



Page 5: ABOUT YOU

Q1 Donor Country (or headquarters location in the case of Organizations) **GERMANY**

Q2 About you

Name	Daniela Zehentner-Capell
Position	Head of Division Trade Policy
Ministry or Organization	Federal Ministry of Economic Cooperation and Development
Email Address	rl111@bmz.bund.de

Page 7: SECTION 1: AID-FOR-TRADE PRIORITIES (YOUR GOVERNMENT'S AID-FOR-TRADE PRIORITIES)

Q3 Do you have an Aid-for-trade strategy? **Yes**

Page 8: SECTION 1: AID-FOR-TRADE PRIORITIES

Q4 If yes, please indicate your Aid-for-Trade priorities: Below are listed the most common priority areas grouped according to broad Aid-for-Trade categories. Please rank the top 5 priority areas among the ones listed below. (1 being the most important)

E-commerce	5
Regional integration	3
Trade facilitation	1
Trade policy analysis, negotiations and implementation	4
Other priority areas including: MSMEs, Women's economic empowerment, Youth, etc. (please specify)	2
Please specify further the priorities that you selected above as well as the main problems/obstacles encountered in furthering them and provide a weblink to the relevant strategy.	other priorities: Quality Infrastructure (metrology, accreditation, standardisation, testing, inspection, etc.)

Page 9: SECTION 1: AID-FOR-TRADE PRIORITIES

Q5 If no or unsure, does your development policy include trade priorities?

Yes,

Additional information on whether your development policy includes trade priorities.:

- not possible to skip this question although the previous answer was "yes" (and not "no" or "unsure") -

Page 10: SECTION 1 : AID-FOR-TRADE PRIORITIES

Q6 If yes, please indicate the trade priorities in your development policy. Below are listed the most common priority areas grouped according to broad Aid-for-Trade categories. Please rank the top 5 priority areas among the ones listed below. (1 being the most important)

Respondent skipped this question

Page 11: SECTION 1: AID-FOR-TRADE PRIORITIES

Q7 Has your Aid-for-Trade strategy, or trade priorities in your development policy, changed since 2016?

Yes,

Please specify further and include a weblink to the relevant development strategy.:

A new Aid-for-Trade strategy was presented in 2017:

https://www.bmz.de/en/publications/type_of_publication/strategies/Strategiepapier380_07_2017.pdf

Page 12: SECTION 1: AID-FOR-TRADE PRIORITIES

Q8 If yes, please rank the top 3 drivers of these changes : (Please choose no more than 3 options)

2030 Sustainable Development Goals	1
Regional Trade Agreements (e.g. CFTA)	3
Trade Facilitation Agreement Implementation	2

Q9 Have these changes been reflected in your dialogue with partner countries and development institutions?

Yes

Q10 Please provide names, titles, references or weblinks to policy documents relevant to Aid for Trade in your country.

Free and fair trade as a driver for development. The German strategy for Aid for Trade. 2017.

https://www.bmz.de/en/publications/type_of_publication/strategies/Strategiepapier380_07_2017.pdf

Page 14: SECTION 2: AID FOR TRADE IN SUPPORT OF ECONOMIC DIVERSIFICATION

Q11 Is economic diversification a priority in your development or Aid-for-Trade strategy?

Yes,

If yes, please provide additional information about this strategy (including as to how economic diversification is defined and measured).:

Economic diversification is a cross-cutting issue in our AfT strategy. Contributing to it is relevant for all support measures.

Q12 What are the main constraints to economic diversification identified that your development or Aid-for-Trade strategy seek to address?(You may tick more than 1 box)

High trade costs ,

Limited access to trade finance ,

Limited agricultural production capacity ,

Limited customs and other border agency capacity ,

Limited e-trade readiness,

Limited industrial or manufacturing capacity ,

Limited network and/or transport infrastructure of a cross border nature

,

Limited standards compliance ,

Low levels of training and skills ,

Transport infrastructure (airport, roads, rail, port)

Q13 Please indicate in which category(ies) of aid-for-trade financing you provide aid- for- trade support for economic diversification.(You may tick more than 1 box and/or leave boxes unticked if you do receive support)

Trade policy and regulations (Including training of trade officials, analysis of proposals and positions and their impact, support for national stakeholders to articulate commercial interest and identify trade-offs, dispute issues, institutional and technical support to facilitate implementation of trade agreements and to adapt to and comply with rules and standards)

,

Trade policy and administrative management ,

Trade facilitation,

Regional trade agreements (RTAs) ,

Multilateral trade negotiations ,

Trade education/training,

Trade-related infrastructure (Including physical infrastructure)

,

Transport and storage infrastructure ,

Communications infrastructure,

Energy supply and generation infrastructure ,

Trade development (Including investment promotion, analysis and institutional support for trade in services, business support services and institutions, public-private sector networking, e-commerce, trade finance, trade promotion, market analysis and development)

,

Business support services,

Banking and financial services ,

Building productive capacity ,

Agriculture,

Forestry,

Fishing,

Industry,

Mineral resources and mining ,

Travel and tourism

Q14 Does the aid-for-trade support you provide for economic diversification align with partners' priorities as established in their national or regional trade and development strategy(ies)?

