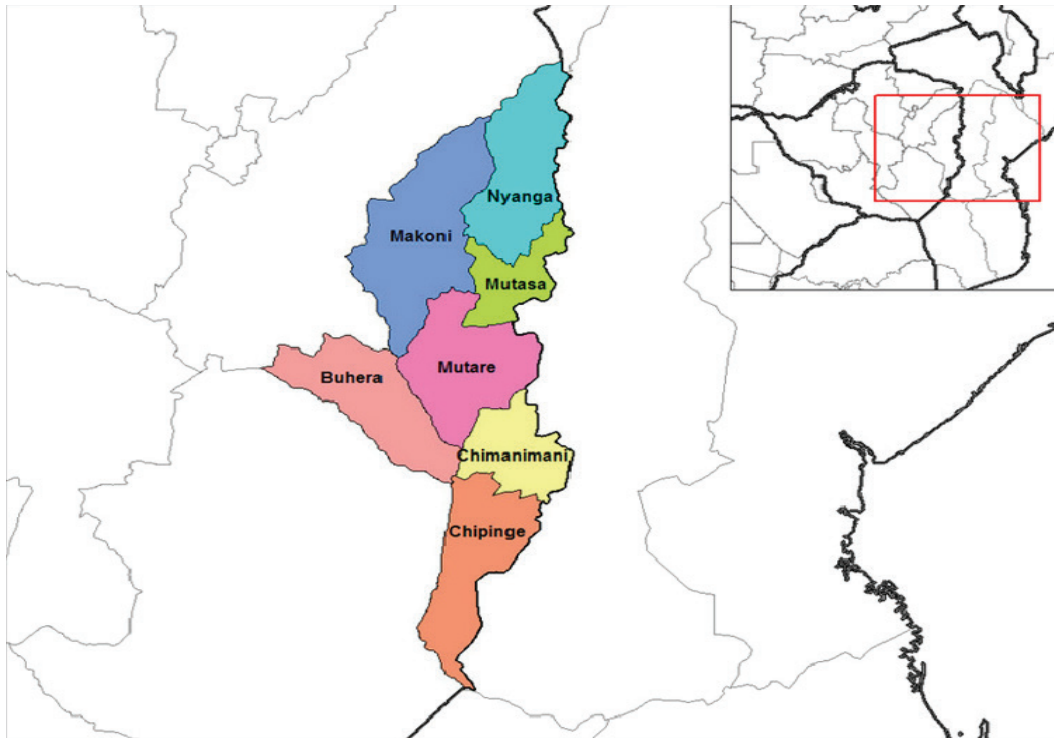
At the heart of challenges affecting Zimbabwe’s horticulture competitiveness is weak value chain compliance systems.

TRADECOM II SUPPORT PROGRAMME FOCUS IN ZIMBABWE

Development of Stakeholder-led “Good Practice” Value Chain Compliance for Seven Selected Horticulture Products

