



Enhanced Integrated Framework

Trade for LDC development

# Annual Report 2018

A DECADE OF MAKING TRADE WORK FOR  
THE LEAST DEVELOPED COUNTRIES





# Where we work

## Africa

Angola  
Benin  
Burkina Faso  
Burundi  
Cabo Verde  
Central African Republic  
Chad  
Comoros  
Democratic Republic  
of the Congo  
Djibouti  
Equatorial Guinea  
Eritrea  
Ethiopia  
The Gambia  
Guinea  
Guinea-Bissau  
Lesotho

Liberia  
Madagascar  
Malawi  
Mali  
Mauritania  
Mozambique  
Niger  
Rwanda  
São Tomé and Príncipe  
Senegal  
Sierra Leone  
Somalia  
South Sudan  
Sudan  
Tanzania  
Togo  
Uganda  
Zambia

## Americas

Haiti

## Asia

Afghanistan  
Bangladesh  
Bhutan  
Cambodia  
Lao PDR  
Maldives  
Myanmar  
Nepal  
Timor-Leste

## Middle East

Yemen

## Pacific

Kiribati  
Samoa  
Solomon Islands  
Tuvalu  
Vanuatu



# Acronyms

ACAC	Academy of Culinary Arts Cambodia
AfT	Aid for Trade
CAR	Central African Republic
COMESA	Common Market for Eastern and Southern Africa
DRC	Democratic Republic of the Congo
DTIS	Diagnostic Trade Integration Study
DTISU	Diagnostic Trade Integration Study Update
EIF	Enhanced Integrated Framework
EIFSC	EIF Steering Committee
EITF	EIF Trust Fund
ES	Executive Secretariat for the EIF
FAO	Food and Agriculture Organization of the United Nations
ICT	Information and communication technology
ITA	International Trade Adviser
ITC	International Trade Centre
LDC	Least developed country
MIE	Main Implementing Entity
MIS	EIF Management Information System
MITC	Malawi Investment and Trade Centre
MSMEs	Micro-, small- and medium-sized enterprises
M&E	Monitoring and Evaluation
NDP	National Development Plan
NIAs	EIF National Implementation Arrangements
NIU	EIF National Implementation Unit
PRSP	Poverty Reduction Strategy Paper

SDG	Sustainable Development Goal
SSPs	EIF Sustainability Support Projects
TFA	WTO Trade Facilitation Agreement
TFM	EIF Trust Fund Manager
TPF	Trade Policy Framework of Kiribati
UNCTAD	United Nations Conference on Trade and Development
UNDP	United Nations Development Programme
UNOPS	United Nations Office for Project Services
WTO	World Trade Organization



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# Foreword

The year 2018 marked ten years of the Enhanced Integrated Framework (EIF). This has given us the opportunity to celebrate the successes we have achieved so far, while also reflecting on what we have learnt and the challenges that remain.



The EIF is the only multilateral partnership dedicated to providing funding and technical expertise for the development of trade in the poorest countries in the world. Over the past ten years, the EIF has committed USD 183.43 million to the least developed countries (LDCs), including USD 20.6 million in 2018. The EIF is more committed than ever to helping the LDCs meet the challenges of trade development in an environment of increasing trade wars, which have both a direct and an indirect impact on the ability of the LDCs to trade.

The EIF's goal of reducing poverty through increased exports and sustainable development cannot be achieved without additional resource-leveraging. In 2018, 29 of the EIF's projects were co-financed, and co-financing for all EIF projects has now reached USD 85.5 million as of the end of 2018, which is the result of a partnership-wide effort to mainstream trade considerations into all development projects.

As of 2018, the EIF has supported 38 countries to establish trade coordination mechanisms, and 41 countries have integrated trade into their National Development Plans (NDPs). LDC governments can build on these results to create the institutional and policy environments necessary to meet the Sustainable Development Goal (SDG) targets and to move forward on the path to LDC graduation.

Over the past decade, the EIF has been leading efforts to empower women to trade, and in 2018, approximately 33% of productive sector project beneficiaries were women.

The EIF Strategic Plan 2019-2022 was developed through a collaborative process in 2018, involving the entire partnership. The Plan provides a blueprint on how to better integrate the LDCs into the global economy by drawing on what has worked best in the EIF so far. As part of the transition to the new implementation phase launched by the EIF Strategic Plan, a review of monitoring and evaluation (M&E) was undertaken in 2018, with support from Sida (Swedish International Development Cooperation Agency), to assess the strengths of, and the challenges facing, the current M&E system. Through a participatory approach, including a workshop of EIF partners, a final report was produced, and a working group will meet regularly in 2019 to implement the report recommendations and make the programme even more effective.

Recognizing the increased priority of regional integration for the LDCs, the EIF launched a new funding window for regional projects in 2018. These projects are designed to achieve the EIF Goals and Objectives through a regional approach and to leverage additional resources for regional integration. Two regional projects began in 2018, and additional regional projects will be launched in the coming years.

Over the past year, the EIF has worked to strengthen its communications, both in-country and at the global level. In 2018, we launched our in-house news platform, *Trade for Development News*, which is published online and in print. *Trade for Development News* allows the EIF to better share results and impact stories in an engaging manner to a global audience. In 2018, we also launched a Communications Guidebook in English, French and Portuguese. This Guidebook gives countries ideas, examples and templates for how to better communicate the results of their projects.

One of the highlights of the EIF's year was the Global Forum on Inclusive Trade, which brought together more than 300 participants from 50 countries at the World Trade Organization (WTO) in Geneva in June 2018. At the Forum, leaders from governments, international organizations, the private sector and academia spent two days discussing how the LDCs can use trade to help achieve the SDGs. The Forum concluded with high-level LDC representatives calling on the international community to enable them to achieve the SDGs by strengthening the multilateral trading system and by increasing support to the EIF.

The EIF strengthened its commitment to support e-commerce in 2018. EIF Countries recognize that they need to improve their policies and infrastructure to harness the power of the digital economy for sustainable growth and poverty reduction. One of the primary ways we are helping countries achieve their e-commerce goals is by supporting Rapid eTrade Readiness Assessments. These Assessments are based on requests from LDC governments and uncover how e-commerce is working so far and what are the barriers to future growth. As of 2018, the EIF has funded nine Rapid eTrade Readiness Assessments, all of which were undertaken by the United Nations Conference on Trade and Development (UNCTAD), with five having been completed (Liberia, Nepal, Samoa, Solomon Islands and Vanuatu) and a further four still in the process of being carried out (Kiribati, Lesotho, Malawi and Tuvalu).

In 2018, the EIF also deepened its partnership with longstanding partners, including with the International Trade Centre (ITC – SheTrades initiative); the WTO's Standards and Trade Development Facility (STDF – standards); and the World Bank (financing DTIS priorities). We also worked to broaden our partnership with the International Islamic Trade Finance Corporation, the Food and Agriculture Organization of the United Nations (FAO), the Commonwealth Secretariat, the Pacific Islands Forum Secretariat and the United Nations Economic and Social Commission for Asia and the Pacific (on paperless trade in Asia-Pacific).

I would like to thank all the Members of the partnership, including the LDCs, the EIF Donors and the EIF International Agencies, for all their support in 2018 toward making trade work for the LDCs. I am confident that the results we have achieved and the things we

have learnt together over the past decade have created a solid foundation for delivering on the goals that we have set for ourselves in the EIF Strategic Plan 2019-2022.

I would also like to thank Mr Roberto Azevêdo, Director-General of the WTO; H.E. Mr Daniel Blockert, who served as the Chair of the EIF Steering Committee (EIFSC) until 31 August 2018; H.E. Mr Morten Jespersen, new Chair of the EIFSC; H.E. Mr Eloi Laourou, Chair of the EIF Board; and all the EIF Board Members for their invaluable guidance, assistance and cooperation.

Last but not the least, I would like to thank my colleagues both at the Executive Secretariat for the EIF (ES) and the EIF Trust Fund Manager (TFM) for their hard work and relentless service to the programme.



Ratnakar Adhikari  
Executive Director  
Executive Secretariat for the EIF at the WTO



# 2018 Results Highlights

## 33% women beneficiaries

Women's economic empowerment is at the heart of the EIF, and in 2018, approximately **33%** of productive sector project beneficiaries were women.



## USD 85.5 million in co-financing

As of 2018, the EIF has joined forces with development partners in co-financing arrangements totalling **USD 85.5 million**.

## 41 countries with quality functioning public-private coordination mechanisms

Governments and the private sector in **41** EIF Countries are consulting each other frequently on trade matters.



## 29 countries with National Implementation Units (NIUs) integrated into the government system

The NIUs have been integrated into the government system in 29 EIF Countries, which will help ensure the sustainability of results.



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## 41 countries with trade integrated into their NDPs

41 EIF Countries have integrated trade into their NDPs/Poverty Reduction Strategy Papers (PRSPs) in order to better harness the power of trade for development.

## 34 DTISs

34 EIF Countries have now completed DTISs through EIF support. The DTIS process allows countries to analyze their trade sector using a sector-by-sector approach.



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# 2018 Results Highlights



## 39 quality trade policies

In 2018, 10 EIF Countries produced quality trade policies with the support of the EIF, bringing the total number to **39**. These trade policies use a pro-poor and gender-inclusive lens to identify competitive advantages and target markets.

## 1,321 MSMEs supported

As of 2018, **1,321** MSMEs have been supported through EIF-funded projects (including 716 in 2018 alone), which has led to increased production, more jobs and higher incomes.



## 42 new markets

The EIF helps countries not only to increase production, but also to break into new markets. As of 2018, **42** new markets have been reached.





## 46 new technologies adopted

As of 2018, **46** new technologies have been adopted by producers which led to increased efficiency and value of production.

## 41 countries with at least three sector-specific strategies integrating trade

As a result of strong coordination and engagement between the trade ministries and other line ministries, **41** EIF Countries have integrated trade into at least three sector strategies.



## USD 1.16 billion leveraged

As of 2018, **USD 1.16 billion** has been leveraged from bilateral donors and other multilateral development partner for 235 projects in 43 countries based on DTIS Action Matrices.

# Linkages between the EIF and the SDGs

The 17 SDGs are centred on ending poverty, protecting the planet and ensuring prosperity for all. EIF projects give the international community an important avenue to help fulfil the SDGs, and the EIF Results Framework was designed with significant overlap with many SDG targets and indicators.

The EIF's contribution toward achieving the SDGs is particularly strong for the following seven goals:



## SDG 1 – No Poverty

As trade is a key engine for job creation and poverty reduction, the EIF supports the LDCs to adopt pro-poor trade agendas. The EIF helps countries develop quality trade policies and works to ensure that trade is integrated into NDPs, so that the power of trade to reduce poverty is effectively harnessed. The EIF also works to reduce poverty through productive capacity-building projects, which provide jobs and income streams.



## SDG 2 – Zero Hunger

The EIF helps the LDCs increase agriculture productivity for both local consumption and export. Over 60% of the EIF's support for productive capacity-building goes to sustainable agriculture and agro-business projects. One of the ways the EIF helps countries achieve food security is by promoting more efficient technologies that lead to production increases. The LDCs are currently missing out on many of the benefits offered by new technologies, and this is particularly true in the agricultural sector.

The EIF also works to improve the coherence of agricultural policy and trade-related strategies, which are all too often framed as two separate processes. The EIF has been working with the FAO in an effort to mainstream trade into agriculture strategies (and vice versa).



## SDG 5 – Gender Equality

Not only is gender equality the explicit goal of SDG 5, but it is also crucial to achieve all the SDGs, which is why the EIF places women's economic empowerment at the centre of all its interventions, including its analytical work.

The EIF builds the capacity of trade ministries and agencies to integrate gender-responsive measures into the design and implementation of trade-related programmes, legislation and policies, while also supporting female producers, cross-border traders and exporters to build their productive capacity and ability to export.





## SDG 8 – Decent Work and Economic Growth

The specific role of the EIF in achieving SDG 8 is enshrined in SDG Target 8.A, which calls on countries to



Increase Aid for Trade support for developing countries, in particular least developed countries, including through the EIF”.

The EIF empowers entrepreneurs and MSMEs to create well-paying jobs through productivity increases in export-oriented sectors. The EIF is committed not only to creating new jobs, but also to ensuring that these jobs are distributed equally, including to women and youth, who are disproportionately more likely to be unemployed.



## SDG 9 – Industry, Innovation and Infrastructure

Through its analytical work, the EIF helps the LDCs identify infrastructure and industrialization bottlenecks and leverage the finance to address them. The EIF also supports MSMEs to adopt new types of technology, as technological change can be a key trigger for increased productivity, improved living standards and long-term economic growth. New technologies can also allow companies to reduce their environmental footprints. The EIF also fosters innovation by training producers in a variety of value chain practices.



## SDG 12 – Responsible Production and Consumption

Environmental and social sustainability is embedded into the core of every EIF project. The EIF ensures that trade-related sector strategies address sustainability concerns, such as tourism strategies that look at the environmental and cultural impacts of increased tourism.

Most EIF projects also include various trade-related training programmes that address sustainability concerns. This training raises awareness among the beneficiaries about the environmental impacts of EIF interventions and provides strategies on how to mitigate any potential negative outcomes.



## SDG 17 – Revitalizing the Global Partnership

As an equal trilateral partnership between the LDCs, the EIF Donors and the EIF International Agencies, Partner Agencies, the EIF fully embodies the spirit of SDG 17. The partnership approach has always been critical to the EIF’s success, and any contributions that the EIF makes toward achieving the SDGs will continue to hinge on all members of the partnership working hand in hand.

Target 17.11, echoing the Istanbul Programme of Action, calls for a doubling of the LDC share of exports by 2020. Everything that the EIF does, including the contribution to doubling the share of LDC exports, is premised on bringing all stakeholders to the table and aligning their work toward this common goal.







# Strengthening institutions and policies to promote inclusive trade

Over the past decade, the EIF partnership has supported the LDCs to address their trade needs by strengthening institutions and by supporting the development of policies that contribute to sustainable growth.

In practice, this means undertaking evidence-based analysis to identify, prioritize and address major constraints to trade; ensuring that trade directly contributes to national development agendas; and establishing coordination mechanisms for trade policy

dialogues (including with the private sector and civil society). The EIF also triggers key policy reforms on issues such as trade facilitation and regional integration and provides training for both public and private sector officials on a variety of trade-related issues to ensure national ownership of the trade agenda. The EIF emphasizes achieving results while also leaving no LDC behind, which means using a flexible approach for conflict-affected and fragile countries.

# Identifying trade constraints and solutions: The EIF's analytical work

One of the hallmarks of the EIF partnership is its analytical work. The Diagnostic Trade Integration Study (DTIS) is a country-led and collaborative process, which allows the EIF Countries to develop a clear strategy for mainstreaming trade into their NDPs/PRSPs and to use a sector-by-sector approach in identifying trade-related challenges and opportunities. Most DTISs contain a strong gender dimension and recommendations on how to empower women through trade. The outcome of the DTIS process is an Action Matrix, which forms the basis for preparing bankable projects aligned with the identified priorities and which allows countries to forcefully advocate for support for their trade agendas. The EIF is also committed to helping countries transform this analytical work into policies and strategies that lead to inclusive growth and job creation. **As of 2018, 34 EIF Countries have completed a DTIS with support from the EIF.**

While the DTIS continues to remain a central component of the partnership, the EIF has also expanded its analytical work in order to better support regulatory reforms, MSME development, LDC graduation, sector-specific strategies and investment. Since 2017, the EIF has been supporting Rapid eTrade Readiness Assessments carried out by UNCTAD, which provide a basis for the LDCs to better transition to the digital economy.

## Building on Togo's DTIS Update (DTISU)

In 2017, Togo completed its DTISU, which updated the previous DTIS from 2010. The DTISU followed an inclusive and participatory process, involving various Government ministries, private sector actors, civil society representatives and technical and financial partners.

The DTISU made several recommendations, including to create a special economic zone; to develop a transparent regulatory framework to attract investors; to continue to improve the productivity of the phosphate sector (Togo's number one export); and to promote new agricultural products for export. Specifically, the DTISU noted that there was a high potential for improvements in the cashew value chain, because its yields per hectare were only half of those of neighbouring Ghana.



Shea was also identified as a strategic value chain with a high development potential.

In 2018, building on the work of the DTISU, Togo launched a project (including USD 1.8 million of funding from the EIF) to improve the competitiveness of the cashew and shea sectors by addressing processing and marketing conditions. The overall goal of the project is to increase the processing of both cashews and shea nuts for export, while increasing the incomes of producers.

## CREATING SUSTAINABLE TRADE STRATEGIES

The EIF is uniquely placed to assist the LDCs to draw on its analytical work to develop sustainable trade strategies conducive to private sector development. With EIF support, many EIF Countries have developed quality trade strategies, which identify competitive advantages and necessary productivity improvements. These trade strategies also identify links with poverty, gender and the environment; link to other formally adopted national strategies; identify key target markets, including reference to bilateral, regional and multilateral trade agreements; and include issues relating to trade facilitation and infrastructure. **As of 2018, 39 EIF Countries have developed quality trade policies with EIF support.**



## Delivering a coherent trade development agenda in Kiribati

Kiribati lacked a comprehensive trade policy to guide its domestic and international trade development agenda. The trade policy-making process was ad hoc, with mixed results, and the private sector was uncertain of existing trade rules, regulations and opportunities. To address this, the EIF supported the formulation of Kiribati's first ever Trade Policy Framework (TPF).

The TPF was endorsed by the Government in December 2017 and launched in August 2018, after an inclusive formulation process that began in late 2016 and that included Government ministries, the private sector and civil society.

The TPF is anchored on the recently launched 20-year vision plan, with the goal of creating a dynamic and competitive economy and the equitable distribution of wealth and prosperity. The policy seeks to ensure that various trade-related policies – including but not limited to those related to fisheries, labour migration and seabed minerals – are not contradicting each other. The policy also seeks to enhance inter-ministerial coordination in the national trade development agenda. The Government is also already using the TPF to engage various development partners with the goal of mobilizing additional Aid for Trade (Aft) resources.

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The Government development objective is to ensure trade benefits spread to all I-Kiribati (citizens of Kiribati). Our trade policy will implement measures that promote economic opportunities for the marginalized groups like women, the youth and people with disabilities. The policy will ensure economic empowerment programmes are implemented in sectors, where Kiribati has a comparative advantage, like fisheries, tourism, agriculture and other related sectors, where the community can participate and easily generate income and improve their livelihood.

*H.E. Mr Beretitenti Taneti Maamau,  
President of Kiribati*



## STRENGTHENING GOVERNMENT INSTITUTIONS AND COORDINATION MECHANISMS

Strengthening institutional coordination for trade and investment is a key pillar of the EIF's efforts to foster sustainable economic growth. By supporting increased coordination, the EIF ensures that the LDCs avoid duplication while taking ownership of the project development and implementation processes for the key sectors identified in the DTIS Action Matrices. These coordination mechanisms are designed to be inclusive, with the participation of all the relevant stakeholders that would contribute to successful implementation. **As of 2018, 38 EIF Countries have established effective trade coordination mechanisms.**

### Ensuring Inclusive Project Development in Madagascar

Madagascar has been implementing an institutional capacity-building project since late 2016 and has shown significant results over the past two years. The NIU has been integrated into the Government system since June 2017 and is physically located at the Ministry of Trade. In 2018, the NIU led an inclusive coordination mechanism to develop a black-eyed beans project. The first step was to organize three workshops, which were held in fall/winter 2018 in collaboration with the Directorate of Commerce and Consumer Affairs and the Chamber of Commerce. A total of 186 people (40% women) from the public sector, the private sector and the agricultural sector participated in the workshops.



