



WORLD TRADE
ORGANIZATION



OECD
BETTER POLICIES FOR BETTER LIVES

Page 2: ABOUT YOU

Q1

ECUADOR

Respondent (Country or Customs Territory)

Q2

About you

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Page 3: SECTION A: TRADE PRIORITIES IN NATIONAL DEVELOPMENT PLAN OR STRATEGY(IES)

Q3

Yes

Do you have a national development plan or strategy? (ies)?

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Q4

If yes, does your national development plan or strategy(ies) include trade priorities?

Yes,

If yes, please provide further details including hyperlinks to relevant documents containing trade priorities::
 The Creation of Opportunities Plan 2021-2025 is the highest political and administrative guideline for the design and implementation of public policy. It was presented by the government of Guillermo Lasso (2021-2023) and consists of a series of proposals for the government plan. Currently, it remains in effect during the presidency of the Republic of Ecuador under President Daniel Noboa. The structure of the plan is as follows: Economic Axis and Job Generation: 4 objectives, 14 policies, and 38 targets. Social Axis: 4 objectives, 20 policies, and 46 targets. Integral Security Axis: 2 objectives, 6 policies, and 16 targets. Ecological Transition Axis: 3 objectives, 9 policies, and 17 targets. Institutional Axis: 3 objectives, 7 policies, and 16 targets. In the case of the first axis, it includes "Objective 2: Promote an economic system with clear rules that encourage foreign trade, tourism, attraction of investments, and modernization of the national financial system" linked to trade priorities. Additionally, "Objective 3: Promote productivity and competitiveness in the agricultural, industrial, aquaculture, and fisheries sectors, under the circular economy approach." Link to the plan: Creation of Opportunities Plan 2021-2025. <https://www.planificacion.gob.ec/wp-content/uploads/2021/09/Plan-de-Creacio%CC%81n-de-Oportunidades-2021-2025-Aprobado.pdf> However, the current government is working on a National Development Plan for 2024-2025.

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Q5

Does your national development strategy(ies) have a thematic focus?

Yes

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Q6

If yes, please choose options from the non-exhaustive list of thematic options of key strategic objectives below. (If an objective(s) does not appear in the drop-down list, please tick other and add details in the text box.)

- Economic diversification,**
- Enhancing exports in non-traditional sectors,**
- Export diversification,**
- Expansion of the agriculture sector,**
- Expansion of the forestry sector,**
- Expansion of the fisheries sector,**
- Expansion of the manufacturing sector,**
- Expansion of the services sector,**
- Expansion of the digital economy,**
- Infrastructure development,**
- Trade integration,**
- Climate change mitigation,**
- Climate change adaptation,**
- Innovation and technological development,**
- Expansion of the MSME sector,**
- Expansion of public-private partnerships,**
- Human capital development (e.g. education through skills, training and health)**
- ,**
- Employment creation,**
- Women's economic empowerment and gender equality**
- ,**
- Youth employment and skills,**
- Environmental protection,**
- Sustainable resource management,**
- Waste management ,**
- Circular economy,**
- Inclusive growth, including (historically) disadvantaged groups (add additional information in text box if appropriate).**
- ,**
- Food security**

Q7**Yes**

Do the trade priorities found in your national development plan or strategy(ies) reflect specific development objectives or targets? For example, the national development plan of Benin aims to achieve a sustained, inclusive and sustainable growth of at least 10% by 2025.

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Q8

If yes, please choose options from the non-exhaustive list below. (If an objective(s) or target* do not appear in the list below, please tick other and add details in the text box. Please tick relevant boxes). Objectives & Targets*:

Economic growth targets,**Poverty reduction targets,**

Additional information on objectives and targets::

Objective 3: Promote productivity and competitiveness in the agricultural, industrial, aquaculture, and fisheries sectors, under the circular economy approach: Targets for 2025: Increase by 2,750 rural women engaged as promoters of sustainable production systems. Increase the percentage of associated producers registered as Family Farming Peasants involved in marketing from 4% to 25%. Among others.