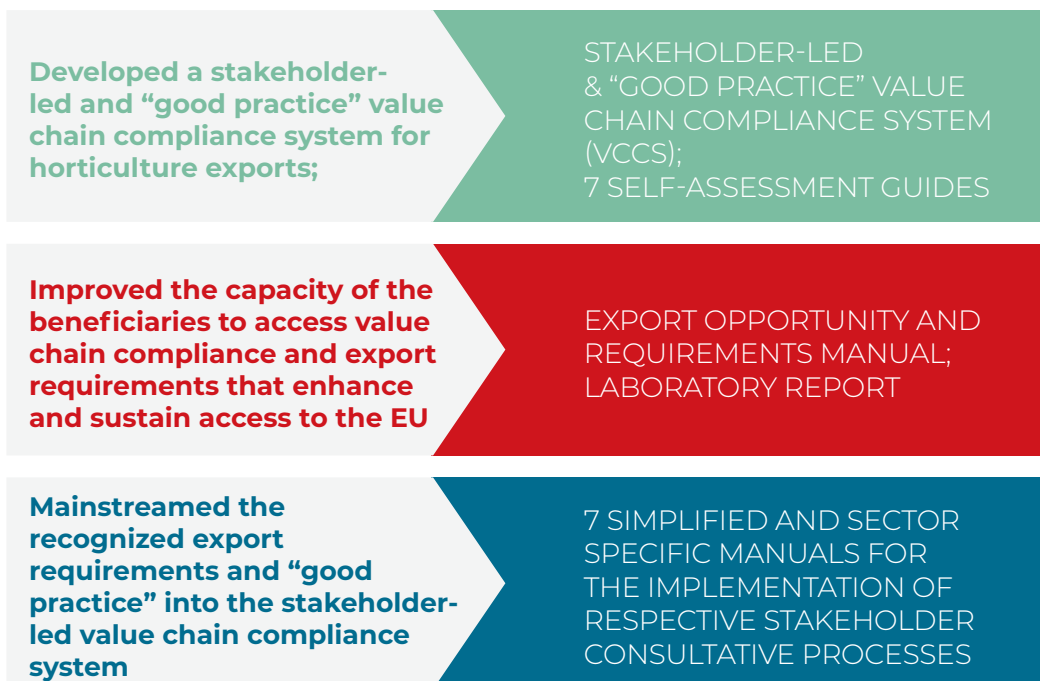


AREAS BENEFITTED FROM THE SUPPORT PROGRAMME



PROJECT OBJECTIVES AND RESULTS

"TARGETED SUPPORT TO STRENGTHEN THE CAPACITY AND COMPETITIVENESS OF SMALL-SCALE HORTICULTURE FARMERS FOR THE PRODUCTION OF NICHE EXPORT PRODUCTS UNDER THE INTERIM EPA IN ZIMBABWE"





GOOD PRACTICE EXAMPLES

1. Organic certification by the pineapple farmers:

- ✓ produce baby pineapples;
- ✓ market their products as a marketing trust.

2. Social Coherence of the Mutema banana farmers:

- ✓ strong linkages with an off taker;
- ✓ good example of donor seed capital bearing fruit.

3. Linkages between farmers and off-taker in the floriculture sector:

- ✓ Off-taker in place consolidating product for export to the region and beyond.

4. Strong Hub in the Macadamia value chain:

- ✓ Consolidation for export market, supports farmers with inputs, technical knowhow, disease control, working capital.

WAY-FORWARD

- Investing in Global Compliance systems:
 - ✓ The “small steps” and discipline are essential for compliance;
 - ✓ Mainstreaming Zim-GAP and IPM;
 - ✓ Piloting the National Value Chain Compliance System (NVCCS);
 - ✓ Organic certification for products;
- Invest in Product handling systems;
- Investment in cold chain facilities:
 - ✓ Investment in export promotion
 - ✓ Value addition across the 7 Value Chains.



- Injection of new and varieties/planting material across the 7 Value Chains;
- Modernization and Accreditation of existing laboratories;
- Development and strengthen existing hubs to foster ownership and downstream connectivity.

ASSISTING SHF. METAMORPHOSIS OF DATA INTO WISDOM – TRADE INTELLIGENCE



COMPETITIVENESS AND DIVERSIFICATION ALONG KEY EXPORT CORRIDORS AND INVESTMENT CLIMATE FOR VALUE CHAIN DEVELOPMENT



REPOA
Donald MMARI
Executive Director



KEY MESSAGES ON THE TANZANIA'S TRADE AND COMPETITIVENESS

- Tanzania has two main regions: Mainland and the Zanzibar islands.
 - Tanzania recorded growth rates averaging 6% per annum since 2005.
 - Tanzania is an attractive trade and investment destination:
 - ✓ Relative political stability;
 - ✓ Strategic geographical location --1,424 km coastline, 8 neighbours;
 - ✓ Young, growing population -- 54.2 million in 2018, 44% <15 years of age;
 - ✓ Membership to regional trading blocks, EAC and SADC;
 - ✓ Potential for global markets, e.g. EBA, AGOA, EPA.
 - Five main export corridors: Southern, Western, Central, Northern and Zanzibar-Pemba.
1. Southern Export Corridor—A largely agricultural corridor focusing on cereals, agroforestry, tea, coffee, pulses and horticulture. Has potential to expand to natural gas and/oil. Coordinated by among others the Southern Agricultural Growth Corridor of Tanzania (SAGCOT), a Public Private Partnership (PPP) focusing on agriculture and infrastructure. The corridor links the port of Dar es Salaam and other areas in Tanzania with the country's Southern neighbours including Mozambique, Zambia and Malawi. Also used as transit for exports of Zambian Copper.
 2. (Western Export Corridor— Dominated by agro-products--tobacco, pyrethrum, coffee, cotton, fisheries, agroforestry--and minerals. Also serves the DR Congo, Rwanda, Uganda and Burundi.
 3. Central Export Corridor— a logistic hub due to its road and rail network linking other export corridors with the main port of Dar es Salaam.