Yes

Q15 Has the aid-for-trade support you provide in economic diversification recorded progress in partner countries since the launch of the Aid-for-Trade initiative in 2006?

Unsure,

Additional information on whether the aid-for-trade support for economic diversification you provide recorded progress.:

The progress with respect to economic diversification impacts has not been systematically evaluated for the Aid for Trade portfolio as a whole. Germany welcomes that Aft impact is currently being discussed more intensively, not at least among EU Member States. Programmes specific evaluations are regularly conducted for Aft measures, in some cases including economic diversification. But results are, so far, not aggregated (for methodological reasons).

Page 15: SECTION 2: AID FOR TRADE IN SUPPORT OF ECONOMIC DIVERSIFICATION

Q16 If yes please specify, in which area(s):(You may tick more than 1 box)

Respondent skipped this question

Q17 If yes, please also indicate in which sector(s):(You may tick more than 1 box)

Respondent skipped this question

Page 16: SECTION 2: AID FOR TRADE IN SUPPORT OF ECONOMIC DIVERSIFICATION

Q18 In which category(ies) of Aid for Trade is the support you provide impactful for economic diversification?(You may tick more than 1 box and/or leave boxes unticked if you do not receive support)

Trade policy and regulations (Including training of trade officials, analysis of proposals and positions and their impact, support for national stakeholders to articulate commercial interest and identify trade-offs, dispute issues, institutional and technical support to facilitate implementation of trade agreements and to adapt to and comply with rules and standards)

,

Trade policy and administrative management

,

Trade facilitation,

Regional trade agreements (RTAs)

,

Multilateral trade negotiations

,

Trade education/training,

Trade-related infrastructure (Including physical infrastructure)

,

Transport and storage infrastructure ,

Communications infrastructure,

Energy supply and generation infrastructure ,

Trade development (Including investment promotion, analysis and institutional support for trade in services, business support services and institutions, public-private sector networking, e-commerce, trade finance, trade promotion, market analysis and development)

,

Business support services,

Banking and financial services ,

Building productive capacity ,

Agriculture,

Forestry,

Fishing,

Industry,

Mineral resources and mining ,

Travel and tourism ,

Additional information on which category(ies) of Aid for Trade the support you provide is impactful for economic diversification, including information on which your answer is based.:

There is considerable variance in scope and impact of measures.

Page 17: SECTION 2: AID FOR TRADE IN SUPPORT OF ECONOMIC DIVERSIFICATION

Q19 What factors contribute to the success of the aid-for-trade support you provide for economic diversification?(You may tick more than 1 box. Please limit your answer to the top five factors)

Alignment of aid-for-trade support with national/regional priorities ,

Country ownership,

Institutional capacity to implement projects ,

National/regional coordination,

Sufficient funding and appropriate implementation timelines

Q20 What factors may limit the success of the aid-for-trade support that you provide for economic diversification?(You may tick more than 1 box. Please limit your answer to the top five factors.)

Diverging priorities between partner and donor ,
 Poor alignment of aid-for-trade received with national/regional priorities
 ,
 Poor national/regional coordination,
 Time horizon too short ,
 Weak institutional capacity

Page 18: SECTION 2: AID FOR TRADE IN SUPPORT OF ECONOMIC DIVERSIFICATION

Q21 Does the Aid for Trade you provide help mobilize other forms of development finance for economic diversification in partner countries (i.e. non-concessional financing, foreign direct investment, remittances, trade finance, etc.).