Page 9: SECTION B: TRADE PRIORITIES IN OTHER NATIONAL DEVELOPMENT PLAN OR STRATEGY(IES)

Q9**Yes**

In addition to the trade priorities you may have in your national development strategy, do you have trade priorities that are set out in other national policy documents or strategies?

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Q10

If yes, do you have a national trade policy or strategy, export development strategy or similar policy or strategy (e.g. national diagnostic trade integration study update, national e-commerce strategy etc.)? For example, Jordan has published a national export strategy for the period 2023-2025.

Yes,

(If yes, please provide further details, including dates the strategy covers and hyperlinks to relevant documents):
 The Industrial Policy (2016-2025) in place aims to improve Ecuador's productive structure. The role of the industry contributes increasingly to driving innovation and entrepreneurship, enhancing productivity, energizing support sectors like services, and strengthening participation in external markets through its five pillars: i. investment; ii. productivity; iii. quality; iv. innovation; and v. markets. In the context of the current industrial policy, the considered cross-cutting policies, each with its corresponding instruments, include: Foreign Trade: Bilateral investment and double taxation agreements; optimization of existing agreements; expansion of the universe of tariff lines for the correct application of trade policy, etc. Financing: Promotion of innovation through the Seed Venture Capital Fund; credit lines for working capital; use of multilateral funds for private financing; export insurance, etc. Incentives/Business Climate: Promotion of COPCI, APP, and Solidarity Law instruments; strengthening the market surveillance system; productive and investment commercial intelligence system, etc. Human Talent: Co-financed scholarships between the industry and the government to develop specific competencies required by the industry (+training). These policies, in turn, are related to the pillars of the industrial policy. Like the proposed sectoral policies, each instrument or proposal of cross-cutting policies is designed to generate specific impacts on one or more pillars of the policy (innovation, productivity, investment, markets, and quality). Therefore, these cross-cutting policies aim to give a strong boost to the Ecuadorian industry overall. They are oriented towards improving the business climate to drive industrial development, consolidating and opening markets, strengthening the skills of the workforce to enhance national productive development, and developing efficient financing mechanisms for the industry. The sectoral policies, combined with the previously mentioned cross-cutting policies and the value chain roadmaps within the sectors, fully shape the current industrial policy. Link: https://servicios.produccion.gob.ec/siipro/downloads/temporales/1_Pol%C3%ADtica%20Industrial_MIPRO%202016-2025.pdf The mission of the Ministry of Production, Foreign Trade, Investments, and Fisheries (MPCEIP) is to "Promote Ecuador's strategic integration into world trade through productive development, comprehensive competitiveness improvement, value chain development, and investments." To achieve this, the ministry has launched the "Ecuador Competes" strategy, which aims to promote the development of the economic fabric based on three pillars: a) Ecuador Produces: This focuses on laying the groundwork for competitiveness through optimizing the

the groundwork for competitiveness through optimizing the structure of productive costs, consolidating the quality system, and institutionalizing collaborative strategies such as Clusters. b) Ecuador Global: This pillar is oriented towards market opening and investment attraction. It includes a Commercial Agenda to facilitate these objectives. c) Ecuador Innovates: This focuses on consolidating local Entrepreneurship and Innovation ecosystems to reduce innovation management gaps and promote dynamic potential ventures and business management for SMEs. Strategy for Sustainable Agribusiness Development 2023: The Strategy for Sustainable Agribusiness Development aims to address the utilization of opportunities and potentialities in Ecuador while addressing identified weaknesses in the sector's diagnosis. Its primary objective is to facilitate the construction of an agribusiness system that strengthens and energizes the economy in an inclusive and long-term manner. The goal is to improve production and entrepreneurial conditions, contribute to job creation, eradicate poverty, reduce inequality, and enhance the quality of life for a significant portion of the population dependent on this vital productive sector. Link: https://drive.google.com/file/d/1T_ODwP96BoD1AXTTYou2tsoSVXZUXva/view Agenda for Digital Transformation of Ecuador 2022-2025 MINTEL The Ministry of Telecommunications and Information Society presented its Digital Transformation Agenda 2022-2025, a strategic document that outlines a roadmap to reduce the digital divide and strengthen the digitization of processes, e-commerce, security, and government modernization. The Agenda was introduced on August 23, 2022, with the aim of propelling all processes toward immersion in the Society of Information and Knowledge through seven management axes: Digital Infrastructure, Culture and Digital Inclusion, Digital Economy, Emerging Technologies for Sustainable Development, Digital Government, Interoperability and Data Processing, and Digital Security and Trust. The agenda is cross-cutting across all productive sectors, and more than 400 stakeholders from various backgrounds participated in its construction. This included technology experts, university members, various officials from the central government, public and private sector companies, as well as integration and service provider actors. High-profile international organizations such as the Inter-American Development Bank (IDB), International Telecommunication Union (ITU), Economic Commission for Latin America and the Caribbean (CEPAL), and Organization of American States (OEA) were also involved. For the implementation of the work agenda, objectives have been proposed to strengthen and motivate each of the axes and pillars that make up the agenda. Link: <https://www.arcotel.gob.ec/wp%02content/uploads/2022/08/Agenda-transformacion-digital%022022-2025.pdf>

