
*Nepal: Country experiences, challenges, lessons
learnt and the way forward on sustainably and
leveraging*

**ENHANCED INTEGRATED FRAMEWORK, WTO
& MINISTRY OF COMMERCE**

Outline

1. EIF Nepal Tier 1 NECTRADE Project
2. Implementation Arrangement of EIF Nepal Tier 1 NECTRADE
3. Different Approaches and Modalities of Intervention
4. Major Achievements of EIF Nepal Tier 1 NECTRADE
5. EIF Nepal Tier 2 Projects
6. Monitoring & Evaluation Mechanism
7. Recent Progress and Next Steps

Brief description of EIF Nepal Tier 1-Nepal Enhanced Capacities for Trade and Development (NECTRADE) Project Phase II

Title: Nepal Enhanced Capacities for Trade & Development
(NECTRADE)-Phase II

Duration: Two (2) Years

Foreseen Starting Date: January 01, 2015

EIF Contribution: US\$ 600,000

GoN's contribution: An equivalent of US\$ 100,000 in kind

Principle Grant Recipient: Government of Nepal, Ministry of
Commerce (MoC)

1. EIF Tier 1- Nepal Enhanced Capacities for Trade and Development (NECTRADE) Project

Goal

- Nepal's integration into global trading system with a view to contributing poverty reduction & sustainable development

Purpose

- Enable Nepal to become fully integrated & active player in, & beneficiary of, the Global Trading System through mainstreaming trade.

Objectives

- To strengthen capacity and provide operational support to the EIF NIA for effective mobilization of resources, specially AfT in order to effectively integrate the country in the global trading system.
- To build capacity of NIU, Technical Committees and extended NIU to develop bankable projects, obtain funding and implement these projects effectively to achieve NTIS objectives in close collaboration with similar projects supported by different development partners.
- To facilitate and support trade mainstreaming actions in the country.
- To enhance Public-Private participation and national ownership in trade related activities from the central to the local level.

Expected Outcomes of EIF Tier 1 NECTRADE PROJECT

Institutional and management capacity of NIAs further strengthened in order to formulate, update and implement trade-related strategies and implementation plans

Trade agenda further mainstreamed into National and sectoral Development Strategies and Plans

Coordinated delivery of trade-related resources improved by donors and implementing agencies to implement country priorities following the adoption of the updated NTIS Action Matrix

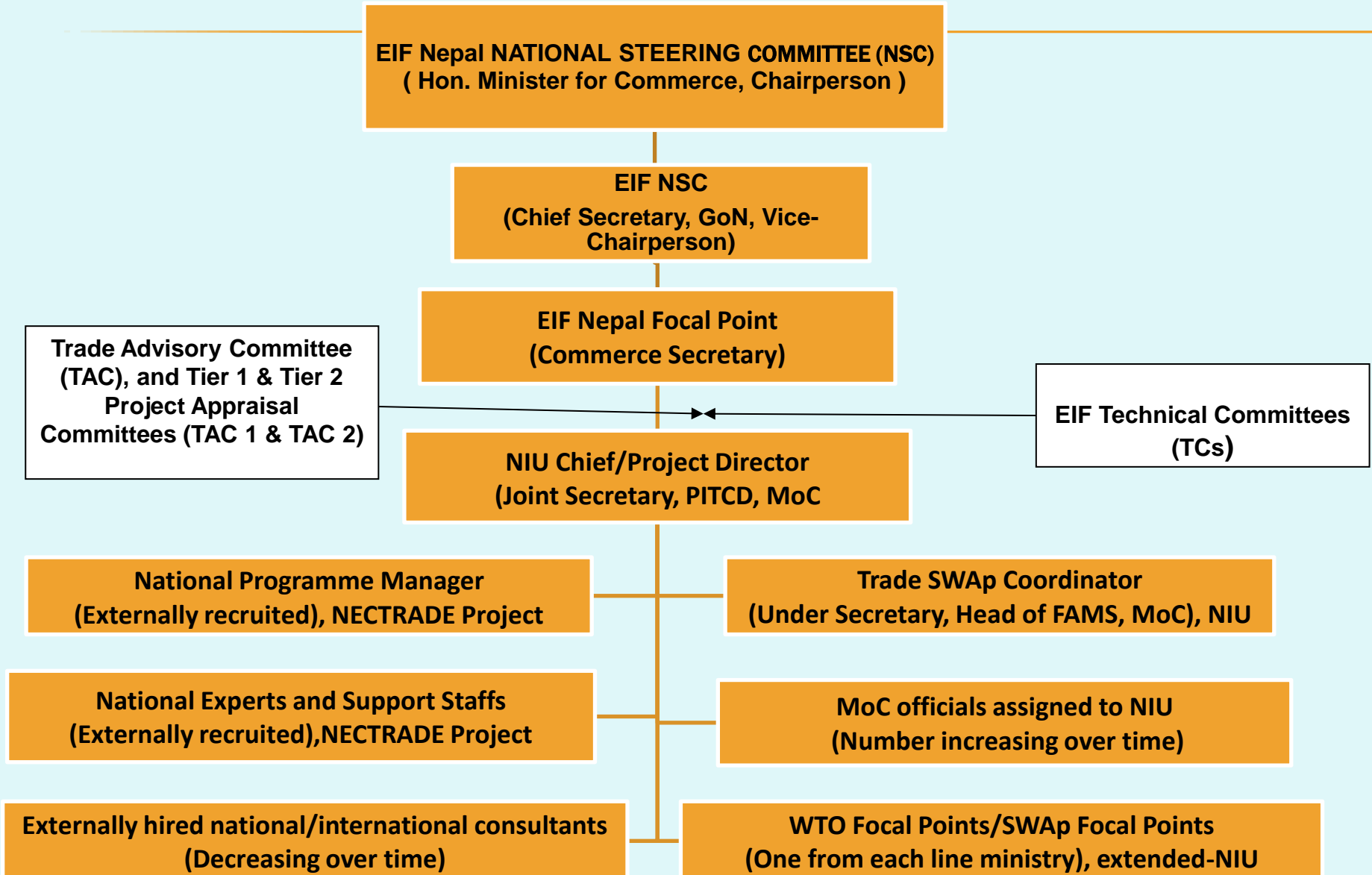
Adequate resources secured in order to implement NTIS Action Matrix priorities

