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Joint Advisory Group on the International Trade Centre UNCTAD/WTO
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Note

The following abbreviations are used:

CAPNET/BIS	Capacity building and networking for business information services
CD-ROM	Compact disc – read-only memory
ECO	Economic Cooperation Organization
GTF	Global Trust Fund
ITC	International Trade Centre UNCTAD/WTO
JAG	Joint Advisory Group on the International Trade Centre UNCTAD/WTO
LDC(s)	Least developed country(ies)
ProCIP	Programme for competitiveness improvement of SMEs
SME(s)	Small and medium-sized enterprise(s)
SPS	Sanitary and phytosanitary measures
SSTP	South-South Trade Promotion
TBT	Technical barriers to trade
TRIPS	Trade-related Aspects of Intellectual Property Rights (Agreement on)
TSI(s)	Trade support institution(s)
UNCTAD	United Nations Conference on Trade and Development
UNDP	United Nations Development Programme
WTO	World Trade Organization
WTPF	World Trade Point Federation

INTRODUCTION

1. The proposal to establish a Global Trust Fund (GTF) and a Consultative Committee was adopted at the twenty-eighth session of the Joint Advisory Group (JAG) in June 1995. The implementation of GTF-financed activities started in early 1996.

2. During 2002, GTF continued to be an essential mechanism for broadening the outreach of ITC's technical cooperation activities. Successfully complementing the ITC regular budget, the Fund enabled ITC to provide certain services to partner countries and to field activities for a larger number of beneficiaries. In 2002, five Window II programmes were under way. These programmes assisted an increasing number of enterprises and trade support

institutions (TSIs) worldwide, especially in addressing some of the critical needs arising from the multilateral trading system. For many countries that did not benefit from tailor-made country projects, GTF was the sole source of funding for ITC assistance.

3. The combined and mutually supporting resources and activities under Window I and II allowed ITC to respond effectively to the collective requirements of partner countries. In particular, Window I enabled ITC to ensure the availability of key senior expert staff and thereby to expand the range of complementary trade-related functions available from the organization.

THE CONSULTATIVE COMMITTEE

4. The Consultative Committee advises the ITC secretariat on, and ensures transparency in, the utilization of the Fund. Constituted in October 1995, it has had 25 meetings to date under the chairmanship of the ITC Executive Director.

5. The Committee currently has 18 members: Canada, Cuba, Denmark, Finland, France, Germany, India, Ireland, the Islamic Republic of Iran, Madagascar, Nepal, Nigeria, Norway, the Russian Federation, Sweden, Switzerland, the United Kingdom and Venezuela. In addition, the following countries have been granted observer status at their request: Algeria, Argentina, Austria, Belgium, Brazil, Bulgaria, Cameroon, Chile, China, Egypt, Ethiopia, Italy, Japan, Malta, the Netherlands, Pakistan, Panama, Peru, Romania, Slovenia, Tunisia and Turkey.

6. In accordance with the Committee's working procedures, members are nominated for a one-year period between annual JAG sessions. The Committee recommends, as in previous years, that each regional grouping should decide whether its representation should be extended for another year or whether one or all of its representatives should be replaced by new members, taking due account of the need to ensure continuity in the Committee's work. Likewise, any country interested in proposing itself to represent its region should request observer status in order to become acquainted with the Committee's procedures before formally taking over from the outgoing member.

7. Since the 2002 session of JAG, the Committee has met twice to review the ITC secretariat's proposals for earmarking funds under Window I and the progress of the five programmes financed by Window II. The Committee agreed to ITC's proposals for a second phase of two programmes for the period 2002–2005, namely: 'Business development and the WTO Agreements (World Tr@de Net)' and 'South-

South trade promotion'; and to a new Window II programme entitled 'E-trade bridge for SMEs – A capacity development programme for e-facilitated trade', beginning in June 2002.

8. The other two ongoing programmes, 'Capacity building and networking for business information services (CAPNET/BIS)' and 'Programme for competitiveness improvement of SMEs (ProCIP)' were to phase out between June 2002 and May 2003 and therefore would not require any additional funding. Both programmes will be evaluated in 2003.

9. In October 2002, the Consultative Committee considered proposals for two new Window II programmes entitled 'Export-led poverty reduction programme' and 'Regional and interregional cooperation in trade information and promotion'. Contributions to the Export-led Poverty Reduction Programme from two donor countries will allow the programme to start in 2003.

10. During the year a subsite for the Consultative Committee of the Global Trust Fund was created on the ITC website. Documentation for meetings and other background information can now be consulted and downloaded from <http://www.intracen.org/ccgtf> (password available upon request).

WINDOW I

11. Contributions under Window I are used primarily to finance technical expertise, programme development activities in the priority areas agreed by JAG, and country-specific activities – principally the formulation of tailor-made programmes – for which insufficient resources are available from the regular budget and other sources. They also finance other activities in support of ITC's work, such as missions, meetings of experts and independent evaluations. These un-earmarked contributions are allocated periodically by the ITC secretariat on the basis of the most pressing needs, taking due account of the parameters set by the Consultative Committee. The secretariat reports to the Committee regularly on inputs financed from this Window.

12. According to the usual practice, the available resources in a given year are allocated up to May of the following year, i.e. when new pledges are announced or confirmed at the annual JAG sessions. This ensures the continuity of the technical expertise financed from GTF and makes it possible to fund activities that have to be initiated before new contributions are made available.

13. Total funds available in 2002 amounted to US\$ 3.4 million¹, an increase of almost 25% from 2001 (US\$ 2.7 million). The following provides an overview of the utilization of these funds as at end December 2002, within the various subwindows:

- **Core staff.** This subwindow partly financed 12 senior expert staff in the specialized areas where ITC needs to maintain professional expertise so that it can adequately fulfil its mandate. These staff were also financed from the support cost budget, as well as through details to projects and the use of vacant posts under the regular budget whenever possible. This strengthened the ITC capacity for developing technical cooperation tools, for improving understanding of the multilateral trading system, and for providing advisory and information services in response to the collective needs of partner countries. (US\$ 912,455)
- **Missions by ITC staff.** These missions were related to the regular programme of work. They were undertaken for various purposes, including participation in specialized meetings and liaison with existing or potential partner organizations, which could not be financed from the regular budget. (US\$ 64,972)
- **Programme development activities.** This subwindow financed activities to strengthen ITC's research and service delivery capabilities.