Page 11: SECTION B: TRADE PRIORITIES IN OTHER NATIONAL DEVELOPMENT PLAN OR STRATEGY(IES)

Q11

Yes

Do these other national policy documents or strategies include trade objectives or targets? For example, Ghana's National Export Development Strategy envisages that over a duration of 10 years non-traditional exports will grow from \$2.8 billion in 2020 to \$25.3 billion in 2029 accompanied by deep structural transformation that positions Ghana as a competitive export-led industrialized economy.

Q12

If yes, please chose options from the non-exhaustive list below. If an objective(s) does not appear in the list, please tick "other" and add details in the text box. If no, please indicate if there is another strategy or policy that includes specific objective of targets.

- Security of supply,
- Improved balance of payments situation,
- Increased competitiveness,
- Expansion of agricultural exports,
- Expansion of exports of forestry products,
- Expansion of exports of fishery products,
- Expansion of manufactured exports,
- Expansion of e-commerce and/or digitally delivered services exports
- ,
- Expansion of MSME sector exports,
- Protection of intellectual property,
- Growth in the number of export markets reached,
- Improvements in trade facilitation,
- Climate change related objectives (e.g. reduction in emissions associated with trade)
- ,
- Export-related environmental protection objectives,
- Export growth targets,
- Export diversification in terms of number of markets reached
- ,
- Agricultural export growth target,
- Better export performance,
- Forestry product export target,
- Fishery products export target,
- Manufactured export target,
- MSME sector growth targets,
- Export markets diversification targets,
- Trade facilitation targets (e.g. time taken to release),
- Emissions reduction targets found in nationally determined contributions**

Q13

Do the trade priorities found in your national development strategy align with those found in other national policy documents or strategy(ies)?

Yes, in full,
 Additional information on alignment of trade priorities::
 All of them are articulated with the Plan de Creación de Oportunidades 2021-2025.

Q14

Yes

Do the trade objectives in your national development plan and/or those found in other national policy documents or strategies include sectoral objectives? For example, Vision 2030 Jamaica includes 31 Sector Plans (in 28 separate documents) prepared by Task Forces, comprising stakeholders from public and private sector bodies, civil society and international development partners). And Bhutan's National Export Strategy 2022 identifies the mineral and timber industries as holding potential for the development of value-added products.

Page 13: SECTION C: SECTORAL AND REGIONAL TRADE OBJECTIVES

Q15

If yes, please tick all relevant boxes and provide further details, including hyperlinks to relevant documents. If no, please indicate if there is another national strategy or policy that includes specific objectives or targets. (Please tick relevant boxes)

Agriculture,
Forestry,
Fisheries,
Mining and minerals,
Renewable energy,
Manufacturing sector,
Services (general),
Banking and financial services,
Business and professional services,
Culture and creative industries,
Education services,
Energy services,
Science, technology and innovation,
Transport services (air, land and maritime),
Cross-sectoral e-commerce and digital trade

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Q16

Yes

Does the trade objectives found in your national development plan or strategy(ies) and in other national policy documents or strategies include regional objectives? For example, the national development strategy of the Kyrgyz Republic for 2018-2040 includes, inter alia, the objective to work on harmonious integration of the Kyrgyz economy with the Eurasian Economic Union; active participation in regional projects that improve production and transit capacity; diversification of foreign economic focus of Kyrgyzstan through development of mutually beneficial trade, economic and investment cooperation with the countries of South and Southeast Asia, the Arab East and America.