Has limited agriculture potential—nuts, some cereals and grapes— due to its semi-arid climate. Serves similar countries to Western Corridor. Coordinated by the Central Corridor Transit Transport Facilitation Agency (CCTFA).

4. Northern Export Corridor—Coffee, tea, horticulture and floriculture. Links rest of Tanzania to Kenya. Has direct access to the international airport in Kilimanjaro and the Kenyan port of Mombasa.
5. Zanzibar-Pemba Export Corridor—Spices (including cloves) and seaweed. Has potential to expand to natural gas and/oil. Has direct access to the Indian Ocean and close proximity with the international airport.

TRADE

- Value of goods exports shows a declining trend since 2016 peak, from \$5.6 bn to \$4.3 bn in 2018;
- Value of traditional exports declined faster than non-traditional ones;
- Horticultural exports still constitute a small share, but growing - \$33 million in 2018;
- Imports declined from \$ 8.4 bn in 2016 to \$8.1 bn in 2018, larger decline in capital goods;
- Competitiveness:
 - ✓ Ranks poorly in the bottom quintile of WEF's Global Competitiveness Index at 117/141 countries (116/138 in 2018).
- Investment:
 - ✓ FDI flows declined markedly from \$1.5 bn in 2015 to \$755mn in 2016, but gradually increased to (\$937 in 2017).

Tanzania's export potential hampered by supply side constraints including: Inadequately coordinated trade and investment policies, poor and unreliable infrastructure, weak education and training, limited access and absorption of technology. These undermine the realisation of recent gains in labour market efficiency, institutional and macroeconomic environment to improve the competitiveness of productive sectors, including agriculture.

TRADE AND INVESTMENT POLICY LANDSCAPE

- Current trade policies (2003 for Mainland, 2006 for Zanzibar) and investment policies (1996 for Mainland, 2004 for Zanzibar) under review – seeking to promote competitiveness and diversification-quality, rapid innovation, customization, cost/productivity.
- Diagnostic Trade Integration Study (DTIS) updated: agriculture, mining and extractives and tourism.
- Trade and investment priorities outlined in the Five-Year Development Plan II—with industrialization as its main agenda.
- Recent Government efforts towards value-addition and beneficiation towards improving agricultural productivity and deepening agricultural value chain.
- National Trade Facilitation Committee – basically on logistics.
- DTIS updated;
- Ratified WTO Trade facilitation Agreement.
- The Blueprint for regulatory reforms to improve business environment.
- Sector development strategies e.g. leather, cotton, etc. prepared.

In contrast to past trade and investment blueprints, the DTIS discusses concerns on Sanitary and Phytosanitary (SPS), Technical Barrier to Trade (TBT) as well as regulatory and other institutional bottlenecks hindering trade and investment in Mainland Tanzania and Zanzibar.



GOOD PRACTICE CASE 1

THE AFRICADO COMPANY LTD

- The first Tanzanian company exporting avocados (Hass) to the UK- Sainsbury, Tesco supermarkets;
- Established in 2007, State-of-the-art packhouse facility in 2013;
- Diversified from poorly performing coffee estate (4,400 tons in 1972 to less than 50 tons in 1990);
- Raised competitiveness of AFRICADO's products, improved quality and access to export markets;
- Avocado exports rose from 488 tons in 2012 to 2,579 tons in 2016, a 428.48% increase;
- Now designated Export Processing Zone, exporting to UK, France, and Netherlands, and some small markets in the Middle East.

GOOD PRACTICE CASE-2

SMALL-HOLDER AVOCADO FARMERS

- Smallholder avocado farmers integrated through contractual relations- seeds, extension support, assured markets;
- Smallholders diversified from reliance on coffee incomes-dramatic declines and fluctuations - now over 2,200 (20% female) out growers;
- Out-grower exports in 2018 was 581 tonnes, nearly 19% of 3,000 tonnes exported. Further expansion targets to 8,000 tonnes by 2023;
- Investment needed to achieve quality standards and certifications still too high for smallholders;
- Knowledge-based transformation of agriculture--the way for the future-- but entry costs for small producers entails strategic value chain partnership.