2. Implementation Arrangement of EIF Nepal Tier 1 NECTRADE Project

Composition of EIF National Steering Committee

Hon. Minister for Commerce	Chairperson
Chief Secretary, Government of Nepal	Vice-Chairperson
Secretary, Ministry of Finance	Member
Secretary, Ministry of Industry	Member
Secretary, Ministry of Law, Justice, & Parl. Affairs	Member
Secretary, Ministry of Agricultural Development	Member
Secretary, Ministry of Foreign Affairs	Member
Secretary, Ministry of Commerce	Member
Secretary, Secretariat of the NPC	Member
Deputy Governor, Nepal Rastra Bank	Member
President, FNCCI	Member
President, Confederation of Nepalese Industries	Member
President, Nepal Chamber of Commerce	Member
Joint Secretary, PITCD, MoC	Member Secretary

EIF Tier 1 NECTRADE Project Implementation Arrangement



Project Implementation Modality

- The project is being implemented/executed by MoC/GoN
- National Execution/Implementation (NEX/NIM) guidelines (agreed between MoF/GoN and UN agencies in Nepal-UNDP Nepal) are applied for administrative part including personnel administration
- Law of GoN applied for procurement of goods and services
- Reporting to EIF NSC, EIF ES and TFM; incorporation of feedback and suggestions
- Regular supervision missions from EIF ES and TFM
- Annual Work Plan (AWP) approved by EIF Focal Point (Commerce Secretary) and EIF ES Geneva

Project Implementation Modality

- Break down of AWP into Quarterly and monthly operational plan
- All the recruitments only through Recruitment Committee
- Internal audit by an independent auditor and the final audit by OAG, GoN
- Work under the direct supervision of Secretary/Joint Secretary of MoC
- Work as an integral part of National Implementation Unit (NIU) of MoC
- Regular review meetings with NIU Chief and EIF Focal Point

MoC-appointed officials

- EIF Nepal Focal Point- **Secretary of Ministry of Commerce**
- NIU Coordinator – **Joint Secretary, Planning and International Trade Cooperation Division, MoC**
- Trade SWAp Coordinator- Under Secretary, Foreign Aid Mobilization Section
- Private Sector Coordination Officer- Section Officer
- Inter-ministerial Coordination Officer- Section Officer
- WTO Focal Points in key line ministries (assigned by concerned Ministries/agencies)

Current NECTRADE Project Staff

1. National Program Manager – Dr. Vidur Ghimire
2. Project and Policy Analyst – Mr. Pankaj Giri
3. Administration and Finance Associate – Mr. Saroj Acharya
4. Driver – Mr. Hari Bahadur Shahi
5. Office Assistant – Ms Divya Pujari

3. Different Approaches and Modalities of Intervention

Interaction & Awareness at Central Level



Hon'ble Minister for Commerce launching Nepal Trade Integration Strategy 2016

Interaction & Awareness at central level



Interaction with &
Orientation to Trade
Journalists and
editors



Interaction on WTO and
Nepal in presence of DG
of WTO



Interaction on Trade in Services



National Trade Mainstreaming Workshop in presence of ED of EIF Dr Ratnakar Adhikari

Interaction and Awareness at central level...