Yes

Q22 To which partner country(ies) or territory(ies) do you provide aid-for-trade financing for economic diversification?(You may tick more than 1 box)

Afghanistan,
 Albania,
 Algeria,
 Angola,
 Argentina,
 Armenia,
 Bangladesh,
 Belarus,
 Benin,
 Bolivia, Plurinational State ,
 Bosnia and Herzegovina ,
 Botswana,
 Brazil,
 Burkina Faso,
 Burundi,
 Cambodia,
 Cameroon,
 Chad,
 Chile,
 China,
 Colombia,
 Costa Rica ,

Area

Côte d'Ivoire,

Cuba,

Democratic Republic of the ,
Congo

Djibouti,

Dominican Republic,

Ecuador,

Egypt,

El Salvador,

Ethiopia,

Eswatini,

Fiji,

Georgia,

Ghana,

Grenada,

Guatemala,

Guinea,

Guinea-Bissau,

Haiti,

Honduras,

India,

Indonesia,

Iran,

Iraq,

Jamaica,

Jordan,

Kazakhstan,

Kenya,

Kyrgyz Republic,

Lao People's Democratic ,
Republic

Liberia,

Madagascar,

Malawi,

Malaysia,

Mali,

Mauritania,

Mexico,

Micronesia,

Moldova

Maldives,
Mongolia,
Montenegro,
Morocco,
Mozambique,
Myanmar,
Namibia,
Nepal,
Nicaragua,
Niger,
Nigeria,
Pakistan,
Panama,
Papua New Guinea,
Paraguay,
Peru,
Philippines,
Rwanda,
Senegal,
Sierra Leone,
Solomon Islands,
Somalia,
South Africa,
South Sudan,
Sri Lanka,
Syrian Arab Republic,
Tajikistan,
Tanzania,
Thailand,
Timor-Leste,
The former Yugoslav Republic of Macedonia,
Togo,
Tonga,
Tunisia,
Turkey,
Uganda,
Ukraine,

Uruguay,
 Uzbekistan,
 Venezuela, Bolivarian Republic ,
 of
 Viet Nam,
 West Bank and Gaza ,
 Strip
 Yemen,
 Zambia,
 Zimbabwe,

Additional information on the partner country(ies),
 territory(ies) or regional programmes in which you provide
 aid-for-trade financing for economic diversification.:

The selection of partner countries as above is based on
 data on AfT disbursements in 2016 (latest data). Partner
 countries receiving AfT only through regional AfT
 programmes are not included in the above list.

Q23 Through which channels do you provide aid-for-trade financing for economic diversification?(You may tick more than 1 box)

Bilateral programmes,
 Multilateral institutions,
 Regional programmes

Q24 With which South-South partner(s) do you partner to offer financing for economic diversification?(You may tick more than 1 box or leave all boxes unticked if you do not partner with any)

Chile*,
 China,
 Indonesia,
 Mexico*,
 Thailand,
 Malaysia,
 Argentina,
 Brazil,
 Kingdom of Saudi ,
 Arabia
 South Africa,
 United Arab ,
 Emirates

Additional information the South-South partner(s) you
 partner with to provide financing for economic
 diversification.:

Costa Rica, Colombia, Peru

Q25 Looking ahead, in which sectors do you anticipate future support for economic diversification to be required? (You may tick more than 1 box)

Agriculture,
Industry,
Services,
Fisheries,
Forestry

Q26 Looking ahead, in which category(ies) of aid-for-trade financing do you anticipate that you will continue to provide aid-for-trade support for economic diversification. (You may tick more than 1 box and/or leave boxes unticked if you do not receive support)

Trade policy and regulations (Including training of trade officials, analysis of proposals and positions and their impact, support for national stakeholders to articulate commercial interest and identify trade-offs, dispute issues, institutional and technical support to facilitate implementation of trade agreements and to adapt to and comply with rules and standards)

,

Trade policy and administrative management ,

Trade facilitation,

Regional trade agreements (RTAs) ,

Multilateral trade negotiations ,

Trade education/training,

Trade-related infrastructure (Including physical infrastructure)

,

Transport and storage infrastructure ,

Communications infrastructure,

Energy supply and generation infrastructure ,

Trade development (Including investment promotion, analysis and institutional support for trade in services, business support services and institutions, public-private sector networking, e-commerce, trade finance, trade promotion, market analysis and development)

,

Business support services,

Banking and financial services ,

Building productive capacity ,

Agriculture,

Forestry,

Fishing,

Industry,

Mineral resources and mining ,

Travel and tourism

Q27 Is there any Aid for Trade project or programme for economic diversification that you would like to showcase as an example of best practice?(Please provide additional information and include weblinks as relevant)

Creating Employment through Export Promotion (CETEP), Kosovo

In its efforts to support private sector development in Kosovo and to increase the competitiveness of MSMEs, Germany is also supporting the country's young, but thriving start-up scene. With its start-up and entrepreneurship promotion measures, which consist of the provision of grants, business management trainings and mentoring programs, 10 start-ups and 15 female entrepreneurs were supported between 2016 and 2017. At least 69 start-ups, including 29 women-owned start-ups, shall benefit from the support of the current phase. In the meantime, some of these supported start-ups have matured enough to be able to benefit from the current project's export promotion activities for MSMEs. These activities focus on connecting local businesses with export markets, mainly in Germany and the wider EU, and enable companies to participate in local and international trade fairs, business-to-business events, sales missions, and networking events.