The workshop participants developed a clear outline of the socio-economic impacts and the key indicators for the proposed black-eyed beans project in the Betsiboka region. They also identified the challenges related to production, marketing and infrastructure. In addition, a coordination mechanism was established between the Directorate of Commerce and Consumer Affairs and the Chamber of Commerce for data collection on the black-eyed beans value chain. An operational planning mechanism for the supply of seeds once the project commences was also established between the regional Directorate of Agriculture and producers.

## BUILDING TRADE SKILLS: TRAINING PUBLIC AND PRIVATE SECTOR STAKEHOLDERS

Training plays an important part of the EIF's push to increase country ownership of the national trade agenda and to build the necessary skills to ensure the sustainability of results. The EIF funds training in a wide variety of trade-related areas for public officials, private sector leaders, entrepreneurs and producers. The training is designed to be inclusive and to ensure a high level of participation of women and youth.

Public officials are being trained on trade policy formulation and on how to mainstream trade into other government policies. The knowledge acquired will help these public officials drive their trade agendas during and after the end of EIF support.

MSME employees and industry leaders are being trained on topics ranging from good agricultural practices, sanitary and phytosanitary standards and value chain development to how to export their products. EIF training

also targets women's groups and sector-associations so that they can fully participate in the opportunities provided by trade and become active contributors to their national trade agendas. **In 2018, an average of 7,166 people per country participated in trade-related training through EIF support.**

## Raising farmer incomes in Bhutan through training on value addition and financial management

Due to the stiff competition during Bhutan's peak harvest season, poor farmers have been at the mercy of brokers who pay very little for their products and in turn make huge margins when selling the produce across the border.

To help address this and empower the farmers, the NIU provided the Bhutan Association of Women Entrepreneurs with financial support to provide training on topics that included financial management, food processing and value addition. The total beneficiaries were 168 individuals, mainly farmers, who belong to 11 dairy and self-help groups located across the country.

The training sessions covered cost benefit analyses, so that the farmers could be made fully aware of their costs and were thus equipped to make better decisions about when and how to sell their products. Through value addition training, the farmers learnt how to preserve their produce for the lean season, including through pickling and dehydration. This means that they are no longer forced to sell at peak season but can instead stabilize the market and improve their incomes. The products covered by the training include cheese, butter, turmeric, *Dalle chilli*, Bhutanese dry red chillies and buckwheat.



In addition to its in-country work, the EIF occasionally also delivers lectures to international audiences. For example, in 2018, at two conferences for women entrepreneurs in Visakhapatnam, India, and Kathmandu, Nepal, more than 600 women participated in the EIF presentations and discussions on issues including technology, the Fourth Industrial Revolution and trade facilitation. The women were representatives from national women entrepreneur organizations and related federations and chambers of commerce from the member countries of the South Asian Association of Regional Cooperation (Afghanistan, Bangladesh, Bhutan, India, Maldives, Nepal, Pakistan and Sri Lanka). Participants also shared their experiences of what works in the areas of trade facilitation and leveraging technology, and they made recommendations for how they can be better supported by governments and women entrepreneur associations.

EIF institutional support for trade facilitation includes the DTIS and other analytical work, as well as support for national trade facilitation committees. Most DTISs include chapters covering trade facilitation needs. For example, the DTISU of Tanzania has a section on risk management and updating of the Trade Facilitation Assessment, and the Myanmar DTIS has a section on streamlining and simplifying procedures for trade licenses.

Many of the training sessions funded by the EIF also cover trade facilitation. For example, in 2018, a training session on the TFA was held in the Democratic Republic of the Congo (DRC) and was attended by 26 people (10 women and 16 men). This training focused on key aspects of the TFA, such as the reduction of time at borders; import and export operations; and the relevant commercial policy of the DRC.

### Coordination for trade facilitation in Zambia

In Zambia, the NIU and the Ministry of Commerce, Trade and Industry host the National Trade Facilitation Committee Secretariat, which supports the implementation of trade facilitation measures. The EIF has also supported the formation of a Government of Zambia Donor Platform, which works closely with the National Trade Facilitation Committee for donor cooperation on trade facilitation. The Platform has also proved to be an effective channel for the coordination, delivery and review of trade-related interventions aligned with the DTIS Action Matrix.

## SUPPORTING THE LDCs TO REAP THE BENEFITS OF TRADE FACILITATION

Many LDCs face significant trade costs and high barriers to trade. The fact that many LDCs are landlocked and need to transit their goods through multiple countries makes cumbersome border procedures even more expensive. This is why the WTO's Trade Facilitation Agreement (TFA) is so important for the LDCs, as they have the most to gain from its implementation. The TFA commits countries to 38 provisions to simplify, modernize and harmonize their export and import processes. The EIF has been supporting countries to implement the TFA, which will result in reduced trade costs and streamlined procedures for MSMEs. In 2018, five EIF Countries ratified the TFA (Benin, Burkina Faso, Central African Republic (CAR), Djibouti, and Uganda). This brings the total number of EIF Countries who have ratified the agreement to 25.



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## WORKING WITH FRAGILE AND CONFLICT-AFFECTED COUNTRIES

Over the past decade, the EIF has been working in many countries affected by conflict or in other forms of fragile situations. The EIF believes that trade can help speed the process of recovery and the creation of resilient economies in conflict-affected LDCs, while also contributing to the prevention of future conflicts. Although the benefits of trade for fragile countries are well known, it can be difficult for these countries to attract investment and integrate into the global economy after long periods of isolation. Other fragile countries are overly dependent on specific natural resources and therefore vulnerable to any reduction in trade flows. Recognizing these challenges, in 2018, the EIF launched a more flexible modality for working in fragile LDCs. This means encouraging countries to pursue attainable short-term goals while also establishing longer-term goals to be addressed in a future more stable context. The EIF also shows an adaptability in terms of deliverables, allowing for scaling down in the case of deterioration or scaling up when a more stabilized situation materializes.

### Empowering women to help achieve long-term peace in CAR

In CAR, trade has been identified as one of the means to achieve stability and lasting peace. Accordingly, trade has been integrated into the Plan for Rehabilitation and Consolidation of Peace. The main pillar of this Plan focuses on economic recovery and calls on the Government to put in place the conditions for private sector development and job creation, particularly for women and youth. A coordination committee has been set up for the implementation of the Plan and is chaired by the Minister of Trade.

In December 2018, a training session was held in Bangui for the National Organization of Rural Women, also known as the “*Fleurs de Centrafrique*”. The workshop allowed the 59 participants from different communities and faiths (including Christians and Muslims) to learn about entrepreneurship, marketing and processing techniques for local produce, including for the therapeutic Moringa plant.

## EIF SUSTAINABILITY SUPPORT PROJECTS

In 2018, EIF Sustainability Support Projects (SSPs) were implemented in 12 EIF Countries. These two-year projects are designed to sustain the momentum of results, while addressing any gaps or constraints that remain. The approval of SSPs is conditional on countries integrating the EIF National Implementation Arrangements (NIAs) into national structures, including the NIUs being integrated into the ministries responsible for trade. SSPs also contain clear exit strategies, which outline in practical terms how the main project outcomes will be continued beyond EIF funding. **As of 2018, 29 EIF Countries have integrated their NIUs into their government system.**

### Laying the groundwork for sustainable pro-poor growth in Burkina Faso

In December 2018, Burkina Faso concluded the successful implementation of a two-year SSP. Burkina Faso had previously integrated trade into the Strategy for Accelerated Growth and Sustainable Development (2011-2015) and into the National Economic and Social Development Plan (2016-2020), and the SSP offered an opportunity to build on this strategic framework.

Several important committees were established during the past two years, including the Trade Facilitation Committee and the National Committee on the Continental Free Trade Area, which will combine with the National Trade Negotiating Committee (established in 2016) to allow Burkina Faso to address future trade-related opportunities and challenges.

The NIU has been integrated into the Ministry of Commerce, Industry and Handicrafts, and both operational and personnel expenses are now covered by the Government. Through the work of the NIU, trade has been integrated into eight sectoral strategies (culture and tourism, crafts, transport, mining, energy, agriculture, animal resources and environment). The NIU has also supported the update and dissemination of legislation and regulations related to trade and has been



regularly sharing information about its activities and results on its website and Facebook page.

An important way that the EIF strives to ensure the sustainability of results is through capacity-building initiatives for both the public and private sectors. In 2018, 168 public sector staff were trained in trade-related areas (122 women and 56 men), and 323 private-sector representatives (121 women and 202 men) attended training so that they are better equipped to participate in the national trade agenda.

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The EIF has been invaluable to the Ministry in building staff capacity and civil society organizations involved in the fight against fraud and protection of consumer rights. In addition, this support helped to educate traders on compliance with competition rules. The end of institutional support will create a difficult void to fill, because the EIF is the leading partner in terms of capacity-building.”

*Marcel Ouedraogo, Director of Human Resources of the Ministry of Commerce, Industry and Handicrafts, Burkina Faso*









# Supporting economic actors and the private sector to increase exports and access to international markets

One of the EIF's primary goals is for the LDCs to access new markets and increase their exports. The EIF works to make it easier for MSMEs to do business and to empower women and youth to more fully participate in the economy. Drawing on its analytical work, the EIF funds small-scale projects to build up supply-side capacities, while also supporting countries to raise additional resources for their trade agendas. The principles of gender equality and environmental sustainability are central to all the EIF's efforts to increase exports and access new markets.

The EIF supports the LDCs to diversify and add value to their products and to increase their participation in strategic regional and international value chains. In addition, the EIF supports the LDCs to improve their connectivity to global markets through investments in e-commerce strategies and infrastructure.

# Fostering MSME growth through increased production and exports

The EIF strives to create the conditions that allow MSMEs to thrive and better participate in global trade. In most LDCs, MSMEs provide the majority of jobs, particularly for women and youth, meaning that improvements in the trade environment for MSMEs lead to significant gains in terms of jobs and increased incomes. MSMEs continue to face impediments to grow their businesses, including onerous regulations and limited access to finance. Outdated technology, lack of connectivity and the limited skills of MSME employees can also hinder growth.

The EIF works with MSMEs to help boost their productivity and ability to export, through a combination of training, technology upgrading and access to credit. The EIF supports MSMEs to build the necessary skills to harness the benefits of value chains. Considering the growing importance of e-commerce, the EIF is also supporting countries to identify how they can better integrate MSMEs into the online economy. **In 2018, 716 MSMEs were supported through EIF projects.**

## Improving rice packaging in Malawi

With EIF support, the Malawi Investment and Trade Centre (MITC) is helping exporters in Malawi to obtain access to international markets through participation in regional and international trade fairs, business-to-

business meetings and tailor-made capacity-building programmes to equip potential exporters like Bwanje Valley Rice Cooperative in best practices for export marketing.

Bwanje Valley Rice Cooperative is a small-scale rice processing cooperative with 2,067 members (52% women). The Cooperative produces Kilombero rice to supply local shops, including Spar, Sana supermarket and M&A General Investments. Bwanje Valley Rice Cooperative is one of the beneficiaries of the MITC-led training on product packaging and labelling.

Before the training, the Cooperative was packing their rice in plain packets without any labelling. This meant there was no awareness of the Bwanje brand, and the Cooperative's products were unidentifiable on store shelves. As a result of the training, the Cooperative has improved its packaging, which has been approved by the Malawi Bureau of Standards and which received positive feedback at the 2018 Malawi International Trade Fair in Blantyre. Bwanje Valley Rice Cooperative is now working with MITC on identifying export markets for its rice.



## Equipment upgrading and training to boost the capacities of Beninese MSMEs

In Benin, the EIF has been implementing a project since 2015 with the goal of assisting MSMEs in various sectors to improve their products and increase exports.

With support from the EIF, the Benin Agricultural Development Company, which produces pineapple-derived products, has been upgrading its cooking, sterilizing and storage equipment. The company also received training on how to improve its production

and on good practices related to management, hygiene and sanitation. As a result, the company achieved a 25% increase in production, from 1,200 boxes of pineapple products a month to 1,500. New contracts for exports to Burkina Faso were also signed, and the company has been successful in exporting its products to regional markets, with 80% of its products now exported to Burkina Faso, Mali and Niger.

The Cotonou-based ready-to-wear clothing company Lolo Andoche has also improved its efficiency as a result of EIF training. The company previously took an average of 105 minutes to produce one product. After participating in training on a wide variety of topics, including production planning, forecasting, production risks, balancing of accounts, workplace communication and customer relations, it now takes the company about 28 minutes to produce a product, which is almost four times faster than before EIF support.



## ENTERING NEW MARKETS AND INCREASING EXPORTS

One of the key goals of the EIF partnership is for the LDCs to successfully pursue inclusive export-led growth. Working together with LDC governments, the EIF identifies sectors with export potential and helps countries become more competitive in regional and global markets. In order for LDC export competitiveness to be sustainable, government policies need to be reviewed periodically and adapted to match the continuously changing dynamics of global trade. The EIF provides this type of institutional support and support for skills development and technology upgrading. The EIF also assists efforts to enter new markets by funding market studies and the participation of MSMEs in trade fairs. **As of 2018, EIF Countries have reached 42 new markets.**

### Increasing exports of Nigerien hide and skins through more environmentally friendly production

In Niger, the EIF has been supporting the hides and skins sector since 2014 in order to modernize production and increase exports. The project is improving the competitiveness of the hides and skins sector, which was identified as a priority in the DTIS, by strengthening the capacity of actors in the value chain across Niger's eight regions.

One of the goals of the project is to modernize production from traditional to semi-industrial methods through the use of improved technology in the collection, treatment and preservation of hides and skins. The capacities of modern tanneries were also strengthened through the project, and the Niamey Leather Trade Centre was upgraded. The transition from traditional to modern tanning has also resulted in a smaller carbon footprint.

As a result of the EIF's interventions, export revenues in 2018 were FCFA 800,000,000 (USD 1,363,920), which is a significant increase over the 2010 baseline of FCFA 313,331,250 (USD 534,198). The main export markets are China, France, India and Spain. The project further supported officials from the newly constructed Maradi Tannery to participate in the International Leather Fair in Chennai, India, in November 2018. This led to the signing of a contract with an Indian company for 20,715 tanned sheep skins.



## SENEGALESE MANGO EXPORTERS ARE REACHING REGIONAL AND INTERNATIONAL MARKETS

In Senegal, mango production totalled 150,000 tons in 2018. In part as a result of the EIF's support, 21,430 tons were exported in 2018 (compared to the 2013 baseline of 11,515), with a value of USD 32,491,900. New markets accessed include the European Union (EU), Gabon, Ghana, Mauritania and Morocco.



## EMPOWERING WOMEN TO BENEFIT FROM THE OPPORTUNITIES OFFERED BY TRADE

Women's economic empowerment is key to achieving the SDGs. Not only is gender equality the explicit goal of SDG 5, but it is also crucial to achieving all the SDGs.

Women's economic empowerment has been at the heart of the EIF's work over the past ten years, and it continues to remain a central priority in the EIF Strategic Plan for 2019-2022. The EIF helps build the capacity of trade ministries and agencies to integrate gender-responsive measures into the design and implementation of trade-related programmes, legislation and policies to achieve fairer and beneficial outcomes for all. The EIF also supports female producers, cross-border traders and exporters to build their productive

capacity and ability to tap into regional and international markets. EIF-supported projects and programmes also track gender-disaggregated data and include gender-specific targets. **In 2018, approximately 33% of productive sector project beneficiaries were women.**

Gender is also a central component of the EIF's analytical work, including DTISs. For example, the 2017 Tanzania DTISU includes a dedicated chapter on gender. When DTISs highlight the challenges faced by women entrepreneurs, the possibility of leveraging additional resources to address these constraints becomes more realistic.

As with all its work, the EIF draws on the entire partnership for its work to empower women. Notably, the EIF has partnered with ITC to analyse the gender dimension of the EIF's work and to develop good practices in gender mainstreaming.

As part of its increasing focus on e-commerce, the EIF has also been working to empower women to benefit from the potential gains offered by e-commerce. This means getting women entrepreneurs online so that they can reach new customers, grow their businesses and expand to new markets.

## Women entrepreneurs are adding value to traditional crops in Comoros

Vanilla, ylang-ylang and cloves are traditionally three of the most important export crops for Comoros. Although the national production of these crops is already substantial, it is below potential both in terms of quantity and quality. The Comoros DTISU (2015) outlined a roadmap to strengthen the competitiveness and the value addition of vanilla, ylang-ylang and cloves, including through an EIF-supported project.



One of the project beneficiaries was Ibrahima Sittina Farate and her company Biozen, which creates biocosmetics perfumed with ylang-ylang, infused with cloves and tinged with vanilla. Her family already had ylang-ylang fields, and her father had been harvesting the flowers and selling them unprocessed to distillers. In 2015, Sittina started her business, motivated to process the flowers into essential oils herself by drawing on her agronomy training from the University of Madagascar.

One of the keys to Sittina's success is hydrolat, which is a herbal distillate created during distillation. Many distillers waste hydrolat by letting it run back into the ground, whereas Sittina uses hydrolat in her vanilla lotion, while also producing a spritz of ylang-ylang water. With support from the EIF, the United Nations Development Programme (UNDP) and ITC, which included distillation equipment and branded packaging materials, Sittina has expanded her business. She currently sells her essential oils to brokers, who in turn sell them to a French perfumery, but in the future, she hopes to sell her items directly abroad and to keep more of the profit. Accessing those markets depends on factors including certifications, export policy and access to credit, and the EIF-supported project has laid some of the foundations for her to access international markets.

### Gender mainstreaming in Uganda

As part of the SSP and in partnership with UNCTAD, a gender and trade workshop was organized in 2018 by the Ministry of Trade, Industry and Cooperatives to train members of the Institutional Trade Committee. The goal of the workshop was to make trade policy more gender-sensitive, and the 53 women and 10 men who attended were provided with a better understanding of the gender considerations of trade development. Following the training, the Ministry nominated gender focal persons for each department.



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### PUBLIC-PRIVATE PARTNERSHIPS

As part of its institutional support, the EIF supports public-private coordination mechanisms, which involve frequent dialogue on trade-related issues and a strong private sector involvement in decision-making, trade policy formulation and implementation. One of the goals of improving public-private coordination is to promote fruitful partnerships between the government and the private sector on strategic projects, which in some cases receive EIF funding. **As of 2018, governments and the private sector in 41 EIF Countries are consulting each other frequently on trade matters.**

### Providing culinary sector education to Cambodian youth through a public-private partnership

Tourism is one of the most important sectors of the Cambodian economy and was identified as a priority sector in the Cambodia Trade Integration Strategy. In response to a labour shortage, the project was designed to increase the number of quality trained Cambodian kitchen staff by funding the Academy of Culinary Arts Cambodia (ACAC), a public-private partnership that provides internationally recognized culinary training to young people. ACAC now offers a two-year Diploma in Culinary Arts, accredited through the Swiss Hotel Management Academy Lucerne.