High level interaction on trade in services focusing on service waver in Nepalese context

High level interaction program on Social Accounting Matrix of Nepal

Interaction & Awareness at central level...



Awareness & Orientation to women entrepreneurs



Interaction on NTIS 2010 Goods and Services with NRN

Interaction/Awareness at local level



- ❖ Mustang
- ❖ Itahari
- ❖ Dhangadi
- ❖ Biratnagar

- ❖ Birtamad
- ❖ Mahendranagar
- ❖ Dhankuta
- ❖ Butwal

Training and Orientation for capacity development



A Training for Trade Journalists on International Trading System, Contemporary Trade Issues & Role of Media in Trade Sector Development of Nepal



A Training on Trade in Services for professionals of Government, Private sector and Media



A two day's capacity development program on World Trading System and Major WTO Agreements



Advancing communication skills of MoC officials



Enhancing ICT capacity of high level officials of MoC and DCSM



Half day training for women entrepreneurs on export potential to India and Bangladesh, trade & transit procedures, and major issues



A three-day training on developing project proposal and enhancing writing skills enhancement



A three days' training program on Project Proposal writing including log-frame (in collaboration with TPP-GIZ)

Training & Orientation...



Training & orientation with trade journalist & local stakeholders in Dhangadhi



Training for trade journalists at local level (in Itahari) (from 4 districts)

Enhancing Inter-ministerial Coordination

- Interaction programs with MoAD, MoI, NPC, MoF, MoFSC
- Interaction with Officials of Planning Division of Line Ministries
- Regular meeting of EIF NSC and Trade Advisory Committee
- High level discussion in presence of VC of NPC with Chiefs of Planning Division



Aid for Trade (AfT) Mobilization

- Donors Group (DG) on AfT & Regular DG meetings held (15th AfT DG meet was held on 5th Sept 2016)
- Donor Facilitator (German Government) consulted regularly
- Trade SWAp Initiated: Draft modality prepared
- EIF Tier 2 projects: MAPs and PETS Projects under implementation
- EIF Tier 1 (NECTRADE) project is facilitating the overall process



Partnership with Private Sector



Public private dialogues and joint capacity development program



National consultation with women entrepreneurs of central & local levels

- Meetings with Product Associations
- Support to Private sector: Honey, Tea, Handmade Paper, Morang Merchant Association (trade fair/export promotion)



Buyers-Sellers meet and interaction on hand made papers and paper products



Public-Private Dialogue on improving export performance of tea, coffee, honey and gems and precious stones

Outreach Programs

- NECTRADE Table Calendar
- EIF Nepal NECTRADE Newsletter
- Visualizing NTIS 2010 through NTV (Artha ko Artha): **13 episodes**
- Visualizing NTIS 2016 through NTV (Artha ko Artha): **2 episodes and more under pipeline**
- Airing Radio Program: Trade and Development (Byapar tatha Bikas) through Radio Nepal: 22 episodes
- EIF Trade stories on ginger and pashmina sector of Nepal
- Feedback from media: press clips collected, copied & shared
- Website: eifnepal.gov.np



CARDAMOM

- Typically planted in areas where nothing else grows
- Dried cardamom keeps well so, minimal risks associated with physical loss during trade
- Nominal or zero tariff rates in most world markets
- Increasing commercial farming and improved processing technology
- High potential for market expansion
- Branding in niche markets



वैशाख २०७०

April-May 2013

आइतबार SUN	सोमवार MON	मंगलबार TUE	बुधवार WED	बिहवार THU	शुक्रवार FRI	शनिवार SAT
१ नवी वर्ष २०७०	२	३	४	५	६ सम्राट	७
८	९	१०	११ सोक्रन दिन	१२	१३	१४
१५	१६	१७	१८ रिप मरुपुर दिन	१९	२०	२१
२२	२३	२४	२५ May 1	२६	२७	२८
२९	३०	३१				

