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ITC AND DUTCH CBI SIGN FOUR-YEAR PACT ON BOOSTING DEVELOPING COUNTRY EXPORTS

The International Trade Centre (ITC) and The Netherlands' Centre for the Promotion of Imports from developing countries (CBI) have signed a four-year Partnership Agreement to work together in a range of developing countries to help local companies establish a strong foothold in global markets building on effective Trade Support Institutions.

The agreement was signed at ITC's Geneva headquarters last week in the presence of Mr Peter R Janus, Permanent Representation of the Netherlands, by ITC Executive Director Patricia R. Francis and Hans Klunder, Managing Director of the CBI, which is an agency of the Ministry of Foreign Affairs of the Netherlands and part of the Development Cooperation effort to boost exports from poorer nations in Africa, Asia and Latin America to the European markets.

Speaking at the signing ceremony, Mr Klunder said the accord "brings together two equal partners, not only in a conceptual phase, but also in the field: in different countries, different potential export sectors, different subjects, and in different implementation stages." He added: "It will be a fertile basis to create export impact for good."



Ms Francis hailed the agreement as "a further example of the close cooperation between ITC and The Netherlands, which is a valued supporter of our programmes to underpin efforts by developing countries to reduce poverty through trade."

She added that the scale and scope of the programme to be created under the accord is a solid vote of confidence in the ability of ITC, an agency of the World Trade Organization and the United Nations that enables small business export success in developing countries.

The agreement, which runs until 2013, builds on an earlier four-year ITC-CBI cooperation arrangement. At least five countries will be selected, as part of the programme's inception phase, from existing CBI partner countries. ITC and CBI will deploy their expertise across all parts of the chain linking producers to markets, strengthening Trade Support Institutions in specific sectors and will also



contribute through training and export coaching programmes, as well as in preparing sectoral and country analyses.

In addition to its traditional partners among developing economies, Mr Klunder said, The Netherlands wanted, with ITC, to look at the possibilities for building up export potential in what he called “fragile states”.

The two organizations will also design the programmes to support economic activities that are sustainable, socially responsible and environmentally sound, complying with international labour standards as well as consumer health, safety and environmental requirements in importing economies.

For more information:

Contact: Natalie Domeisen
Chief, Communications and Events
P: +41 22 730 0370
E: domeisen@intracen.org
www.intracen.org

Contact: Friedrich Von Kirchbach
Director, Bureau of Policy and Programme
P: +41 22 730 0503
E: vonkirchbach@intracen.org
www.intracen.org