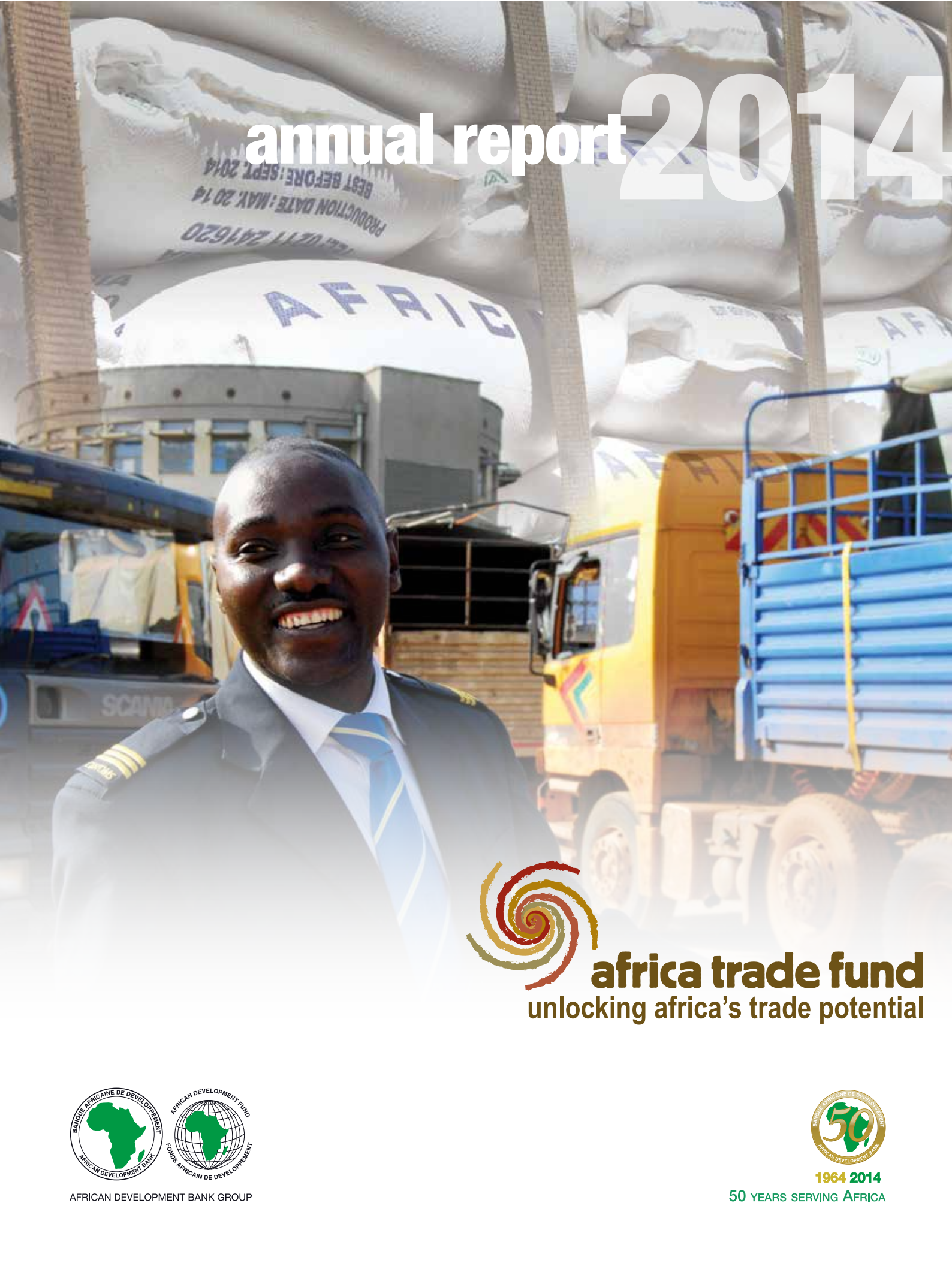


# annual report 2014



**africa trade fund**  
unlocking africa's trade potential



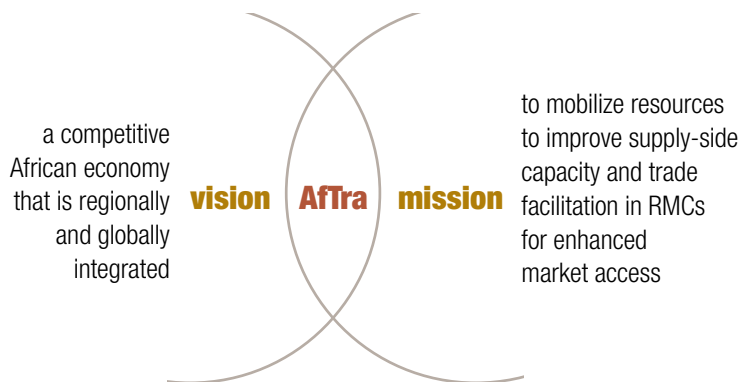
AFRICAN DEVELOPMENT BANK GROUP



1964 2014

50 YEARS SERVING AFRICA

# AfTra in brief



To achieve this, AfTra will support the delivery of Aid for Trade to RMCs, especially low-income countries, aimed at improving supply-side capacity of producers and traders.