23 April Nepal became WTO Member, 25 April World Malaria Day, 26 April World Intellectual Property Day



GINGER

- Possibility of inter-cropping with maize, bean and vegetables
- Fertile red soil and hill climate of Nepal highly suitable for producing ginger with excellent aroma
- Significant contribution to farmers' income and employment
- Increasing use by Ayurveda pharmaceutical industries in Nepal and India
- High potential for product diversification and value addition
- Government's classification of ginger as a high value crop and existence of supportive policies

अर्घा

- मकै, भाउमा र तरकारीहरू मिलिन्न कृषक सेती गर्ने गरिने
- सिग्रेट सुगन्ध भएको अर्घा सेतीका लागि उपयुक्त गती माटो र हावापानी भएको
- विशालको आमाजी र वैद्यगारीका उल्लेखनीय योगदान पुगे
- नेपाल र भारतका आर्थिकरूप औषधी उपोद्धारमा अर्घाको बढ्दो प्रयोग
- बन्नु निषिद्ध गरिएको र मूल अतिरिक्तको उच्च सामान्य
- समाधान अर्घाको उच्च मूलको बढ्दो रूपमा र मूलको अतिरिक्तको बढ्दो

Government of Nepal
Ministry of Commerce and Supplies

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EIF NEPAL NECTRADE Newsletter

Nepal Enhanced Capacities for Trade and Development (NECTRADE)

Volume 4
Issue 3
July-December 2013

Training in Trade in Services

“Since growth of services trade accelerates economic activities of the country and contributes to socioeconomic development, poverty alleviation and merchandise trade, all concerned should make coordinated efforts to develop and promote export potential sectors.”

A training-cum-seminar on trade Presentations were made by Mr. to get such concessions and facilities, as

EIF Nepal Focal Point, NTU Chief and other officials at the training programme on Trade in Services

Government of Nepal
Ministry of Commerce and Supplies

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EIF NEPAL NECTRADE Newsletter

Nepal Enhanced Capacities for Trade and Development (NECTRADE)

Volume 5
Issue 4
July-December 2013

Larcha Dry Port Construction Begins

Once the road is upgraded, it is expected to speed up and smoothen the flow of vehicles and people in the border areas and enhance the trade flow between the two countries.

Construction of the much-awaited Ashland container depot (dry port) at Larcha, near Tanquet, in Sindhupalchok District, formally began on December 20, 2012. Commerce Secretary Mr. Lal Mani Joshi, and Chinese Ambassador to Nepal, HE Yang Houdan, jointly laid the foundation stone of the fifth dry port of the country. The port is spread over 54 hectares and can accommodate 150 containers and 85 small vehicles.

On the occasion, Commerce Secretary Mr. Joshi said construction of the dry port would add a new dimension to the existing Nepal-China trade through increased import and export activities.

Similarly, Chinese Ambassador said the dry port would be a milestone of Nepal-China trade. Since the dry port is the priority of both governments, he expressed his hope that it would be completed in time.

The construction project is expected to ease bottlenecks for carrying the Nepal-China trade. According to the project, for which an agreement was signed in May 2012, the Government of People's Republic of China will fund the construction of a border inspection building and a cargo warehouse. The Chinese side also agreed to upgrade a 6.5 km road connecting the dry port to the border. The 13.8 million USD project, which is expected to be completed in 26 months, also promises the construction of a 132 m long bridge over the Bhotekoshi River, which intersects the Ashadi Highway connecting the border to the capital city.

"Once the road is upgraded, it will speed up and smoothen the flow of vehicles and people in the border areas and enhance the trade flow and volume between the two countries," said Secretary Mr. Joshi. Both governments have attached great importance to the project and done a lot of work to facilitate it over the past few years and now made it a reality. After the construction of the dry port, the customs office would be shifted to Larcha.

Commerce Secretary, Mr. Lal Mani Joshi, and Chinese Ambassador to Nepal, HE Yang Houdan, laying the foundation stone of the Larcha Dry Port

Government of Nepal
Ministry of Commerce and Supplies

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EIF NEPAL NECTRADE Newsletter

Nepal Enhanced Capacities for Trade and Development (NECTRADE)

Volume 6
Issue 5
January-June 2013

Gender mainstreaming in trade through women entrepreneurs

Women entrepreneurs are the main contributors to the national economy and they can greatly help in increasing exports and in adding value to Nepalese products

Gyawali, highlighted the important role of women entrepreneurs in improving trade performance. He suggested that interventions were required, how the MeCS could play a facilitating role and what additional support was needed to encourage women entrepreneurs.