CONSTRAINTS TO COMPETITIVENESS



WAY FORWARD

- Policy analysis to support ongoing revision of Tanzania's trade policy to foster the competitiveness of agro-exports, diversification and value chain development.
- TA to address long-standing concerns on agri-trade research—data inconsistencies, M&E systems.
- Sustainable capacity building to create a critical mass of policy analysts, researchers and trade negotiators.
- Increased awareness of market needs and compliance by exporters.
- Informed and continuous dialogue between public and private sectors on trade support and regulations.

TRADE COMI PROGRAMME
 FACILITATES EFFECTIVE
 PARTICIPATION IN
 TRADE NEGOTIATIONS

RESEARCH IN SUPPORT OF ENHANCED TRADE COMPETITIVENESS



TRAPCA-ESAMI
Caiphas CHEKWOTI
 Trade Policy Expert
 TRAPCA-ESAMI

KEY MESSAGES ON THE RESEARCH IN SUPPORT OF ENHANCED COMPETITIVENESS

- As part of the Action being implemented by trapca-ESAMI, the 5 planned case studies focus on emerging integration issues for African countries;
- Preliminary findings from 3 ongoing case studies;
- Scope of case study coverage attributed to budgetary constraint;
- With more additional support, both scope and sectoral trade-related issues can be widened building on ongoing studies.

CONSTRAINTS TO COMPETITIVENESS	1. Assessment of the implementation of trade in services commitments <ul style="list-style-type: none"> ✓ EAC ✓ COMESA
	2. Assessment of SADC regional initiative to mitigate high transactions attributed to national guarantee bond schemes: <ul style="list-style-type: none"> ✓ Durban Kasumbalesa corridor.

EXPECTED FINDINGS	➤ Assessments will provide important insights on implementation challenges and possible mitigation measures.
	➤ Insights will shape decision-making to enhance competitiveness, youth and women entrepreneurship.
	➤ Knowledge gaps identified may be used to either enhance planned executive courses or develop new executive courses.

COMESA, EAC TRADE IN SERVICES

➤ Focus

- ✓ Assessment of existing legal instruments on trade in services, liberalisation commitments and implementation status at member state level.

➤ Issues

- ✓ Interrelationship of measures at implementation level;
- ✓ Role of trade in services on industry and product competitiveness;
- ✓ Challenges in trade in services agenda.

➤ Methodology

- ✓ Review of reports on implementation status and issues;
- ✓ Benchmarking on international best practices – EU & CARICOM;
- ✓ Review of literature on private sector experiences;
- ✓ Interviews to be undertaken with principal coordinators of trade in services at the RECs, regional business councils.

➤ Challenges

- ✓ Capacity gaps;
- ✓ Weak regulatory gaps;
- ✓ Limited involvement of core stakeholders e.g. private sector;
- ✓ Limited institutional coordination;
- ✓ Limited resources for effective implementation;
- ✓ Limited conceptualisation of the interrelationships of various measures at policy making and implementation levels;
- ✓ Delays in finalisation of critical council decisions to foster cross border mobility of services.

➤ Preliminary findings

- ✓ Both EAC and COMESA applied list approach for scheduling commitments based on GATS;
- ✓ Institutional framework for implementation (regional and national committees);
- ✓ Implementation challenge – lack of strategic frameworks and M&E mechanisms.

➤ Further research work

- ✓ Assessment of associated relevant reforms at national level;
- ✓ Assessment of the efficacy of institutional cooperation frameworks for implementation;
- ✓ Benchmarking with EU and CARICOM;
- ✓ Insights from interviews with REC staff and private sector.

DURBAN-KASUMBALESA CORRIDOR

➤ Issues – high cost of transactions and processes

- ✓ Individual bond guarantee schemes valid in each member state in SADC;
- ✓ Goods destined to DRC traverse 3 countries implying 3 bond guarantees;
- ✓ Associated delays and related transaction costs.

➤ Initiative to mitigate transaction cost challenge - SADC regional bond guarantee scheme

- ✓ Provided for in the SADC Protocol on trade, transport, communications and meteorology;
- ✓ Harmonisation of procedures enhances trade facilitation;
- ✓ Expected reduction in cost of imports which translates to enhanced competitiveness of products whose inputs are imported;
- ✓ Positive spill over effect on women and youth involved in cross-border businesses.

➤ Methodology

- ✓ Assessment of implementation of SADC initiatives - Regional bond guarantee scheme.