## AfTra four pillars

### pillar i.

#### **facilitating trade**

making customs, ports, one-stop border posts more open and accessible and easing movement across trade corridors

### pillar ii.

#### **developing products and markets**

getting goods up to SPS standard, stamping quality on products and crossing over to new markets

### pillar iii.

#### **building capacity for institutions**

collecting market data, analyzing trade gaps, adding value along the chain and supporting negotiations

### pillar iv.

#### **growing the Bank's knowledge to deliver**

creating stronger trade statistics and research in the Bank and providing quality advisory services

## AfTra added value checklist

### **i. impact-centered and results-focused:**

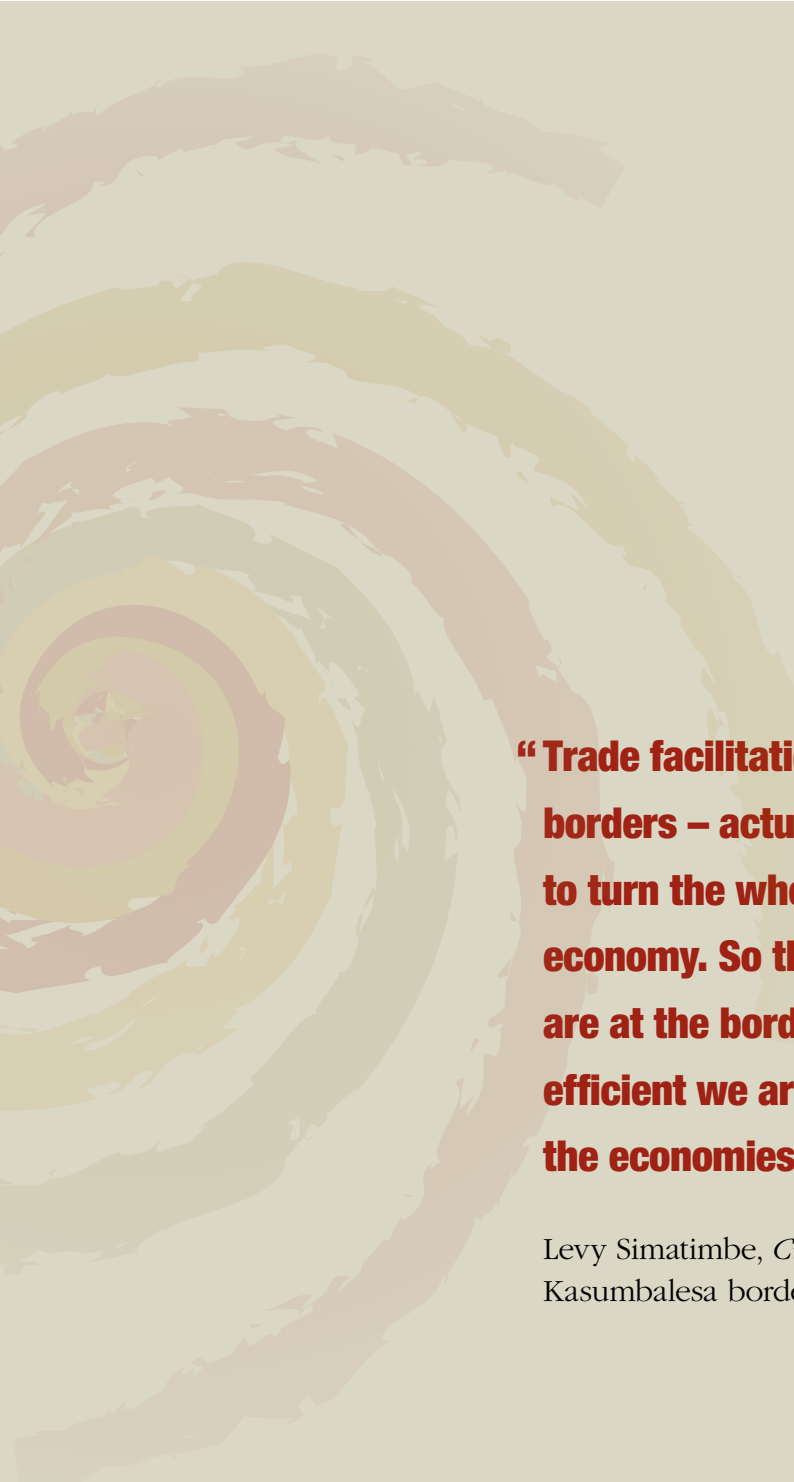
focuses on low-income countries where need is greatest and monitors and evaluates for trade outcomes promoting development impact

### **ii. African partnership - local, regional and global:**

wide-reaching engagement and support to local communities, civil society, businesses, governments and regional bodies

### **iii. targeted and transformative in delivery:**

responds to priority demands, builds internal/external expertise and skills and leverages funding to make efforts sustainable



**“Trade facilitation across borders – actually is helping to turn the wheels of the economy. So the quicker we are at the border, the more efficient we are, the faster the economies will grow.”**

Levy Simatimbe, *Customs Manager*  
Kasumbalesa border, Zambia/DRC

# Africa's trade horizon

**foreword**



**Solomon Asamoah**

*Vice President*

Infrastructure, Private Sector  
and Regional Integration  
African Development Bank

**Africa's trade horizon is wider than ever before.** From East to West to Central to Southern Africa, the continent's businessmen and women, exporters, entrepreneurs, farmers, producers and traders are getting more of the backing they need to succeed. The African Development Bank, through the Africa Trade Fund (AfTra), is proud to be championing trade impact interventions that are reaching the places, people and priorities that need assistance the most. AfTra, in its 2014 and early 2015 operations, has been translating global trade and development policy and international commitments into results-focused projects on the ground.

Take the case of the WTO Trade Facilitation Agreement, which moved ahead in 2014 with members signing a Protocol of Amendment and the global community pledging its support. While going forward the post-2015 development agenda with its more ambitious set of sustainable development goals is coming into focus. That is in addition to Africa's regional integration agenda, which is being driven forward in the Bank Group's Regional Integration Policy and Strategy 2014-2023.

In 2014 AfTra worked hard fulfilling its mandate as the Bank's primary vehicle for trade-related technical assistance. It is shaping up to be a leading facility in the field delivering with quality and operational effectiveness across its four pillars, including on its pillar one on facilitating trade, its pillar two on developing products and markets and its pillar three on building capacity for institutions. As a result, operations will now be streamlined at the Arusha-Namanga one-stop border post between Tanzania and Kenya, while in São Tomé and Príncipe customs will be modernized. In Zambia women producers will get the skills they need to export higher value honey and across East and West Africa, that is going to happen with cashew. In Madagascar a national strategy for export is going to be developed and across the continent the impact of integration will be monitored through a flagship project to build Africa's first Regional Integration Index.