Page 15: SECTION C: SECTORAL AND REGIONAL TRADE OBJECTIVES

Q17

If yes, please identify the relevant economic community(ies).(Please tick relevant boxes)

Andean Community,

Additional information on regional objectives::

PROYECTOS CAN 2022-2023 INTERCOM.- Commercial information exchange through the interoperability of entities from the four Member Countries. Ejercicio de Ciberseguridad en la Comunidad Andina. - The objective of this exercise was to better understand the subregional cyber threat landscape, explore and practice opportunities for regional cooperation and coordination (policy level) in response to an incident with transborder effects. Gobierno Digital y Transformación Digital. - Implementation of the themes of the Andean Digital Agenda. Conecta Empleo en la Comunidad Andina. - Targeted at citizens of the Andean Community countries who wish to improve their employability profile or boost their digital skills according to the current demands of the job market. I Foro Andino "Desafíos del Transporte Aéreo en la región. - Establish actions to improve the competitiveness and connectivity of air transport in the Andean Community. Tablero Virtual de Seguridad Vial en la CAN.- Support the national strategies of the countries in Road Safety. Grupo de Expertos Ad Hoc Gubernamentales en Defensa Comercial.- Strengthening the capacities of public officials from the Member Countries of the Andean Community in terms of commercial defense (safeguards, dumping, and subsidies). Conversatorio entre los países miembros de la Comunidad Andina sobre el Fenómeno El Niño". Participación de todos los Países Miembros (junio 2023).- Obtain information on the actions that countries are taking to address the consequences of the El Niño Phenomenon. The objective is to contribute to the strengthening of national capacities and efforts through the exchange of knowledge and experiences. Observatorio Andino de Mercurio: Taller Internacional sobre Registro de Emisiones y Transferencia de Contaminantes.- Exchange information on emissions and pollutant transfer records within the framework of the guidelines for implementing a National Plan for the Application of the Minamata Convention on Mercury. Taller presencial de Estadísticas de Comercio Exterior de Bienes por características de Empresas.- Promote the development of foreign trade statistics by business characteristics in the Member Countries. Produce statistical information about the business sector engaged in foreign trade (intra and extracommunity) in the Andean Community. PROYECTOS ALADI 2022-2023 Development of a Sustainable Agribusiness Strategy: The objective is to promote the competitiveness of agro-industrial chains by strengthening and facilitating access to relevant information within these chains. This involves creating spaces for capturing, organizing, evaluating, and processing information to enable the appropriate communication of useful data for timely decision-making, benefiting both public and private stakeholders. There are

other projects, but they are of a confidential nature.

Page 16: SECTION D: FINANCING NATIONAL DEVELOPMENT AND TRADE PRIORITIES

Q18

Yes

Does your government have priority areas for Aid for Trade for which it is actively seeking support?

Page 17: SECTION D: FINANCING NATIONAL DEVELOPMENT AND TRADE PRIORITIES

Q19

If yes, please indicate the relevant priority areas for Aid for Trade for which your government is actively seeking support.(Please tick relevant boxes)

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 undertake trade reform/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),

Trade education/training,

TRADE-RELATED INFRASTRUCTURE (Including physical infrastructure)

,

Trade-related Transport and storage infrastructure (e.g. port, dry port, inland container port, inland container depot, etc.)

,

Trade-related Communications 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,

Multilateral trade negotiations,

Industry,

Mineral resources and mining,

Digital trade and e-commerce

Q20**Yes**

Have these priorities been communicated to Donors and South-South partners?