The National Programme Manager of NECTRADE, Mr. Buddhi Prasad Hlawong, made a presentation which

women entrepreneurs for the effective implementation of NTDS 2010.

Vice President of FWEAN, Ms. Rina Bhandari, made a presentation focusing on the initiatives taken by FWEAN in Nepal's trade, challenges by women entrepreneurs, ways to enhance women's competitiveness and FWEAN's expectations from the government. She stressed the need to government, small

Participating women entrepreneurs at the intervention programme



Enhanced Integrated Framework (EIF) Nepal

for building capacity to trade



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Policy / Strategy



Trade in Services in Multilateral Trading System - 2070

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TFM Mission Visit and interaction with PETS Project in MoCS

FEATURE STORY

9th WTO Ministerial Conference Concluded In Bali, Indonesia



A high level Nepalese Delegation under the leadership of Honorable Minister Shanker Prasad Koirala participated in the 9th WTO Ministerial Conference (MC9) in Bali, Indonesia from 3 to 7 December, 2013. Nepal, being the coordinator of LDCs, played a key as well as a constructive role in raising the issues of LDCs and getting approval of the 'LDCs Bali Package' from the ministerial conference. Nepal has undertaken the role of LDCs' Coordinator for the first time after joining the WTO in 2004. Seven other LDCs have already assumed the role of LDCs Coordinator prior to Nepal. The declaration of MC9 consists of three different parts; Regular work under the General Council, Doha Development Agenda and Post Bali Work.

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Press Release: WTO DG H.E. Roberto Azevedo's Nepal visit
08 June, 2014



Press Release: A High level interaction on WTO and Nepal
08 June, 2014

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Outreach Materials



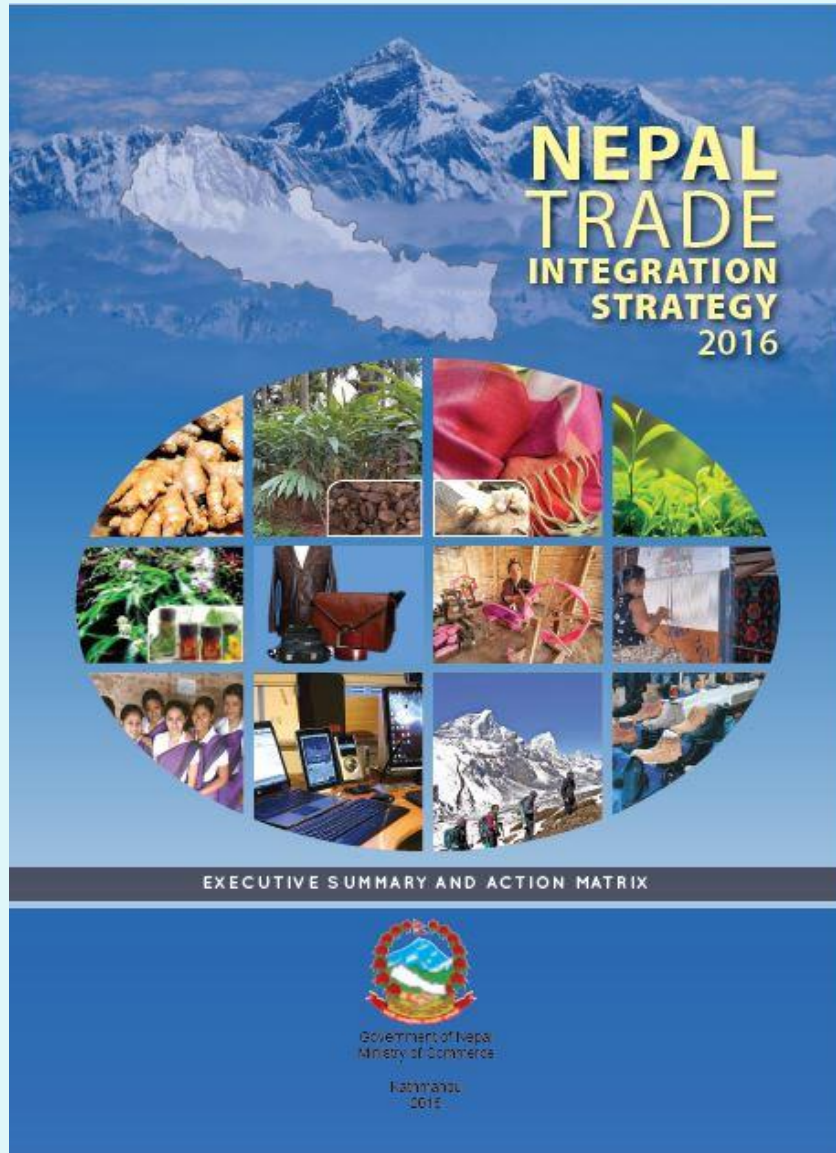
4. Major Achievements of EIF Tier 1 NECTRADE Project