That all adds up to a picture of what it looks like to facilitate Africa's trade - cutting time and costs to export, adding value to products for higher earnings and building greater capacity and knowledge to promote inclusive, long-term growth. There is cause for cheer. And at the same time there is a need to start a call for action. AfTra is working to fulfil an ambitious agenda against a complex and at times challenging backdrop. In 2014 we saw what can happen when shocks such as the Ebola virus hit West Africa. People, in particular women and young people, have a right to access economic opportunities that allow them to thrive and grow their livelihoods' prospects. Building resilience and economic strength is vital to allow Africa to stay open for business.

With 15 AfTra projects up and running out of a pipeline of 34 projects, momentum is steadily building. Ambitious targets on delivery and disbursements have been matched by growing partnerships with global, regional and local actors. AfTra is inviting new development partners to join and shape its innovative model of trade development impact and grow into a multi-donor trust fund. Against the backdrop of the Bank Group's 50th anniversary the time has come to accelerate our joint commitment and fully unlock Africa's trade capacity and potential. Come on board and join AfTra's work program for 2015.

## abbreviations

<b>ACA</b>	African Cashew Alliance
<b>AfDB</b>	African Development Bank Group
<b>AfTra</b>	Africa Trade Fund
<b>AGOA</b>	African Growth and Opportunities Act
<b>ASYCUDA</b>	Automated System for Customs Data
<b>AU (C)</b>	African Union (Commission)
<b>CAD</b>	Canadian Dollar
<b>CBTA</b>	Cross Border Traders Association
<b>COMESA</b>	Common Market for Eastern and Southern Africa
<b>DFI</b>	Development finance institution
<b>DRC</b>	Democratic Republic of the Congo
<b>EAC</b>	East African Community
<b>ECOWAS</b>	Economic Community of West African States
<b>FRMB</b>	Resource Mobilization & External Finance
<b>GDA</b>	Global Development Alliance
<b>ICT</b>	Information Communication Technology
<b>IFC</b>	International Finance Corporation
<b>IT</b>	Information Technology
<b>ITC</b>	International Trade Centre
<b>JICA</b>	Japan International Cooperation Agency
<b>KPI</b>	Key performance indicator
<b>LDC</b>	Least Developed Country
<b>M&amp;E</b>	Monitoring and Evaluation
<b>NEPAD</b>	New Partnership for Africa's Development
<b>ONRI</b>	NEPAD, Regional Integration and Trade Department (AfDB)
<b>ONRI.2</b>	Regional Integration and Trade Division (ONRI, AfDB)
<b>ORPF</b>	Procurement and Fiduciary Management Department (AfDB)
<b>OSBP</b>	One-stop Border Post
<b>PATSIL</b>	Program of Assistance to Trade Support Institutions in Liberia
<b>PSO</b>	Private sector organization
<b>REC</b>	Regional Economic Community
<b>RIPoS</b>	Regional Integration Policy and Strategy
<b>RMC</b>	Regional Member Country (of AfDB)
<b>RO</b>	Regional operation
<b>SADC</b>	Southern Africa Development Community
<b>SME</b>	Small and medium-sized enterprise
<b>SNV</b>	Not-for-profit international development organization (founded in the Netherlands)
<b>SPS</b>	Sanitary and phyto-sanitary
<b>TRC</b>	Technical Review Committee
<b>UA</b>	Unit of account
<b>UNECA</b>	United Nations Economic Commission for Africa
<b>USAID</b>	United States Agency for International Development
<b>USD</b>	United States Dollar
<b>WTO</b>	World Trade Organization

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# the Africa Trade Fund effect

## **preface**

### **the AfTra effect**

from its second full year of operations,  
AfTra is having an effect in unlocking  
Africa's trade potential through:

#### **operations**

delivering through streamlined systems  
accelerating timelines and disbursements

#### **results**

quality assuring projects that add value  
managing for results and sustainable impact

#### **outreach**

reaching priority clients continent-wide  
building long-term capacity for change





**Moono Mupotola**

*Africa Trade Fund Coordinator*  
*Division Manager,*  
Regional Integration and Trade,  
African Development Bank

**The Africa Trade Fund (AfTra)'s 2014 Report** captures progress made over the last year as AfTra moves towards becoming Africa's largest and most responsive facility on trade-related technical assistance.

Important highlights in 2014/early 2015 included: 11 results-focused projects approved alongside 4 operational projects already up and running from 2013, with 67% disbursement rates. Task Managers went on 17 Appraisal Missions building up a pipeline of quality projects for 2015. Together with the Bank's NEPAD, Regional Integration and Trade Department, AfTra ran a high-level event on "Facilitating Africa's Trade" at the Bank's Annual Meetings. The "Facilitating Africa's Trade: Border voices" film was also premiered and the website at [www.africatradefund.org](http://www.africatradefund.org) was launched.

Chapter one of this 2014 Report takes us through AfTra's contribution to the global trade and development agenda, from trade facilitation through to sustainable development and regional integration. AfTra's set of operational milestones are set out in Chapter two. This covers progress to date on the 2013 projects – with Aid for Trade Strategies finalized – and updates on support to Liberia's trade institutions and COMESA's Trading for Peace project. AfTra's 11 approved projects in 2014/early 2015 from across each of the Fund's four pillars are looked at in detail covering planned results from the results management frameworks. Chapter three of the Report looks ahead to 2015 and AfTra's commitment to continue to deliver results, communicate project impact and deepen knowledge sharing.