➤ Further research work

- ✓ Assessment of the implementation of the SADC regional bond guarantee scheme.

SELECTED CONTRIBUTIONS



Oumar Seck – Business ACP

ON MARITIUS

- Huge achievement in terms of competitiveness – its global ranking reflects a huge and commendable progress, top 5 African countries;
- Export promotion and SME development agenda quite commendable and is the highest in Africa;
- Institutional upgrading for private sector and government—very impressive.

ON BOTSWANA

- Local content has been systematically applied—from export of raw diamonds to full processing and trading in Gaborone.



Sunil N. BOODHOO

MARITIUS

- Made a huge stride in improving the countries' competitiveness—through synergy working environment between the government and private sector to continually improving the business environment. Organized structured dialogue between the two key sectors;
- Strong institutions and continuously improving—with professional manning of these institutions;
- Created an ecosystem within the country that becomes attractive to investors—trade regime, investment climate, economic environment, etc. to always maintain the top ten within the investment climate ranking;
- Strived to have a judicial system that is independent and supportive of the country's investment climate.

Paraschand HURRY

RMCE

- APEI is getting inspiration from the experience of Mauritius and trying to emulate the country's experience to the RMCE members and others.



Kgotso KGOSIEMANG

BOTSWANA

- The country is still challenging itself to do more;
- In the cattle sector—targeting to advance processing of leather and beef sector also to create jobs;
- A High-level business administration committee was constituted to advise the top government management;
- Diamond processing could have been done much earlier;
- Pursuit of diversification away from diamonds to include beef, and agro-processing taking advantage of natural resources and development of value chains.



Hermogene NSENGIMANA

ARSO

- Should now think of competitiveness advantages and advance them for the benefit of exporters in the ACP countries;
- Sustainable development is very essential;
- Sell products as sustainably produced – through certification also for SMEs—through for instance ECO MARK—for all products from agriculture to forestry;
- Global gap vs local country gaps – to reflect the development of standards—should advance to Africa Gap, and ACP Gap beyond the current regional gaps that will help more the SMEs and industries.

CLOSING SESSION



MODERATOR
EC DG DEVCO
Elisabetta SARTOREL



**AHMED
NDYESOBOLA**
TEAM LEADER
TCII PROGRAMME



**VIWANOU
GNASSAOUNOU**
ASG—SED
OACPS Secretariat



ANTTI KARHUNEN
HEAD OF UNIT
EC DG DEVCO

CONCLUSIONS AND RECOMMENDATIONS FROM THE TRADE AND INVESTMENT GOOD PRACTICES



TRADECOM II
Ahmed NDYESHOBOLA
Team Leader

The extensive discussions under the second All ACP-EU Knowledge Sharing on Trade and Investment was under the five key clusters and, hence, the following recommendations

CLUSTER 1 TRADE POLICY AND REGULATION

- The position/role of the private sector in the ACP economies is prominent and, in that regard, its structured and growing involvement in national and regional trade matters should be sustainably promoted going forward;
- Partnerships and active networking with the partners/stakeholders in trade policy formulation and implementation should be enhanced in the ACP countries;
- Good practice cases such as the COMESA Virtual University need to be replicated via the ongoing key interventions such as those of the UNECA, OECS, TRAPCA, and other grant actions;
- Capacities for trade and economic policy formulation, and the related research and negotiations to be enhanced and strengthened;
- The inadequacy of data on trade in the Caribbean Region is still a problem and this reflects a clear need that should be addressed effectively for support under the extended TCII Programme or its successor TradeCom III Programme;
- The analysis of the regional and global value chains should be strengthened as part of the national and regional trade policy formulation and implementation targeting sustained enhanced competitiveness of ACP business communities.

CLUSTER 2 THE EPA AND WTO PROCESSES

- EPA process is on-going, results are mixed but, overall, the dynamics of its implementation are very positive—hence, need to explore and optimise good practices of the dynamics of EPA implementation going forward;
- EPA agreements are narrow in scope, hence they should be reviewed and sharpened during the 2021-2027 cooperation plan to allow the expansion and deepening in the scope of these Agreements;
- Sustainability of the Technical Assistance framework under the EPAs should be structured through the extension of TradeCom II Programme or under a new All-ACP Support Programme (TradeCom III Programme) as part of the long-term commitment to effectively and sustainably support the EPA implementation and related trade issues;
- Monitoring of the implementation of the EPAs and participation of non- EPA countries in the EPA committee meetings should be enhanced;
- Interlinkages among the key beneficiaries under the TradeCom II Programme should be created and enhanced with the view to leverage and foster the South-South INTRA-ACP cooperation arrangements.