Outcome 1: Sufficient institutional & management capacity built to formulate & implement trade-related strategies and implementation plans

Achievements

- NTIS launched officially in June 2010 and being implemented
- NTIS 2010 review and update completed and NTIS 2016 has been launched successfully
- NTIS implementation supported: Awareness, Training, AfT & Domestic resource mobilization, Public-Private Partnership (PPP)
- Institutional and human capacity enhanced

Nepal Trade Integration Strategy (NTIS) 2016



- **National Trade Strategy** to enhance 'supply side capacity' for Nepal's space in global market
- An outcome of analysis & **consultation** with **broad** range of stakeholders; led by the **GoN**
- Identified **seven** areas as "cross-cutting sectors" and **nine** goods and **three** services as "priority export potentials"
- **Action Matrix** with 73 Actions for enhancing cross-cutting issues and 117 Actions for value-chain development of priority export potentials (short to medium term actions) to be completed by 2020
- Analysis & recommendations based on **lessons learnt** from NTIS 2010
- Includes **SWOT** analysis of prioritized products
- Technical Assistance of **EIF-WTO** Geneva

Outcome 2: Mainstreaming trade into National Development Strategies & Plans

Achievements

- Trade agenda in National Strategies/Plans
- Trade dimension incorporated in key sectoral policies/strategies, program and budget (MoAD, MoFSC, MoI, MoLE, local bodies)
- Functional Public-Private Consultation started through EIF NSC, EIF TCs, TAC, PPP, and various joint programs/small supports

Outcome 3: Coordinated delivery of Trade related resources to implement NTIS action matrix.

Achievements

- Aid for Trade Donor Group established and regular meeting held between DPs and GoN (MoCS): 15 meetings held
- Involvement of DPs in NTIS implementation increased: Eg. WB, EU, USAID, German Government, DFID, Finland, ADB, and EIF through Tier 2 Projects (3 Tier 2 Projects)
- Draft of Trade SWAp implementation mechanism developed (draft to be consulted with DPs & stakeholders)

Outcome 4: Securing resources in NTIS action matrix priorities

Achievements

- Status of NTIS Action matrix being discussed in 15th AfT DG meeting & required intervention initiated from different DPs in the areas of expertise and interest
- Government of Nepal's contribution started from 2010 and gradually increasing over the years for implementation of NTIS action matrix (eg. Fiscal year 2015/16: GoN allocated \$1.9 million for NTIS implementation)
- Sectoral ministries started considering NTIS action matrix while preparing annual budget and program: Eg. MoAD, MoI, MoFSC and others
- Private sector, research institute and media: making NTIS as a base to work

Some Additional Efforts & Achievements

- A Position Paper prepared on Trade Performance of Nepal, Current Status and Action Required, shared to agencies concerned
- A Position Paper on Current Status of Major Agricultural Products (being imported), Issues and Action Required for Domestic Production Development
- A Fact Finding Report on NTIS 2010 – Status and Updates, Export Trade – Major Issues, and Trade SWAp Modality
- Technical inputs in speeches, technical notes, and reference documents for high level officials of MoC
- Capacity building of NIU and MoC for better understanding of global trade, WTO mechanism, TRIPS, trade in services, EIF, AfT, etc.

Some Additional Achievements...

- Radio and TV programmes/documentaries for the promotion of trade, especially Nepalese exports and information dissemination regarding contemporary issues in Nepal's trade; visualization of NTIS.
- Supported Federation of Women Entrepreneurs Association of Nepal, Society of Economic Journalists of Nepal, Federation of Nepalese Chamber of Commerce and Industries, Department of Commerce and Supply Management, Nepal Freight Forwarders' Association, Nepal Tea Planters' Association, Handmade Paper Association, Central Honey Entrepreneurs Association, Nepal Chamber of Commerce, among others for organizing trainings, public-private dialogues and upgrading their IT/management systems.
- Increased involvement of Development Partners in the implementation of NTIS action matrix; active participation of WB, EU, UNDP, ADB, DFID, DFAT, DANIDA, USAID, JICA, GIZ, and others in the Donor Group meetings.