To get to this strong position, AfTra has counted on the backing of a range of partners who have been active in shaping its delivery, notably the Government of Canada who provided initial CAD15 million seed funding to get the Fund where it is today. The Bank Group's Senior Management have provided invaluable leadership and commitment. Vital support has come from the Departments involved in AfTra's governance structure, including the Resource Mobilization and External Finance Department, the Technical Review Committee membership as well as the Regional Integration and Trade Division. The AfTra Secretariat, Task Manager, Trade Experts and Bank Field Offices have each driven forward operations with project partners on the ground. Special thanks go to the AfTra Team including Jean-Guy Afrika, Gerald Ajumbo, Inye Briggs, Calvin Manduna, Bokang Rosemary Mokati-Sunkutu and Patrick Kanyimbo. In supporting the development of this Report warm appreciation goes to Olumide Abimbola and Elena von Essen and to Peggy Ford-Fyffe King for the design and to José Carlos Alexandre for providing the images.

As Gift Gambiza, a truck driver featured in "Border voices", notes "Africa has got everything. Only what's wanted is good management." It's clear that in 2014, AfTra in just its second year, is able to play its part in Africa's growing success story: delivering through streamlined systems that are robust and workable and accelerating timelines and disbursements so that projects get off the ground and add value as quickly as possible. Now AfTra is able to show that it is reaching more clients continent-wide and starting to build long-term capacity for change. That's the Africa Trade Fund effect. With clear targets to get disbursement rates up to 85% for 2013 projects and over 50% for 2014/early 2015 projects and to bring on board new projects from the pipeline, AfTra is moving ahead and inviting new donors and partners to join and support Africa's brighter trading future.

# africa trade fund in 2014

# AfTra

**2014 marks a dynamic second year of full operations** in the life of the Africa Trade Fund (AfTra) - the African Development Bank's number one facility for supporting trade through technical assistance across the continent.

The Fund grew both in scope - delivering projects on the ground - and in profile - engaging with private and public sector actors across Africa.

AfTra's 2013 Call for Proposals received 200 proposals estimated at CAD100 million, against CAD15 million available in seed funding. Here, Africa voiced its trade needs and request for support.

In 2014, by responding to the continent's demands - AfTra remains both vital and relevant.



**April**  
Publication of the **Africa Trade Fund 2013 Annual Report** and outreach materials

**May**  
High-level Side Event "**Facilitating Africa's Trade**" at the African Development Bank Annual Meetings, Kigali

**May**  
Premier of the Africa Trade Fund film "**Facilitating Africa's Trade: Border voices**"

# 2014



**April**  
**Africa Trade Fund project**  
Aid for Trade Strategy for the East African Community finalized

**May**  
**Africa Trade Fund project approved**  
Namanga One-Stop Border Post: joining up trade across borders



# milestones

## September

Aid for Trade Strategy for Swaziland stakeholder validation workshop

### 5 Africa Trade Fund projects approved

São Tomé and Príncipe: transforming customs, facilitating trade

Regional Integration Index: Africa's integration impacts

Madagascar National Export Strategy: exporting for impact

Southern Africa: border efficiency for better trading outcomes

## September

Launch of the Africa Trade Fund website at [www.africatradefund.org](http://www.africatradefund.org)



WTO OMC

## November

WTO members move ahead on the 2013 WTO Bali Ministerial Trade Facilitation Agreement by adopting a Protocol of Amendment

## End 2014 - early 2015

### 4 Africa Trade Fund projects approved

Agriculture and Food Products: raising standards, boosting livelihoods

Zambia apiculture: bringing the honey value chain to market

Cashew in East and West Africa: processing potential

Northern Corridor: tracking trade to boost business

# 2015



## July

### Africa Trade Fund project approved

African Union Support: renewing AGOA, investing in Africa's trade



## December

Briefing by UN Secretary General on post-2015 development agenda at informal plenary of the General Assembly

## November

Launch of **AfDB's Regional Integration Policy and Strategy 2014-2023**

# AfTra

## AfTra in action

### AfTra on the ground

**During 2014/early 2015, a total of 15 projects moved ahead with delivery or were approved.**

AfTra's pillar one on facilitating trade included a transformative customs project in São Tomé and Príncipe and a one-stop border posts' project in Arusha-Namanga at the border between Tanzania and Kenya. AfTra's pillar two on developing products and markets included projects to build the honey value chain in Zambia and the cashew value chain in East and West Africa. Projects in AfTra's pillar three on building capacity included work to develop a National Export Strategy for Madagascar. And AfTra's pillar four on growing the Bank's knowledge to deliver included a project to build Africa's first Regional Integration Index together with the AU and UNECA.

### AfTra delivery

**AfTra maintained its focus on delivering quality with operational effectiveness and efficiency throughout 2014.**

AfTra Task Managers went on 17 appraisal missions building partners' capacity to develop quality projects and logframes and gather baseline data in line with the Bank Group's Results Management Framework. AfTra's engagement with project partners is boosted by the Bank's local knowledge and presence as a trusted partner continent-wide. As a result, disbursement rates were 67% (above a 60% target) for AfTra's 2013 projects. The aim is to move disbursement rates up to 85% and to over 50% for 2014/early 2015 approved projects.

### AfTra partnerships

**An important feature of AfTra's work** in 2014 was forging fresh strategic partnerships to coordinate trade assistance and improve development outcomes. 2014 activities build on AfTra's 2013 projects, namely COMESA's Trading for Peace and Liberia's PATSIL projects, where AfTra has provided strategic funding to complement wider co-financing efforts. AfTra is working closely with African bodies including the African Union Commission, regional actors including the EAC and international organizations including the World Bank, World Trade Organization and ITC. On the ground, AfTra's extended network includes the African Cashew Alliance, the African Organization for Standardisation, the Northern Corridor Trade and Transportation Authority and the international development organization - SNV.

### AfTra reaches out

**AfTra has gone further in building dialogue and communicating its results in 2014.**

AfTra's first set of outreach materials were widely shared including its 2013 Annual Report and the film "Facilitating Africa's Trade: Border voices." A new website was launched at [www.africatradefund.org](http://www.africatradefund.org). Nearly 5,000 users have engaged with AfTra online and over 1,000 English and French publications have been disseminated. At the AfDB Annual Meetings' side-event on "Facilitating Africa's Trade," a high-level panel addressed a packed room to discuss global and regional trends and build a roadmap to position Africa as the world's next global emerging market.