CLUSTER 3 CUSTOM MATTERS

- The Rules of Origin (RoO) should be part of the deepening of the EPA negotiation in ESA countries also with the view to have the product specific RoO simplified and capacity building on the subject enhanced;
- The customs-related administrative cooperation for the intra-ACP trade should be encouraged;
- The scope of the EPAs should be expanded to take into account of the Continental Trade Agreement (the AfCFTA);
- The analysis on the regional and global value chains should be strengthened in order to enhance the competitiveness and the benefits of cumulation;
- The doing-business environment to guarantee private sector engagement should be improved;
- The sharing of demonstrable good practices among key agencies and beneficiaries such as UNECA's Africa Free Trade Business Index and others that might emerge to be encouraged and facilitated under the All-ACP trade support programmes.

CLUSTER 4 QUALITY INFRASTRUCTURE AND STANDARDS

- Intra-regional projects «on Quality» and generally on trade must be seen as the good practice to tackle trade obstacles and sharing good experiences and lessons learnt – and further encourage the South-South Cooperation;
- For the sustainable implementation of Quality Infrastructure (QI) projects across the ACP States and Regions it is absolutely necessary to have an All-ACP TBT programme in order to regain the momentum and the progress generated by the previous TBT programme;

- Cooperation among the regional organisations and Institutions (ARSO-CROSQ-UNECA-OAPI-others) on standards was strongly recommended with the view to enhance competence sharing;
- For largely commodity exporting countries the Geographical Indications (GIs) framework is a very useful value addition to the products of these countries and to secure and guarantee their quality reputation; hence GIs should be promoted in as many ACP countries as possible building on cumulative good practices;
- Good practices on QI under the framework of EPAs and other trade arrangements to be strengthened and replicated among countries and regions;
- The culture of quality infrastructure for all tradable products should be promoted also for the benefit of ACP consumers--building on ARSO's pursuit for harmonisation of standards in cosmetics—a good practice case that should be broadened to include other tradable consumer products;
- The CROSQ's Good Regulatory Practices (GRP) that was developed and strongly recommended as a good practice for the implementation of the Caribbean-EU EPA should be shared with other ACP regions through the intra-ACP support programmes such as those implemented by COMESA, OAPI, TRAPCA, REPOA, etc;
- The good practices on sectoral value chains like Tanzania's sea weed processing for export to be shared with other regions like the OECS.

CLUSTER 5 TRADE AND INVESTMENT

- Development finance and philanthropic funds under the External Investment Plan (EIP) provide the private sector in the emerging and frontier markets positive returns for investors; these should be encouraged and made available to most business communities in the ACP countries;
- Good practice cases of improving the business environment and wider investment climate through structured Public-Private-Partnerships (PPP) dialogue such as the good practice cases of Botswana and Mauritius should be encouraged and widely replicated in the ACP countries;
- Capacity building and awareness campaign in the Pacific EPA countries is essential for business that will enable the EU and Pacific products and investments to sustainably enter in the respective markets;
- The setting up of the APEI coordination mechanism – Mauritius based -- will allow peer learning and sharing of good practice experiences among the private sector and the public institutions in the member and other states;
- Regular capacity building fora is a key pillar for improving ACP countries' preparations of their action plans and address potential overlaps among support programmes;
- An established and functioning M&E system is paramount for ensuring the sustainability of the project outputs in all areas covered by the TradeCom II programme;
- Investing in capacity building, training activities for the private sector and small-holder farmer communities (including women and youth) is essential for improving competitiveness among the business communities;
- Diversification and value chains development to be promoted to enhance competitiveness and improve returns on exports;
- Mainstreaming regional, continental and possibly all-ACP gaps in QI will allow exporters to enhance their competitiveness in the export markets.



VIWANOU GNASSAOUNOU

ASG—SEDT
OACPS Secretariat

“ Grateful for the comprehensive summary of the proceedings of the quite interesting and exciting discussions that took place over the last two days under the second Knowledge Sharing on Trade and Investment Good Practices.

What you have done is quite in line with the ACP Group’s priorities, which means that our work is quite in line with the needs and aspirations of the communities in the ACP countries. Your recommendations are in line with what we have been doing. Especially the perception as how we deal with applications for technical assistance and other All-ACP support programmes.