Page 19: SECTION D: FINANCING NATIONAL DEVELOPMENT AND TRADE PRIORITIES

Q21

If yes, please provide additional information on how priorities were communicated:

Dialogue with development partners,

Additional information on how priorities were communicated:

EDM (Expert Deployment Mechanism) Program from Canada: There has been an approach and ongoing dialogues with Canada to understand its operation and potential areas of cooperation. Ecuador has submitted application forms to receive technical assistance and cooperation projects in the following areas: capacity building for officials/negotiation team on negotiation techniques, MSF, OTC, Indigenous Peoples and Nationalities, and State Enterprises. EUROPEAN UNION: Capacitation and technical assistance have been requested for the following: National traceability system. Animal welfare. Integrated Pest Management as an alternative to pesticide use in fruits and vegetable crops, particularly focused on bananas. Description of EU-proposed alternatives (chemical or biological) for avoiding the use of restricted molecules and managing these alternatives to control black sigatoka. Establishment of Internal Control Systems (ICS) for pesticide management and hygienic practices in small farmer groups under a Good Agricultural Practices certification scheme. Implementation of risk analysis in agricultural production systems. Implementation of Hazard Analysis Critical Control Point (HACCP) plans. Training on EU Regulation 625/2017 regarding controls and other official activities to ensure the application of legislation on food and feed, health and welfare standards for animals, plant health, and phytosanitary products. Strengthening reference laboratories in identifying pesticide molecules, heavy metals, antibiotics. Registration of productive zones through geolocation. Implementation of control processes for the production of organic products.

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Q22

Does your government face difficulties in financing implementation of the trade objectives found in your development plan or strategy(ies) or trade strategy?

Yes,

If yes, please identify which sources of aid finance or other financial assistance for trade that you would like to attract to achieve your trade objectives. (e.g. Official Development Assistance (i.e. Aid for Trade), Other Official Flows (loans at concessional rates that do not qualify as ODA), South-South co-operation, Climate finance, etc.):

Official Development Assistance South-South Cooperation Financing for the Fight Against Climate Change Financing for the Fight Against Illegal, Unreported, and Unregulated Fishing Multilateral Organizations Regional Cooperation

Page 21: SECTION D: FINANCING NATIONAL DEVELOPMENT AND TRADE PRIORITIES

Q23

Do you face difficulties in accessing finance to address your Aid-for-Trade priorities?

Yes

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Q24

If yes, please choose options from the non-exhaustive list below. (If a difficulty in accessing aid for trade does not appear in the drop-down list, please tick other and add details in the text box.)

Respondent skipped this question

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Q25

Does your government face a situation where it is receiving an increasing share of Aid for Trade in the form of loans and a declining share of grants?

Yes,

Additional information on loans and grants::

As Ecuador is considered a high-middle-income country, it has access to minimum financing amounts, and the APC received increasingly consists of loans with high costs and high interest rates.

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Q26

If yes, does this situation present a challenge for your government to achieve its trade objectives?

Yes,

Additional information on challenges from increasing share of loans and declining share of grants::

New challenges arise because cooperation resources are defined and focused specifically on providing technical assistance. However, when it comes to financing other activities, such as infrastructure, the required resources represent high amounts, and non-reimbursable international cooperation generally does not fund this type of activities.

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Q27

Do you plan to stop receiving Aid for Trade? Has a date been set to achieve this objective (e.g. a date to stop receiving foreign aid)?

No

Page 26: SECTION E: ALIGNMENT OF AID-FOR-TRADE SUPPORT

Q28

How well-aligned is the Aid-for-Trade support you receive with your Aid-for-Trade priorities?

Moderately aligned,

Additional information on Aid-for-Trade alignment. Please specify whether this is an official perspective or the personal opinion of the respondent::

Official perspective, as mentioned, the APC is received more in technical assistance rather than financing activities or projects.

Q29

What challenges do you encounter in aligning the Aid-for-Trade support you receive with the sectoral level needs outlined in relevant policy documents ? (Please tick relevant boxes)

Lack of South-South partner coordination,

Limited knowledge of recipient (i.e. developing country) needs and economic situation

,

Conditions required by development partners to access support

,

Length of project/programme funding cycles,

Human capacity constraints to developing bankable projects

,

Weak institutional capacity (e.g. lack of coordination at domestic level)

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Q30

No

Do development financing partners (i.e. both donors and South-South partners) align their monitoring and evaluation with your national monitoring or results frameworks?