# in action

## AfTra approved and pipeline projects: 2013-2015

- facilitating trade
- developing products and markets
- building capacity for institutions
- growing the Bank's knowledge to deliver
- Pending
- Pending
- Pending
- Pending

The AfTra pipeline also includes projects for East, West, Central and Southern Africa, and the continent as a whole.



## Africa Trade Fund 2013 projects/disbursement 2013

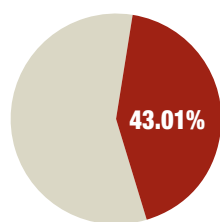
project	USD	pillar	disbursement amount	disbursement rate
'Development of an Aid for Trade Strategy for Swaziland	76 530	Institutional Capacity Building	49 994	65%
Programme of Assistance to Trade Related Institutions in Liberia	861 747	Trade Facilitation	458 093	53%
Aid for Trade (Aft) Strategy for the East African Community	87 886	Institutional Capacity Building	82 356	94%
Trading for Peace Program	837 021	Institutional Capacity Building	656 306	78%
<b>Total Commitment (2013)</b>	<b>1 863 184</b>	<b>disbursement value/rate</b>	<b>1 246 749</b>	<b>67%</b>

## Africa Trade Fund 2013-2014/early 2015 approved projects

pillar	organization name/project name	region/country	USD	status
<b>pillar i. facilitating trade</b>	East African Community: Establishment of Tanzania/Kenya One Stop Border Post Project	East Africa	777 875	Approved
	Ministry of Commerce Liberia: Programme of Assistance to Trade Related Institutions in Liberia	Liberia	861 747	Approved
	Northern Corridor Transit and Transport Coordination Authority: Regional Electronic Cargo System Project	East and Central Africa	250 653	Approved
	São Tomé and Príncipe Customs Authority: Customs Modernization Project	Sao Tome	501 173	Approved
<b>pillar ii. developing products and market</b>	African Cashew Alliance: Cashew Value Chains Development Project	West and East Africa	451 466	Approved
	African Organization for Standardization: Standards capacity development program	Africa	270 161	Approved
	SNV Netherlands: Honey value chain development project	Zambia	456 173	Approved
<b>pillar iii. building capacity for institutions</b>	African Development Bank: Recruitment of a Strategy Results Reporting Consultant	Continental	46 619	Completed
	African Union Commission: Support to the AUC in Trade & Investment Promotion and the renewal of AGOA	Continental	345 331	Approved
	Common Market for Eastern & Southern Africa: Trading for Peace Program: Trading for Peace Program	East & Southern Africa	837 021	Approved
	East African Community: Aid for Trade (Aft) Strategy for the East African Community	East Africa	87 886	Approved
	International Trade Board Madagascar: Development of an Export Strategy for Madagascar	Madagascar	90 293	Approved
	Ministry of Commerce Swaziland: Development of an Aid for Trade Strategy	Swaziland	76 530	Approved
	African Development Bank: Africa Regional Integration Index	Continental	388 183	Approved
<b>pillar iv. growing the Bank's knowledge to deliver</b>	SARC: Southern Africa Transit and Border Management Reforms Project	Southern Africa	225 733	Approved
<b>total</b>			<b>5 666 844</b>	

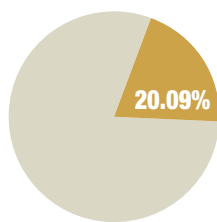
Note: The figures in the 2014 Report use the CAD to USD exchange rate of 31 December 2014

## Africa Trade Fund 2014-2015 projects by pillar



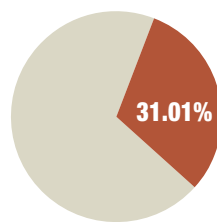
### **pillar i. facilitating trade**

making customs, ports, one-stop border posts more open and accessible and easing movement across trade corridors



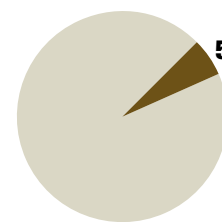
### **pillar ii. developing products and markets**

getting goods up to SPS standard, stamping quality on products and crossing over to new markets



### **pillar iii. building capacity for institutions**

collecting market data, analyzing trade gaps, adding value along the chain and supporting negotiations



### **pillar iv. growing the Bank's knowledge to deliver**

creating stronger trade statistics and research in the Bank and providing quality advisory services

## Africa Trade Fund 2015 pending projects

pillar	organization name/project name	region/country	USD	status
<b>pillar i. facilitating trade</b>	Alliance Africaine pour le Commerce Électronique (AACE): Africa Customs Modernization Program	Continental	406 319	Pending
	Borderless Alliance: WA Border Information Program	West Africa	400 880	Pending
	Ghana Customs Authority: Ghana Customs Modernization Project	Ghana	502 319	Pending
	Mano River Union/AfDB: West Africa Women Cross Border Trade Program	Sierra Leone/ MRU	465 360	Pending
	Ministry of Trade and Infrastructure: Multinational TransAfrica Highway North South Corridor Project	Zambia	541 759	Pending
	Senegal Customs Authority: Senegal Customs Modernization & Corridor Management Program	Senegal	451 466	Pending
<b>pillar ii. developing products and market</b>	Beekeeping Extension Society: West Africa Honey value chains development Project	West Africa	180 586	Pending
	Church Action in Relief and Development: Malawi Groundnut oil value chains development project	Malawi	366 997	Pending
	RESIMAO: Food Market Information Systems Project	West Africa	340 880	Pending
	Seruka: Honey value chain development project	Rwanda	343 114	Pending
<b>pillar iii. building capacity for institutions</b>	Chambre de commerce et d'industrie de Sfax: Development of Guide for Exporters	Tunisia	90 293	Pending
	Economic Community of Central African States: Trade related institutional Capacity building	Central Africa	270 880	Pending
	Guinea Central Bank: Guinea Central Bank Capacity Building Program	Guinea	401 173	Pending
	Mano River Union/AfDB: Mano River Union Trade Policy Harmonization Project	West Africa	121 896	Pending
	Ministry of Finance & Planning: Somalia Customs Modernization Project	Somalia	406 319	Pending
	Southern Africa Development Community: SADC Transit and Border Management Project	Southern Africa	406 026	Pending
	Union Monétaire et Économique des Pays d'Afrique de l'Ouest: UEMOA Transit and Border Management Reforms Project	West Africa	541 759	Pending
<b>pillar iv. growing the Bank's knowledge to deliver</b>	United Africa Fruit Company/AfDB: Horticulture Value Chains Upgrading Project	Ghana	90 293	Pending
<b>total</b>			<b>6 328 319</b>	