Funds were allocated, *inter alia*, for the development of ITC's export quality management tools; for the redefinition of ITC's strategy for trade and environment; for the institutional strengthening of TPOs in follow-up to the Beijing Conference; and to enhance ongoing activities in trade analysis and market access. As in previous years, the requirements went far beyond the available funds, and priorities were determined by ITC's Senior Management Committee on the basis of the collective needs of partner countries. (US\$ 791,800)

- **Formulation of tailor-made programmes and other country- or region-specific activities.** Where financing was otherwise not available, funds allocated within this subwindow enabled ITC to meet requests from specific countries for project and programme development assistance, based on its needs assessment and programme design methodology. It was also possible to react quickly to requests for small-scale, self-contained technical cooperation activities which could not be financed from other sources. In addition, the subwindow allowed ITC to maintain and strengthen dialogue with beneficiaries. (US\$ 748,068)
- **Meetings of experts.** This subwindow made it possible to organize an expert group meeting on the *Secrets of Strategy Template*; a 'process tool' designed to assist strategy-makers to develop and manage the implementation of realistic national and sectoral-level strategies. Likewise, a second meeting of lawyers from developing countries was organized to draw up standard joint venture contracts for use in those countries. (US\$ 218,960)
- **Evaluations.** This subwindow financed the costs of evaluating the Southern Africa Trade Week which took place in November 2002. (US\$ 3,344)

14. **Future requirements** under Window I will continue to depend on a number of factors not entirely predictable, such as the availability of other financing sources for core staff and demand from partner countries for needs assessment, programming and short advisory missions. Since resources available to ITC under this Window were, as in previous years, fully allocated, the secretariat counts on pledges in 2003 of at least the same level of resources available in 2002, i.e. US\$ 3.4 million.

¹ 2002 pledges: US\$ 3,333,860
Accrued interest: US\$ 118,734
Total funds available: US\$ 3,452,594

Progress reports on Window II programmes

15. The paragraphs below describe the activities undertaken under Window II programmes during 2002.

World Trade Net – Business development and the Doha Development Agenda

16. In June 2002, the World Trade Net Programme entered a new three-year phase, with its relevance and objectives strengthened by the Doha Development Agenda. During this period, the activities of the World Trade Net Programme have followed a two-tier strategy:

(1) Supporting country networks to address business concerns related to the implementation and the functioning of current WTO Agreements through development of a series of information tools and training materials; and

(2) Strengthening its network structure and coverage, institutional partnerships and networking, to promote business advocacy in the view of the present round of WTO negotiations ('Business for Cancun' ITC initiative).

17. The World Trade Net Programme covered 45 countries in December 2002. The network expanded in 2002 to include six new network members: Brazil, the Dominican Republic, Guyana, Senegal, Trinidad and Tobago, and Ukraine. The kick-off meetings identified the needs and the priority interests of the local business community to be addressed in the coming years. These are synthesized in the country network action plans. To date, more than 10 additional countries have expressed their wish to become members of the World Trade Net as soon as possible.

18. To support network members in the implementation of their country's action plans, the World Trade Net Programme contributed to the realization of activities considered to be of major importance by the network, with small financial contributions that complemented local resources. Countries which have benefited from such grants are: Albania, Bangladesh, Belarus, Bosnia Herzegovina, Cambodia, Croatia, Kyrgyzstan, Lithuania, Mongolia, Nepal, Pakistan, the Philippines, Sri Lanka, Viet Nam and Zambia.

19. In the light of increased membership – and continuing requests from countries seeking membership – a regional focus was introduced to intensify the interaction with existing networks. This involved the appointment of Regional Coordinators.

20. At the request of businesses, the World Trade Net Programme assisted representatives of the World Trade Net networks to understand better the business implications of WTO Agreements on textiles and clothing, technical barriers to trade (TBT), and trade remedies (including anti-dumping, countervailing duty and safeguard measures). In this context, six regional workshops – aiming to convey up-to-date information, to introduce new World Trade Net materials, and to encourage government-business dialogue on these topics – were organized for about 180 specialists from World Trade Net countries: Albania, Bangladesh, Belarus, Brazil, Bulgaria, Cambodia, Costa Rica, Croatia, Cuba, the Dominican Republic, El Salvador, Estonia, Guatemala, Guyana, Haiti, Honduras, Hungary, Jamaica, Kazakhstan, Kyrgyzstan, Latvia, Lithuania, Malaysia, Mongolia, Nepal, Nicaragua, Pakistan, the Philippines, Romania, Sri Lanka, Thailand, Trinidad and Tobago, and Viet Nam.

21. Through its monthly newsletter, which is distributed to all the members of the country networks, the World Trade Net Programme continued to provide regular information about developments in the WTO negotiations and WTO-related issues of relevance to business.

22. The year's third issue of ITC's *International Trade Forum* magazine, Doha: How Business Can Benefit' (November 2002), features information, guides and tools for the business community developed under the programme, and highlights activities of selected World Trade Net members.

23. In light of the preparations for a Development Round, in the second half of the year the programme focused on updated and detailed news about trends in the Doha negotiations, and issued several progress reports on negotiations from a business perspective: *Progress Report on the WTO Services Negotiations*; *WTO Negotiations on Paragraph 6 of the Doha Ministerial Declaration on TRIPS Agreement and Public Health*; *WTO Negotiations on the Establishment of a Multilateral Register for Geographical Indications of Wines and Spirits Progress Report*; *The WTO Negotiations on Market Access for Non-Agricultural Products Progress Report*; and *Progress Report on the WTO Agricultural Negotiations*.

24. In addition to these updates on major areas of WTO work, the World Trade Net Programme has continued to issue background information on business issues, including a paper on *Business Implications of the United States Safeguard Measures on Steel Products for Developing Country Exporters*. As a first reflection of the recent focus on Business Advocacy, a new paper, *Business Advocacy and Trade Policy-Making*, outlines the basic conceptual and technical issues of business advocacy

in trade policy, with special attention to the ongoing Doha Development Round.

25. Responding to the concerns of World Trade Net members about the increasing number of anti-dumping and other trade remedy procedures, the programme prepared four legal guides: *Business Guide to Trade Remedies in Canada*; *Business Guide to Trade Remedies in the United States*; *Business Guide to Trade Remedies in the European Union*; and *Anti-Dumping Proceedings: Guidelines for importers and exporters*. These have been updated and edited and will be translated into Spanish and French in early 2003.

26. The practical handbook on *Frequently Asked Questions on Customs Valuation* was translated into Spanish and French.

27. A new *Training Pack on TBT* has been prepared and used in regional and country activities. Training Packs on TBT/SPS, Textiles and Clothing and Agriculture in three languages have been made available to network members.

