

Enhancing Private Sector Involvement in Regional Integration

Approaches of GIZ Project Support of Regional Economic Cooperation in Asia

The 7th GTI NEA Local Cooperation Committee Meeting

24 July 2019, Chinggis City, Khentii Province, Mongolia



Implemented by





Support of Regional Economic Cooperation in Asia (SRECA)

Overall Goal

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

Focus Countries

- Mongolia, Cambodia, Lao PDR, Viet Nam

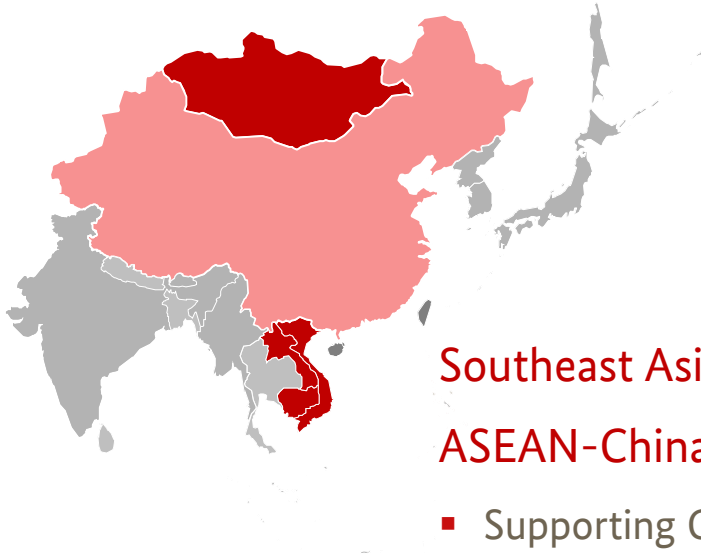
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- German Federal Ministry for Economic Cooperation and Development (BMZ)

Overall term

- 04/2019 – 03/2022

Regional Focus



Northeast Asia

Greater Tumen Initiative (GTI)

- Supporting Mongolian public and private actors within regional cooperation in GTI
- Cooperating with the GTI Secretariat as well as its Boards/Committees

Southeast Asia

ASEAN-China Cooperation

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

GIZ Approach to Trade Promotion for SMEs – Vietnam

Identifying
Partners /
Fact-Finding

2016-2017

- Coordination with GIZ projects
- Workshop with VIETRADE
- Joined Follow-Up
- Identifying Export Goods



Compiling
Export
Guidelines

2017-2018

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



Workshops /
Trainings

2018 - 2019

- Development of ToT Curricula
- Independent ToT Trainings
- Publishing on Partner Websites
- Regular updating e-Guidelines



Further Capacity
Building

2019 - 2022

- Forster Regional Exchange with relevant Chinese agencies
- Issue Export Development Plans
- Utilising digital instruments like e-Commerce



GIZ SCSI Export Guidelines – Viet Nam

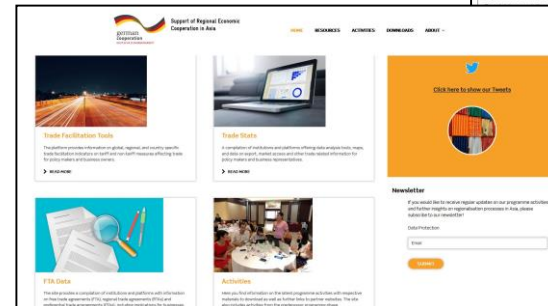
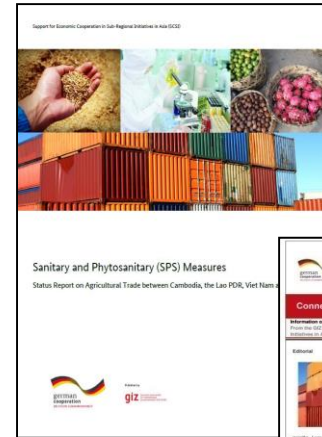


Lessons learnt for SME promotion

- Trade – especially export – is a valuable driver of SME development to overcome domestic market limitations
- Access to trade related services needs to be improved in developing countries and meet requirements of the private sector
- Strong SME service centers, trade promotion agencies, associations, chambers or similar platforms are needed
- Private sector and SME promotion needs to be within respective national strategies reflecting international frameworks (e.g. SDGs, WTO-TF, etc.)
- Closing the gap between small and multinational enterprises – fostering development of medium sized enterprises
- Continuous exchange between public and private sector (national and regional)

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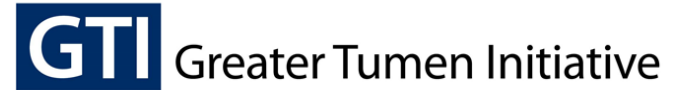
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