**i. africa trade fund global connections**

# global connections



# translating the big issues into results on the ground

**The Africa Trade Fund (AfTra) has been fulfilling its mandate to unlock Africa's trade potential in 2014**, supporting important developments in the international trade agenda. AfTra's vision of a competitive African economy that is regionally and globally integrated has provided the backdrop for targeted delivery on the ground and in promoting trade facilitation, sustainable development and regional integration – the big issues on the table.

As WTO members move further ahead on the Trade Facilitation Agreement from the Bali Ministerial, AfTra emerges as the vehicle of choice for partners to implement the Agreement in Africa on areas from customs and border agency cooperation to facilitating the release and clearance of goods. Three of AfTra's 2014/early 2015 approved projects fall under its pillar one on facilitating trade and three more projects in 2014/early 2015 come under pillar three on building capacity for institutions (*see page 37*).

The post-2015 development agenda will cover an ambitious scope on economic, environmental and social sustainability. Three of AfTra's 2014/early 2015 approved projects under its pillar two on developing products and markets tackle food security and sustainable agriculture alongside inclusive and sustainable economic growth (*see page 34*). AfTra's projects bring on board gender and environmental concerns, which are key priority areas for the sustainable development goals.

Africa's regional integration goal of bringing 54 countries into one market is at the heart of AfTra's work program as it works to deliver the Bank Group's Regional Integration Policy and Strategy (2014-2023). Eight of AfTra's 2014/early 2015 approved projects promote regional integration across its four pillars, from one-stop border posts to the development of Africa's first Regional Integration Index (*see page 38*).

AfTra's value lies in its ability to translate the big issues of the day into results on the ground for Africa's businessmen and women, farmers, producers, traders, civil society, private sector associations and customs and border officials. At the same time, AfTra generates knowledge to feed into global dialogue and acts as a partnership-broker. Recent development economics research maps out the relationship between effective development outcomes and capacity building. Here, AfTra's set-up and operations work to maximize people and project development potential. As a technical assistance facility on trade, AfTra focuses on 'soft infrastructure,' prioritizing targeted capacity building, training and outreach.

As such, AfTra removes a knowledge, time and cost barrier by realizing projects that streamline information and make it accessible. Whether that goes to supporting cross-border traders facing challenges to go through the customs process or to women cashew processors who want to know how to meet quality standards to promote business earnings – AfTra is hard at work. AfTra's appraisal and supervision missions and ongoing support provided by its Task Managers empower partners and provide a forum for bringing together key stakeholders. That means that AfTra is contributing to a cycle of empowerment through delivering quality training that is building people's capacity and skills for the future.

# AfTra



# and trade facilitation

## AfTra and trade facilitation

**“The WTO Trade Facilitation Agreement offers new traction to Africa’s efforts to boost trade with itself and the rest of the world. Through its growing soft and hard infrastructure support, the AfDB is a crucial development partner to achieve the goal of expanding Africa’s trade.”**

Yonov Frederick Agah, *Deputy Director-General*, World Trade Organization

**The Africa Trade Fund** (AfTra) is well positioned to support the WTO Trade Facilitation Agreement, which moved further ahead in November 2014 as Members adopted a Protocol of Amendment. AfTra’s mission is to mobilize resources to improve supply-side capacity and trade facilitation in RMCs for enhanced market access. (*See inside cover.*) This includes a pledge to support the delivery of Aid for Trade to RMCs, especially low-income countries. As such, AfTra’s mission is fully aligned to Section II of the WTO Trade Facilitation Agreement, which covers special and differential treatment for developing countries and LDCs and enhanced donor assistance on capacity building.

AfTra is moving towards being at the forefront of trade facilitation vehicles available for donor support through its pillar one on facilitating trade: making customs, ports, one-stop border posts more open and accessible and easing movement across trade corridors. AfTra’s guiding principles on effective development cooperation match the Trade Facilitation Agreement’s framework for donor assistance. This framework includes areas that match AfTra project selection criteria on promoting regional and sub-regional integration (*see page 48*), working within the development framework of countries and regions (*see page 51*) and plugging in the private sector and strengthening coordination (*see page 54*). AfTra’s 2014/early 2015 projects with their planned results are working to deliver on the Trade Facilitation Agreement’s outcomes.