28. Country papers prepared by country network members in the framework of each of the regional workshops have been made available on the website. They constitute an increasingly rich pool of country-specific experiences and issues with respect to major WTO-related areas.

29. The World Trade Net Programme presented to its members Market Access Maps (MACMaps), a unique software developed by ITC's Market Analysis Section. MACMaps is intended for use by both businesses and government trade negotiators as a tool for analysing market access issues through data

about country- and product-specific trade flows and related tariffs, together with tariff-reduction formulae. This is of particular relevance to World Trade Net members in the context of preparation for WTO market access negotiations. The software will be distributed to all 45 World Trade Net country networks in early 2003.

30. The World Trade Net web page has been regularly updated and extended with new materials. It now includes a section on the Doha Development Agenda, with reports on the developments in the WTO negotiations.

31. Through the consolidation of country networks and the development of an ample range of constantly updated tools, the World Trade Net Programme is a unique – and time-proven – mechanism for promoting the Doha Development Round in its target constituencies.

32. To prepare and focus business inputs for the Cancun Ministerial Conference, ITC is organizing a series of regional meetings entitled 'Business for Cancun'. The meetings will serve as a platform to voice specific interests and review the issues at stake for Cancun from a business perspective, and will allow for public-private sector discussion on multilateral trade negotiations. A first Business for Cancun meeting took place in Kuala Lumpur in January 2003. The next meeting in the series, scheduled to take place in March 2003 in South Africa, will be followed by similar meetings in Latin America, Central and Eastern Europe, and Western Africa. The Business for Cancun process will culminate with a wrap-up meeting in Cancun itself in September 2003.

BUDGETARY SITUATION
For period 1999–2002
Business development and the WTO Agreements (World Tr@de Net)
As at 31 December 2002
(US\$)

	Expenditures against 1999 – 2001 pledges				
	Jun 99 – Dec 01	Jan 02 – Dec 02	Total Jun 99 – Dec 02	Total budget	Balance
Project personnel	1,377,824	457,458	1,835,282	1,846,419	11,137
Subcontracts	93,289	(224)	93,065	93,289	224
Group training	265,101	119,910	385,011	401,152	16,141
Equipment	8,986	-	8,986	8,986	-
Miscellaneous	71,217	24,489	95,706	98,155	2,449
A) Total	1,816,417	601,633	2,418,050	2,448,001	29,951

	1999–2000	2001	1999–2001
B) Cash received/pledged	1,770,014	722,987	2,493,001
Amount transferred to 'World Tr@de Net (Business and the Doha Development Agenda)'		45,000	
Amount to be transferred to 'World Tr@de Net (Business and the Doha Development Agenda)'		<u>29,951</u>	<u>74,951</u>
Total expenditures			2,418,050

BUDGETARY SITUATION
For period 2002–2004
World Tr@de Net (Business development and the Doha Development Agenda)
As at 31 December 2002
(US\$)

	Expenditures Jun 02 – Dec 02	Planned expenditures against				Total budget
		Jan 03 – May 03	2002 pledges (Jun 02 – May 03)	2003 pledges Jun 03 – May 04	2004 pledges Jun 04 – May 05	
Project personnel	367,316	310,224	677,540	530,000	300,000	1,507,540
Subcontracts	57,163	29,020	86,183	40,000	22,000	148,183
Group training	133,973	96,547	230,520	180,000	92,000	502,520
Equipment	120,937	5,623	126,560	10,000	5,000	141,560
Miscellaneous	27,928	14,745	42,673	40,000	17,524	100,197
A) Total	707,317	456,159	1,163,476	800,000	436,524	2,400,000

	2002	2003	2004	2002–2004
B) Pledged	1,025,610	416,250	416,250	1,858,110
C) Cash received	869,360	-	-	869,360
C-B) Surplus/(Shortfall) Cash against pledges	(156,250)	(416,250)	(416,250)	(988,750)
B-A) Surplus/(Shortfall) Pledges against budget	(137,866)	(383,750)	(20,274)	(541,890)

Capacity building and networking for business information services (CAPNET/BIS)

33. This programme, launched in the last quarter of 2000, will be completed in May 2003. The activities in 2002 pursued the efforts made in the previous years in support of an increasing number of business information services worldwide. In line with the priorities of the new strategy on trade information, endorsed by JAG in April 2000, programme resources corresponding to nearly 50% of the initial budget were focused primarily on capacity-building activities, meeting requests for technical assistance from partner organizations (with special emphasis on LDCs and transition economies), and developing tools of common interest in response to collective needs. The following activities took place during 2002.

34. Under programme component no. 1 (**capacity building**), advisory missions were organized in Bhutan, Bolivia, Brazil, Burkina Faso, the Dominican Republic, Egypt, Haiti, Kyrgyzstan, Mozambique, Uganda and Viet Nam, to assist business information services in strengthening existing services, developing new activities and introducing new information technologies.

35. Three regional workshops took place, in cooperation with UNCTAD and Trade Point regional forums, in Dakar (for French-speaking West African countries), Santo Domingo (for Spanish-speaking Caribbean and Central American countries) and Shanghai (for South and East Asian countries). These events were particularly important as they contributed to the exchange of know-how between advanced organizations and beginners, and led to the design of common activities and joint projects. A two-week interregional seminar for 11 trade information managers was held at ITC, including a study tour in London. National training events were held in Brazil, Haiti and Malaysia for 75 information specialists from the public and private sectors (cofinanced by partner organizations or country projects).

36. Over 180 participants from the public and private sectors (including SMEs) benefited from awareness seminars organized in close cooperation with TSIs in China, the Dominican Republic and Senegal. The objective was to raise participants' knowledge and guide them on the effective use of trade information as a key support for their strategic business decision-making.

37. Three guidebooks on information dissemination, operation of trade information services and performance measurement were completed. These important background documents in support of advisory activities and training events were widely disseminated to TSIs worldwide.

38. The new release of the Tool Kit on CD-ROM included a large number of manuals, documents, training materials and tools to be used by trade information managers for conducting their own strategic plans and developing cost-effective services responding to the needs of their business communities

39. Under programme component no. 2, research activities on information sources related to **market access conditions** were continued. Extensive analyses of relevant web sources at international and regional level were performed by ITC consultants; at national level analyses were undertaken in cooperation with 25 TSIs. The database on web sources was integrated into the new ITC Trade Information Reference System (TIRS), which also includes references to market reports, legal documents and relevant articles. TIRS covers over 15,000 sources and is now accessible online through the ITC website with a streamlined user interface.