Success Story 1

The young enterprise Purple Muse, for example, was founded by five female family members in 2017 and is producing high-quality handmade knitwear. It is a remarkable initiative given the low employability of middle-aged women in Kosovo. Thanks to a grant of 3000 EUR and a mentoring programme, Purple Muse was able to hire additional female employees. The handmade products can be purchased online and are shipped internationally.

Website: <https://www.purplemuse.eu/>

Success Story 2

The Kosovo-based enterprise Formon LLC designs and produces cutting-edge desktop-3D-printers with the aim of making them affordable for smaller and medium-sized enterprises.

The company was founded in 2015 and is already exporting to Germany, Switzerland, the United Arab Emirates and the neighbouring region. Formon received several international awards for its CE-labelled product 'Formon Core' (e.g. German Design Award, category „Excellent Product Design for 2019“). The enterprise is ISO-standard 9001:2015 certified. Formon benefitted from both start-up support and trade promotion measures and has the potential to create further jobs for young people in the region.

Website: <https://www.formon3d.com/>

Success Story 3

Shkolla Digiitale is a promising start-up that aims to prepare young people for the challenges of a modern and digital labour market. The schools teach coding to children and young people that are between 7 and 18 years old. The children are thus already acquiring valuable skills in elementary school, which significantly increases their employability in the future.

The successful start-up benefitted from a variety of support measures of the CETEP project. Due to the big success in Kosovo, the company was able to expand and to start franchises in Macedonia, Slovenia and Bosnia-Herzegovina.

Website: <https://shkolladigijitale.com/>

Page 22: SECTION 3 : AID FOR TRADE IN SUPPORT OF ECONOMIC EMPOWERMENT

Q28 Is economic empowerment a priority in your aid-for-trade and development strategy? **Yes**

Page 23: SECTION 3 : AID FOR TRADE IN SUPPORT OF ECONOMIC EMPOWERMENT

Q29 For which groups does your aid-for-trade strategy seek to promote economic empowerment?(You may tick more than 1 box)

Women's economic empowerment ,

Micro, Small and Medium Sized Enterprises ,

Additional information on the groups for which your aid-for-trade strategy is seeking to promote economic empowerment.:

Germany has set-up a new initiative in 2018 that will be highly relevant for Youth economic empowerment, the "Special initiative for Education and Employment in Africa". Due to its recent establishment, the initiative is not yet fully reflected in the Aid for Trade strategy. Implementation of AfT will, however, incorporate objectives of the initiative, and vice versa.

Q30 Does your aid-for-trade or development strategy propose any indicators to track economic empowerment or include any targets to achieve?

No

Q31 Does your aid-for-trade or development strategy link economic empowerment in partner countries to their participation in international trade?

Yes

Q32 Please indicate in which category(ies) of aid-for-trade financing you provide support for Aid for Trade for economic empowerment. (You may tick more than 1 box and/or leave all boxes unticked if you do not receive support)

Trade policy and regulations (Including training of trade officials, analysis of proposals and positions and their impact, support for national stakeholders to articulate commercial interest and identify trade-offs, dispute issues, institutional and technical support to facilitate implementation of trade agreements and to adapt to and comply with rules and standards)

,

Trade policy and administrative management ,

Trade facilitation,

Regional trade agreements (RTAs) ,

Multilateral trade negotiations ,

Trade education/training,

Trade-related infrastructure (Including physical infrastructure)

,

Transport and storage infrastructure ,

Communications infrastructure,

Energy supply and generation infrastructure ,

Trade development (Including investment promotion, analysis and institutional support for trade in services, business support services and institutions, public-private sector networking, e-commerce, trade finance, trade promotion, market analysis and development)

,

Business support services,

Banking and financial services ,

Building productive capacity ,

Agriculture,

Forestry,

Fishing,

Industry,

Mineral resources and mining ,

Travel and tourism

Q33 Does the aid-for-trade support you provide for economic empowerment align with the empowerment priorities established in partner countries national or regional trade and development strategy(ies)?

Yes

Q34 Is women's economic empowerment a priority in your development or aid-for-trade strategy?