Technical & Secretariat Support

- Technical and advisory support to MoC as per need
- Regular support to MoC in organizing meeting and events
- Logistic and secretariat support to EIF NSC, EIF TCs, Task Force, NTIS Review & Update, and other committees



5. EIF Tier 2 Projects

Facilitation & Coordination of Tier 2 Projects for Product Development

- Pashmina Project: EIF ES, TFM, ITC, NPIA, Himali Project
- IN-MAPs Project: MoFSC, EIF ES, TFM, GIZ, JBAN and Pvt. Sector
- Ginger Competitiveness Project: EIF ES, STDF, MoAD, FAO, NGPTA

Pashmina Enhancement & Trade Support (PETS) Project

- 2nd EIF Tier 2 Project: Started in June 2013
- Funding: \$ 2.06m (**EIF**: 1.86 m & GoN: 0.2m)
- MoC: main executive agency, ITC: main implementing entity & NPIA impl. partner
- PSC: Chairmanship of Secretary of MoC

Expected Result:

- NPIA provides sustainable services to its members and CP stakeholders
- Increased CP export due to increased International competitiveness
- Buyers in priority markets recognize CP label as a niche luxury product



MAPs Project: Implementing the NTIS in the Sector of Medicinal and Aromatic Plants (MAPs)

- 3rd EIF Tier 2 project: started from Jan 2014
- **Funding:** US\$ 4.1m (**EIF:** 3.9m, GIZ: 1.75m, GoN: 1.25m in kind)
- MoFSC: main executing agency, GIZ: main impl. entity, PSC chair: Secretary of MoFSC

Expected Result

- Products development improved with sustainability & marketability
- Capacities of MAPs actors strengthened
- Market access improved through collective mark/branding



Ginger Competitiveness Project

- 1st EIF Tier 2 Project in Nepal: started from June 2012
- Funding: US\$ 1,373,694 (EIF: 711,550; STDF: 462,144; GoN : 60,000 in kind & Pvt. Sect.: 140,000 for land & other)
- MoAD: main executive agency, FAO: main implementing entity & AEC of FNCCI & NGPTA are implementing partners
- PSC: Under the chairmanship of Secretary of MoAD
- Project Completed in December 2015 and successfully handed over to private sector (NGPTA)



Ginger.....

- Increased farm production of ginger from 731kg/HH in base year to 2993kg/HH in end year, attributed to increases in yield (459 to 477kg/ Ropani) and cultivated area (1.59 to 7.88 Ropani/HH) due mainly to successful crop and disease management interventions
- Farm income for ginger increased by 62.21 % (NPR 25,991/HH compared to 16023/HH) in 2015 due to increased crop productivity and area
- Farm net income for ginger increased by 25.31% (NPR 25.31/kg compared to 22/kg in base year) due to reduced costs of cultivation
- Improvement in post-harvest loss of ginger rhizome by 30 percent due to afield rhizome-rot management and farm learning on post-harvest safe handling and storage
- New jobs created due to training of FFS-facilitators and added ginger area and production
- A ginger washing facility established and commissioned; above 8,000 farm households seen to have access to washing services, and is foreseen to add further to the aforementioned effects due to demand pull and price incentive effects, and create additional jobs (>200) in association with its operation and seasonal jobs along ginger value chain to carryout added production and transmission functions

Ginger.....