## How AfTra's 2014/early 2015 projects support the Trade Facilitation Agreement

### Southern Africa: border efficiency for better trading outcomes

(see page 39)

#### Selected extract from Section I, Article 1, WTO Trade Facilitation Agreement

##### **ARTICLE 1: PUBLICATION AND AVAILABILITY OF INFORMATION**

###### *1 Publication*

*1.1 Each Member shall promptly publish the following information in a non-discriminatory and easily accessible manner in order to enable governments, traders, and other interested parties to become acquainted with them:*

*(a) procedures for importation, exportation, and transit (including port, airport, and other entry-point procedures), and required forms and documents*

*(b) applied rates of duties and taxes of any kind imposed on or in connection with importation or exportation*

*(c) fees and charges imposed by or for governmental agencies on or in connection with importation, exportation or transit*

#### **planned results:**

- flagship publication monitoring efficiency of borders in SADC
- policy briefs to be used for effective dissemination of results and policy dialogue
- survey based database to be used as baseline data in impact studies related to border post improvement projects financed by the Bank/development partners

### Northern Corridor: tracking trade to boost business

(see page 33)

#### Selected extracts from Section I, Article 7, WTO Trade Facilitation Agreement

##### **ARTICLE 7: RELEASE AND CLEARANCE OF GOODS**

###### *1 Pre-arrival Processing*

*1.1 Each Member shall adopt or maintain procedures allowing for the submission of import documentation and other required information, including manifests, in order to begin processing prior to the arrival of goods with a view to expediting the release of goods upon arrival.*

#### **planned results:**

Set up a Regional Tracking System for 6 Northern Corridor Member States, resulting in:

- 10% reduction in cost of moving goods along the Corridor
- 20% reduction in transit time for goods along the Corridor

## Namanga One-stop Border Post: joining up trade across borders

(see page 33)

Selected extract from Section I, Article 8,  
WTO Trade Facilitation Agreement

### ARTICLE 8: BORDER AGENCY COOPERATION

1. Each Member shall ensure that its authorities and agencies responsible for border controls and procedures dealing with the importation, exportation, and transit of goods cooperate with one another and coordinate their activities in order to facilitate trade.
2. Each Member shall, to the extent possible and practicable, cooperate on mutually agreed terms with other Members with whom it shares a common border with a view to coordinating procedures at border crossings to facilitate cross-border trade. Such cooperation and coordination may include:
  - (a) alignment of working days and hours
  - (b) alignment of procedures and formalities
  - (c) development and sharing of common facilities
  - (d) joint controls
  - (e) establishment of one stop border post control

### planned results:

- 10% increase in cross-border trade
- 10% reduction of costs each year
- 35% increase of border staff trained
- 100% coordination of border management
- two countries able to exchange information electronically by December 2014

### by 2015:

- 15% improvement in procedures
- 20% improvement in cross border traders clearance requirements
- 50% cut in number of hours spent at the border
- 80% of border staff trained on OSBP regulations before roll-out

## São Tomé and Príncipe: transforming customs, facilitating trade

(see page 32)

Selected extract from Section I, Article 12,  
WTO Trade Facilitation Agreement

### ARTICLE 12: CUSTOMS COOPERATION

- 1 Measures Promoting Compliance and Cooperation
  - 1.1 Members agree on the importance of ensuring that traders are aware of their compliance obligations, encouraging voluntary compliance to allow importers to self-correct without penalty in appropriate circumstances, and applying compliance measures to initiate stronger measures for non-compliant traders.
  - 1.2 Members are encouraged to share information on best practices in managing customs compliance, including through the Committee. Members are encouraged to cooperate in technical guidance or assistance and support for capacity building for the purposes of administering compliance measures and enhancing their effectiveness.

### planned results:

- ASYCUDA World system introduced
- Single Window created
- 15% reduction in average number of days to import and export
- 20% reduction in cost to complete import/export transactions
- 25% reduction in number of procedures needed to clear goods reduced

### by 2015:

- trade procedures cut to maximum of 3
- landing cost of container cut to USD 450
- number of days to comply with business regulation cut to 16
- number of foreign trade transactions grow by 15%
- 40+ staff trained on combating crime and illicit trade



# AfTra

**The Africa Trade Fund (AfTra)** is at its core a trade and development facility. AfTra's focus on sustainable development is reflected throughout its operations. Its seven guiding principles include country ownership (aligned to RECs and RMCs' trade strategies and development plans), complementarity and partnerships (leverage resources and build knowledge exchange) – *see page 47*. Environmental sustainability (address trade and environment including biodiversity) is an integral part of the story. That puts good development practice at the heart of AfTra's approach and this comes to life in AfTra's 2014/early 2015 approved projects. AfTra's Project Appraisal Reports, together with a robust Results Management Framework, features:

- trade development context
- alignment with Regional/National Trade Development programs and action plans and with other initiatives and lessons learned
- analysis of sustainable development areas on environment and gender

The post-2015 development agenda and the goals that will be signed up to by UN Member Countries in 2015 are set to provide a deeper and bolder set of sustainable development priorities than ever before. AfTra's 2014/early 2015 projects are aiming high in each of these areas.

# and AfTra and sustainable development sustainable development

## How AfTra's 2014/early 2015 projects support the Sustainable Development Goals

### Agriculture and Food Products: raising standards, boosting livelihoods

(see page 36)

Extract from the Sustainable Development Goals, UN Knowledge Platform

#### GOAL 2.

End hunger, achieve food security and improved nutrition, and promote sustainable agriculture

*2.3 by 2030 double the agricultural productivity and the incomes of small-scale food producers, particularly women, indigenous peoples, family farmers, pastoralists and fishers, including through secure and equal access to land, other productive resources and inputs, knowledge, financial services, markets, and opportunities for value addition and non-farm employment*

*2.a increase investment, including through enhanced international cooperation, in rural infrastructure, agricultural research and extension services, technology development, and plant and livestock gene banks to enhance agricultural productive capacity in developing countries, in particular in least developed countries*

#### planned results:

##### by 2017

- share of African agriculture and food products accessing international markets to increase to 8%
- enhanced food and nutritional security, through increased intra-African trade in staples to 10%
- increase investments related to agriculture and food products to 20%
- increase employment resulting from increased agricultural products and food trade to 70%

##### by 2021

- increase number of Mutual Recognition Agreements citing compliance with African Standards as the main reference to 10%
- increase number of technical regulations in Member States referencing harmonized African Standards to 20%
- increase population accessing safe and nutritious food due to free movement of agricultural and food products to 70%

## Cashew in East and West Africa: processing potential

(see page 35)