Yes

Page 25: SECTION 3: AID FOR TRADE IN SUPPORT OF ECONOMIC EMPOWERMENT

Q35 In your view, how best can Aid for Trade make a contribution to women's economic empowerment? (You may tick more than 1 box. Please limit your answer to the top five factors)

Improving access to information ,
Improving the flow of goods at borders (Trade Facilitation)
,
Providing access to finance ,
Supporting the growth and economic development of women
,
Supporting the elaboration of gender-sensitive policies

Q36 What forms of aid-for-trade financing, in your view, best support women's economic empowerment?(You may tick more than 1 box and/or leave all boxes unticked if you do not receive support)

Trade facilitation,
Trade education/training,
Trade development (Including investment promotion, analysis and institutional support for trade in services, business support services and institutions, public-private sector networking, e-commerce, trade finance, trade promotion, market analysis and development.)
,
Business support services,
Banking and financial services ,
Building productive capacity

Q37 What factors contribute to the success of Aid for Trade in promoting women's economic empowerment? (You may tick more than 1 box. Please limit your answer to the top five factors)

Alignment of aid-for-trade support with national/regional priorities

,

Country ownership,

Good digital and ICT connectivity ,

Institutional capacity to implement projects ,

Sufficient funding and appropriate implementation timelines

Page 26: SECTION 3: AID FOR TRADE IN SUPPORT OF ECONOMIC EMPOWERMENT

Q38 In your view, how best can Aid for Trade make a contribution to the economic empowerment of MSMEs. (You may tick more than 1 box. Please limit your answer to the top five factors)

Improving the flow of goods at borders (Trade Facilitation)

,

Providing access to finance ,

Upgrading business skills,

Upgrading the energy infrastructure ,

Improving access to information

Q39 What forms of aid-for-trade financing, in your view, best support the economic empowerment of MSMEs? (You may tick more than 1 box and/or leave all boxes unticked if you do not receive support)

Business support services,
Banking and financial services ,
Building productive capacity ,
Trade facilitation,
Regional trade agreements (RTAs) ,
Trade education/training,
Trade-related infrastructure (Including physical infrastructure)
,
Transport and storage infrastructure ,
Energy supply and generation infrastructure ,
Trade development (Including investment promotion, analysis and institutional support for trade in services, business support services and institutions, public-private sector networking, e-commerce, trade finance, trade promotion, market analysis and development.)

Q40 What factors contribute to the success of Aid for Trade in promoting the economic empowerment of MSMEs? (You may tick more than 1 box. Please limit your answer to the top five factors)

Alignment of aid-for-trade support with national/regional priorities ,
Country ownership,
Leveraging of foreign direct investment ,
Institutional capacity to implement projects ,
Sufficient funding and appropriate implementation timelines

Q41 In your view, how best can Aid for Trade contribute to Youth economic empowerment?(You may tick more than 1 box. Please limit your answer to the top five factors)

Improving the flow of goods at borders (Trade Facilitation)

,

Supporting the growth and economic development of Youth

,

Upgrading ICT skills

Improving access to information

Improving digital connectivity

Q42 What forms of aid-for-trade financing, in your view, best support Youth economic empowerment?(You may tick more than 1 box and/or leave all boxes unticked if you do not receive support)

Business support services,

Banking and financial services

Building productive capacity

Trade facilitation,

Trade education/training,

Trade development (Including investment promotion, analysis and institutional support for trade in services, business support services and institutions, public-private sector networking, e-commerce, trade finance, trade promotion, market analysis and development.)

Q43 What factors contribute to the success of Aid for Trade in promoting Youth economic empowerment? (You may tick more than 1 box. Please limit your answer to the top five factors)

Alignment of aid-for-trade support with national/regional priorities

,

Country ownership,

Institutional capacity to implement projects

Services capacity,

Sufficient funding and appropriate implementation timelines

Page 28: SECTION 3: AID FOR TRADE IN SUPPORT OF ECONOMIC EMPOWERMENT

Q44 In your view, can Aid for Trade make a contribution to the achievement of the 2030 Sustainable Development Agenda ?

Yes,

Please provide a weblink to the relevant national strategy or policy document in which SDGs are referred to.:

https://www.bmz.de/en/publications/type_of_publication/strategies/Strategiepapier380_07_2017.pdf

Q45 If yes, please specify which Sustainable Development Goal or Goals (SDGs) Aid for Trade can help to achieve. (You may tick more than 1 box) Sustainable Development Goals:

- 1. No poverty ,
- 2. Zero hunger,
- 3. Good health and well-being ,
- 5. Gender equality ,
- 7. Affordable and clean energy ,
- 8. Decent work and economic growth ,
- 9. Industry, innovation and infrastructure ,
- 10. Reduce inequalities ,
- 11. Sustainable cities and communities ,
- 12. Responsible consumption and production ,
- 16. Peace, justice and strong institutions ,
- 17. Partnership for the goals