40. Under programme component no. 3, **trade information networks** were supported in cooperation with the World Trade Point Federation (WTPF) and various regional initiatives.

41. Survey exercises were conducted on best practices relating to information dissemination through the Internet and selling trade information services in general. Three expert group meetings were organized in cooperation with UNCTAD and WTPF in order to assist the Trade Point Network in developing its business plan, global trade directory and global website, and in launching new projects with income-generating activities. These topics were presented at the General Assembly of the WTPF in Beirut.

42. Advisory services were provided on request to network projects such as ECO TradeNet in the ECO region, the AREC initiative in Western and Central Africa, the CaribExport service in the Caribbean region, and regional trade point forums.

43. The PROMOTE iT programme, which aims at developing international partnerships in the area of ICT services such as software development, database management, web design and call centres, was pursued in 2002 with development of a common web portal to facilitate virtual contacts. Personal contacts were also made possible through the participation of 12 partner countries under an international pavilion at the European Information Technologies Week (SETI) exhibition in Paris supported by various export promotion organizations, trade associations and trade points.

BUDGETARY SITUATION
For period 1999–2002
Capacity building and networking for business information services (CAPNET/BIS)
As at 31 December 2002
(US\$)

	Expenditures against 2000–2001 pledges				
	Jun 00 – Dec 01	Jan 02 – Dec 02	Total Jun 00 – Dec 02	Planned expenditures Jan 03 – May 03	Total budget
Project personnel	485,707	423,899	909,606	200,087	1,109,693
Subcontracts	-	-	-	-	-
Group training	72,477	115,930	188,407	22,722	211,129
Equipment	19,117	9,255	28,372	8,338	36,710
Miscellaneous	16,601	21,534	38,135	13,285	51,420
A) Total	593,902	570,618	1,164,520	244,432	1,408,952

	2000	2001	2000–2001
B) Cash received/pledged	562,006	846,946	1,408,952

Programme for competitiveness improvement of SMEs (ProCIP)

44. The Programme for competitiveness improvement of SMEs (ProCIP) enhances the capacity of enterprise development agencies to help small and medium-sized enterprises (SMEs) strengthen their competitive edge in international trade. The programme also supports and promotes regional, interregional and international networking among the agencies as a means to exchange experiences and best practices and thus reinforce institutional capacity and technical know-how. The programme has adopted a two-pronged approach:

- A '**product** path' creating tools, practical guides, and benchmarking systems that are of direct relevance to SMEs. These 'generic products' are designed to enhance and strengthen competitiveness at the firm level.
- A '**network** path' in which trade support agencies partner with ITC to adapt the generic products to the local situation and make the customized tools available to enterprises as part of their service delivery to the country's business community.

45. Using this cost-effective and proven '**product-network approach**', the year 2002 was marked by new product development, continual growth in the number of national adaptations of ProCIP's generic products, and more active partnerships in terms of partner feedback and response. Many new partners approached ITC with requests to adapt ProCIP's practical tools and have started at their own initiative to adapt the products to suit their specific needs.

46. ProCIP's products for enhancing SME competitiveness are divided into three groups: practical guides; self-assessment tools; and benchmarking systems.

47. **Practical guides.** In 2002, ITC partners in eight more countries (Benin, Bulgaria, Burkina Faso, Colombia, Saudi Arabia, Slovenia, the Sudan, and Tunisia) adapted and made available to their enterprises their national versions of *Trade Secrets: The export answer book*. As a result, SMEs in these countries are now able to find ready answers and national information sources on the most common questions and constraints they have in exporting. Confirming the usefulness and validity of this guide, ITC's national partners in Bolivia (CADEX and CEPROBOL) updated and brought out their second national edition of it in 2002. OCIPED in Oman prepared a national version in Arabic, having already produced a national version in English. To date 40 countries have prepared national adaptations of this guide. Seven more adaptations are under production in Angola, Haiti, the Congo, the Democratic Republic of the Congo, Ethiopia, Honduras, Senegal and Zambia.

48. In response to partner requests, ITC prepared the latest guide in its series of Trade Secrets publications, *Exporting Automotive Components: A guide for small and medium-sized enterprises*. The guide provides sector-specific answers and information sources on common and emerging constraints faced by exporters of automotive components in developing countries, in a practical, simple, and easy to understand manner. The guide was presented at a South and South-East Asian buyers-sellers meeting for the automotive components sector in Singapore in collaboration with ITC's South-South Trade Promotion Programme.

49. Enterprises in five more countries (Bolivia, Colombia, Guatemala, Pakistan and Tunisia) now have easily understood information on making best use of the Internet and on the practical business aspects of e-commerce as a result of ITC partners having adapted, published, and launched national versions of *Secrets of Electronic Commerce*. A Caribbean regional adaptation was realized in partnership with CaribExport. Having signed joint publication agreements in 2002, Costa Rica and Morocco became the most recent ITC partners to prepare national versions of this guide.

50. The Trade Secrets guide *Export Quality Management* is being adapted in Brazil and China. Requests for national adaptations have been received from Argentina, Costa Rica, Guatemala, India, and a number of countries in Eastern Europe.

51. A new Trade Secrets guide on intellectual property issues related to SMEs is being developed. The most frequently asked questions of enterprises in developing countries on this subject have been identified through a series of email surveys in close cooperation with the Trade Secrets partner network. The guide is being drafted in close cooperation with the SME Division of the World Intellectual Property Organization.

52. *How to Approach Banks* has been adapted by partner organizations in seven more countries (Côte d'Ivoire, Cuba, El Salvador, India, Kenya, Palestine and the United Republic of Tanzania), bringing the total number of national adaptations of this guide to 16. As a result, SMEs in these countries now have an easy-to-understand guide on preparing themselves to access trade finance.

53. The programme did not actively promote the Trade Secrets publications in 2002, but nonetheless there has been a continuous and increasing demand for national adaptations of these guides by enterprise development agencies and trade support providers. In light of the growing number of Trade Secrets guides, and the demand for national adaptations, 'adaptation packs' for the Trade Secrets series of publications have been developed. Intended for use by all potential and future partners of the Trade Secrets series, the adaptation packs provide the background, objectives, and a step-by-step

methodology for producing and launching a Trade Secrets guide adapted to specific country requirements.

54. **Benchmarking systems.** The Fit, a new benchmarking tool for the garments sector, was developed. During its pilot phase, the tool enabled over 30 small and medium-sized enterprises from Cambodia, India, Lesotho and Malawi in the garments manufacturing sector to compare their performance against supplier requirements of major international buyers and best performance standards of the industry. A benchmarking checklist for services, another sector of priority interest to LDCs, was finalized in December 2002.