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Q31

Yes

Do you measure the impacts of the Aid-for-Trade support you receive?

Page 29: SECTION F: OUTCOMES AND IMPACTS OF AID-FOR-TRADE SUPPORT

Q32

If yes, where is Aid for Trade having a measurable impact in your opinion?(Please tick relevant boxes)

Trade policy and administrative management,

Trade facilitation,

Regional trade agreements (RTAs),

Trade education/training,

Business support services,

Banking and financial services,

Building productive capacity,

Agriculture,

Forestry,

Fishing,

Multilateral trade negotiations,

Industry,

Digital trade and e-commerce,

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 undertake trade reform/facilitate implementation of trade agreements and to adapt to and comply with rules and standards)

,

TRADE-RELATED INFRASTRUCTURE (Including physical 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)

,

Additional information where you think Aid for Trade is having a measurable impact::

International Technical Assistance for the creation of the National Adaptation Plan of Ecuador to the European Green Deal. The objective of this ATI was to develop a National Adaptation Plan for 2023 that allows the Ecuadorian export sector to achieve an adequate and timely transition to the European Green Deal, through the design of strategies within the framework of quality infrastructure, production systems, and regulatory framework. To achieve this goal, the EU granted an amount of 1,000,000 euros for the Technical Assistance, which lasted 18 months and concluded in July 2023. The results and deliverables obtained were not satisfactory for the MPCEIP because the proposed plan does not respond

to the reality and needs of the country; there was no correct diagnosis, and there are no real solutions and mechanisms for the adaptation process that the Ecuadorian productive sector must undergo to comply adequately with the new regulations. Technical assistance received from multilateral trade organizations in education/training in trade matters: First National Workshop on Electronic Commerce: With the support of the WTO, the First National Workshop on Electronic Commerce was held in a virtual format from September 12 to 14, 2023. In this space, public and private stakeholders participated, having the opportunity to be trained on this topic, which has gained great importance since the COVID-19 pandemic. An introduction to electronic commerce was given, explaining the context in which it emerged, trends, new topics being addressed, and its impact on international trade. Reference was also made to current discussions within the WTO. XXII Short Course on Trade Policy for officials from the member countries of the Latin American Integration Association – ALADI: Dates: From November 20 to December 01, 2023. Format: In-person. Objective: Aimed at improving the knowledge of regional officials on governments' multilateral commitments within the framework of the WTO, deepening the understanding of the regional and global macroeconomic situation, as well as the importance of the Multilateral Trading System and multilateral trade negotiations, which constitute strategic instruments for the country. Results: 1. Greater knowledge about the importance and principles of the Multilateral Trading System, as well as WTO regulations. 2. A better understanding of the links between the multilateral trading system and regional trade agreements. 3. Improved knowledge of regional experiences in trade and integration, as well as online tools and resources on international and regional trade. Loans: The World Bank and the National Financial Corporation (CFN) of Ecuador signed a loan agreement that will provide a new fund of \$300 million for productive financing to micro, small, and medium-sized enterprises (MSMEs). This World Bank loan corresponds to the one approved by its board of directors in May 2023 and will be executed through second-tier banking. This financing has a sovereign guarantee from the Ministry of Economy and Finance and will be used to grant credit lines to private financial institutions throughout the country, with the aim of expanding geographical coverage and ensuring that they provide credits to MSMEs to strengthen production and increase job creation. Capacity building: Verification Session of the Investment Facilitation Agreement for Development Needs Assessment Guide. Conducted in person from October 30 to November 1, 2023. Among the attending participants, designated officials from more than 20 public and private institutions were present. The

objective of the session was to understand the current situation of public institutions in compliance with the provisions of the WTO Investment Facilitation Agreement for Development to subsequently request technical assistance in those obligations that Ecuador deems relevant to ensure their adequate compliance.

