



Supporting fresh fruit exports to the Chinese market – GIZ's approach



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Consultation Workshop

Step-by-step guidelines for exporting fresh banana, mango and longan to China”

27 March, Phnom Penh Hotel, Cambodia



Support for Economic Cooperation in Sub-Regional Initiatives in Asia (SCSI)

Overall Goal

- Economic cooperation and trade between China and selected neighbouring developing countries is strengthened

Regional Focus

- Mongolia, Cambodia, Lao PDR, Viet Nam (Asien NA)

Commissioned by

- German Federal Ministry for Economic Cooperation and Development (BMZ)

Overall term

- 04/2015 – 03/2019

Volume

- 4.5 mio EUR





GIZ SCSI Regional Focus



Northeast Asia

Greater Tumen Initiative (GTI)

- Supporting Mongolia within the sub-regional mechanism GTI
- Cooperating with the GTI Secretariat based in Beijing

Southeast Asia

ASEAN-China Cooperation

- Supporting Cambodia, Lao PDR and Viet Nam within the ASEAN-China Free Trade Agreement (ACFTA)
- Cooperating with respective public and private actors



GIZ SCSI Strategy – ASEAN-China Component

Rationale

- Foster cooperation in the sub-regional mechanism **ASEAN China Free Trade Agreement (ACFTA)** between **Cambodia, Lao PDR, Viet Nam, with China**

Goal

- Improving open, sustainable and inclusive **regional economic cooperation and trade with China** is strengthened
- Encouraging **private sector** involvement and empowering local SMEs in **Cambodia, Lao PDR and Viet Nam** (export guidelines)
- Fostering **regional knowledge exchange** (e.g. SPS Issues, export to China)



GIZ SCSI Activities 2017-2018 in Cambodia

1

Facilitation

- Fact-Finding: ACFTA-Workshop on “Recent Developments in Exporting Agricultural Goods to China”, Phnom Penh Cambodia, 03 March 2017

2

Supportive Prozesse

- Supporting ongoing Political Processes: Issuing guidelines for SMEs within the agricultural sector (2017-2018) for Mango, Banana, Longan, and Dragon Fruit in Khmer

3

Regional Expert Forum

- Strengthening Regional Public-Private Dialogue: SPS Workshop on “Opportunities and Challenges Exporting Agricultural Goods to China”, Beijing, China, 06/07 December 2017

4

Technical Trainings

- Strengthening Fresh Fruit Export to China: Consultation Workshop for respective Ministries, Agencies, Associations, SMEs/Entrepreneurs on the Export Guidelines, 27 March 2018



GIZ SCSI Approach to Trade Promotion – Viet Nam



2016-2017

- Coordination with ASEAN-SAS
- Workshop with VIETRADE
- Joined Follow-Up
- Identifying Export Goods

2017-2018

- Finding External Experts
- Desk Research
- Interviews
- Review/Consultation

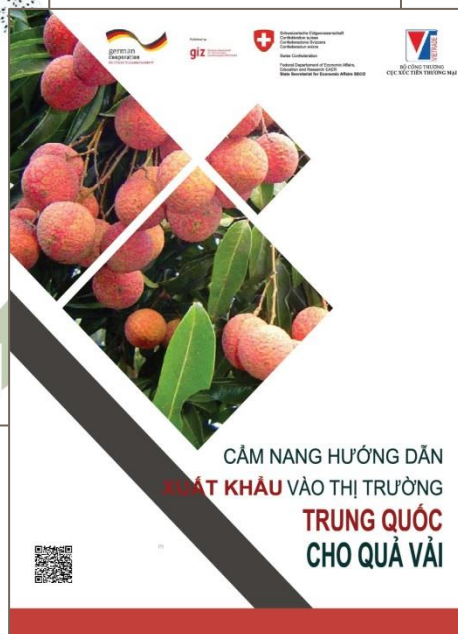
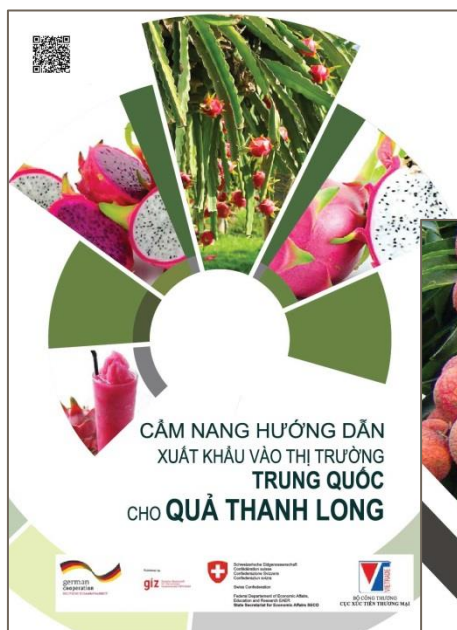
2018 - 2019

- Involving further agencies
- ToT / Independent Trainings
- Publishing on Partner Websites
- Regular updating e-Guidelines





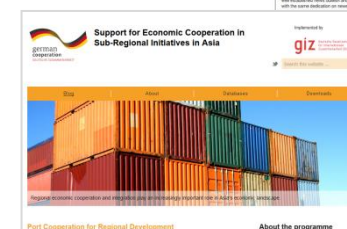
GIZ SCSi Export Guidelines – Viet Nam





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Support for Economic Cooperation in Sub-Regional Initiatives (SCSI) in
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Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH
Tayuan Diplomatic Office Building 1-14-1
Liangmahe Nanlu No 14
Beijing 100600, Chaoyang District
PR China

T +86 10 8532 4025

F +86 10 8532 5774

E magnus.brod@giz.de

I www.connecting-asia.org / www.giz.de

Responsible

Mr. Magnus C.M. Brod

Author(s)

Mr. Florian Miß

Photo credits

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Thank you for your attention!



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