55. **Self-assessment tools.** Two new trilingual interactive tools, a Quality Fitness Checker and a Packaging Fitness Checker, were developed. The first tool assists enterprises to grasp the requirements of the ISO 9001 standards and to assess their own position with regard to these quality requirements, guiding them on their path to ISO 9001 certification. The second tool helps enterprises to understand the demands of export packaging during transportation and to make informed decisions and plan effectively for the protection of products during transportation and handling.

56. **Networking.** An Enterprise Competitiveness website (<http://www.intracen.org/ec>) containing information on and access to the ProCIP tools was prepared and made available online. The site provides information on the numerous enterprise competitiveness tools and services that SME development agencies can offer to enterprises by customizing the products nationally in partnership with ITC. In addition, the website provides a forum

for SME development agencies to join the ITC network of partners, send in their views on current and emerging needs in the area of SME competitiveness, and formulate and deliver a timely and effective response.

57. In addition to the regular interaction with ProCIP's widening international network of partners, in November an e-discussion was held on 'Maximizing Competitiveness Through Networking'. The aim of the discussion was to enable Trade Secrets partners to explore the benefits of being part of a trade development network, both as trade support service suppliers and clients for trade support services.

58. Formation and strengthening of regional networks continue to be an essential aspect of the programme, with countries collaborating with each other in the development and launching of their national guide versions. Trade Secrets partners organized joint videoconference launchings in Colombia, El Salvador, Guatemala and Honduras.

59. ProCIP was expected to end in December 2002. Because of the partner-driven nature of the activities, major elements of the programme depend on inputs and feedback from partner institutions. As the pilot testing of the benchmarking tools and some national adaptations took longer than anticipated, the duration of the programme has been extended to 30 June 2003.

60. Steps are being taken to ensure that the ProCIP products, tangible assets and methodologies, confirmed to be of practical value by partner agencies and enterprises internationally, are sustained and their use maximized beyond the duration of the programme.

BUDGETARY SITUATION
For period 1999–2002
Programme for competitiveness improvement of SMEs (ProCIP)
As at 31 December 2002
(US\$)

	Expenditures against 1999–2002 pledges				
	Jun 99 – Dec 01	Jan 02 – Dec 02	Total Jun 99 – Dec 02	Planned expenditures Jan 03 – Jun 03	Total budget
Project personnel	939,243	496,770	1,436,013	81,970	1,517,983
Subcontracts	104,598	(5,239)	99,359	31,163	130,522
Group training	76,001	20,737	96,738	2,936	99,674
Equipment	6,171	-	6,171	-	6,171
Miscellaneous	37,364	22,630	59,994	2,585	62,579
A) Total	1,163,377	534,898	1,698,275	118,654	1,816,929

	1999–2000	2001	2002	1999–2002
B) Cash received/pledged	1,099,785	500,515	216,629	1,816,929

South-South trade promotion

61. During the year, the first phase of the South-South Trade Promotion (SSTP) Programme, which came to an end in May 2002, was evaluated by a team of experts. Their overall conclusion was that the programme was unique and effective, and 'deserving of much larger support from the international community'.

62. The programme organized 10 events in 2002, and provided 568 SMEs with a platform for business negotiations. Counterparts undertook 38 supply and demand surveys to capture the dynamics of industries and to provide an effective business information tool for enterprises seeking import, export and other commercial opportunities. In addition, four statistical analyses were carried out: to identify intra-regional trade potential within the Arab States in Northern Africa; to detect the export potential among selected Central Asian and CIS member countries; to increase Africa's participation in development aid procurement for food items; and to confirm the Andean export potential in pharmaceutical products.

63. An important share of the programme's activities was focused on Africa. In Nigeria (May), the African Publishers Network (APNET) was supported in the organization of a buyers-sellers meeting involving 69 enterprises from 26 countries. The event was largely put together by APNET staff, using the SSTP methodology in which it had been trained in previous years.

64. The programme offered a matchmaker service at the World Economic Forum's Africa Economic Summit (South Africa, June). At the event a multi-million dollar transaction was signed between two institutions in different African countries, as a result of ITC-brokered discussions initiated during a previous Summit.

65. Within the context of efforts to expand intra-regional trade in Southern Africa, a buyers-sellers meeting on textiles and clothing brought together 56 companies from 20 countries (South Africa, July). The goal of the meeting was to link enterprises in the value chain across borders in order to enhance global competitiveness.

66. To encourage international aid agencies to procure from African sources, ITC organized two subregional events in Senegal (June) and in South Africa (October), on food, shelter, personnel protection and domestic items. Over 100 selected African entrepreneurs were made aware of opportunities for selling their products to 38 aid agency procurement offices. They learned appropriate methods for bidding and marketing, established contacts with aid agencies, networked with regional companies, and took the opportunity to compare their products to those of the 120 exhibitors at the African Aid, Disaster and Relief Expo. At their own initiative, companies considered new products to

serve aid agencies (e.g. a blanket producer setting up manufacturing facilities in South Africa and a Ghanaian firm designing a new plastic jerry can). Participating agencies emerged with both a stronger commitment to sourcing their supplies locally, and recognition that the buyers-sellers meetings are a cost-effective means for doing so. Over 80% of participating agencies stated that the meetings had helped to change their perception of Africa's supply potential.

67. 'Meet in Africa' (Tunisia, October), the biannual gathering for the African leather industry, was supported with the organization of a buyers-sellers meeting comprising 480 one-on-one consultations among 133 participants from 29 African and 8 non-African countries. A number of transactions, including agency representation, supply of production inputs and investment proposals across Africa, were negotiated.

68. During a meeting of the Southern Africa Business Network (South Africa, November), representing TSIs from member States, an Internet-based portal for the continuous exchange of information on business opportunities in the subregion was launched. Websites of selected national TSIs linked to the portal have been equipped with a search facility specifically designed by ITC for this purpose.

69. In Central America, five market studies determined that 76% of the region's needs for essential medicaments are imported from outside the region, yet the region's more than 200 companies, perfectly capable of producing many of those, are working at 10%-50% of their capacity.

70. The programme brought all stakeholders – public and private – together under the banner 'LatinPharma' to start working on practical solutions (El Salvador, April). One hundred representatives from business, government, academia and TSIs explored the areas of: research and development; marketing and consumer confidence; product development and packaging; and good manufacturing practices and ISO certification. As a result, regional marketing strategies were drafted, joint purchasing agreements were signed, new relationships between companies and universities were established, and the foundation was laid for the development of a sustainable pharmaceutical industry in Central America.