Page 29: SECTION 3: AID FOR TRADE IN SUPPORT OF ECONOMIC EMPOWERMENT

Q46 Which partner country(ies) or custom territory(ies) are the main recipients of the aid-for-trade financing you provide for economic empowerment? (You may tick more than 1 box)

Afghanistan,
Bangladesh,
Ethiopia,
Mali,
Uganda,

Additional information on the country(ies) or custom territory(ies) that are the main recipients of the aid-for-trade financing you provide for economic empowerment.:

Only top 5 are listed above. For more details, see 2018 edition of "GERMAN AID FOR TRADE UNDER THE MAGNIFYING GLASS" (not published online; provided by e-mail).

Q47 Through which channels do you provide aid-for-trade financing for economic empowerment? (You may tick more than 1 box)

Bilateral programmes,
Multilateral institutions,
Regional programmes

Q48 With which South-South partner(s) do you partner with to provide aid-for-trade financing for economic empowerment?(You may tick more than 1 box or leave all boxes unticked if you do not partner with any))

Chile*,
China,
Indonesia,
Mexico*,
Thailand,
Malaysia,
Argentina,
Brazil,
Kingdom of Saudi Arabia ,
South Africa,
United Arab Emirates ,

Additional information on the South-South partner(s) your partner with to provide coherent aid-for-trade financing for economic empowerment.:

Costa Rica, Colombia, Peru

Q49 Looking ahead, in which category(ies) of aid-for-trade financing do you anticipate that you will continue to provide aid-for-trade support for economic empowerment. (You may tick more than 1 box and/or leave boxes unticked if you do not receive support)

Business support services,

Banking and financial services ,

Building productive capacity ,

Agriculture,

Trade policy and regulations (Including training of trade officials, analysis of proposals and positions and their impact, support for national stakeholders to articulate commercial interest and identify trade-offs, dispute issues, institutional and technical support to facilitate implementation of trade agreements and to adapt to and comply with rules and standards).

,

Trade policy and administrative management ,

Trade facilitation,

Regional trade agreements (RTAs) ,

Multilateral trade negotiations ,

Trade education/training,

Trade-related infrastructure (Including physical infrastructure)

,

Transport and storage infrastructure ,

Communications infrastructure,

Energy supply and generation infrastructure ,

Trade development (Including investment promotion, analysis and institutional support for trade in services, business support services and institutions, public-private sector networking, e-commerce, trade finance, trade promotion, market analysis and development.)

,

Forestry,

Fishing,

Industry,

Mineral resources and mining ,

Travel and tourism

Q50 Is there any Aid for Trade project or programme for economic empowerment you would like to showcase as particularly important or as an example of best practice?(Please provide any relevant additional information and include weblinks as relevant)

1) Support to the East African Community (EAC) Integration Process

The IIDEA platform (Incubator for Integration and Development in East Africa) was set up as part of Germany's support to the East African Community (EAC) integration process. IIDEA provides cross-border projects with financial and technical support to implement the mobility of goods, services and people in the EAC.

Through these projects, citizens are able to experience the possibilities and achievements of regional integration. At the same time, IIDEA offers opportunities to bring these experiences and possible recommendations back into the decision-making processes of the East African Community. IIDEA serves as a platform for dialogue and exchange to give citizens and businesses a voice in this process. In 2018, the platform was used more than 23,000 times and more than 12,000 citizens have benefited from the various projects so far.

Sauti Africa, for example, offers informal cross-border traders and female-led SMEs a platform, app and USSD portal to obtain real-time information on market prices of various products, exchange rates and trade procedures. This IIDEA project encourages and empowers women in East Africa to engage in legal, secure and profitable trade across regional borders (more than 3,000 users so far).

IIDEA Website: <https://www.eaciidea.net/>

2) Trade for Employment Programme (T4E), Jordan

The Trade for Employment (T4E) project works with and for trade-oriented companies, but also directly empowers Syrian and Jordanian job seekers from marginalized groups by providing innovative employment and capacity development services. The job quality measures and new HR practices developed with partners include interventions such as the introduction of a fair incentive system, supervisory skills trainings or the development of an innovative transportation system for workers. The overall objective is to promote sustainable employment and decent working conditions, to upskill staff and to increase the productivity of Jordanian trade-oriented companies through better recruitment and retention. 547 persons have been employed so far, of whom 126 completed 3 months or more.