We are seeing many areas of interest such as investment feeding into intra-ACP and intra-regional trade. As earlier emphasized in my opening statement of yesterday, the Heads of States at their Summit of December last year (2019) emphasized the strengthening of intra-regional trade within the ACP Group. The Prime Ministers of Ghana, Barbados and others referred to this key aspect of trade and economic cooperation within the ACP Group.

Now this is something that we should not play lip service to. We need to develop trade between the Caribbean—African—and Pacific countries. There is an agreement between Mauritius and PNG in the area of fisheries as a concrete

example among ACP countries. This kind of cooperation can help us deal with the changes in the standards at the level of the EU which is the main trading partner at the time being. But will also help us build and maintain the same level of standards for the products we trade among our countries. The issue of standards we need to continuously deal with as we strengthen our trading capacities. The financing resources for actions to strengthen our capacities in the area of standards are there and available. We need to assure the business communities that we can market our products and develop our own brands and market them.

What we need is to benefit from your experiences as part of the business communities and managers in the field, and look into the future and see how we can really take advantage of what is being done in our countries and regions. In the coming months we will be able to come up with the new TBT Programme in line with what our Ministers requested two to three years ago.

Thank you for coming here. We will continue working with the TradeCom II PMU and see how we can further develop appropriate actions.

For those who are remaining have a good day, and for those who are leaving have safe flights back home.





ANTTI KARHUNEN
HEAD OF UNIT
EC DG DEVCO

“ Mr. Viwanou, colleagues and friends, it is really an enormous pleasure to be able to speak to this Forum and close the second Knowledge Sharing on Trade and Investment Good Practices. I will just echo the ASG, my good friend Mr. Viwanou. I very much regret for not being able to follow the two days of the discussions. But the last few interventions that I heard really resonates with the important aspects of our relationship. Would also like to take this opportunity to say to my good friend Viwanou that we always complement each other in harmony and it has been a pleasure to work together.

I would like to emphasize that the TradeCom II Programme has been an enormously important programme. Today and yesterday has shown that. It is not only the projects that has been of high quality and important, it is also this knowledge sharing that has happened over the past two days so that we don't just do a project and do away with it and forget. Now we have an institutional memory.

I thank Ahmed for an excellent conclusion and for repackaging the outcome of the proceedings of this knowledge sharing event because we need that institutional memory. The fact that we can deploy these experiences and tools that you have discussed including the EPAs that we have and/or the External Investment Plan that provides support for investments, investment climate and other programmes, they are immediately usable.

It is also extremely important for the messages that we are getting from the occasions like this for the policy making processes. May be just to mention a couple: on the European side this European Commission is very much focusing on sustainability—the very big project on the green deal. Therefore, what you have been saying about sustainability and standards, etc. are enormously important. These messages well taken, and will be taken into account when designing our policies.

Secondly, is the growing importance of the regional market integration process. This came through in the many of the points raised and was in the conclusions. AfCFTA which we are supporting very much is one case in point. These lessons find their way to the policy making and to the support much well beyond the TradeCom II Programme. I thank you very much for those contributions.

It has been an amazing participation. You have come from far away to bring your experiences and this have been a very instrumental opportunity to collect the wisdom we have gathered over the Programme and that is so very valuable.

You have also underlined many challenges, bottlenecks, red-tapes, and infrastructural challenges, fiscal policies and other investment climate related factors that may constrain and discourage the private sector to go forward. Let me just say how important for us to work on these issues. My team including Elisabetta is working on the investment climate constraints, and we would like also to use your feedback about what those constraints are and what priorities are for us to do a better job working with governments and our partners to tackle them.

Thirdly, just to say how good it is that there is a message that engaging with the private sector and the dialogue needs to take place. For us this has been one of the common threads in the conclusions as well. Thus, we do need the experience of the private sector, so that we can do an effective policy making and that we can effectively tackle the priorities. We are trying to help through our network of EU Delegations present in all the ACP countries. We have trained 800 colleagues over the past two years just on these issues so that there will be adequate responsiveness when needed.

I would, therefore, plead to you also to use that network locally, because ultimately investment

climate challenges and value chain challenges they happen in the country or in the regional context, and we want to be present there and to help you. It is all about having a mindset and a mindset change in our policies and also in the mindset of governments for understanding how important it is that we are encouraging the private sector to live up to its potential.