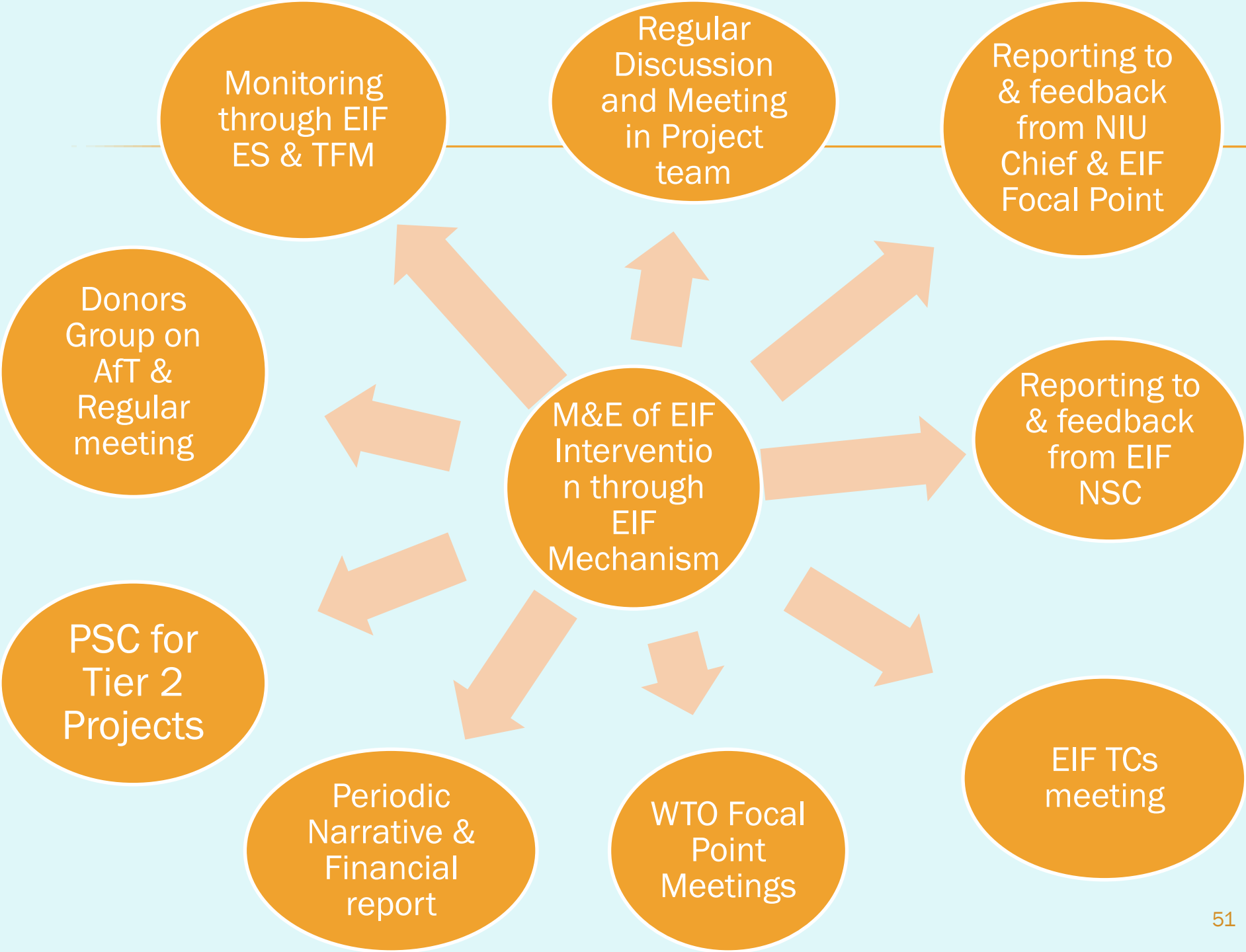
- A sustained operation of the facility by NGPTA is assured on ground of overarching public-private agreement overseen by MoAD. Moreover, necessary guidelines in management and operation of the facility and ginger promotion trust fund are set in place.
- Partnerships and alliances fostered among MoC, MoAD, AEC and NGPTA during the project formulation and implementation as well as project inbuilt exit strategies such as handing over the facilities to NGPTA for operation, farmers' group registration with DADOs, active participation by DADOs in implementation of the project and intensive training of leader farmers in the group for their sustenance would also be contributing to sustainability of the project outcome.

6. Monitoring & Evaluation Mechanism



EIF Nepal National Steering Committee:
Reviewing Progress of EIF activities in
Nepal, NTIS Review and Update & NIT
implementation

Donors Group on AfT reviewing
progress & discussing on NTIS
Review & Update



7. Recent Progress & Steps Next

Recent Progress and Planning for the effective implementation of NTIS 2016

- Sharing NTIS 2016 in the Board of Trade for seeking necessary guidance in its implementation (Completed)
- Printing Executive Summary of NTIS 2016 in English and Nepali (Printing in English done)
- Organizing Donor Group Meeting (Completed)
- Launching NTIS 2016 and distributing it to all the line ministries/agencies and stakeholders (Completed)
- Developing and disseminating audio/visual programs/documentaries through media on the products and services identified by the updated NTIS (a couple of episodes have already been broadcasted through National Television)
- Organizing NTIS 2016 awareness programs and workshops among trade related stakeholders at the central level as well as in all the development regions (in pipeline)
- Coordinating with line-ministries, private sector and trade related stakeholders to prepare product/service strategies and action plans and to develop bankable projects for the implementation of NTIS 2016 action matrix

Thank You!