One of the successes of the project has been the high level of female participation, with more women receiving training than men. The first student intake was in March 2017, and as of 2018, total enrolments have been 187



students (96 women and 91 men). Students have to pay fees to enrol, and a scholarship fund was created to support economically disadvantaged and marginalized youth to attend the school. About 10% of students to-date have received scholarships, with the goal of increasing the percentage to 20% by 2019-2020.

Although EIF support to the project ended in 2018, this initial funding has enabled ACAC to partially sustain itself with continued donor support from Sida, and work is ongoing to develop a model through which the ACAC is fully sustainable and independent of donor support.

## AGRICULTURAL VALUE CHAINS AND AGRIBUSINESS

Agriculture is the dominant sector in many LDCs, and the EIF accordingly provides significant support for agriculture and agro-processing. The sector is the largest provider of jobs in the LDCs, especially for women and youth, and therefore plays an important role in achieving the SDGs. The EIF helps the LDCs increase agriculture productivity and participate in strategic agricultural value chains, while also strengthening cross-sectoral linkages. Approximately two-thirds of the EIF's productive capacity projects deal in agriculture or agro-industry.

The EIF supports the agriculture sector in part through its analytical work, both with the DTIS and sector-specific strategies. EIF-supported agriculture projects strive to ensure environmental sustainability, including by avoiding soil degradation and deforestation. Although agriculture is already such an important sector for the LDCs, there is much opportunity for transforming and modernizing the sector through the adoption of new

technologies and quality upgrading. MSMEs working in the agricultural sector also participate in many of the training sessions supported by the EIF, including on good agricultural practices.

The EIF also works to ensure that agricultural and trade policies are synchronized to guarantee a cohesive set of national priorities, including through a partnership with the FAO. The FAO and the EIF are collaborating to establish and reinforce linkages and provide the necessary research to inform policy in several African countries.

## Sustainable harvesting of medicinal and aromatic plants in Nepal

This EIF project supports the planting of selected medicinal and aromatic plants using indigenous knowledge and promotes their sustainable commercial cultivation. A total of 4,743 producers (36% women) are participating in the project, which is a significant increase over the project baseline of 1,004. Fifty-five per cent of producers are from marginalized communities – achieving this high number was one of the goals of the project.

The project has seen a steady increase in farmer incomes over the past several years, and as of 2018, the average annual farmer income reached NPR 15,244 (approximately USD 137), which is an 82% increase over the 2014 baseline. Six distillation units were established in 2018, which has allowed for an increase in the cultivation area of medicinal and aromatic plants as farmers have less wait times to process the plants. The project also supported ten existing distillation units with repairs and new accessories, which has increased their efficiency.

One of the goals of the project is to produce local experts who can impart their knowledge and skills beyond the project period. Forty-two local experts were trained on good agriculture and collection practices, and they in turn were mobilized to train 2,338 farmers (46% women) during 153 events in the field.

Thanks to the support provided through the project, 84.87 hectares of land have been organically certified, and 10 metric tons of organic timur (*Zenthoxylum amartum*) has been exported to Germany.





### Improved capacity in the DRC palm oil sector

In DRC, the EIF has supported the improvement of the productive capacity of the palm oil value chain as a means to increase export earnings and reduce poverty. The EIF supported the establishment of 100 nurseries with 435,950 seeds of the improved palm variety Tenera, covering a total of 3,062 hectares. The project also addressed the challenge of the low palm oil extraction rate by installing 26 mini-mills to increase the quality and quantity of the extracted palm oil.

The project has also supported the creation of producer organizations to take advantage of economies of scale, including 89 beneficiary associations and 14 unions of palm oil producers. Training was provided to 3,147 producers (including 273 women) on how to maintain the nurseries and market palm products. The combination of this training with the Tenera palm seeds is projected to result in the beneficiaries becoming major producers of palm oil within three to four years when the trees are mature. The palm trees are also expected to produce for over 20 years, thus providing long-term jobs for the community.

### PROMOTING SUSTAINABLE TOURISM IN THE LDCs

Tourism is a key growth sector for the LDCs, and the EIF works to raise awareness of the potential of tourism for development, while also funding select tourism projects. Almost all DTISs include tourism as a key sector for trade development, and the DTIS process allows for different ministries to coordinate on developing more cohesive tourism strategies. Aft flows for tourism are still very low, and the DTIS process allows countries to highlight

the importance of tourism to donors. Tourism is also an important sector for the LDCs, because it creates a high percentage of jobs for women and youth and because of its links with other sectors, including agriculture and transportation. The EIF also helps countries ensure that all tourism projects consider the potential negative environmental and social costs associated with mass tourism.

### Creating a home for artisans in Solomon Islands

Until recently, in Honiara, the capital of the Solomon Islands, local carvers, weavers, painters and other artists have lacked a permanent home to sell their products to tourists, and they were forced to work out of makeshift tents. The artisans, many of whom are women, have been subject to both heavy rain and high temperatures, while trying to earn a living selling their products. Recognizing that these artisans needed a permanent place to call home, plans were made for the Honiara Craft Centre.

The project was initiated in 2016 by an inter-ministry partnership between the Ministry of Culture and Tourism, the Ministry of Foreign Affairs and the EIF. The EIF provided USD 150,000 for the design and planning costs of the Craft Centre. The EIF funding also covered a donor/ministerial consultation in May 2017 in Honiara, thanks to which the Government of Chinese Taipei stepped in to complete the project (total cost of USD 1.5 million).

The Craft Centre opened in early November 2018 and was immediately popular. Beyond offering a home for crafts people and providing a platform for selling to tourists, the Craft Centre has also helped provide a facelift to Honiara city.



## Training weavers in Vanuatu to diversify their products

The Vanuatu Chamber of Commerce and Industries identified the inability of small artisans to innovate as one of the key challenges to be addressed through EIF support. For example, weavers in Vanuatu who make baskets or mats normally reuse the same few patterns without any diversity. To help these artisans understand the importance of diversifying their products and styles to better appeal to tourists, a pilot training programme on product innovation was launched in 2018 for 19 participants in Santo. Building on this, a second training session was also held for the same participants on quality innovation, where participants learnt about the importance of their products meeting market quality standards. This pilot training project received positive responses from participants, and as a result, similar projects will be held in Shefa and Tafea in 2019.



## MAKING E-COMMERCE A REALITY IN THE LDCs

Over the past few years, e-commerce has become one of the top priorities for LDCs. EIF Countries recognize that they need to improve their policies and infrastructure to harness the power of the digital economy for sustainable growth and poverty reduction. Limited e-commerce is already happening in the LDCs, but its growth is hampered by both technological and policy bottlenecks. One of the ways the LDCs are addressing these challenges is through Rapid eTrade Readiness Assessments. These Assessments, which are carried out by UNCTAD, are based on requests from LDC governments and last about four to six months. The studies, which follow the DTIS format, uncover how e-commerce is working so far and what are the barriers to future growth.

Rapid eTrade Readiness Assessments make recommendations in seven key areas and provide action matrices to trigger follow-up actions:

1. E-commerce readiness and strategy formulation.
2. Information and communication technology (ICT) infrastructure and services.
3. Trade logistics and trade facilitation.
4. Payment and mobile money solutions.
5. Legal and regulatory frameworks.
6. E-commerce skills development.
7. Access to financing.

As of 2018, the EIF has funded nine Rapid eTrade Readiness Assessments completed by UNCTAD (Liberia, Nepal, Samoa, Solomon Islands and Vanuatu), and a further four were being carried out (Kiribati, Lesotho, Malawi and Tuvalu). Overall, these studies show that the LDCs are yet to put in place the necessary infrastructure and policies to fully participate in e-commerce. The studies also provide guidelines for how the LDCs can overcome these challenges, while equally serving as a blueprint to approach donors for funding for the e-commerce sector, which to date has been an area receiving insufficient support from the donor community. E-commerce is also seen as an excellent way to better integrate youth into the economy, as they are already leading the way in terms of e-commerce and adoption of new technologies.

Many Rapid eTrade Readiness Assessments infographics succinctly summarize the findings of the studies. This makes the findings much more accessible and compelling and is an example of how the EIF has been prioritizing communications from the early stages of project development.



## Raising the incomes of potato farmers in Bhutan through online auctions

Bhutanese potato farmers must travel long distances to sell their potatoes at one of three permanent auction yards located on the border between Bhutan and India. Farmers will often have to wait hours in a queue to negotiate a price with a broker and then several days for the payment to be processed.

In 2017, as part of the EIF-supported E-infrastructure for Trade and Services Development project, the Bhutan Commodity Exchange piloted its first online auction. For the first time, farmers and traders were able to view all the potatoes available for purchase that day, as well as the buy and sell rates, on a large screen. In 2018, 266 farmers (including 40 women) used the online auction, which was a 63% increase from 2017, showing that the platform is gaining popularity among farmers. In 2018, 13 out of 53 registered potato buyers participated in the online auction, which was almost double the number of bidders using the platform in 2017.

Farmers are earning between 10,000 and 30,000 Bhutanese ngultrums (USD 140-USD 420) more per truckload using the online platform than through the conventional method of auctioning, and their families and communities are benefitting from these higher incomes. Officials are also using EIF funding to carry out a feasibility study and study tours on how cardamom can be incorporated into the online auction platform.



## LEVERAGING RESOURCES FOR SUSTAINABLE IMPACT

Mobilizing resources, both financial and technical, is something that the EIF has achieved with varying degrees of success over the past decade. In order to help deliver more impactful and sustainable results, the EIF is working to help the LDCs become more effective in leveraging additional resources through governments, bilateral donors and the private sector, both locally and globally, and resource-leveraging is now front-loaded in the design and implementation of all EIF projects. **As of 2018, USD 1.16 billion has been leveraged from bilateral donors and other multilateral development partners for 235 projects in 43 countries based on DTIS Action Matrices.**



### Promoting exports and investment in Malawi

The Malawi Investment Forum is a platform for promoting exports and investment. The EIF-supported 2018 Forum was held from 11 to 12 June and was attended by 993 participants. Over USD 350 million of investment deals were generated as a result of this Forum.



### Co-financing sustainable shea production in Mali

A three-year sustainability programme for strengthening the capacity of stakeholders in the shea sector has been ongoing since 2017. It is co-financed as a public-private partnership by the NIU/Ministry of Trade; the International Cocoa Organization and the U.S. Agency for International Development who represent the Global Shea Alliance; and the agricultural company SOATAF. The EIF's contribution is USD 240,000 over three years.

Through this project, three warehouses for shea kernels have been built. In 2018, 9,000 women were also trained on cooperative development, warehouse management and security. The training has had a positive impact on women collectors, who are now better equipped to manage the cooperatives and to improve the quality of shea nuts.

### Leveraging resources for the NIU in Burundi

One of the goals of the SSP project in Burundi is to fully integrate the NIU into the Government system. This has not yet been possible due to the Government's budget constraints, but the NIU was able to find an innovative solution to leverage resources for its operation.

In 2017, the NIU commenced negotiations with the Common Market for Eastern and Southern Africa (COMESA) for the implementation of a project to support the Burundi Bureau of Standards through the purchase of laboratory equipment, vehicles and computers, as well as training for technical skills upgrade. After an audit of NIU procedures, COMESA decided to fund the project, inclusive of a 10% management fee of EUR 43,380 for the NIU to implement the project. The management fee will cover the salary costs of the NIU for the second year of the SSP project.













# Accountability and sharing results

# Communicating for impact in 2018

EIF communications in 2018 brought together LDC perspectives, partner experience and trade expertise to reach and engage with target audiences and to garner new ones.

Aiming to elevate the profile of the LDCs in the trade conversation and emphasizing the potential of trade to reduce poverty in the world's poorest countries, communications focused on a strategic core of platforms to inform and educate. This includes the *Trade for Development News* platform, launched in 2018 and serving as a key channel for information about trade, the LDCs and EIF results.

These platforms and the stories and knowledge they offer – in combination with direct outreach and the organization of a key, high-profile global event – served to continue to illuminate the EIF's work and impact in all its diversity, all while amplifying the voices of the LDCs.

## 2018 highlights:

- **24,672 new users** on the EIF's website, which includes *Trade for Development News*, **up by 59%** from 2017.
- **66 articles published** on *Trade for Development News*.
- First-of-its-kind **Call to Action on Inclusive Trade for LDCs**, signed by the Vice-President of The Gambia and Ministers from CAR, Malawi and Uganda.
- **9** EIF newsletters and **4** news releases circulated, with a **9% increase** in subscribers.
- EIF Facebook followers, mostly coming from the LDCs, **increased by nearly 300%**.

## Trade for Development News

Officially launched at the WTO Committee on Trade and Development's Aid for Trade meeting on 19 February 2018, the platform published 50 original articles in 2018, including stories of impact from Nepal, Rwanda and Zambia and Q&As with Wanjira Mathai, Abze Djigma and Daniel Gay.

The site hosts articles authored by the EIF, partners and trade experts (as well as relevant republished items) on thematic areas integral to LDC trade objectives and central to the EIF's work, including agribusiness, trade facilitation and e-commerce. The platform fills a much-needed gap by foregrounding LDCs in the trade conversation.

## Highlights from our partner writers include:

- "Small country, big future: A trade policy review of The Gambia, at-a-glance" by the WTO's Sainabou Taal.
- "Internet rules for all: Can 'trade policy 3.0' foster inclusive trade?" by ITC consultant Craig Atkinson.



"We have an expansive agenda of partnership and we don't want to confine ourselves but to engage in new and different ways. That includes launching the Trade for Development News site to serve as a hub for information on the LDCs, Aid for Trade and trade for development around the world in partnership with several organizations within the organic EIF structure as well as outside."

*Ratnakar Adhikari, Executive Director, ES*





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## Website

The EIF's website was overhauled in 2018 and now features streamlined messages; redesigned pages for easier access to country-specific news; text in English, French and Portuguese; and a focus on compelling, image-driven content.

### Highlights include:

- **97,704 pageviews, up by 14%** as compared to 2017.
- Average time spent on page **up by 13%** as compared to 2017.

## Global Forum on Inclusive Trade for LDCs

Ministers, business leaders, agriculturalists and trade experts came together at the Global Forum on Inclusive Trade for LDCs at the WTO from 13 to 14 June 2018. Over two days, participants fostered practical solutions, offered results-oriented theoretical discussions, presented on-the-ground successes and supported an innovative call to ramp up actions on inclusive trade for the LDCs.

### Global Forum highlights:

- **More than 300** participants from **more than 50 countries** at the EIF's Global Forum on Inclusive Trade for LDCs in June 2018.
- Event hashtag **trended at #1 in Geneva and in Switzerland.**
- **11** plenaries and panels.
- Approximately **45% of speakers from the LDCs.**
- Over **1,000 tweets** from the Forum, making more than **8.5 million impressions.**
- **24 media articles** in outlets such as Devex reaching over 2.9 million readers.

## Impact-driven multimedia

A focus in 2018 was the creation of stories in a range of formats to adapt to audience preferences and new platforms and to raise the profile of the EIF through strong visuals and voices.

Looking at agriculture and trade in Africa in particular, a suite of videos, images, stories of impact, photo essays and social media campaigns worked to draw attention to a vital area of research, action and outcome for the LDCs.

The collection from Comoros, Malawi and The Gambia:

- Showed how trade can directly impact farmers.
- Revealed how women with ideas are spurring new industry.
- Reflected how strategic partnerships catalyze outcomes.
- Depicted how agriculture fosters LDC development.

### 2018 spotlight on agriculture and trade:

- **16** stories, photo essays, Q&As and profiles and one print magazine.
- Videos viewed **over 39,000 times**.
- Articles on *Trade for Development News* viewed **more than 3,500 times**.

## Visual identity

A fresh visual fingerprint was applied throughout EIF print and online materials in 2018, as well as work to produce and disseminate strong photography that reflects how the LDCs are working to enhance trade.

- **822 photos uploaded** to the EIF Flickr site in 2018.
- Photos viewed **222,922 times** since the EIF Flickr site started in July 2017.

## Social Media

Three of the EIF's main social media platforms saw an increase in followers and a steady high level of engagement. Twitter followers grew by 43%, and the number of followers of the EIF on LinkedIn nearly doubled. The EIF's Twitter engagement rate remains between 0.8% to 1.3%, while an engagement rate between 0.3% and 1% on Twitter is considered very high.



EIF @EIF4LDCs  
zm#Zambia's honey exports have increased by 700% in the last 5 years. Efforts by @EIF4LDCs and @ITCnews has led to increased 🐝 beekeeper productivity, improved 🍯 honey quality, food safety certifications and new international buyers!  
Find out how: <http://bit.ly/2zOiDPz>  
[#SheTrades](#)  
[pic.twitter.com/ANpWTK5hJB](http://pic.twitter.com/ANpWTK5hJB)

Impressions	5,842
Total engagements	96
Media engagements	30
Likes	21
Detail expands	20
Retweets	11
Link clicks	8
Profile clicks	6



# Legal framework

The EIF Standard Provisions for EIF Phase Two approved in 2016 is the basic legal document applicable to all Contribution Arrangements signed with the EIF Donors. This document lays out the conditions for the receipt and the utilization of the donor resources by the EIF Trust Fund (EITF). It further sets out the obligations of the TFM as far as accountability and reporting are concerned. In 2018, four Contribution Arrangements were signed.

Following the approval of the EIF Board or under delegated authority to the Executive Director of the ES, the TFM in 2018 signed 31 new legal agreements with Main Implementing Entities (MIEs) for Tier 1 and Tier 2 and for Combined and Regional projects. Nineteen (19) amendments were also signed with the LDCs and EIF Partner Agencies, reflecting budget and work plan revisions. Thirty-nine (39) No-cost Extensions were finalized, as per the delegated authority to the Executive Director and following the review and clearance by the ES and the TFM.

## FINANCIAL AND FIDUCIARY MANAGEMENT

Tables 1-3 below present the EITF financial situation as of 31 December 2018, reporting on EIF Donor commitments for EIF Phase One and Two, contributions received, allocated funds, disbursements and funding availability.

### a. Donor commitments and contributions received for EIF Phase Two

Since the Pledging Conference held in November 2015 in Nairobi, up to 31 December 2018, the indicative amount of the pledges by EIF Donors was approximately USD 119.34 million. Out of these, an amount of USD 115.18 million has been committed.

From the total committed funds, an amount of USD 72.68 million was received as per the detailed table below.