Let me conclude by thanking you so much again for your active participation at this second Knowledge Sharing event on Trade and Investment Good Practices. We really hope it has been useful for you. One of the key words I heard in one of the interventions was “peer learning”.

That is the spirit in which we should approach occasions like this. There is so much to learn, and that should be a life-long experience. Thank you so much for this occasion. We will make a good use of it.

I also extend the good wishes for your safe journey back home and I am looking forward to seeing you again.

Thanks so much again.





OACPS SECRETARIAT

Dr. Patrick I GOMES
 Viwanou GNASSOUNOU
 Christiane LEONG
 Motoa RAMMONENG
 Yvonne CHILESHE
 Shama E O AWUKU
 Maximin EMAGNA

BUSINESS ACP PROGRAMME

Oumar SECK
 Valerie DE OLIVEIRA

BENEFICIARIES AND ACP DELEGATIONS

ARSO - Hermogene NSENGIMANA
 BENIN - Gabriel TCHERODO
 BOTSWANA - Kgotso KGOSIEMANG
 CAMEROON - Martial TCHOUDJANG
 CAMEROON - Aliou ABDOULLAHI
 CAMEROON - Claire TSOLEFAK
 CAMEROON - Tazo KENWAGO
 CROSQ - Deryck OMAR
 COTE D'IVOIRE - Kouya Bertin GOMUN
 COTE D'IVOIRE - Waoyis TOURE
 COMOROS - Abbas Mohamed HACHIM
 DJIBOUTI - Hassan Aden CHEHEM
 DJIBOUTI - Elai ELMI ABASS
 FAIMM - Marco SIMONCINI
 FAIMM - Beatrice BAZZICA
 GAMBIA - Jeng NDEY HADDY
 GUYANA - Lidon CHARLES
 GUYANA - Loyd GUNRAJ
 MADAGASCAR - Volotiana MARSIAMANALIMA
 MAURITANIA - Mohamedou KOITA
 MAURITIUS - Sunil N. BOODHOO
 MAURITIUS - Beatrice PRELE
 MOZAMBIQUE - Carlos RIQUIXO

EC

Carla MONTESI - EC/DG DEVCO
 Antti Pekka KARHUNEN - EC/DG DEVCO
 Elisabetta SARTOREL - EC/DG DEVCO
 Athanassios RAMMOS - EC/DG TRADE
 Moustapha MAGUMU - EC/DG TRADE
 Remco VAHL - EC/DG TRADE
 Laetitia RIVAGORDA - EC/DG TRADE
 Gaëlle DOLEANS - EC/DG TRADE
 Erja ASKOLA - EC/DG TRADE

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Ahmed NDYESHOBOLA - TCII PMU
 Cheikh Oumar TALL - TCII PMU
 Paula HIPPOLYTE-BAUWENS - TCII PMU
 Riccardo TINTIS - TCII PMU
 Gelsomina PEDALINO - TCII PMU
 Gian Paolo DE PINTO - TCII PMU
 Thanasis KALAITZOGLU - TCII PMU
 Gianluca VEDOVA - AESA
 Alessandro PAOLONI - AESA
 Riccardo BONACUCINA - AESA
 Giovanni CERVIONI - AESA
 Ferdinand NYABENDA - CECODDA

OECS - Jacqueline EMMANUEL - FLOOD
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 SURINAME - Jo Ann BUYNE
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 TRAPCA - Mpfya MUTAPA
 TRAPCA - Caiphas CHEKWOTI
 UEMOA - Cleophas HOUNGBEDJI
 UEMOA - Ado Olivier Paterne ANGAMAN
 UEMOA - O Iba Mar ULARE
 UGANDA - Akao ENGOLA FUNICE
 UNECA - Marlon LEZAMA
 UNECA - Batanai CHIKWENE
 UNECA - Tsehay KIFLE
 WEST AFRICA / GSA - Wunmi OSHOLAKE
 ZIMBABWE - Admire JONGWE
 ZIMBABWE - Lindy CHENQALIJ
 ZIMBABWE - Mirriam MURADZIKWA
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TRADEComII PROGRAMME

Avenue de Tervuren 36, box 35
1040 Brussels - Belgium

☎ 0032 (0)2 739 00 60

✉ contact@tradecom-acpeu.org

🌐 www.tradecom-acpeu.org

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