71. A Business Forum was staged at the Seventh ECO Summit (Istanbul, October) to identify obstacles to intra-regional trade and to adopt a plan of action for the organization of trade promotion events such as buyers-sellers meetings.

72. A Pan-Asian Buyers-Sellers Meeting on Automotive Components (Singapore, December) was organized to promote trade and commercial linkages, at the enterprise level, between 12 Asian countries.

Sixty-five enterprises, ranging from large diversified groups to entrepreneur-driven small businesses, participated at the meeting. Participants reported business deals amounting to a total value of approximately US\$ 2.2 million. The deals negotiated included straightforward buying and selling, as well as representation and joint ventures.

73. The South-South Trade Promotion Programme has a full calendar of 13 events in 2003, and some

groups to entrepreneur-driven small businesses, already scheduled for 2004. Because of the high demand for such practical, business-oriented support, the programme is investigating new mechanisms of implementation, such as franchising. The programme continues its responses to requests from regional and national TSIs for a sustained and systematic approach to exploring regional business opportunities for enhanced global competitiveness.

BUDGETARY SITUATION
For period 1999–2002
South-South trade promotion
As at 31 December 2002
(US\$)

	Expenditures against 1999–2001 pledges				
	Jun 99 – Dec 01	Jan 02 – Dec 02	Total Jun 99 – Dec 02	Total budget	Balance
Project personnel	1,292,945	208,869	1,501,814	1,516,086	14,272
Subcontracts	90,604	34,732	125,336	134,110	8,774
Group training	124,355	16,549	140,904	143,225	2,321
Equipment	27,494	3,182	30,676	31,683	1,007
Miscellaneous	52,990	11,516	64,506	66,148	1,642
A) Total	1,588,388	274,848	1,863,236	1,891,252	28,016

	1999–2001	2001	1999–2001
B) Cash received/pledged	1,284,285	748,967	2,033,252
Amount transferred to 'South-South Trade – new cycle'		142,000	
Amount to be transferred to 'South-South Trade – new cycle'		28,016	170,016
Total expenditures			1,863,236

BUDGETARY SITUATION
For period 2002–2004
South-South trade promotion – new cycle
As at 31 December 2002
(US\$)

	Expenditures Jun 02 – Dec 02	Planned expenditures against				Total budget
		Jan 03 – May 03	2002 pledges (Jun 02 – May 03)	2003 pledges (Jun 03 – May 04)	2004 pledges (Jun 04 – May 05)	
Project personnel	352,989	329,201	682,190	455,753	563,410	1,701,353
Subcontracts	28,260	14,125	42,385	31,115	39,550	113,050
Group training	44,231	28,589	72,820	53,047	63,280	189,147
Equipment	3,100	-	3,100	2,359	2,260	7,719
Miscellaneous	19,662	15,606	35,268	21,963	31,500	88,731
A) Total	448,242	387,521	835,763	564,237	700,000	2,100,000

	2002	2003	2004	2002–2004
B) Pledged	1,211,888	111,496	-	1,323,384
C) Cash received	1,100,391	-	-	1,100,391
C-B) Surplus/(Shortfall) Cash against pledges	(111,497)	(111,496)	-	(222,993)
B-A) Surplus/(Shortfall) Pledges against budget	376,125	(452,741)	(700,000)	(776,616)

E-Trade Bridge programme for SMEs (a capacity development programme for e-facilitated trade)

74. The primary objective of the ETrade Bridge programme for SMEs is to create internationally competitive e-competent enterprises and to build capacities within the institutions that support them. The programme has three goals:

- Developing e-products and services;
- Building national capacities; and
- Securing exchange and communication among the participants.

75. The programme's goals are realized by stand-alone building blocks delivered to the beneficiaries as programme components. The components of the programme and corresponding building blocks are shown in the table below:

Programme components	Building blocks
The kick-off meeting	<ul style="list-style-type: none"> • Handbook for E-Trade Bridge Kick-off Meetings • Guide for preparing e-balance sheets • Guide for preparing e-action points • Handbook for National Task Force
The Winning With the Web (WWW) programme	<ul style="list-style-type: none"> • Practical e-guides for SMEs • Best practice tools for SMEs
The national e-strategy training programme	<ul style="list-style-type: none"> • Preparing national action plans
Enabling the SMEs programme (Training the trainers and counsellors)	<ul style="list-style-type: none"> • Managing e-assets • E-marketing • Enabling business processes • Managing training programmes • Delivery skills for trainers and counsellors • Designing training and counselling programmes • E-readiness for SMEs • The e-trade platform and marketplace

76. In May–December 2002, the activities were geared to the preparation of materials, documents and guidelines relevant to the building blocks of the programme. These were delivered to the beneficiaries as they became available, in order to facilitate the implementation of subsequent programme components.

77. **The kick-off meeting.** Preparation of the national e-assessment report is the initial step in

each country, requiring research based on the methodology developed by ITC. By preparing the report:

- A common understanding of the state of 'e' in the country is developed among the stakeholders;
- A low cost support network is formed; and
- Action points for the short, medium and long term are identified.

78. The e-assessment report includes a country's e-balance sheet. This identifies the country's assets and liabilities relating to information and communication technologies (ICT), and assesses the e-facilitated trade risks and opportunities. The report also draws a map of a country, identifying who is doing what in terms of 'e', and assists in establishing the application of the appropriate component of the programme at a given time.

79. A guide for preparing e-balance sheets and e-action points (*Guidelines for the National Consultants/Task Force*), and a guide for ETrade Bridge kick-off meetings (*Guidelines for the National Partner Organization*), have been prepared to facilitate the preparation of the e-assessment report and subsequent kick-off meeting.

80. In consultation with the relevant ITC desk officers, national partner organizations (NPOs) were identified, and national consultants were recruited to write the reports based on the guidelines. Desk research was carried out, following the *Guidelines for Conducting Desk Research*. During 2002 preparation of e-assessment reports took place in Barbados, Costa Rica, El Salvador, Guatemala, Honduras, Jamaica, the Philippines, Romania, South Africa, Trinidad and Tobago, Uganda, and the United Republic of Tanzania. Work is currently under way for the preparation of e-assessment reports in Bangladesh, Bolivia, China, Mongolia and Nicaragua. Preparations are under way to launch the programme in Cuba following a request from the Government.