TABLE 1 – EIF DONOR CONTRIBUTIONS

	Reporting Period (2018) in USD million		
	Phase One	Phase Two	Sub-total
IF UNDP Co-mingled fund	31.54	0	31.54
IF UNDP Holding account	7.78	0	7.78
EIF Donor contributions	159.84	72.68	232.52
<b>Sub-total</b>	<b>199.16</b>	<b>72.68</b>	<b>271.84</b>
Interest earned	6.13	0.94	7.06
<b>Grand Total</b>	<b>205.29</b>	<b>73.62</b>	<b>278.9</b>

The EIF Donor contribution details are presented below, including commitments and funds received:

TABLE 2 – EIF DONOR CONTRIBUTION DETAILS FOR EIF PHASE TWO		
	(as of 31 December 2018, in USD)	
EIF Donor	Commitments	Receipts
Australia	2,244,285	2,244,180
Denmark	9,064,499	9,064,499
Estonia	67,244	67,244
European Commission	11,600,872	8,845,885
Finland	9,975,851	8,853,516
France	4,025,047	2,855,326
Germany	5,975,066	4,496,113
Luxembourg	5,106,785	3,394,456
Netherlands	472,255	472,255
Norway	18,026,216	10,214,856
Republic of Korea	1,000,000	1,000,000
Saudi Arabia	4,000,000	1,000,000
Sweden	11,132,072	5,566,036
Switzerland	2,000,000	2,000,000
United Kingdom	29,557,198	12,604,314
Interest EIF Income	937,382	937,382
<b>Sub-total</b>	<b>115,184,772</b>	<b>73,616,016</b>

In 2018, total funds deposited into the EIFTF represent 63.91% of the total committed amount. While the EIFTF received the total commitments of some EIF Donors, it is expected that all commitments will actually be received as scheduled in the signed Contribution Arrangements.



## b. Allocations for EIF Phase Two activities

In 2018, allocations made for EIF Phase Two activities totalled USD 35.78 million, for a grand total of USD 255.58 million for both EIF Phase One and Phase Two. Annexes 1 and 2 (attached) include the total EIF portfolio of approved projects.

The total allocation with LDC implementation so far (Phase One and Phase Two) is USD 131.18 million (71.52%), while the EIF Partner Agencies' share of implementation is USD 38.69 million (21.10%). The balance of USD 13.55 million (7.39%) represents allocations implemented by various other entities, such as non-governmental organizations.

TABLE 3 – ALLOCATIONS FOR EIF ACTIVITIES

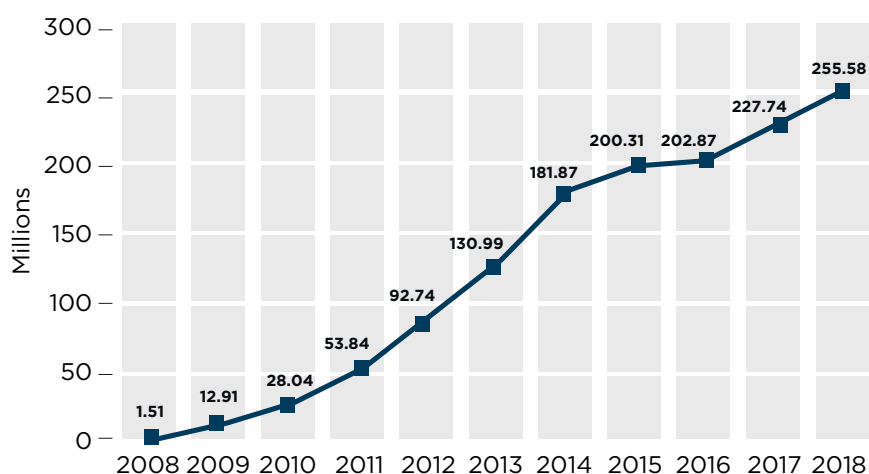
		(as of 31 December 2018, in USD)		
Report Category	Sub-type	EIF Phase One	EIF Phase Two	Grand Total
LDC Implementation	TIER 1 – DTISU	1,328,953	386,430	1,715,383
	TIER 1 – NIA support	43,219,630	9,575,475	52,795,105
	TIER 1 – Pre-DTIS	550,393	50,000	600,393
	TIER 1 – Sustainability support	-	4,435,450	4,435,450
	TIER 1 – Trade mainstreaming	198,496	450,000	648,496
	TIER 2 – Agribusiness	26,499,039	6,560,114	33,059,153
	TIER 2 – Feasibility study	606,274	185,430	791,704
	TIER 2 – Standards	-	3,000,000	3,000,000
	TIER 2 – Tourism	5,884,542	1,544,700	7,429,242
	TIER 2 – Trade facilitation	9,741,835	3,179,374	12,921,209
	TIER 2 – Trade policy and administrative management	6,056,358	-	6,056,358
	TIER 2 – Industrial crops/export crops	2,647,745	-	2,647,745
	TIER 2 – Business support services and institutions	-	1,482,270	1,482,270
	Combined – TBD	-	3,600,000	3,600,000
<b>LDC implementation total</b>		<b>96,733,265</b>	<b>34,449,243</b>	<b>131,182,508</b>
Other implementation	TIER 1 – DTISU	160,000	-	160,000
	TIER 2 – Agribusiness	10,213,880	1,819,918	12,033,798
	TIER 2 – Tourism	950,000	-	950,000
	Regional – Agribusiness	-	403,192	403,192
<b>Other implementation total</b>		<b>11,323,880</b>	<b>2,223,110</b>	<b>13,546,990</b>
Agency implementation	TIER 1 – DTIS	3,093,460	285,000	3,378,460
	TIER 1 – DTISU	6,475,084	200,000	6,675,084
	TIER 1 – NIA support	3,300,000	2,686,187	5,986,187
	TIER 1 – NIA support – International Trade Advisor	2,165,177	-	2,165,177
	TIER 1 – Trade mainstreaming	167,161	115,365	282,526
	TIER 2 – Agribusiness	12,917,665	500,012	13,417,677

TABLE 3 – ALLOCATIONS FOR EIF ACTIVITIES

		(as of 31 December 2018, in USD)		
	TIER 2 – Feasibility study	584,839	-	584,839
	TIER 2 – Textile and apparel	2,836,583	-	2,836,583
	TIER 2 – Plant and post-harvest protection and pest control	700,642	-	700,642
	TIER 2 – Fishery development	988,953	-	988,953
	TIER 2 – Industrial crops/export crops	997,026	-	997,026
	TIER 2 – Business support services and institutions	-	487,612	487,612
	Regional – Trade facilitation	-	199,020	199,020
<b>Agency implementation total</b>		<b>34,226,590</b>	<b>4,473,196</b>	<b>38,699,786</b>
<b>Global activities</b>	<b>GLOBAL – Global activities</b>	<b>5,435,260</b>	<b>1,281,914</b>	<b>6,717,174</b>
<b>Global activities total</b>		<b>5,435,260</b>	<b>1,281,914</b>	<b>6,717,174</b>
<b>ES</b>	<b>ADMIN – ES support</b>	<b>26,388,671</b>	<b>12,136,426</b>	<b>38,525,097</b>
<b>ES total</b>		<b>26,388,671</b>	<b>12,136,426</b>	<b>38,525,097</b>
<b>TFM</b>	<b>ADMIN – TFM support</b>	<b>20,532,594</b>	<b>4,471,261</b>	<b>25,003,855</b>
<b>TFM total</b>		<b>20,532,594</b>	<b>4,471,261</b>	<b>25,003,855</b>
<b>Grand total</b>		<b>194,640,260</b>	<b>59,035,150</b>	<b>253,675,410</b>

**Figure 1:**  
CUMULATIVE ALLOCATIONS,  
ALL INCLUSIVE, FOR EIF ACTIVITIES  
(IN USD), AS OF 31 DECEMBER 2018

Thirty (30) new projects were approved in 2018, amounting to USD 17.07 million.



## NOTES ON ALLOCATIONS – TABLE 3:

### c. Disbursements

Based on the allocations detailed in Table 3, the TFM undertook disbursements as agreed upon in the respective legal agreements and payment calendars. This was confirmed by the ES following the review of project work plans and achievements, for a total of USD 26.09 million in 2018 (for both EIF Phase One and EIF Phase Two projects – with the breakdown as follows:

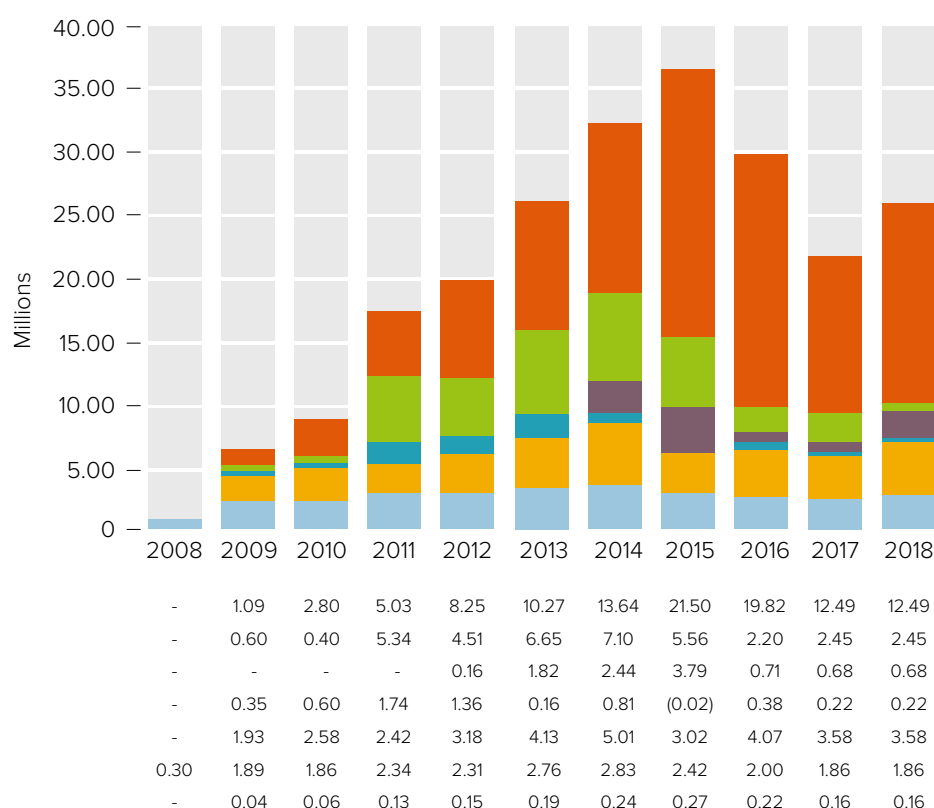
USD 6.92 million for EIF Phase One and 19.17 million for EIF Phase Two, detailed below). As shown in Table 4 below, the total disbursement, by category, of EIF Phase One and EIF Phase Two since inception was USD 222.95 million as of 31 December 2018. Figure 2 below indicates the actual amount disbursed to each beneficiary category: LDCs, EIF Partner Agencies, the ES, EIF Global activities and the TFM.

TABLE 4 – DISBURSEMENTS FOR EIF PHASE ONE AND EIF PHASE TWO (IN USD MILLION)

EIF PHASE	ANNUAL REPORT CATEGORY	2008-2017	2018	GRAND TOTAL
EIF Phase One	LDC implementation	91.63	5.09	96.72
	EIF Partner Agency implementation	34.17	0.05	34.22
	Other implementing entity	9.59	1.74	11.33
	Global activities	5.43	0.01	5.44
	ES	26.39	-	26.39
	TFM	20.56	(0.04)	20.52
	Trust Fund Management Transaction Fee 0.75%	1.41	0.05	1.46
EIF Phase One total		189.18	6.90	196.08
EIF Phase Two	LDC implementation	3.26	10.60	13.86
	EIF Partner Agency implementation	0.65	1.18	1.83
	Other implementing entity	-	0.56	0.56
	Global activities	0.17	0.52	0.69
	ES	3.54	4.05	7.59
	TFM	-	2.13	2.13
	Trust Fund Management Transaction Fee 0.75%	0.06	0.14	0.20
EIF Phase Two total		7.68	19.18	26.86
Grand total (EIF Phase One and EIF Phase Two)		196.86	26.08	222.94



**Figure 2:**  
EIF PHASE ONE AND EIF PHASE  
TWO TOTAL DISBURSEMENTS  
(IN USD MILLION),  
AS OF 31 DECEMBER 2018

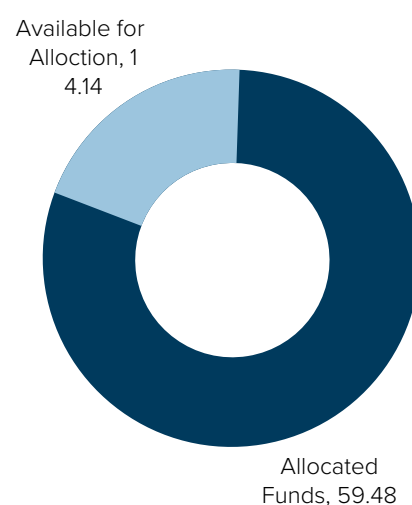


#### d. Available funds

With the launch of EIF Phase Two, as of 1 January 2016, funds from EIF Phase One were fully allocated. As noted above, for EIF Phase One, the EIF Board or through delegated authority to the Executive Director of the EIF approved new projects until 31 December 2015. Given delays due to various factors affecting beneficiary LDCs, the utilization by MIEs of funds allocated to some projects funded under the EIF Phase One resources are still to be used completely by the MIEs for approved projects.

For EIF Phase Two, the EITF had USD 14.14 million available for allocation to EIF project activities as of 31 December 2018. This is the difference between funds received from the EIF Donors on the basis of signed Contribution Arrangements and accrued interest, totalling approximately USD 73.62 million (details found in Table 2 above) and the funds already allocated to EIF activities through signed legal agreements with MIEs – approximately USD 59.48 million (details found in Table 3 above).

**Figure 3:**  
EIF PHASE TWO FUNDS AVAILABLE  
FOR ALLOCATION (IN USD MILLION),  
AS OF 31 DECEMBER 2018



## TRANSPARENCY AND ACCOUNTABILITY FOR THE EIFTF AND EIF OPERATIONS TO ACHIEVE RESULTS

### TFM fiduciary safeguards

In order to ensure accountability for the EIFTF resources and facilitate the implementation of projects to support EIF results and achievements, since the EIF's inception in 2008 and in view of the EIF Phase Two requirements, the TFM has developed a number of relevant tools and operational and managerial procedures, ensuring a systematic implementation and follow-up of the financial and fiduciary processes and preventing the misuse of funds. Throughout the life of an EIF-funded project, the TFM intervenes, including at critical junctures, to provide fiduciary oversight and ensure the safeguard of EIF funds. The output of each of these interventions is shared with the ES as part of the regular ES/TFM coordination efforts. These include TFM fiduciary capacity assessments of MIEs, start-up facilitation missions; the review of quarterly financial reports; the review of key project fiduciary matters ex ante; supervision missions and recommendations; the review of annual external audits and recommendations; fiduciary maturity assessments; fiduciary capacity-building of MIEs; and ongoing fiduciary support.

### OVERALL ACCOUNTABILITY PERFORMANCE

One of the TFM's greatest challenges is to ensure the appropriate alignment of the EIF principles (country ownership, partnership, demand-driven and participatory approaches) with financial and fiduciary principles (accountability, transparency, efficiency and effectiveness). This section describes the main

mechanisms used to ensure compliance of these two normative building blocks.

### Auditing practices

All the MIEs for EIF projects, government entities or others<sup>1</sup>, are required to submit annual audited accounts as stated in the respective agreements signed with the TFM (UNOPS). Internal audit systems have been activated in all the LDCs implementing Tier 1 or Tier 2 projects, and internal or external audit reports are undertaken after one full year of project implementation. In 2012, the TFM prepared audit guidelines to assist the MIEs with undertaking such annual exercise. It is also common practice for the NIUs to have the audit terms of reference (TOR) reviewed by the TFM before launching the exercise, and the TFM has developed audit TOR samples to facilitate such process for national MIEs. The TFM, in collaboration with the ES, is implementing the EIF Board-approved escalation criteria for audits.

As seen in the Table 6 below for 2017 audit reports, 41 audit reports were received in 2018, while nine are in progress, two are rescheduled and eight are pending (often due to lengthy government processes and/ or crisis situations). The TFM is following up closely on the progress/pending audit reports, and the audit recommendations are reviewed by the TFM and followed up on with the countries and through supervision missions. The countries are requested to establish specific monitoring tools for the implementation of the audit recommendations.

<sup>1</sup> EIF Partner Agencies are audited following their internal mechanisms of audit, as per the EIF partnership agreements and the UN single audit principle.

TABLE 6 – STATUS OF AUDIT REPORTS

Report	Status	Number of Reports		
		2008-16	2017*	Total
Audit	Received	277	41	318
	In progress	0	9	9
	Rescheduled	1	2	3
	Pending	4	8	12
<b>Total</b>		<b>282</b>	<b>60</b>	<b>342</b>

\* This refers to 2017 audit reports, which are due in 2018; and in some cases reports were received after 31 December 2018, hence their status as "in progress".

In addition, all the TFM financial and funding management activities are subject to periodical audit exercises following the EIF Accountability Framework and the UNOPS Audit Rules. The TFM was audited in May 2016 as part of the UNOPS Geneva Office Audit, and the findings and remedial measures were reported in the EIF 2016 Annual Report.

Based on the audit monitoring of each project by the TFM's Regional Portfolio Managers, below is a table of audit findings based on escalation criteria guidelines approved by the EIF Board in May 2015.

## NUMBER OF COUNTRIES WITH DIFFERENT AUDIT TYPES OF FINDINGS

As per 2017 Audit Reports

Type of Findings	Number of Countries per Type	Action Taken by the MIE	Action Taken and Proposed Course of Action by the TFM
(1) Minor	43	Take note of the recommendations; take necessary actions to respond to the recommendations.	Monitor during supervision mission and through communications and request updated actions.
(2) Moderate	33	Acknowledge recommendations and prepare actions for remedy or refer it to higher instances as needed for action.	Review carefully the recommendations and request proper actions. Monitor progress through direct communications and during missions. Provide assistance, if needed, to clarify actions required. Written communication is sent to the relevant party to inform and follow up for action.
(3) Major	0	Acknowledge recommendations and request further clarifications from auditors for action. Refer to higher authority within the NIAs.	Follow up with the country on the recommendations, through a field visit and communications on actions being taken. Provide warning to take action and follow up for addressing these recommendations.

NB: This table summarizes the cases since the approval of the Audit Escalation Guidelines by the EIF Board in May 2015.

The TFM has established a monitoring tool for audit responses at the level of each TFM regional office and for coordination and oversight at the Geneva level, to enable better follow-up and assessment of the progress done by the countries in responding to audits recommendations.

### Database and information system

Throughout 2018, the EIF Knowledge Hub continued to be operational, and its hosting was transferred in 2017 to a UN ICT facility based in Valencia, Spain, to strengthen the internet security and prevent cyberattacks. The Hub continues to be an invaluable source of information to the EIF in general and the TFM in particular. The Hub feeds information to the EIF Management Information System (MIS) and the EIF website. As a living tool, the Hub is continuously improved and adapted to EIF needs. Following the establishment of the MIS, the TFM

continuously and actively supported the ES in the initial stages and in the improvement of the MIS and facilitated harmonization with the Knowledge Hub.