Q33

Is there an Aid-for-Trade project or programme that you would like to highlight as an example of best practice?

Yes,

Additional information on best practice examples::

The Ministry of Production, Foreign Trade, Investments, and Fisheries consolidated the National Competitiveness Strategy through a participatory process involving 60 workshops with companies and guilds. These workshops identified the key elements that could shape the future of the national industry. With 20 cluster initiatives, Ecuador strengthened its collaboration and innovation strategy with all stakeholders in a productive ecosystem. For this purpose, a budget of USD 340,000 was allocated in the first phase, and USD 385,134.13 for a second phase. In the field of investments, the country reached a record figure of USD 7.2 billion in the approval of new investment contracts, addenda, and pending requests. Globally, Ecuador presented the investment portfolio in more than 10 countries worldwide with the "Ecuador Open For Business" strategy, inviting potential international investors and business associations. Ecuador sent a strong message of trade openness with the signing of the Trade Association Agreement with Costa Rica, providing broad preferential access for export products, covering around 97% of the offer, with 84% at a 0% tariff from the first day of validity. In a similar vein, the technical closure of negotiations for the Trade Agreement with China projected preferential access for 99% of Ecuador's current exports to China, focusing primarily on agricultural and agro-industrial products, opening up opportunities in a market of over 1.4 billion consumers. In the case of Korea, the technical closure of negotiations for the Economic Partnership Agreement was achieved, allowing 95% of non-oil exports preferential access to that market. Additionally, to consolidate a strategic collaboration between the public and private sectors, productive tables were set up to address productive problems quickly and in the short term. The Productive Table of Control and Competitiveness Agencies was the first to show progress and results, quantified in a saving of USD 4,787,259 for productive sectors, corresponding to an immediate reduction in levies and taxed fees. In the fishing sector, the most modern traceability system in the region was implemented, allowing specific and individualized tracking of each fishing vessel, from the catch through the unloading process at the port, to processing and exportation. To strengthen the management of the aquaculture sector, 724 shrimp farms will operate legally thanks to the plan for the regularization of shrimp farms through the signing of Executive Decree 408 of Camaroneras, launched on April 26, 2022.

Q34

Yes

Do you foresee a continued need for Aid-for-Trade financing?

Q35

If yes, please tick all relevant boxes and provide further details including hyperlinks as relevant. (Please tick relevant boxes)

- Agriculture,**
- Forestry,**
- Fisheries,**
- Mining and minerals,**
- Renewable energy,**
- Manufacturing sector,**
- MSME sector development,**
- Services (general),**
- Banking and financial services,**
- Business and professional services,**
- Culture and creative industries,**
- Distribution services,**
- Education services,**
- Energy services,**
- Science, technology and innovation,**
- Transport services (air, land and maritime),**
- Cross-sectoral e-commerce and digital trade,**

Additional information on sectors needing continuing Aid for Trade financing.:

Infrastructure and equipment for laboratories of the Agency, enabling constant control and diagnosis of pests, animal-origin diseases, and food safety. Training to enhance and keep knowledge updated. Equipment and supplies, technical advice for the Coordinations of Plant Health, Animal Health, Food Safety, and Agricultural Input Records. Continuation of the project "Strengthening capacities related to surveillance, diagnosis, and prevention of *Fusarium oxysporum* f.sp. *cubense* Race 4 Tropical (Foc R4T)" 2023-2024. Import shipment system based on risk. Development of the MSME sector Considering the new regulations issued by the European Union regarding the European Green Deal and the New Deforestation Regulation, it is necessary for Ecuador to have technical assistance and cooperation to allow the Ecuadorian productive sector (especially MSMEs) to make a proper transition and adaptation to comply with the new requirements established by the EU. This need has also been communicated to the EU. Cooperation for the implementation of a NETWORK OF DEVELOPMENT CENTERS (Centers + SMEs) that would provide technical assistance services in entrepreneurship and business development nationwide. Sensitization at the interinstitutional level regarding the importance of services in the national economy and international trade. Technical assistance to evaluate results of trade agreements negotiations covering trade in services, under the negative list modality. Technical assistance to improve international

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ist inoually. Technical assistance to improve international trade in services statistics, providing information by modes of supply and trading partner country. Technical training and certification opportunities in spaces such as training and courses on negotiations for access to markets for agricultural and industrial goods, as well as the use of technical tools for trade analysis and evaluation.