81. Pilot kick-off meetings were held in Nairobi, Kenya (November 2001), and Hanoi and Ho Chi Minh City, Viet Nam (January 2002). These pilot meetings were useful for testing the meeting format, the nature of the best practice cases to be presented, the report contents, and the importance of the national e-assessment in establishing the agenda of the meeting itself. Before the meetings, the National Task Force members in each country prepared e-assessment reports.

82. Two kick-off meetings were held in New Delhi and Chennai, India (December). An e-assessment report for India was prepared; the e-balance sheet

and e-map were discussed at the meetings and relevant action points were established. The experience gained in India will be used as an example in the implementation of the programme in other developing countries.

83. Winning With the Web (WWW). The WWW component of the programme requires local SMEs to be assessed on the basis of management-readiness, export-readiness and e-readiness for the creation of best practice cases. A one-week training programme on these elements has been prepared. In June 2002, two assessors each from Kenya and Viet Nam were trained in Geneva, and launched the WWW component when they returned to their countries. The NPOs in Kenya and Viet Nam are working with SMEs in order to generate best practice cases.

84. Following the kick-off meetings in India and a request from the Government of India, preparations for launching WWW there have been initiated.

85. The outputs of the WWW programme will contribute to and expand the practical e-guides and best e-practice tools for SMEs, while creating best practice cases. These best practice cases will be disseminated among the SME community.

86. The national e-strategy training programme. The methodology and template for the preparation of a national e-strategy and action plan have been prepared. The template enables an assessment of a country's export and sectoral development, and IT strategies, in relation to its trading partners, from an e-trade perspective. The national e-strategy training programme targets a country's policy-makers.

87. Two national e-trade strategy pilot seminars were held in Hanoi and Ho Chi Minh City, Viet Nam (October). Representatives of the public and private sectors attended the seminars, which aimed to promote a dialogue on incorporating e-trade policies and programmes in national trade strategy development. Participants included TSIs, ICT agencies, Internet service providers (ISPs), and SMEs. The United Nations Development Programme (UNDP) and the Mekong Project Development Facility (MPDF) also took part in the events. UNDP representatives highlighted the link between the Digital Opportunity Initiative (DOI) and the contribution of e-enabled trade towards poverty reduction.

88. The ITC approach and methodologies were well received in Viet Nam, which has expressed an interest in continuing the relationship with ITC to develop e-trade in future. The WWW programme is continuing to run in Viet Nam.

89. Enabling the SMEs programme (Training the trainers and counsellors). This is a capacity-

building initiative which provides a group of trade development professionals with the necessary tools, materials and skills to design and develop training and counselling interventions covering the areas of managing e-assets, e-marketing, enabling business processes, managing training programmes, delivery skills for trainers and counsellors, designing training and counselling programmes, and e-readiness for SMEs. The aim of these interventions is to build capacities within the multiplier institutions to help SMEs make best use of ICT and e-business practices to improve their international competitiveness.

90. During the implementation of the programme, participants are supported by mentoring, performance feedback, and peer group exchange. A web-based platform provides access to materials and resources, and allows interaction with ITC's wider network of e-trade development professionals through the e-trade platform and marketplace (national and regional hubs for e-competence).

91. A short version of an assessment tool for e-readiness was used during the training of the assessors in Geneva in June 2002. An extended version is being prepared.

92. In June 2002 a week-long experts' brainstorming meeting was held to discuss issues of managing e-assets, e-marketing and enabling business processes structured under a business management paradigm. The paradigm includes the e-aspects of generic management tasks, and has been introduced to several experts in the development of the training materials.

93. In order to initiate the building of national and regional hubs for e-competence, a subsite (www.intracen.org/etradebridge) has been created. Model websites (www.africaonline.com/e-trade/index.htm, www.un.org.vn/digitalbridge and www.tradeportalindia.com/etradebridge) dedicated to the kick-off meetings were designed and put online before the events in Kenya, Viet Nam and India. Development of national and regional hubs is an ongoing process within the programme that will be enriched by the implementation of the components and by the number of countries participating.

94. Cooperation with other ITC initiatives and international organizations. The E-Trade Bridge Programme for SMEs is vigilant in finding opportunities for reducing costs, and in this respect is ready to offer its expertise or take part in other initiatives upon request.

95. In cooperation with the Trade Promotion in Central Asia programme, national consultants have been recruited to prepare e-assessment reports on e-commerce in Kazakhstan, Kyrgyzstan, Tajikistan, Uzbekistan.

96. The E-Trade Bridge Programme is being implemented as a Support Services for Policy and Programme Development (SPPD) project in Cambodia in partnership with UNDP, the Ministry of Trade, and the National Information Communications Technology Development Authority. Consultative procedures are currently under way with the partners for launching the kick-off meeting and WWW components. Funding is provided by UNDP via the SPPD agreement.

97. An international consultant has been recruited and the preparation of the Caribbean

Region e-assessment report is in progress. The regional report will be a joint publication between the Commonwealth Secretariat and ITC.

98. One of the activities included in the Enhancing Business Prospects of SMEs Owned by Women in Cameroon Through the Use of ICT project, is to train women entrepreneurs on how to use ICT to develop their business and integrate the e-business dimension into their strategy. The E-Trade Bridge contribution to this project is currently being formalized.

BUDGETARY SITUATION
For period 2002–2005
E-trade bridge for small and medium-sized enterprises (SMEs)
As at 31 December 2002
(US\$)

	Expenditures Jun 02 – Dec 02	Planned expenditures against					Total budget
		Jan 03 – May 03	2002 pledges (Jun 02 – May 03)	2003 pledges Jun 03 – May 04	2004 pledges Jun 04 – May 05	2005 pledges Jun 05 – May 06	
Project personnel	144,250	258,494	402,744	496,580	437,732	343,054	1,680,110
Subcontracts	-	105,141	105,141	201,982	178,045	139,536	624,704
Group training	15,296	54,918	70,214	105,501	92,998	72,883	341,596
Equipment	34,488	32,883	67,371	63,170	55,684	43,639	229,864
Miscellaneous	10,963	18,978	29,941	36,767	32,138	24,880	123,726
A) Total	204,997	470,414	675,411	904,000	796,597	623,992	3,000,000

	2002	2003	2004	2005	2002–2005
B) Pledged	675,411	639,510	796,597	228,028	2,339,546
C) Cash received	675,411	-	-	-	675,411
C–B) Surplus/(Shortfall) Cash against pledges	-	(639,510)	(796,697)	(228,028)	(1,664,135)
B–A) Surplus/(Shortfall) Pledges against budget	-	(254,490)	-	(395,964)	(660,454)