### Coordination and communications

The TFM coordination and communications activities consist of continued interactions with the key EIF stakeholders through different events and activities, focusing mainly on fiduciary matters, and in close collaboration with the ES. In 2018, the TFM had consultations with a few EIF Donors (the EU, Japan, Saudi Arabia and the UK's Department for International Development) to further explain how the EIF and particularly the TFM operate and the expectation of the LDCs for donor support. In addition, regular coordination meetings took place between the ES and the TFM to ensure coherence and cohesion of positions in line with EIF procedures and the EIF Compendium Phase Two 2016-2022.



## STRENGTHENING INSTITUTIONAL EFFECTIVENESS

### Ensuring accountability and monitoring operations

Over the last ten years, the EIF has gradually built better accountability measures at both the global and country levels, leading to better performance and sustainability of project outcomes. The EIF retains its focus on country ownership, while making itself more accountable to its partners in order to deliver more sustainable trade outcomes and value for money. As part of the overall accountability system, the ES, the TFM and the MIEs are accountable to the EIF Board and to the national stakeholders to ensure effective and efficient project delivery and appropriate use of funds.

Mutual accountability between all EIF partners is key to programme delivery and management. For this, the EIF has instituted the following accountability mechanisms:

- Results Framework (logframe) that is being operationalized globally and nationally.
- A culture of M&E and of results reporting to stakeholders.
- Efficient and effective financial and fiduciary management.

The EIF Results Framework serves as a living management tool that fosters ownership and consensus; guides corrective actions; facilitates the coordination of trade development efforts; maps the course for achieving the EIF objectives; and ultimately serves as the key accountability tool for M&E and learning. The scope of the EIF Results Framework specifies a results chain comprising the longer-term impact, the intermediate outcomes and the immediate outputs of EIF activities.

It is imperative that each of the EIF's institutional support projects (Tier 1) and productive sector projects (Tier 2) include a results framework that is monitored, evaluated and communicated to its stakeholders. The EIF Countries are responsible for conducting in-country M&E activities in order to assess whether projects are delivered effectively and efficiently, including ensuring appropriate use of funds, while examining whether the projects are contributing to the change that they are designed to achieve. These assessments are conducted in a variety of ways, including through demand-driven supervision missions conducted by the ES and the TFM, semi-annual and annual reports submitted by the

NIUs and the MIEs, as well as mid-term and final project evaluation reports, which include an audit report and a self-assessment project completion report.

Periodically, the programme is assessed by independent firms to determine its performance and how it contributes to the achievement of its overall objectives.

### Monitoring progress in achieving the SDGs

The 2030 Agenda for Sustainable Development calls for national and global review processes to “promote accountability to our citizens, support effective international co-operation in achieving this Agenda, and foster exchanges of best practices and mutual learning”. The EIF aims to be efficient and effective across all of its work in order to deliver results that are aligned with the SDGs. As part of this, the EIF is closely monitoring the economic, social, financial and political situations in the LDCs to underpin its support linked with the SDGs.

The monitoring requirements of the SDGs place a heavy burden on the LDCs, which have less capacity to monitor and report. The EIF recognizes that the implementation of the SDGs must take into account the realities and different capacities of each country and has therefore delivered tailored M&E capacity development to the LDCs. Through their participation in the EIF, the countries have gained experience and enhanced their capacity to report on their country-specific SDGs related to trade using robust monitoring tools. The reports are collated, analysed at programme level and reported annually in the EIF Annual Report as the EIF's contribution to the SDGs. The report is submitted to the EIF Board for approval and launched on the sidelines of the WTO's Global Review of Aid for Trade (in the years that this event takes place). The Annual Report launch event is used to advocate for support to address the common challenges faced by the LDCs in implementing the SDGs.

### Strengthening the EIF M&E system

The EIF is centred on delivering results, which makes it critical that it has a well-functioning M&E system that captures the results being achieved during all stages of a project's implementation. The EIF M&E is anchored on the EIF Strategic Plan and the EIF Results Framework with clear measurable indicators. The M&E framework is important to hold all partners accountable and to promote learning and improvement through a systematic and objective assessment of ongoing or completed projects.

In order to continue enhancing the EIF's M&E delivery mechanisms, a review was launched in 2018 to assess the strengths and challenges facing the current M&E system within a results-based management approach. The review looked at frameworks, tools and human capacity, as well as at the communication of results to EIF stakeholders, with the goal of strengthening the overall system as the programme enters a new implementation phase initiated by the EIF Strategic Plan 2019-2022. Through a participatory approach, including workshops with EIF partners, a final report was produced with recommendations.

The report, accompanied by a management response from the ES documenting proposed actions, was presented to the EIF Board in November 2018. The EIF Board decided that:

- i. A working group including the ES, the TFM and representatives from the EIF Donors, the LDCs and the EIF Partner Agencies, would be established in order to support the ES in preparing a roadmap for strengthening the EIF M&E system.
- ii. Resources would be made available to contract external expertise to undertake a rapid assessment of the EIF M&E system.

The working group has subsequently been established, with the first meeting taking place in January 2019 and scheduled to continue on a monthly basis to advise and monitor the implementation of activities in response to the assessment.

### **Risk management of the EIF**

Risk management, including but not limited to fiduciary risk, is embedded in the EIF's processes to help to achieve progress in trade development in the world's poorest countries. The EIF is conscious of its obligation to be an effective steward of the EIF Donors' resources, and therefore, it has adopted a proactive and comprehensive approach to risk management, which enables it to take the right type of risks to deliver on its objectives and maximize its impact. The goal of this approach is to create a shared understanding of risk and to promote a consistent culture of risk management within the EIF. This will in turn contribute to more informed decision-making and conscious risk-taking, thereby increasing the likelihood of achieving the programme's objectives.

The ES and the TFM have worked with the LDCs to incorporate risk management into programme planning and management, in order to enhance risk management

practices at the country level, including by developing a risk register at the programme level and by assessing the risk of each project at the approval stage.

Up to the end of 2018, the overall risk of the programme was low and appropriately managed. However, further capacity development is required, particularly at the country level, to determine potential risks during project preparation; to monitor and mitigate risk; and to report on risk through an escalation mechanism from the country level to the EIF Board.

### **EIF Value for Money (VfM) Framework**

The EIF is aware of its responsibility to both recipients and the EIF Donors to achieve maximum VfM. It does so by enhancing financial management internally and at partner level, ensuring optimum utilization of its financial resources. The EIF encourages the LDC governments to continue to improve the transparency and accountability of their project budgets and expenditures; keeping an eye on cash flow; using activity-based work plans and budgets; and communicating this to their stakeholders.

Strategies are also applied at the programme level to reduce management costs, where possible. The programme has developed a VfM Framework and an action matrix, for which the ES and the TFM conduct regular updates and periodically evaluate EIF activities to address issues and concerns as they arise, including an assessment of risks to EIF funding and programme implementation.

The EIF openly communicates, and it is fully transparent in line with the International Aid Transparency Initiative standards, by publishing detailed information about its programme/projects and by promoting access to information in the EIF Countries more broadly.









# ANNEXES

Annex 1 – Results by indicator

Annex 2 – Tier 1 projects

Annex 3 – Tier 2 and combined projects

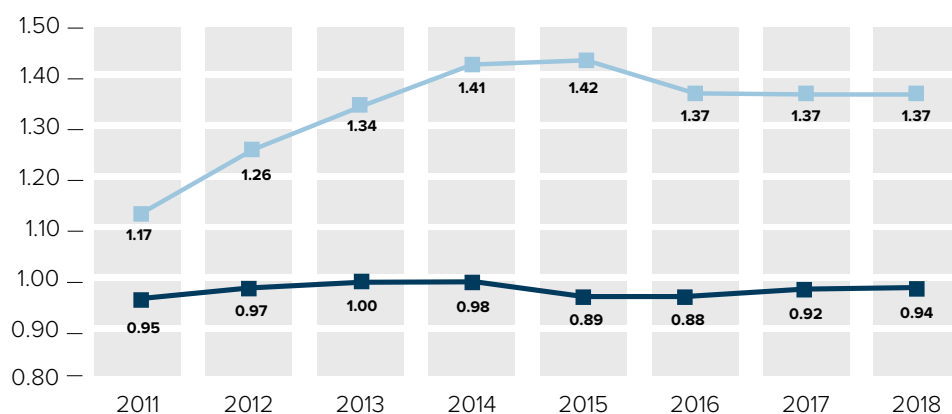
## ANNEX 1 – RESULTS BY INDICATOR

**Figure 4:**  
LDCs' SHARE IN WORLD  
TRADE (%)

The LDCs' share of world exports remained below 1% in 2018.

— Exports — Imports

Source: WTO Secretariat

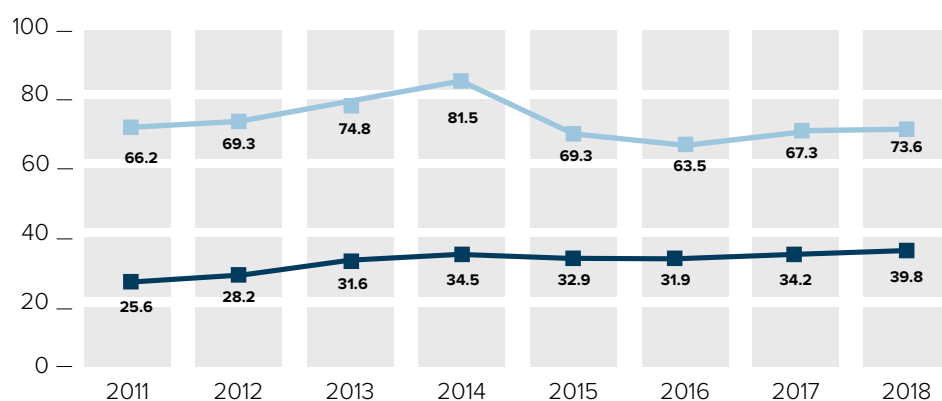


**Figure 5:**  
LDCs' TRADE IN COMMERCIAL  
SERVICES (USD BILLION)

Commercial service exports increased by 16% in 2018.

— Exports — Imports

Source: WTO Data portal

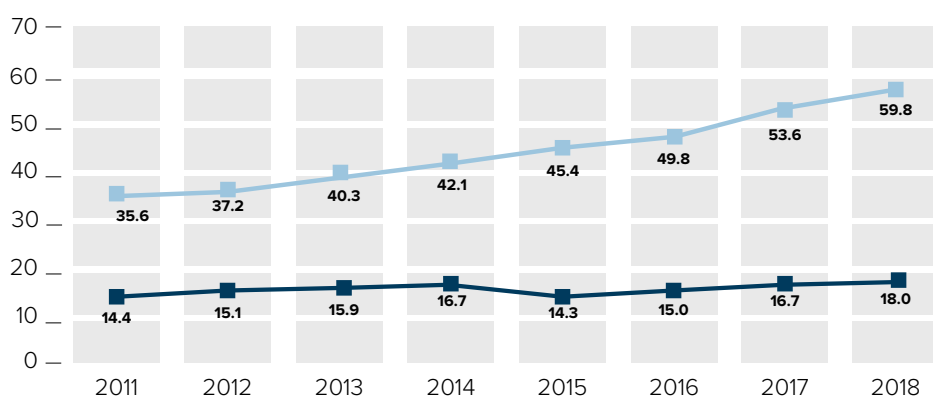


**Figure 6:**  
LDC EXPORTERS BY PRODUCT  
GROUP (USD BILLION)

LDC exporters of agriculture and LDC exporters of manufactures both increased their total exports in 2018.

— LDC exporters of manufactures  
— LDC exporters of agriculture

Source: WTO Data portal

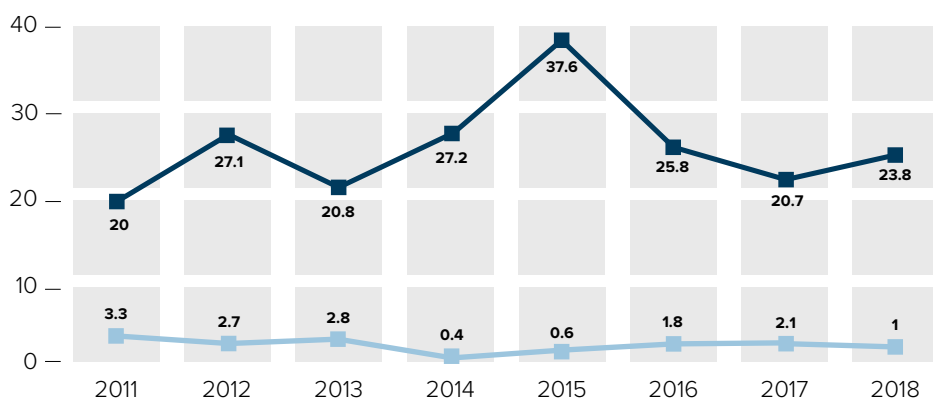


**Figure 7:**  
FDI INFLOWS AND OUTFLOWS  
(USD BILLION)

FDI flows to the LDCs rebounded to \$24 billion (up 15% from 2017), representing 1.8% of global FDI inflows.

— Inflows — Outflows

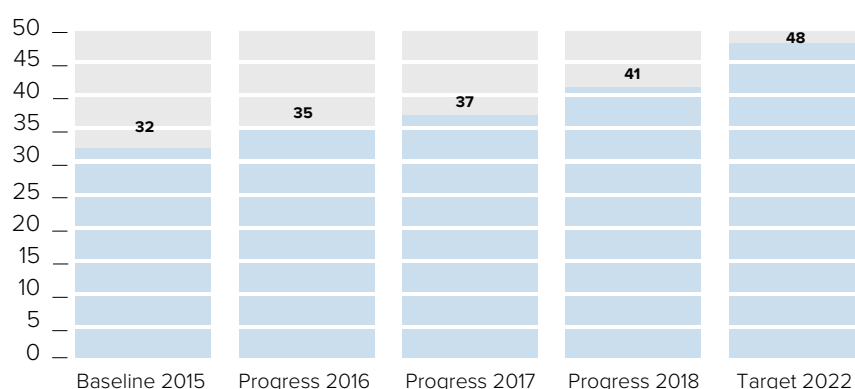
Source: UNCTAD (World Investment Report 2019)





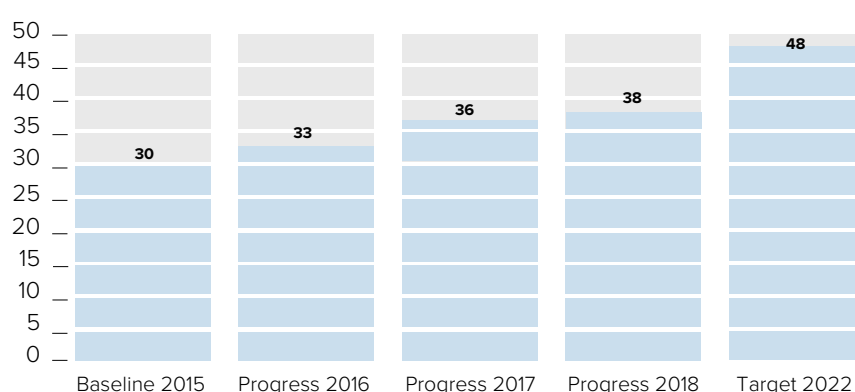
**Figure 8:**  
NUMBER OF EIF COUNTRIES WITH  
TRADE INTEGRATED INTO THEIR  
NATIONAL DEVELOPMENT PLAN

Trade is becoming a strong force in the development agendas of LDCs. Four countries integrated trade into their NDPs in 2018.



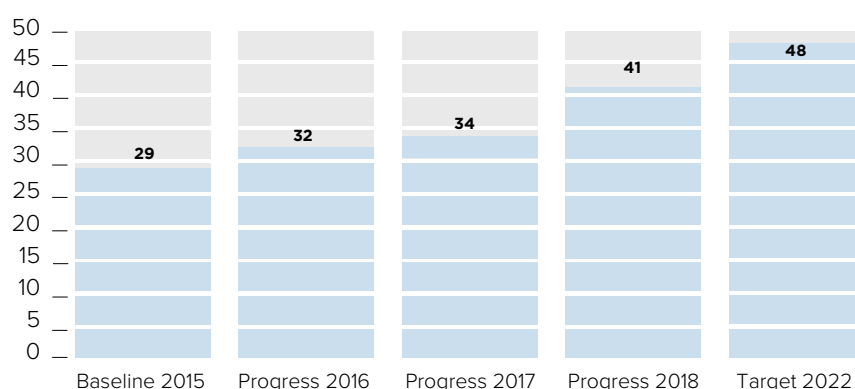
**Figure 9:**  
NUMBER OF EIF COUNTRIES  
WITH EFFECTIVE TRADE  
COORDINATION MECHANISMS

Two countries established effective trade coordination mechanisms in 2018. These mechanisms allow LDCs and development partners to work together and avoid duplication.



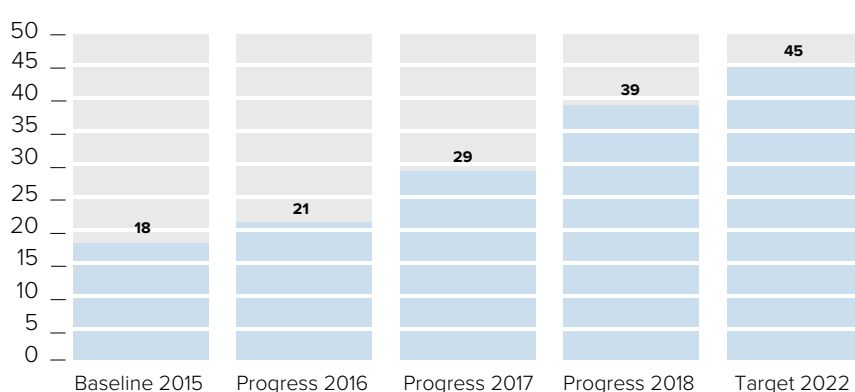
**Figure 10:**  
TOTAL NUMBER OF EIF  
COUNTRIES WITH AT LEAST  
THREE SECTOR-SPECIFIC  
STRATEGIES INTEGRATING TRADE

As a result of strong coordination and engagement between the trade ministries and other line ministries, seven EIF Countries integrated trade into at least three sector strategies in 2018.



**Figure 11:**  
NUMBER OF QUALITY TRADE  
POLICIES UPDATED WITH  
SUPPORT FROM THE EIF

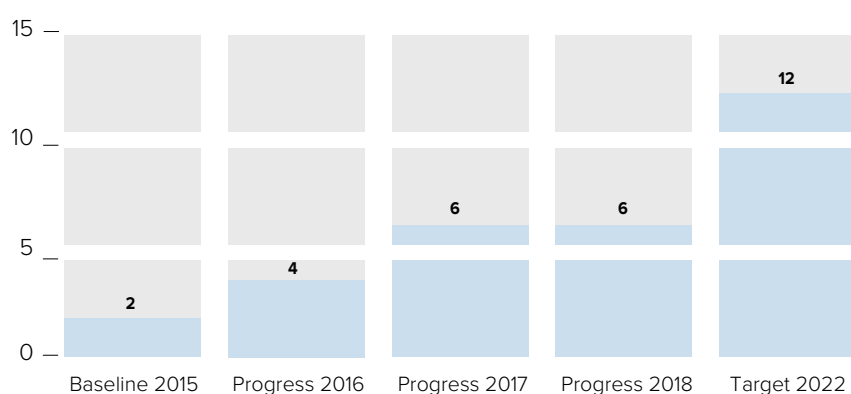
Ten EIF Countries developed quality trade strategies with EIF support in 2018, which identify competitive advantages and necessary productivity improvements.