Q51 Please provide any additional information.(Please reference in the form or weblinks, document symbols, including to evaluations of projects or programmes)

See also 2018 edition of "GERMAN AID FOR TRADE UNDER THE MAGNIFYING GLASS" (not published online). We will provide the document to you by e-mail.

Page 31: END OF SURVEY

Q52 CONSULTATION (Other ministries/agencies consulted in preparing this questionnaire reply):

Federal Ministry of Economic Affairs and Energy, Federal Foreign Office, Federal Ministry of Finance, Federal Ministry of Education and Research, Federal Ministry for the Environment, Natural Conservation and Nuclear Safety, Federal Ministry for Food and Agriculture

ANNEX

2019 Aid for Donor Trade Questionnaire

Case Story 1: Aid for Trade in support of Economic Diversification

Creating Employment through Export Promotion (CETEP), Kosovo



In its efforts to support private sector development in Kosovo and to increase the competitiveness of MSMEs, Germany is supporting the country's young, but thriving start-up scene. With its start-up and entrepreneurship promotion measures, which consist of the provision of grants, business management trainings and mentoring programs, 23 start-ups and 15 female entrepreneurs were supported between 2016 and 2017. At least 69 start-ups, including 29 women-owned start-ups, shall benefit from the support of the current phase. In the meantime, some of these supported start-ups have matured enough to be able to benefit from the current project's export promotion activities for MSMEs. These activities focus on connecting local businesses with export markets, mainly in Germany and the wider EU, and enable companies to participate in local and international trade fairs, business-to-business events, sales missions, and networking events.

Success Story 1

The young enterprise Purple Muse, for example, was founded by five female family members in 2017 and is producing high-quality handmade knitwear. It is a remarkable initiative given the low employability of middle-aged women in Kosovo. Thanks to a grant of 3000 EUR and a mentoring programme, Purple Muse was able to hire additional female employees. The handmade products can be purchased online and are shipped internationally.

Website: <https://www.purplemuse.eu/>

Success Story 2

The Kosovo-based enterprise Formon LLC designs and produces cutting-edge desktop-3D-printers with the aim of making them affordable for smaller and medium-sized enterprises. The company was founded in 2015 and is already exporting to Germany, Switzerland, the United Arab Emirates and the neighbouring region. Formon received several international awards for its CE-labelled product 'Formon Core' (e.g. German Design Award, category „Excellent Product Design for 2019“). The enterprise is ISO-standard 9001:2015 certified. Formon benefitted from both start-up support and trade promotion measures and has the potential to create further jobs for young people in the region.

Website: <https://www.formon3d.com/>

Success Story 3

Shkolla Digjitale is a promising start-up that aims to prepare young people for the challenges of a modern and digital labour market. The schools teach coding to children and young people that are between 7 and 18 years old. The children are thus already acquiring valuable skills in elementary school, which significantly increases their employability in the future. The successful start-up benefitted from a variety of support measures of the CETEP project. Due to the big success in Kosovo, the company was able to expand and to start franchises in Macedonia, Slovenia and Bosnia-Herzegovina.

Website: <https://shkolladigjitale.com/>

Case Story 2: Aid for Trade in support of Economic Empowerment



Support to the East African Community (EAC) Integration Process

The IIDEA platform (Incubator for Integration and Development in East Africa) was set up as part of Germany's support to the East African Community (EAC) integration process. IIDEA provides cross-border projects with financial and technical support to implement the mobility of goods, services and people in the EAC.

Through these projects, citizens are able to experience the possibilities and achievements of regional integration. At the same time, IIDEA offers opportunities to bring these experiences and possible recommendations back into the decision-making processes of the East African Community. IIDEA serves as a platform for dialogue and exchange to give citizens and businesses a voice in this process. In 2018, the platform was used more than 23,000 times and more than 12,000 citizens have benefited from the various projects so far.

IIDEA Website: <https://www.eaciidea.net/>

IIDEA Impact Video – East African Citizens Doing the Extraordinary:
<https://www.youtube.com/watch?v=r28XtHz9usQ>

Sauti Africa, for example, offers informal cross-border traders and female-led SMEs a platform, app and USSD portal to obtain real-time information on market prices of various products, exchange rates and trade procedures. This IIDEA project encourages and empowers women in East Africa to engage in legal, secure and profitable trade across regional borders (more than 3,600 users so far).

Sauti Africa Website: www.sautiafrica.org

Video Sauti Africa - Empowering East Africa's MSMEs to trade safely, legally, and profitably:
https://www.youtube.com/watch?v=8_oABco1_VQ

Estimates suggest that 43% of Africans are involved in trade and that the value of small-scale cross-border trade (CBT) in the East African Community (EAC) amounts to 2 billion USD a year. Cross Border Traders are often unaware of their rights and obligations as citizens of the East African Community, including benefits of preferential tariff rates and compliance with complex border procedures. This information asymmetry makes Cross Border Traders vulnerable to harassment, impounding of goods and corruption, which 56% of women experience daily.