Q36

In which categories of Aid-for-Trade support do you foresee future needs?(Please tick relevant boxes)

Trade policy and administrative management,

Trade facilitation,

Regional trade agreements (RTAs),

Trade education/training,

Trade-related Transport and storage infrastructure (e.g. port, dry port, inland container port, inland container depot, etc.)

,

Trade-related Communications infrastructure,

Agriculture,

Forestry,

Fishing,

Multilateral trade negotiations,

Industry,

Digital trade and e-commerce,

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 undertake trade reform/facilitate implementation of trade agreements and to adapt to and comply with rules and standards)

,

TRADE-RELATED INFRASTRUCTURE (Including physical infrastructure)

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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)

,

Additional information on the categories of Aid-for-Trade support in which you foresee future needs::

Infrastructure and equipment for laboratories of the Agency, enabling constant control and diagnosis of pests, animal-origin diseases, and food safety. Training to enhance and keep knowledge updated. Equipment and supplies, technical advice for the Coordinations of Plant Health, Animal Health, Food Safety, and Agricultural Input Records. Continuation of the project "Strengthening capacities related to surveillance, diagnosis, and prevention of *Fusarium oxysporum* f.sp. *cubense* Race 4 Tropical (Foc R4T)" 2023-2024. Import shipment system based on risk. Development of the MSME sector

Considering the new regulations issued by the European Union regarding the European Green Deal and the New Deforestation Regulation, it is necessary for Ecuador to have technical assistance and cooperation to allow the Ecuadorian productive sector (especially MSMEs) to make a proper transition and adaptation to comply with the new requirements established by the EU. This need has also been communicated to the EU. Cooperation for the implementation of a NETWORK OF DEVELOPMENT CENTERS (Centers + SMEs) that would provide technical assistance services in entrepreneurship and business development nationwide. Sensitization at the interinstitutional level regarding the importance of services in the national economy and international trade. Technical assistance to evaluate results of trade agreements negotiations covering trade in services, under the negative list modality. Technical assistance to improve international trade in services statistics, providing information by modes of supply and trading partner country. Technical training and certification opportunities in spaces such as training and courses on negotiations for access to markets for agricultural and industrial goods, as well as the use of technical tools for trade analysis and evaluation.

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Q37

Yes

Do you foresee future needs for Aid for Trade to support the achievement of trade-related aspects of the Sustainable Development Agenda?

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Q38

If yes, please indicate the relevant SDGs that Aid for Trade can help achieve.(Please tick relevant boxes)

- GOAL 1: No Poverty,**
- GOAL 2: Zero Hunger,**
- GOAL 3: Good Health and Well-being,**
- GOAL 4: Quality Education,**
- GOAL 6: Clean Water and Sanitation,**
- GOAL 7: Affordable and Clean Energy,**
- GOAL 8: Decent Work and Economic Growth,**
- GOAL 9: Industry, Innovation and Infrastructure,**
- GOAL 11: Sustainable Cities and Communities,**
- GOAL 12: Responsible Consumption and Production,**
- GOAL 13: Climate Action,**
- GOAL 14: Life Below Water,**
- GOAL 15: Life on Land,**
- GOAL 16: Peace and Justice Strong Institutions,**
- GOAL 17: Partnerships to achieve the Goal,**
- GOAL 5: Gender Equality**

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Q39

Do you foresee future needs for Aid for Trade to support the trade-related aspects of climate change ?

Yes,

Additional information on Aid for Trade and trade-related aspects of climate change.:
Considering the new regulations issued by the European Union regarding the European Green Deal and the New Deforestation Regulation, it is necessary for Ecuador to have technical assistance and cooperation to enable the Ecuadorian productive sector to make a proper transition and adaptation to comply with the new requirements established by the EU. This need has also been communicated to the EU. Implementation of the Environmental and Social Management System (ESMS).