**Figure 12:**

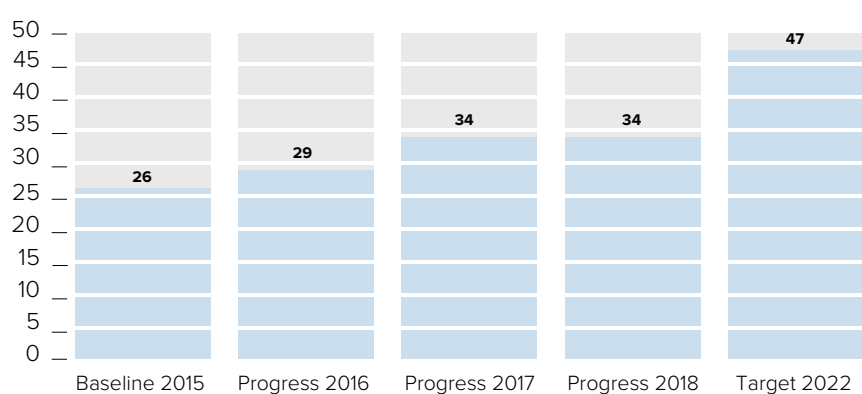
NUMBER OF ACTIONS PER EIF COUNTRY IN SUPPORT OF IMPROVED LEGISLATION AND PARTICIPATION IN TRADE-RELATED FORA

In 2018 alone, EIF Countries undertook an average of six actions in support of improved legislation and participation in trade-related fora.

**Figure 13:**

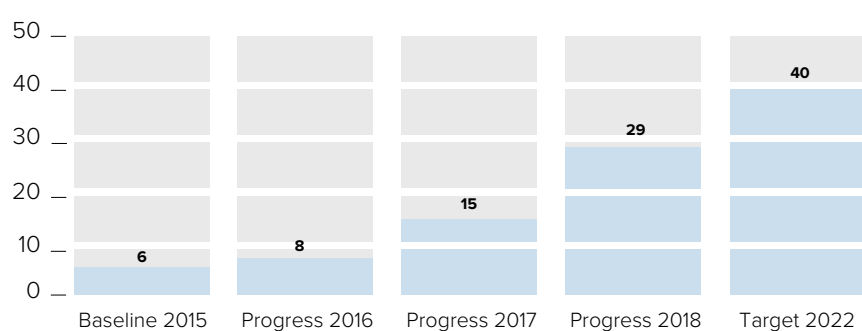
NUMBER OF DIAGNOSTIC STUDIES DEVELOPED/UPDATED WITH SUPPORT FROM THE EIF

EIF Countries are using diagnostic studies to identify trade-related constraints and to prioritize actions to address them. As of 2018, 34 EIF Countries have completed DTISs.

**Figure 14:**

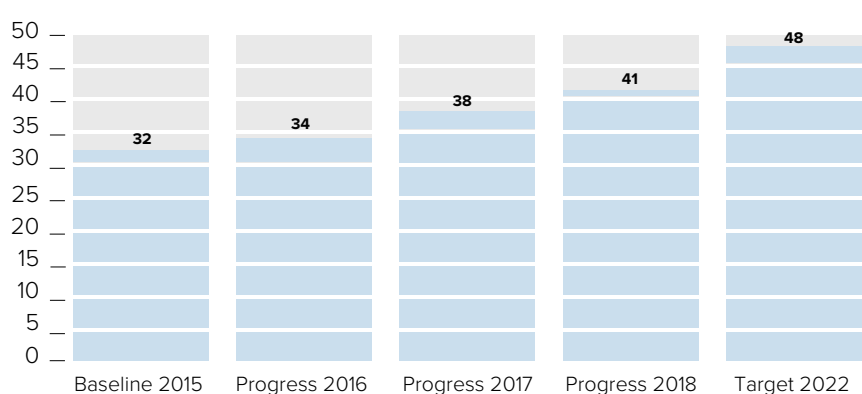
NUMBER OF EIF COUNTRIES WITH NIUs INTEGRATED INTO THE GOVERNMENT SYSTEM

The EIF core teams are being integrated into the government system, including 14 in 2018, which will help ensure the sustainability of results.

**Figure 15:**

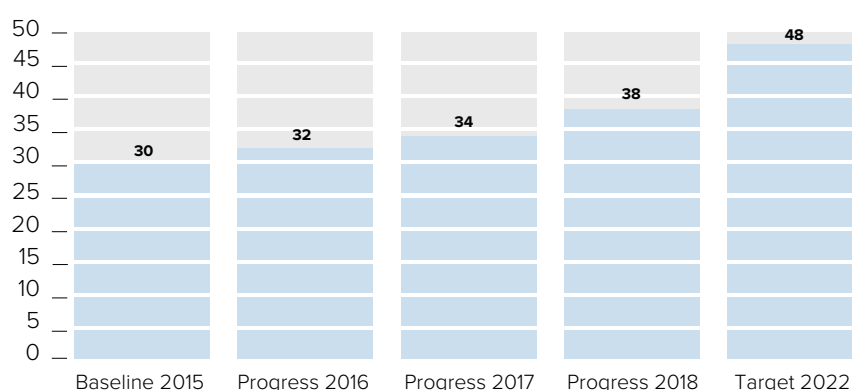
NUMBER OF EIF COUNTRIES WITH QUALITY FUNCTIONING PUBLIC-PRIVATE COORDINATION MECHANISMS

Governments and the private sector are consulting each other frequently on trade matters. In 2018, three EIF Countries established quality public-private coordination mechanisms.



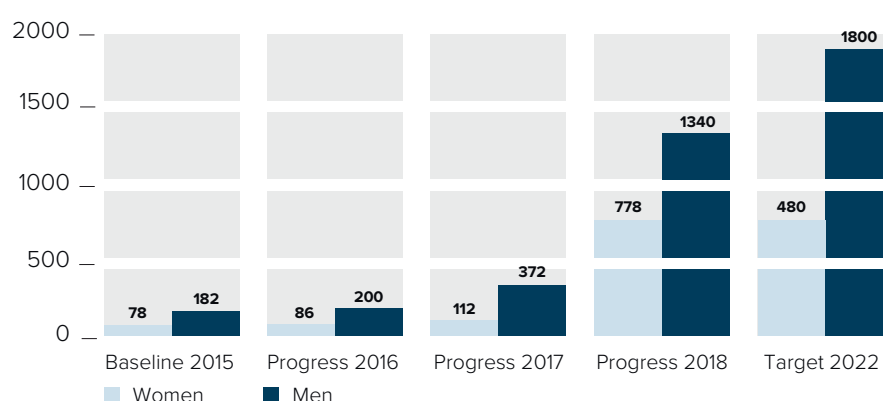
**Figure 16:**  
NUMBER OF EIF COUNTRIES WITH  
A QUALITY GOVERNMENT-DONOR  
DIALOGUE ON TRADE-RELATED  
MATTERS

EIF Countries and EIF Donors are coordinating their interventions on trade-related matters. In 2018, four EIF Countries established government-donor dialogue on trade-related matters.



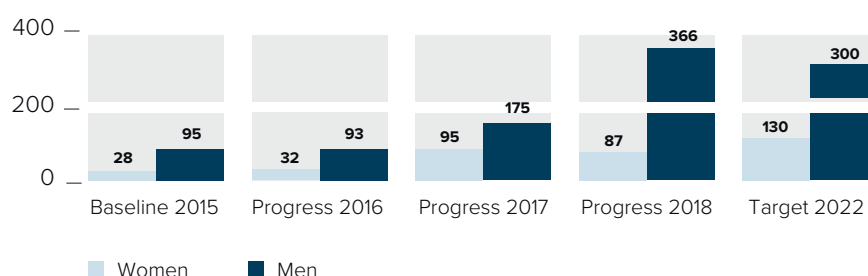
**Figure 17:**  
AVERAGE NUMBER OF PUBLIC  
OFFICIALS TRAINED PER COUNTRY  
IN TRADE-RELATED AREAS

Public officials are being trained on trade policy formulation and on how to mainstream trade into other government policies. In 2018 alone, an average of 2,118 public officials per country were trained (37% women).



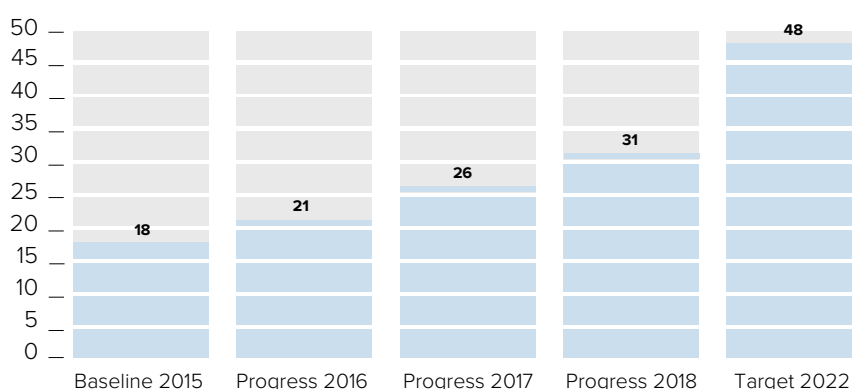
**Figure 18:**  
AVERAGE NUMBER OF PRIVATE  
SECTOR REPRESENTATIVES  
TRAINED PER COUNTRY IN  
TRADE-RELATED AREAS TO  
PARTICIPATE IN THE NATIONAL  
TRADE AGENDA

Private sector representative are being trained so that they can better contribute to the national trade agenda. In 2018 alone, an average of 453 private sector representatives per country were trained (24% women).



**Figure 19:**  
NUMBER OF EIF COUNTRIES WITH  
QUALITY INFORMATION  
DISSEMINATION TOOLS FOR  
DIFFERENT STAKEHOLDERS

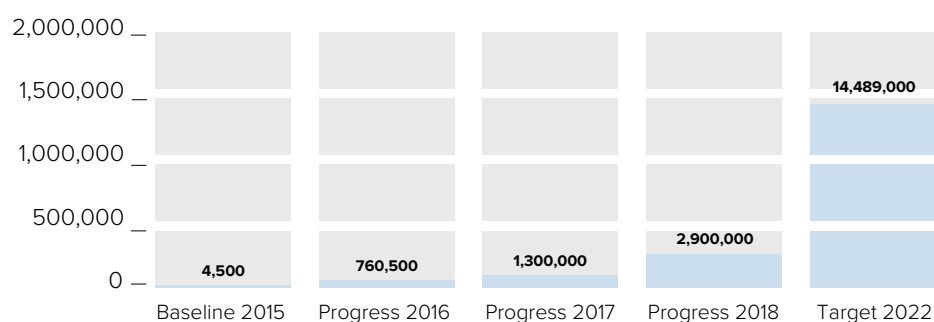
In 2018, five EIF Countries developed information dissemination tools to raise awareness of EIF activities in both the public and private sector.





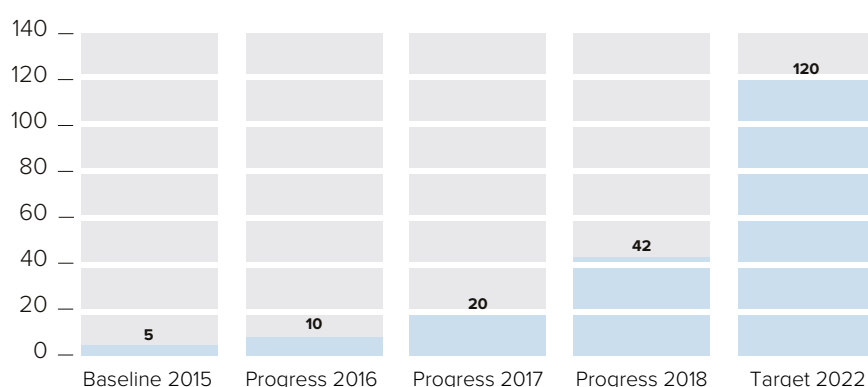
**Figure 20:**  
VOLUME OF PRODUCTION  
GENERATED THROUGH EIF  
INTERVENTIONS  
(METRIC TONNES)

The EIF is supporting MSMEs and small-scale farmers to increase their production. In 2018 alone, the total volume of production generated through EIF interventions was 2,900,000 metric tonnes.



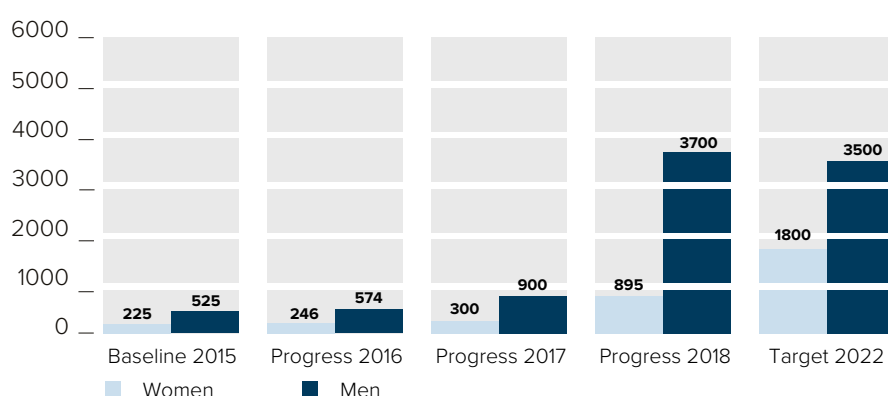
**Figure 21:**  
NUMBER OF NEW  
INTERNATIONAL MARKETS  
ACCESSED WITH EIF SUPPORT

New international markets are being accessed with EIF support, leading to increased sales. As of 2018, 42 new markets have been reached, including 22 in 2018 alone.



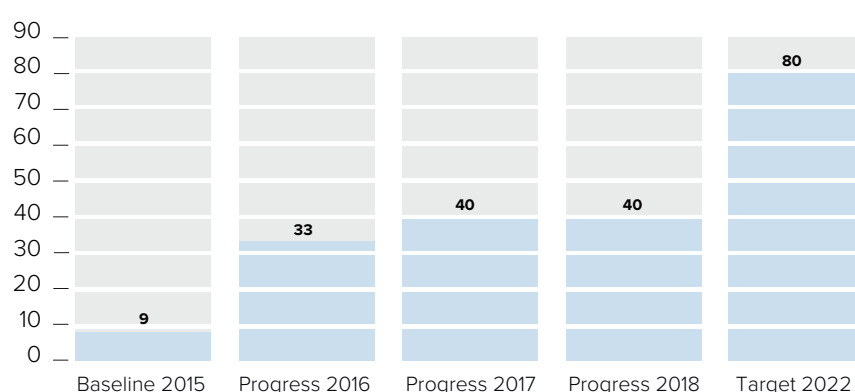
**Figure 22:**  
NUMBER OF PEOPLE PER  
COUNTRY RECEIVING QUALITY  
TRADE-RELATED TRAINING TO  
BETTER PARTICIPATE IN THE  
ECONOMY

Trainings are being offered to regular citizens, with an emphasis on women and youth, so that they can take advantage of the opportunities created by trade. In 2018 alone, an average of 4,595 people were trained (19% women).



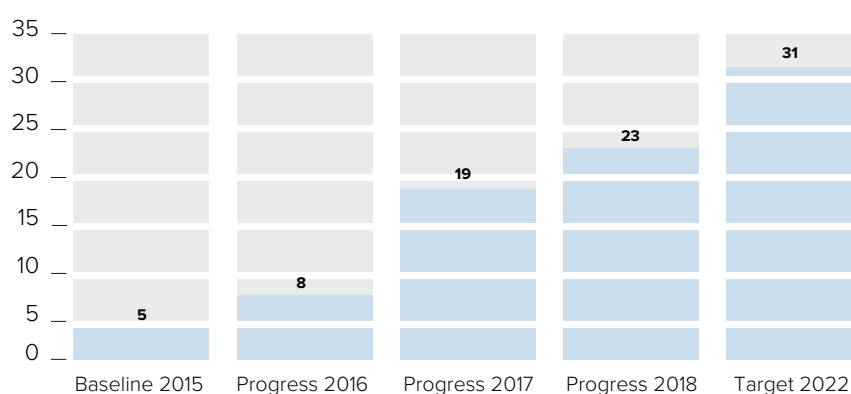
**Figure 23a:**  
NUMBER OF AWARENESS-RAISING  
ACTIVITIES CONDUCTED ON  
GENDER IN RELATION TO TRADE

Mainstreaming gender and environmental considerations is an ongoing priority for the EIF. In 2018 alone, EIF Countries conducted a total of 40 awareness-raising activities on gender.

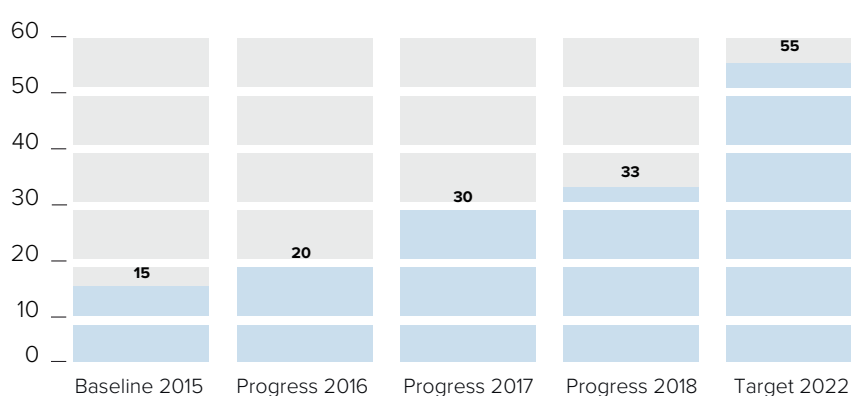


**Figure 23b:****NUMBER OF AWARENESS-RAISING ACTIVITIES CONDUCTED ON THE ENVIRONMENT IN RELATION TO TRADE**

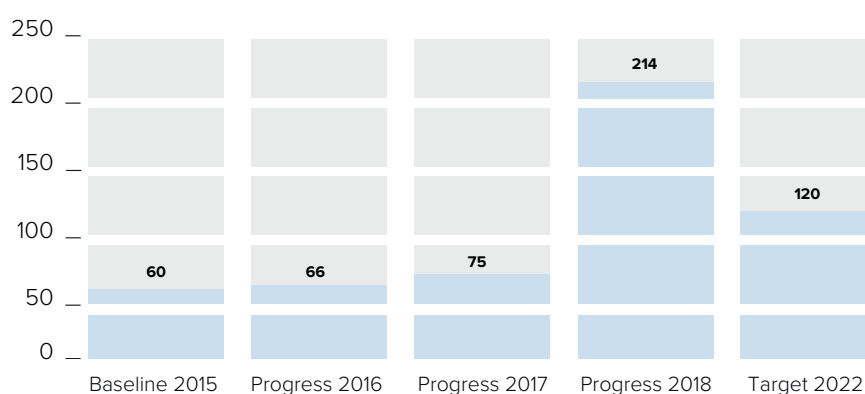
In 2018 alone, EIF Countries conducted a total of 23 awareness-raising activities on the environment.