Annex I
GLOBAL TRUST FUND
Pledges and resources available
As at 31 December 2002
(US\$)

	Pledges 2002–2005									Cash received against 2002–2005 pledges									Cash to be received	
	GRAND TOTAL	Window I				Window II				GRAND TOTAL	Window I				Window II				WI 2002	WII 2002
		Total	2002	2003	2004–2005	Total	2002	2003	2004–2005		Total	2002	2003	2004–2005	Total	2002	2003	2004–2005		
CANADA	595,772	595,772	595,772	–	–	–	–	–	–	595,772	595,772	595,772	–	–	–	–	–	–	–	–
DENMARK	2,774,578	2,774,578	880,638	946,970	946,970	–	–	–	–	880,638	880,638	880,638	–	–	–	–	–	–	–	–
FINLAND	147,146	147,146	147,146	–	–	–	–	–	–	147,146	147,146	147,146	–	–	–	–	–	–	–	–
GERMANY	1,534,585	–	–	–	–	1,534,585	470,450	339,510	724,625	470,450	–	–	–	–	470,450	470,450	–	–	–	–
INDIA	50,000	–	–	–	–	50,000	50,000	–	–	50,000	–	–	–	–	50,000	50,000	–	–	–	–
IRELAND	198,216	198,216	198,216	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	198,216	–
NETHERLANDS	445,986	–	–	–	–	445,986	222,993	222,993	–	–	–	–	–	–	–	–	–	–	–	222,993
NORWAY	1,128,444	411,540	411,540	–	–	716,904	716,904	–	–	1,128,444	411,540	411,540	–	–	716,904	716,904	–	–	–	–
SWEDEN	1,024,884	409,923	409,923	–	–	614,961	614,961	–	–	1,024,884	409,923	409,923	–	–	614,961	614,961	–	–	–	–
SWITZERLAND	2,300,000	300,000	300,000	–	–	2,000,000	880,000	560,000	560,000	1,180,000	300,000	300,000	–	–	880,000	880,000	–	–	–	–
UNITED KINGDOM	1,250,000	781,250	390,625	390,625	–	468,750	156,250	156,250	156,250	–	–	–	–	–	–	–	–	–	390,625	156,200
ACCRUED INTERESTS	188,310	118,734	118,734	–	–	69,576	69,576	–	–	188,310	118,734	118,734	–	–	69,576	69,576	–	–	–	–
BALANCE BROUGHT FORWARD FROM FIRST PHASE OF WII PROGRAMMES	187,000	–	–	–	–	187,000	187,000	–	–	187,000	–	–	–	–	187,000	187,000	–	–	–	–
TOTAL	11,824,921	5,737,159	3,452,594	1,337,595	946,970	6,087,762	3,368,134	1,278,753	1,440,875	5,852,644	2,863,753	2,863,753	–	–	2,988,891	2,988,891	–	–	588,841	379,243

Annex II
GLOBAL TRUST FUND
WINDOW II
Pledges and allocations to individual programmes
As at 31 December 2002
(US\$)

Programmes	Donors	Pledges					Cash received					Cash to be received	
		Total	2002	2003	2004	2005	Total	Against 2002 pledges	Against 2003 pledges	Against 2004 pledges	Against 2005 pledges	2002	2003–2005
1. World Tr@de Net Business development and the Doha Development Agenda	Germany	201,296	201,296	-	-	-	201,296	201,296	-	-	-	-	-
	Sweden	307,481	307,481	-	-	-	307,481	307,481	-	-	-	-	-
	Switzerland	800,000	280,000	260,000	260,000	-	800,000	800,000	-	-	-	-	520,000
	United Kingdom	468,750	156,250	156,250	156,250	-	-	-	-	-	-	156,250	312,500
	Accrued interest	35,583	35,583	-	51,162	-	35,583	35,583	-	-	-	-	-
	Brought forward: 1 st phase	45,000	45,000	-	-	-	45,000	45,000	-	-	-	-	-
	Total	1,858,110	1,025,610	416,250	416,250	-	869,360	869,360	-	-	-	156,250	832,500
2. Programme for competitiveness improvement of SMEs (ProCIP)	India	50,000	50,000	-	-	-	50,000	50,000	-	-	-	-	-
	Sweden	138,366	138,366	-	-	-	138,366	138,366	-	-	-	-	-
	Accrued interest	18,183	18,183	-	-	-	18,183	18,183	-	-	-	-	-
	Total	206,549	206,549	-	-	-	206,549	206,549	-	-	-	-	-
3. South-South Trade Promotion – new cycle	Germany	269,154	269,154	-	-	-	269,154	269,154	-	-	-	-	-
	Netherlands	222,993	111,497	111,496	-	-	-	-	-	-	-	111,497	111,496
	Norway	205,769	205,769	-	-	-	205,769	205,769	-	-	-	-	-
	Sweden	169,114	169,114	-	-	-	169,114	169,114	-	-	-	-	-
	Switzerland	300,000	300,000	-	-	-	300,000	300,000	-	-	-	-	-
	Accrued interest	14,354	14,354	-	-	-	14,354	14,354	-	-	-	-	-
	Brought forward: 1 st phase	142,000	142,000	-	-	-	142,000	142,000	-	-	-	-	-
	Total	1,323,384	1,211,888	111,496	-	-	1,100,391	1,100,391	-	-	-	111,497	111,496
4. E-Trade Bridge for SMEs A capacity development programme for E-Facilitated Trade	Germany	1,064,135	-	339,510	496,597	228,028	-	-	-	-	-	-	1,064,135
	Norway	373,955	373,955	-	-	-	373,955	373,955	-	-	-	-	-
	Switzerland	900,000	300,000	300,000	300,000	-	300,000	300,000	-	-	-	-	600,000
	Accrued interest	1,456	1,456	-	-	-	1,456	1,456	-	-	-	-	-
	Total	2,339,546	675,411	639,510	796,597	228,028	675,411	675,411	-	-	-	-	1,664,135
5. Export-led poverty reduction	Netherlands	222,993	111,496	111,497	-	-	-	-	-	-	-	111,496	111,497
	Norway	137,180	137,180	-	-	-	137,180	137,180	-	-	-	-	-
	Total	360,173	248,676	111,497	-	-	137,180	137,180	-	-	-	111,496	111,497
GRAND TOTAL		6,087,762	3,368,134	1,278,753	1,212,847	228,028	2,988,891	2,988,891	-	-	-	379,243	2,719,628