UNCTAD presentation for the
WTO dedicated session of the Council for Trade in Services

Facilitating the increasing participation of LDCs in trade and services
Enhancing LDCs Services export performance. What have we learnt?

World Trade Organization - WTO,
Geneva, Switzerland, 29 October 2019
UNCTAD led UN Inter-Agency Cluster

Country Projects funded by SECO
The SECO project in Tanzania aimed at “opening the tourism sector opportunities for food products and skills”. It created the conditions for optimized business linkages between large and local suppliers along identified global value-chains for increased market access (national, regional and international.)

Business linkages increased the competitiveness of Tanzania as it helped to capture the opportunities for increased trade and investment brought about by globalisation and economic liberalization.

The SECO project in Tanzania offered a comprehensive approach to the promotion of sustainable business linkages with a combination of advisory (policy-oriented) and technical assistance (action-oriented) services in the field of enterprise development and foreign direct investment (FDI).
UN Trade Cluster funded by the SECO: Tanzania

Key results  Productive Capacity and Exports

UNCTAD supported more than 800 farmers (dairy, passion fruit and tomato) with tailored entrepreneurship training; UNCTAD “Empretec Programme” and “Farming as a Business trainees” reported an increase in their business turnover on average 78 per cent in 2018 compared to 2017.

UNCTAD and ITC supported farm level training while UNIDO worked with processors on ISO certification and, packaging and business linkages along the same value chain which led to boost in exports regionally and beyond.

Darsh Industries have signed supply contracts with 19 supermarkets and 12 hotels; ISO certification for processors catalyst that led to exports to Kenya of tomato paste and further overseas contracts; Natureripe Kilimajaro Limited exporting dried fruits to Oman.
UN Trade Cluster funded by the SECO: Tanzania

Key results  Investment Promotion

With the original support of UNCTAD, the Tanzania Investment Centre (TIC) website now provides for activity-by-activity step-by-step guidance in investing into the tourism sector. The service reports an average of 2,100 visitors a month.

Responsible Tourism criteria and opportunities for certification are now detailed on the TIC website http://tanzania.eregulations.org/
Lessons learnt - key message: Policy Coherence

Key message: Impact through Partnerships

Farmers income per month increased (e.g. by USD 174-218 or 20%) Private sector partner processors have continued to pay for and expand training.

Partnership at the Country level: *Delivering as One*
Key message: Appropriate Donor support
UN Trade Cluster funded by the SECO: Tanzania

For more information on the SECO funded UN Trade Cluster initiatives, see:

- **Webpages** dedicated to the SECO funded projects posted on UNCTAD website:

- **Official Video** on UN Trade Cluster project in Tanzania:
  https://www.youtube.com/watch?v=nBPwu8L1X5Q

Thank you
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See: http://www.unctad.org