**Figure 24:****PERCENTAGE OF DIRECT PROJECT BENEFICIARIES THAT ARE WOMEN**

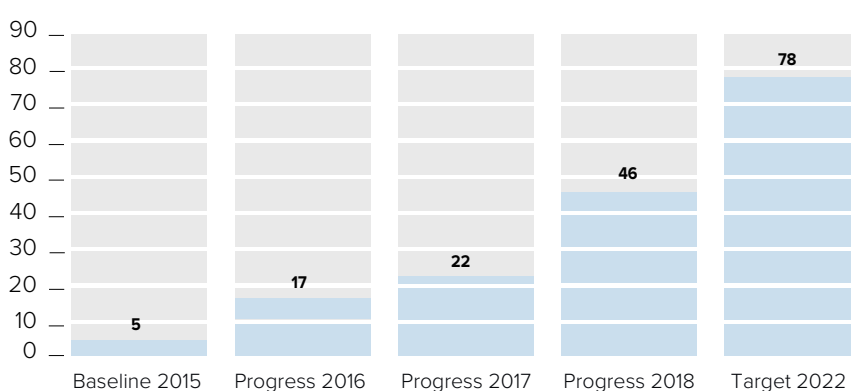
The EIF is helping create jobs for women and promoting female entrepreneurship. In 2018, the number of women beneficiaries increased to 33%.

**Figure 25:****NUMBER OF PRODUCERS ASSOCIATIONS TRAINED IN VALUE CHAIN PRACTICES**

Producer associations are being trained in a variety of value chain practices including packaging, storage, logistics, processing, product quality standards, and reducing post harvest loss. In 2018 alone, 214 producer associations were trained.

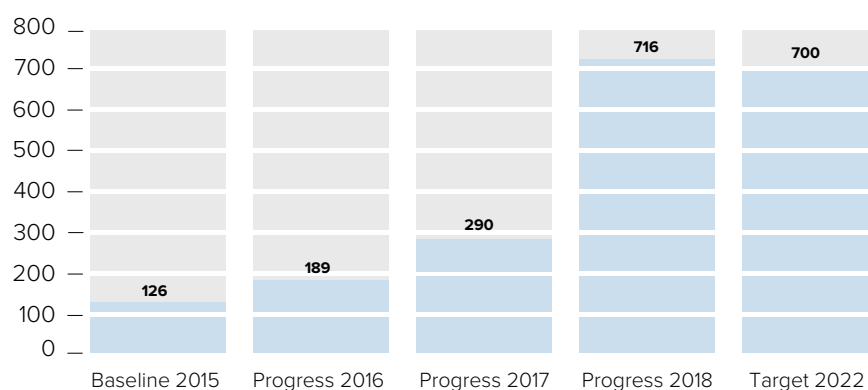
**Figure 26:****NUMBER OF NEW TECHNOLOGIES ADOPTED THROUGH EIF-SUPPORTED PROJECTS**

Producers are being exposed to new technologies in order to improve long-term productivity and economic growth. As of 2018, 46 new technologies have been adopted, including 24 in 2018 alone.



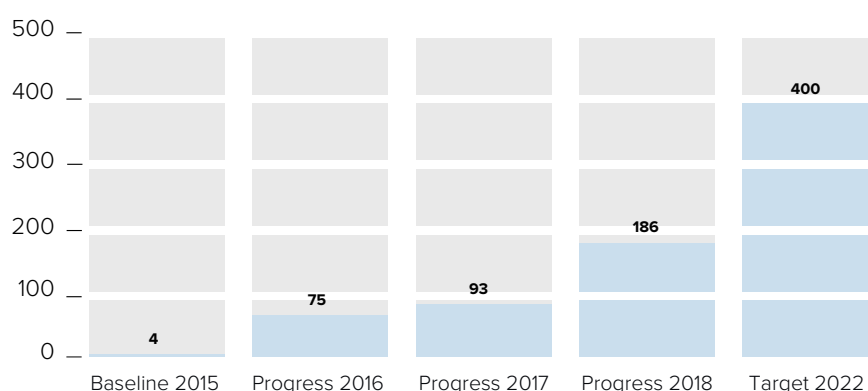
**Figure 27:**  
NUMBER OF MSMEs SUPPORTED  
THROUGH EIF PROJECTS

MSMEs are being supported by the EIF to improve their production and create new jobs. In 2018 alone, 716 MSMEs received EIF support.



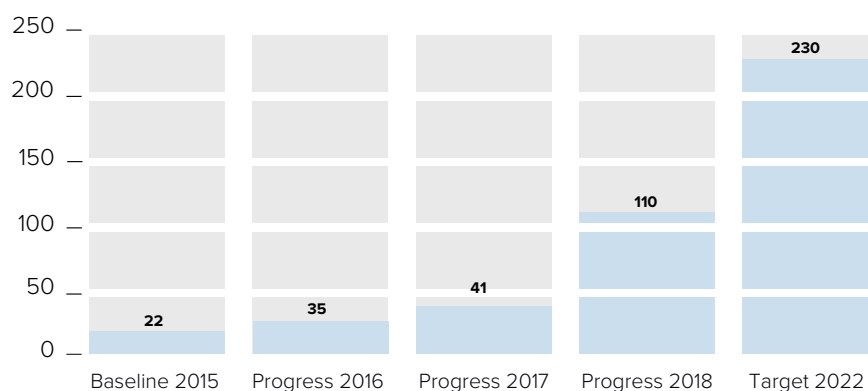
**Figure 28:**  
NUMBER OF ACTIONS  
UNDERTAKEN BY ALL EIF  
PARTNERS IN SUPPORT OF  
LEVERAGING FINANCE AND  
EXPERTISE

LDC governments are using the EIF mechanism to mobilize resources from the private sector and other development partners. A total of 186 actions were undertaken in 2018 alone.



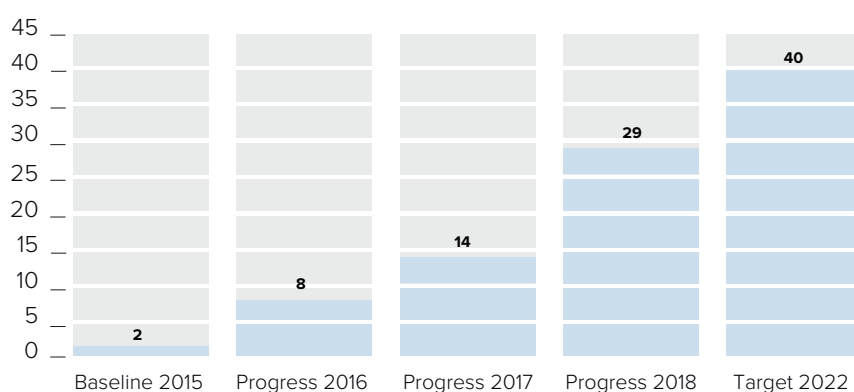
**Figure 29:**  
NUMBER OF PROJECTS FUNDED  
BY EIF DONORS RELATED TO  
THE DTIS ACTION MATRIX

Countries are receiving support from EIF Donors to implement projects from their DTIS Action Matrices. 110 projects related to the DTIS Action Matrix were funded in 2018 alone.



**Figure 30:**  
NUMBER OF EIF PROJECTS  
SIGNIFICANTLY CO-FINANCED

EIF projects are being co-financed by LDC governments, EIF Donors, EIF International Agencies and the private sector. 29 projects were significantly co-financed in 2018 alone.





## ANNEX 2 – TIER 1 PROJECTS

COUNTRY NAME	TITLE	MIE	INITIAL APPROVAL DATE	EIF PHASE ONE APPROVED BUDGET (USD)	EIF PHASE TWO APPROVED BUDGET (USD)	TOTAL APPROVED BUDGET (USD)
Afghanistan	Pre-DTIS	Government	22-Sep-10	50,000		50,000
	DTIS	World Bank	8-Oct-08	400,000		400,000
	NIA Support (Tier 1 Phase 1)	Government	22-Dec-16		900,000	900,000
<b>Afghanistan Total</b>				450,000	900,000	1,350,000
Bangladesh	Pre-DTIS	Government	22-Sep-10	50,000		50,000
	DTIS	World Bank	25-Mar-11	460,000		460,000
	NIA Support (Tier 1 Phase 1)	Government	28-Aug-15	300,000		300,000
	NIA Support (Tier 1-Phase 1 - Years-2 & 3)	Government	27-Jun-18		600,000	600,000
<b>Bangladesh Total</b>				810,000	600,000	1,410,000
Benin	DTIS Update	World Bank	11-Aug-11	196,353		196,353
	NIA Support (Tier 1 Phases 1 & 2)	Government	11-Aug-11	1,499,991		1,499,991
	Sustainability Support	Government	21-Dec-18		300,000	300,000
<b>Benin Total</b>				1,696,344	300,000	1,996,344
Bhutan	Pre-DTIS	Government	15-Jan-10	50,000		50,000
	DTIS	UNDP	24-Mar-11	400,000		400,000
	NIA Support (Tier 1 Phase 1)	Government	14-Jun-13	900,000		900,000
	NIA Support (Tier 1 Phase 2)	Government	7-Dec-17		600,000	600,000
<b>Bhutan Total</b>				1,350,000	600,000	1,950,000
Burkina Faso	DTIS Update	World Bank	6-Feb-13	191,322		191,322
	Mainstreaming	UNCTAD	15-Dec-15	70,621		70,621
	NIA Support (Tier 1 Phases 1 & 2)	Government	22-Nov-10	1,500,000		1,500,000
	Sustainability Support	Government	22-Dec-16		300,000	300,000
<b>Burkina Faso Total</b>				1,761,943	300,000	2,061,943
Burundi	DTIS Update	World Bank	12-Feb-10	198,268		198,268
	NIA Support (Tier 1 Phases 1 & 2)	Government	12-Feb-10	1,500,000		1,500,000
	Sustainability Support	Government	1-May-18		300,000	300,000
<b>Burundi Total</b>				1,698,268	300,000	1,998,268
Cabo Verde	DTIS Update	Government	19-Sep-12	200,000		200,000
	NIA Support (Tier 1 Phase 2)	Government	4-May-16		600,000	600,000
	NIA Support (Tier 1 Phase 1)	Government	23-Nov-11	900,000		900,000
<b>Cabo Verde Total</b>				1,100,000	600,000	1,700,000
Cambodia	NIA Support (Tier 1 Phases 1 & 2)	Government	29-Sep-09	1,288,392		1,288,392
	Sustainability Support	Government	22-Dec-16		235,450	235,450
	DTIS Update 2013	UNDP	29-Sep-09	194,355		194,355
	DTIS Update 2018	Government	23-Apr-18		186,430	186,430
<b>Cambodia Total</b>				1,482,747	421,880	1,904,627

COUNTRY NAME	TITLE	MIE	INITIAL APPROVAL DATE	EIF PHASE ONE APPROVED BUDGET (USD)	EIF PHASE TWO APPROVED BUDGET (USD)	TOTAL APPROVED BUDGET (USD)
Central African Republic	DTIS Update	UNDP	12-May-10	29,455		29,455
	NIA Support (Tier 1 Phase 1)	Government	12-May-10	900,000		900,000
	NIA Support (Tier 1 Phase 2)	Government	26-Mar-18		600,000	600,000
<b>Central African Republic Total</b>				929,455	600,000	1,529,455
Chad	DTIS Update	UNDP	9-Jun-11	367,000		367,000
	NIA Support (Tier 1 Phases 1 & 2)	Government	9-Jun-11	1,500,000		1,500,000
	NIA Support through ITA	UNOPS	9-Jun-11	732,359		732,359
	Sustainability Support	Government	18-Dec-17		300,000	300,000
<b>Chad Total</b>				2,599,359	300,000	2,899,359
Comoros	DTIS Update	UNDP	25-Jan-11	256,791		256,791
	NIA Support (Tier 1 Phase 2)	Government	2-Jun-14	600,000		600,000
	NIA Support (Tier 1 Phase 1)	UNDP	25-Jan-11	900,000		900,000
	Sustainability Support	Government	21-Apr-17		300,000	300,000
	Mainstreaming Support	Government	31-Aug-17		200,000	200,000
<b>Comoros Total</b>				1,756,791	500,000	2,256,791
Congo, Democratic Republic of the	Pre-DTIS	Government	15-Jan-10	49,841		49,841
	DTIS	World Bank	8-Oct-08	400,000		400,000
	DTIS Update	UNCTAD	15-May-18		200,000	200,000
	NIA Support (Tier 1 Phases 1 & 2)	Government	31-May-11	1,500,159		1,500,159
	NIA Support through ITA - Tier 1 Phase 2	UNDP	9-Dec-15	75,193		75,193
	NIA Support through ITA - Tier 1 Phase 1	UNDP	31-May-11	252,520		252,520
	Sustainability Support	Government	31-May-18		300,000	300,000
<b>Congo, Democratic Republic of the Total</b>				2,277,713	500,000	2,777,713
Djibouti	DTIS Update	UNCTAD	1-Jun-11	196,529		196,529
	NIA Support (Tier 1 Phases 1 & 2)	Government	1-Jun-11	1,384,590		1,384,590
	NIA Support through ITA	UNOPS	1-Jun-11	644,192		644,192
	Sustainability Support	Government	12-Mar-18		300,000	300,000
<b>Djibouti Total</b>				2,225,311	300,000	2,525,311
Equatorial Guinea	Pre-DTIS	Government	1-Feb-17		50,000	50,000
	DTIS	World Bank	29-Jun-17		285,000	285,000
	NIA Support (Tier 1 Phase 1)	UNDP	11-Oct-18		898,560	898,560
<b>Equatorial Guinea Total</b>					1,233,560	1,233,560

COUNTRY NAME	TITLE	MIE	INITIAL APPROVAL DATE	EIF PHASE ONE APPROVED BUDGET (USD)	EIF PHASE TWO APPROVED BUDGET (USD)	TOTAL APPROVED BUDGET (USD)
Ethiopia	DTIS Update	UNCTAD	9-Sep-14	390,058		390,058
	NIA Support through ITA	WTO	16-Sep-14	49,963		49,963
	NIA Support - Phase 1 (Years 1 & 2) - EIF Phase 1 Part	Government	26-Mar-14	625,000		625,000
	NIA Support (Tier 1 Phase 1 - Year 3 Balance from EIF Phase 1)	Government	21-Nov-18		275,000	275,000
<b>Ethiopia Total</b>				1,065,021	275,000	1,340,021
Gambia, The	DTIS Update	UNCTAD	15-Dec-09	193,559		193,559
	Mainstreaming	UNCTAD	4-Nov-15	96,540		96,540
	NIA Support (Tier 1 Phases 1 & 2)	Government	15-Dec-09	1,500,000		1,500,000
	Sustainability Support	Government	2-Jun-17		300,000	300,000
	Aflatoxin Mitigation Program (Pilot Project)	Government	31-May-18		50,000	50,000
<b>Gambia, The Total</b>				1,790,099	350,000	2,140,099
Guinea	DTIS Update	World Bank	23-Nov-11	278,476		278,476
	NIA Support (Tier 1 Phases 1 & 2)	Government	23-Nov-11	1,500,000		1,500,000
	Sustainability Support	Government	12-Jun-18		300,000	300,000
<b>Guinea Total</b>				1,778,476	300,000	2,078,476
Guinea-Bissau	DTIS Update	UNDP	22-Nov-10	200,000		200,000
	NIA Support (Tier 1 Phases 1 & 2)	Government	22-Nov-10	1,500,000		1,500,000
	NIA Support through ITA	UNDP	10-Sep-14	226,800		226,800
	Sustainability Support	Government	14-Feb-18		300,000	300,000
<b>Guinea-Bissau Total</b>				1,926,800	300,000	2,226,800
Haiti	Pre-DTIS	Government	15-Oct-10	50,000		50,000
	DTIS	World Bank	11-Aug-11	294,953		294,953
	NIA Support (Tier 1 Phase 1)	Government	17-Dec-12	900,000		900,000
	NIA Support (Tier 1 Phase 2)	Government	28-Jul-17		600,000	600,000
<b>Haiti Total</b>				1,244,953	600,000	1,844,953
Kiribati	DTIS Update	UNDP	18-Jun-15		-	-
	NIA Support (Tier 1 Phase 1 - Years 1 & 2)	UNDP	18-Jun-15	600,000		600,000
	NIA Support (Tier 1 Phase 1 - Year 3)	UNDP	28-May-18		299,925	299,925
<b>Kiribati Total</b>				600,000	299,925	899,925
Lao PDR	DTIS Update	Government	29-Oct-10	390,484		390,484
	Mainstreaming	Government	28-Oct-14	198,496		198,496
	NIA Support (Tier 1 Phases 1 & 2)	Government	26-Jan-10	1,446,260		1,446,260
<b>Lao PDR Total</b>				2,035,240		2,035,240



COUNTRY NAME	TITLE	MIE	INITIAL APPROVAL DATE	EIF PHASE ONE APPROVED BUDGET (USD)	EIF PHASE TWO APPROVED BUDGET (USD)	TOTAL APPROVED BUDGET (USD)
Lesotho	DTIS Update	USAID	26-Jan-10	160,000		160,000
	NIA Support (Tier 1 Phases 1 & 2)	Government	26-Jan-10	1,296,857		1,296,857
<b>Lesotho Total</b>				1,456,857		1,456,857
Liberia	DTIS Update	World Bank	22-Oct-09	199,640		199,640
	NIA Support (Tier 1 Phases 1 & 2)	Government	22-Oct-09	1,499,900		1,499,900
	Sustainability Support	Government	11-Dec-18		300,000	300,000
<b>Liberia Total</b>				1,699,540	300,000	1,999,540
Madagascar	Pre-DTIS	Government	17-Jun-14	49,677		49,677
	DTIS Update	World Bank	23-Jul-13	223,840		223,840
	NIA Support (Tier 1 Phase 1)	Government	7-Nov-16		900,000	900,000
<b>Madagascar Total</b>				273,517	900,000	1,173,517
Malawi	DTIS Update	World Bank	23-Sep-09	199,080		199,080
	NIA Support (Tier 1 Phase 2)	Government	11-Jul-16		600,000	600,000
	NIA Support (Tier 1 Phase 1)	Government	23-Sep-09	899,250		899,250
<b>Malawi Total</b>				1,098,330	600,000	1,698,330
Maldives	NIA Support (Tier 1 Phases 1 & 2)	Government	22-Dec-10	1,500,000		1,500,000
<b>Maldives Total</b>				1,500,000		1,500,000
Mali	DTIS Update	UNCTAD	14-Jul-10	200,000		200,000
	NIA Support (Tier 1 Phases 1 & 2)	Government	14-Jul-10	1,449,378		1,449,378
<b>Mali Total</b>				1,649,378		1,649,378
Mauritania	DTIS Update	World Bank	8-Sep-14	400,000		400,000
	NIA Support (Tier 1 Phase 1)	Government	23-Nov-17		899,875	899,875
<b>Mauritania Total</b>				400,000	899,875	1,299,875
Mozambique	DTIS Update	UNCTAD	26-Oct-12	195,755		195,755
	NIA Support (Tier 1 Phase 1)	Government	12-Mar-12	600,000		600,000
	NIA Support through ITA	UNDP	12-Mar-12	184,150		184,150
	NIA Support (Tier 1 Phase 2)	Government	7-Dec-18		600,000	600,000
<b>Mozambique Total</b>				979,905	600,000	1,579,905
Myanmar	Pre-DTIS	Government	11-Dec-13	50,000		50,000
	DTIS	World Bank	18-Jun-14	340,050		340,050
	NIA Support (Tier 1 Phase 1 - Years 1 & 2)	Government	9-Jun-15	600,000		600,000
	NIA Support (Tier 1 Phase 1 - Year 3)	Government	6-Apr-18		300,000	300,000
<b>Myanmar Total</b>				990,050	300,000	1,290,050
Nepal	DTIS Update	Government	19-Jun-14	182,000		182,000
	NIA Support (Tier 1 Phases 1 & 2)	Government	15-Mar-10	858,000		858,000
<b>Nepal Total</b>				1,040,000		1,040,000