Additionally, lack of market information about commodity pricing and currency exchange rates means traders must buy and sell their goods at suboptimal prices, and suffer profit losses due to dishonest middlemen and moneychangers.

Considering that most of the traders depend on trade as their main source of income and livelihood for their families, with profits diminishing and frustrations hitting rocket high, families find it hard to make ends meet.

To address this market information gap, the USSD-based platform was established. It is projected that the Sauti platform will enable traders, who are mostly women, to trade legally, profitably and safely across borders. Through the platform, women are able to access market information in the comfort of their homes, thus helping them greatly in making informed business decisions.

Middy Amule is a Ugandan trader in Busia who supports her four children through her trade of hand-made jewelry across the border in Kenya. The lack of information at the border taught her a rough lesson: 'I had to learn the hard way, sometimes losing all my goods or paying hefty bribes'. Those challenges are now addressed by Sauti, a mobile-based trade information platform developed jointly by EASSI and Sauti Africa with the support of IIDEA. Through simple SMS-based technology, traders can access tailor-made trade and market information, including border procedures and documentation requirements, as well as exchange rates and market prices for commonly traded commodities. Middy feels a lot safer now, since she can access information from anywhere any time. And if someone denies her her rights or asks for a bribe, she can make her voice heard and report these events through the same phone application.

Photo Stories of Sauti Beneficiaries: <https://twitter.com/sautiorg/media?lang=en>



Case Story 3: Aid for Trade in support of Economic Empowerment



Trade for Employment Programme (T4E), Jordan

The Trade for Employment Project (T4E), commissioned by Germany and co-financed by the Netherlands and the United Kingdom's Department for International Development (DFID), is a unique provider of targeted employment services for trade-oriented companies in Jordan. It applies an integrated development approach to tackle both trade and employment issues, which are often addressed separately. Activities and measures focus on both supply and demand side of the labor market as well as on intermediation. The overall objective is to promote sustainable employment and decent working conditions, to upskill staff and to increase the productivity of Jordanian trade-oriented companies through better recruitment and retention.

To increase productivity and exports, T4E works on enhancing the business environment for the private sector through public private dialogues and trade facilitation measures, while at the same time aiming to improve the working conditions and HR practices of trade-oriented companies. The job quality measures and new HR practices developed with companies include the introduction of a fair incentive system and supervisory skills trainings. Besides working with and for trade-oriented companies, the project also provides innovative capacity development services to Syrian and Jordanian jobseekers from marginalized groups. It also capacitates local institutions such as the East Amman Industrial Investors' Association (EAIIA) to provide demand-based employment services. So far, 547 persons have been employed, of whom 126 completed 3 months or more.

To particularly support blue-collar jobseekers and to promote retention, T4E works on solving one of the most pressing problems of the Jordanian labour market, which is transportation. The project is providing transportation subsidies in the short term, but, in cooperation with the private sector, is working on a shared transportation system that will serve both trade-oriented companies and jobseekers alike.

Quotes from beneficiaries

"The unique aspect of T4E is that it touches on the real problems of the Jordanian private sector and caters to their needs. T4E realizes that solving the private sector's problems is solving Jordan's problems, including the lack of a decent transportation system or access to trained labour. It's the first time a project is flexible and responding to the issues of the private sector and not just to a consultant's feedback".

Shadi Anabtawi – Business Owner and Secretary of Board – East Amman Industrial Investors' Association (EAlIA).

"I have looked for a job for more than three months without finding anything suitable for me. Before coming to the training that was held by T4E, I did not know how to look for a job or how to apply for one. My friends told me about an event that was organized in my neighbourhood to inform the local community about this new employment project. I attended and filled out an application. Two days after I was invited by the Employment Promotion Unit to attend a core employability training to build my skills. The training provided me with a lot of information about communication skills and how to interact with my team mates and my managers. After completing the training, I was referred to a job and received an employment allowance with a decent amount to secure my trip to and from the workplace. I was so happy to have received this opportunity." Mohammad Doghaimat – Beneficiary of T4E.

"We have been collaborating with the Trade for Employment Project through the East Amman Industrial Investors' Association and we believe that the employment and HR services the project is promoting contribute to enhancing the quantity and quality of production. Satisfied employees mean higher rates of productivity!" Amid Taweel – CEO, Al-Sharif Plastic.