COUNTRY NAME	TITLE	MIE	INITIAL APPROVAL DATE	EIF PHASE ONE APPROVED BUDGET (USD)	EIF PHASE TWO APPROVED BUDGET (USD)	TOTAL APPROVED BUDGET (USD)
Niger	DTIS Update	UNCTAD	26-Jan-11	193,144		193,144
	NIA Support (Tier 1 Phases 1 & 2)	Government	26-Jan-11	1,500,000		1,500,000
	Sustainability Support	Government	31-May-18		300,000	300,000
<b>Niger Total</b>				1,693,144	300,000	1,993,144
Rwanda	NIA Support (Tier 1 Phases 1 & 2)	Government	23-Sep-09	1,634,400		1,634,400
	Sustainability Support	Government	12-Jun-18		300,000	300,000
<b>Rwanda Total</b>				1,634,400	300,000	1,934,400
Samoa	DTIS Update	Government	8-Oct-12	156,469		156,469
	NIA Support (Tier 1 Phase 1)	Government	8-Oct-12	898,682		898,682
<b>Samoa Total</b>				1,055,151		1,055,151
São Tomé and Príncipe	DTIS Update	World Bank	26-Apr-12	173,705		173,705
<b>São Tomé and Príncipe Total</b>				173,705		173,705
Senegal	DTIS Update	UNCTAD	24-Nov-11	195,734		195,734
	NIA Support (Tier 1 Phase 2)	Government	23-Jun-16		600,000	600,000
	NIA Support (Tier 1 Phase 1)	Government	24-Nov-11	900,000		900,000
	Trade Mainstreaming	Government	11-Jun-18		200,000	200,000
<b>Senegal Total</b>				1,095,734	800,000	1,895,734
Sierra Leone	DTIS Update	World Bank	1-Jul-09	199,873		199,873
	NIA Support (Tier 1 Phases 1 & 2)	Government	1-Jul-09	1,408,859		1,408,859
<b>Sierra Leone Total</b>				1,608,732		1,608,732
Solomon Islands	DTIS Update	Government	11-Oct-17		200,000	200,000
	NIA Support (Tier 1 Phases 1 & 2 - Years 1 to 4)	Government	21-Dec-10	1,200,000		1,200,000
	NIA Support (Tier 1 Phase 2 - Year 5)	Government	11-Oct-17		300,000	300,000
<b>Solomon Islands Total</b>				1,200,000	500,000	1,700,000
Somalia	Pre-DTIS	Government	15-Jul-15	50,875		50,875
<b>Somalia Total</b>				50,875		50,875
South Sudan	Pre-DTIS	Government	10-Dec-13	50,000		50,000
	DTIS	UNDP	24-Jan-13	398,456		398,456
	Mainstreaming	UNDP	15-Aug-17		115,365	115,365
	NIA Support (Tier 1 Phase 1)	UNDP	13-Dec-17		900,000	900,000
<b>South Sudan Total</b>				448,456	1,015,365	1,463,821
Sudan	DTIS Update	World Bank	23-Apr-13	197,759		197,759
<b>Sudan Total</b>				197,759		197,759
Tanzania	DTIS Update	World Bank	30-Oct-15	340,466		340,466
	NIA Support (Tier 1 Phase 1)	UNDP	13-May-13	900,000		900,000
<b>Tanzania Total</b>				1,240,466		1,240,466

COUNTRY NAME	TITLE	MIE	INITIAL APPROVAL DATE	EIF PHASE ONE APPROVED BUDGET (USD)	EIF PHASE TWO APPROVED BUDGET (USD)	TOTAL APPROVED BUDGET (USD)
Timor-Leste	Pre-DTIS	Government	15-Jan-10	50,000		50,000
<b>Timor-Leste Total</b>				50,000		50,000
Togo	Pre-DTIS	Government	15-Jan-10	50,000		50,000
	DTIS	World Bank	8-Oct-08	400,000		400,000
	DTIS Update	Government	6-Oct-15	200,000		200,000
	NIA Support (Tier 1 Phases 1 & 2)	Government	23-Nov-11	1,500,000		1,500,000
<b>Togo Total</b>				2,150,000		2,150,000
Tuvalu	DTIS Update	UNDP	14-Dec-12	200,000		200,000
	NIA Support (Tier 1 Phase 1)	UNDP	14-Dec-12	900,000		900,000
	NIA Support (Tier 1 Phase 2)	UNDP	26-Oct-18		587,702	587,702
<b>Tuvalu Total</b>				1,100,000	587,702	1,687,702
Uganda	DTIS Update	World Bank	28-Sep-09	192,592		192,592
	NIA Support (Tier 1 Phases 1 & 2)	Government	28-Sep-09	1,499,985		1,499,985
	Sustainability Support	Government	20-Oct-17		300,000	300,000
<b>Uganda Total</b>				1,692,577	300,000	1,992,577
Vanuatu	DTIS Update	Government	24-Sep-13	200,000		200,000
	NIA Support (Tier 1 Phase 1)	Government	24-Sep-13	900,000		900,000
	NIA Support (Tier 1 Phase 2)	Government	19-Dec-17		600,000	600,000
<b>Vanuatu Total</b>				1,100,000	600,000	1,700,000
Yemen	DTIS Update	UNDP	1-Jul-09	237,010		237,010
	NIA Support (Tier 1 Phase 1)	Government	1-Jul-09	931,000		931,000
<b>Yemen Total</b>				1,168,010		1,168,010
Zambia	DTIS Update	World Bank	12-Jul-12	397,570		397,570
	NIA Support (Tier 1 Phase 2)	Government	11-Feb-16		600,600	600,600
	NIA Support (Tier 1 Phase 1)	Government	8-Feb-10	898,928		898,928
<b>Zambia Total</b>				1,296,498	600,600	1,897,098
<b>Grand Total</b>				<b>60,621,604</b>	<b>18,183,907</b>	<b>78,805,511</b>



### ANNEX 3 – TIER 2, COMBINED AND REGIONAL PROJECTS

COUNTRY NAME	TITLE	MIE	INITIAL APPROVAL DATE	EIF PHASE ONE APPROVED BUDGET (USD)	EIF PHASE TWO APPROVED BUDGET (USD)	TOTAL APPROVED BUDGET (USD)
Bangladesh	Export Competitiveness	Government	29-Dec-17		1,100,000	1,100,000
<b>Bangladesh Total</b>					1,100,000	1,100,000
Benin	Feasibility Study	Government	27-Apr-18		185,430	185,430
	RCPC	Government	24-Jul-14	2,999,089		2,999,089
	Développement Chaîne de valeur Karité	Government	13-Sep-18		1,500,000	1,500,000
<b>Benin Total</b>				2,999,089	1,685,430	4,684,519
Bhutan	E-Infrastructure (E4T)	Government	13-Apr-17		1,482,270	1,482,270
<b>Bhutan Total</b>					1,482,270	1,482,270
Burkina Faso	Mango and Cashew	Government	15-Apr-14	2,999,089		2,999,089
	Sesame	Government	17-Sep-12	2,666,884		2,666,884
	Shea butter - Feasibility Study	ITC	22-Nov-13	196,094		196,094
	La Filière Karité (PACFI-K)	Government	4-Dec-18		1,499,780	1,499,780
<b>Burkina Faso Total</b>				5,862,067	1,499,780	7,361,847
Burundi	Export support mechanisms	Government	20-Dec-12	606,274		606,274
	SPS	UNIDO	4-Jul-12	2,610,372		2,610,372
<b>Burundi Total</b>				3,216,646		3,216,646
Cambodia	CEDEP I - Evaluation	Government	6-Aug-12	220,661		220,661
	CEDEP I - Rice	World Bank	6-Aug-12	1,112,847		1,112,847
	CEDEP I - Silk	ITC	6-Aug-12	974,980		974,980
	CEDEP II - ACAC	Shift 360	13-Jan-14	950,000		950,000
	CEDEP II - Cassava	UNDP	13-Jan-14	997,026		997,026
	CEDEP II - Evaluation	Government	13-Jan-14	347,610		347,610
	CEDEP II - Marine Fishery	UNIDO	13-Jan-14	988,953		988,953
<b>Cambodia Total</b>				5,592,077		5,592,077
Central African Republic	Agricultural supply capacity	Government	18-Sep-12	-		-
<b>Central African Republic Total</b>				-		-
Chad	Gum Arabic - PRCCGA	Government	11-Oct-13	2,539,734		2,539,734
	Feasibility Study	UNIDO	19-Feb-14	189,312		189,312
	Gum Arabic - ITA Support	UNOPS	11-Oct-13	376,113		376,113
<b>Chad Total</b>				3,105,159		3,105,159
Comoros	Export Competitiveness	UNDP	10-Jan-14	3,527,131		3,527,131
<b>Comoros Total</b>				3,527,131		3,527,131
Congo, Democratic Republic of the	Palm Oil	Government	15-Dec-14	2,647,745		2,647,745
<b>Congo, Democratic Republic of the Total</b>				2,647,745		2,647,745
Djibouti	Tourism Development & Promotion	Government	27-Mar-17		1,500,000	1,500,000
<b>Djibouti Total</b>					1,500,000	1,500,000

COUNTRY NAME	TITLE	MIE	INITIAL APPROVAL DATE	EIF PHASE ONE APPROVED BUDGET (USD)	EIF PHASE TWO APPROVED BUDGET (USD)	TOTAL APPROVED BUDGET (USD)
Ethiopia	Honey Quality Production (ICIPE)	International Center of Insect Physiology and Ecology (ICIPE)	13-Sep-18		1,499,918	1,499,918
<b>Ethiopia Total</b>					1,499,918	1,499,918
Gambia, The	SCEDP	ITC	18-Jan-12	2,355,517		2,355,517
	Trade Facilitation (Airport)	Government	4-Apr-13	2,494,200		2,494,200
	SheTrades The Gambia (B751)	ITC	5-Nov-18		300,012	300,012
<b>Gambia, The Total</b>				4,849,717	300,012	5,149,729
Guinea	Mango (PRODEFIMA)	Government	21-Nov-13	2,998,148		2,998,148
	ONCQ - SPS laboratory	Government	19-Dec-17		1,500,000	1,500,000
<b>Guinea Total</b>				2,998,148	1,500,000	4,498,148
Kiribati	eTrade Readiness Assessment	UNCTAD	26-Oct-18		60,106	60,106
<b>Kiribati Total</b>					60,106	60,106
Lao PDR	Quality and Statistics	Government	27-Nov-13	2,491,883		2,491,883
	Combined - Promotion of Export & Sustainability Support Project	Government	4-Dec-18		1,800,000	1,800,000
<b>Lao PDR Total</b>				2,491,883	1,800,000	4,291,883
Lesotho	Agricultural Productivity	ITC	21-Dec-12	2,735,685		2,735,685
	eTrade Readiness Assessment	UNCTAD	20-Aug-18		60,027	60,027
<b>Lesotho Total</b>				2,735,685	60,027	2,795,712
Liberia	Tourism and Furniture Feasibility Studies	ITC	13-Aug-15	199,433		199,433
	eTrade Readiness Assessment	UNCTAD	6-Oct-17		49,220	49,220
<b>Liberia Total</b>				199,433	49,220	248,653
Malawi	Smallholder Linkage to Agro-Processing (NASFAM)	National Smallholder Farmer's Association of Malawi (NASFAM)	16-Sep-14	1,648,750		1,648,750
	eTrade Readiness Assessment	UNCTAD	20-Aug-18		60,452	60,452
	Support to Agro-Processing (MITC) - EIF Phase 1 Part	Government	16-Sep-14	1,146,299		1,146,299
	Study on Special Activity Economic Zone (MITC-SEZ)	World Bank	22-Feb-18	200,000		200,000

COUNTRY NAME	TITLE	MIE	INITIAL APPROVAL DATE	EIF PHASE ONE APPROVED BUDGET (USD)	EIF PHASE TWO APPROVED BUDGET (USD)	TOTAL APPROVED BUDGET (USD)
	Support to Agro-Processing (MITC) - Balance of EIF Phase 1	Government	21-Nov-18		204,519	204,519
<b>Malawi Total</b>				2,995,049	264,971	3,260,020
Maldives	Strengthening trade facilitation institutional capacity	Government	30-May-13	1,557,838		1,557,838
<b>Maldives Total</b>				1,557,838		1,557,838
Mali	Gum Arabic - EIF Phase 1 Part	Government	17-Feb-12	2,825,340		2,825,340
	Gum Arabic - Balance from EIF Phase 1	Government	21-Nov-18		1,543,813	1,543,813
<b>Mali Total</b>				2,825,340	1,543,813	4,369,153
Nepal	Ginger Competitiveness	Food and Agriculture Organization	6-May-12	700,642		700,642
	Pashmina (PETS)	ITC	22-May-13	1,861,603		1,861,603
	eTrade Readiness Assessment	UNCTAD	4-Jul-17		49,220	49,220
	Medicinal and Aromatic Plants (MAPs) - EIF Phase 1 Part	GIZ	18-Nov-13	3,580,000		3,580,000
	Medicinal and Aromatic Plants (MAPs) - Balance from EIF Phase 1	GIZ	21-Nov-18		320,000	320,000
<b>Nepal Total</b>				6,142,245	369,220	6,511,465
Niger	Leather (Hides and Skins)	Government	19-Aug-13	2,445,100		2,445,100
<b>Niger Total</b>				2,445,100		2,445,100
Regional	Comprehensive Africa Agriculture Development Programme (COMESA)	Common Market for Eastern and Southern Africa (COMESA)	29-Jun-18		207,400	207,400
	Cross-Border Paperless Trade (ESCAP)	United Nations Economic and Social Commission for Asia and the Pacific (ESCAP)	5-Sep-18		199,020	199,020
	Agricultural technology (ODI)	Overseas Development Institute (ODI)	11-Dec-18		195,792	195,792
<b>Regional Total</b>					602,212	602,212
Rwanda	Cross Border Capacity Development	Government	8-Dec-14	3,324,948		3,324,948
<b>Rwanda Total</b>				3,324,948		3,324,948



COUNTRY NAME	TITLE	MIE	INITIAL APPROVAL DATE	EIF PHASE ONE APPROVED BUDGET (USD)	EIF PHASE TWO APPROVED BUDGET (USD)	TOTAL APPROVED BUDGET (USD)
Samoa	eTrade Readiness Assessment	UNCTAD	13-Jun-17		50,611	50,611
	TSSP - EIF Phase 1 Part	Government	30-Apr-14	2,364,849		2,364,849
	TSSP - Balance of EIF Phase 1	Government	21-Nov-18		579,374	579,374
<b>Samoa Total</b>				2,364,849	629,985	2,994,834
Senegal	Mango Competitiveness - EIF Phase 1 Part	Government	20-Aug-14	2,879,356		2,879,356
	Metrology	Government	20-Jun-18		1,500,000	1,500,000
	Mango Competitiveness - Balance of EIF Phase 1	Government	21-Nov-18		112,002	112,002
<b>Senegal Total</b>				2,879,356	1,612,002	4,491,358
Sierra Leone	Sustainable Tourism (STDPP)	Government	27-Jan-12	1,234,543		1,234,543
<b>Sierra Leone Total</b>				1,234,543		1,234,543
Solomon Islands	eTrade Readiness Assessment	UNCTAD	12-Oct-17		48,150	48,150
	Tourism (SI-TIDE) - EIF Phase 1 Part	Government	22-Jan-14	1,500,000		1,500,000
	Enhancing Capacities for Agriculture Trade (ECAT)	Government	12-Jan-18		1,500,000	1,500,000
	Tourism (SI-TIDE) - Balance of EIF Phase 1	Government	21-Nov-18		44,700	44,700
<b>Solomon Islands Total</b>				1,500,000	1,592,850	3,092,850
Togo	Soya	Government	20-Oct-14	3,000,000		3,000,000
	Sustainability Support Project - Cashew & Shea (PRODAK)	Government	25-Jun-18		1,800,000	1,800,000
<b>Togo Total</b>				3,000,000	1,800,000	4,800,000
Tuvalu	eTrade Readiness Assessment	UNCTAD	27-Sep-18		60,606	60,606
<b>Tuvalu Total</b>					60,606	60,606
Uganda	District Commercial Services (DICOSS)	Government	30-Aug-11	2,996,204		2,996,204
<b>Uganda Total</b>				2,996,204		2,996,204
Vanuatu	Tourism Infrastructure (VTIP)	Government	18-Dec-14	3,150,000		3,150,000
	eTrade Readiness Assessment	UNCTAD	6-Oct-17		49,220	49,220
	Electronic Single Window System (ESWS)	Government	12-Jan-18		1,500,000	1,500,000
<b>Vanuatu Total</b>				3,150,000	1,549,220	4,699,220

COUNTRY NAME	TITLE	MIE	INITIAL APPROVAL DATE	EIF PHASE ONE APPROVED BUDGET (USD)	EIF PHASE TWO APPROVED BUDGET (USD)	TOTAL APPROVED BUDGET (USD)
Yemen	Center for Bee Disease (CBDP)	International Center of Insect Physiology and Ecology (ICIPE)	31-Oct-14	1,027,200		1,027,200
	Honey Productivity and Quality (IHPQ)	International Center of Insect Physiology and Ecology (ICIPE)	21-Dec-12	1,488,000		1,488,000
<b>Yemen Total</b>				2,515,200		2,515,200
Zambia	Honey (TIPEC-ZAS)	SNV Netherlands Development Organization	28-Jan-13	2,469,930		2,469,930
	Phytosanitary Capacity Strengthening	Government	27-Jul-18		200,000	200,000
	SheTrades Zambia (B785)	ITC	18-Oct-18		200,000	200,000
<b>Zambia Total</b>				2,469,930	400,000	2,869,930
<b>Grand Total</b>				<b>81,625,382</b>	<b>22,961,642</b>	<b>104,587,024</b>







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