### Extract from the Sustainable Development Goals, UN Knowledge Platform

#### GOAL 8.

Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all

*8.2 achieve higher levels of productivity of economies through diversification, technological upgrading and innovation, including through a focus on high value added and labor-intensive sectors*

*8.3 promote development-oriented policies that support productive activities, decent job creation, entrepreneurship, creativity and innovation, and encourage formalization and growth of micro-, small- and medium-sized enterprises including through access to financial service*

#### planned results:

- USD 3 million (or 40% increase) of additional income for rural population
- exports and foreign exchange earnings for exporters increase by USD 5 million (33%)
- 10%+ increase of processing volume
- 1500+ additional jobs created (1050+ jobs to go to women)
- 3+ factories in East Africa ACA Seal approved or renewed
- 4+ companies with environmental management plan and strategy
- 75 female workers from 5 companies trained on primary cashew processing as a business and 5 management teams trained on gender awareness

#### training for two East African countries on:

- factory layout, processing flow, choice of equipment and good business practices
- 5+ companies assisted and 500 trainees (50% of total are women) on food safety, foreign market requirements, customer satisfaction and human resources

## Zambia apiculture: bringing the honey value chain to market

(see page 34)

### Extract from the Sustainable Development Goals, UN Knowledge Platform

#### GOAL 9.

Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation

*9.1 develop quality, reliable, sustainable and resilient infrastructure, including regional and trans-border infrastructure, to support economic development and human well-being, with a focus on affordable and equitable access for all*

*9.3 increase the access of small-scale industrial and other enterprises, particularly in developing countries, to financial services including affordable credit and their integration into value chains and markets*

#### planned results:

- food safety control systems functioning in 4 processing sites
- 4 SMEs to gain improvements in trade competitiveness
- 21 staff from traders and processors, 35 lead farmers from producer groups trained and 1,300 producers trained (average of those trained - 30% women)
- 70% of targeted producers meeting minimum SPS standards required by processors
- 80% increase in knowledge of SPS among producers, processors and traders trained



# AfTra and regional integration

## AfTra and regional integration

**“Facilitating Africa’s Trade takes leadership, confidence and a deepening of regional integration. The RECs, like the EAC, are the building blocks of integration to turn the Continental Free Trade Area into reality. The AfDB’s facilitating Africa’s trade window is critical. This is Africa’s moment to turn trade into incomes for Africans.”**

Ambassador Richard Sezibera,  
*Secretary General, East African Community (EAC)*

The Africa Trade Fund (AfTra) is championing the regional integration agenda in its projects, partnerships and policy dialogue. Housed in the Bank Group's NEPAD, Regional Integration and Trade Department, AfTra has drawn from the Bank's lessons in promoting Africa's integration agenda. The Bank's Regional Integration Policy and Strategy (2014-2023) was launched in November 2014. AfTra is supporting the Strategy's outcomes, which build on the Bank-wide strategic objectives and core operational priorities. This is in addition to the 2014 African Development Report's focus on Regional Integration for Inclusive Growth. AfTra also builds on solid experience and expertise: the Bank is gathering evidence of the impact of its investments in regional integration since 2006, covering each of the continent's regions and sectors from value chains through to agriculture and private sector development.

Across AfTra's four pillars, from facilitating trade to developing products and markets, building capacity for institutions to growing the Bank's knowledge to deliver, regional integration matters in opening up Africa for business. AfTra is hard at work when it comes to each of the Regional Integration Policy and Strategy areas. These include: providing regional public goods, improving the business environment, regional and global integration and market access, value chains and boosting productivity including in agriculture and capacity of organizations on the ground. In 2014/early 2015 seven AfTra projects are promoting a regional approach while three national projects are working to integrate into regional and international markets. A flagship AfTra project is contributing to boosting Africa's integration impact with the development of Africa's first Regional Integration Index.

## How AfTra's 2014/early 2015 projects support Regional Integration

### Regional Integration Index: Africa's integration impacts

*(see page 38)*

#### planned results:

- 3+ key policy reforms on regional integration per RMC and REC showing improved capacity to undertake informed/evidence-based policy reforms
- 10+ analytical reports produced using data provided by the platform each year, strengthening statistical capacities of RMCs and RECs
- 50 statistical focal points for 4 RECs trained on data collection methodology
- 100+ regional indicators for which data is regularly collected up from 20
- online Platform launched

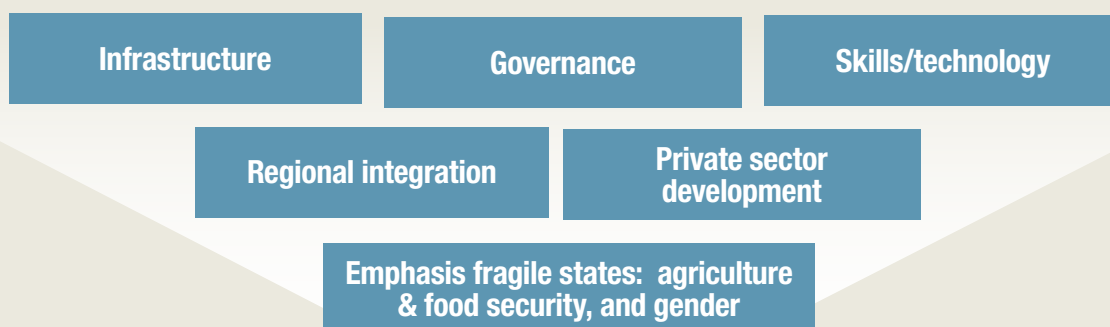
# From the Ten Year Strategy to the Regional Integration Policy and Strategy

## Bank-wide strategic objectives

Inclusive growth enhancing inclusive access to infrastructure, addressing fragility and promoting inclusiveness in infrastructure, industrial and trade activities

Gradual transition to green growth: clean energy production and use and attention to environmental standards and preservation of Africa's ecological infrastructure & ecosystems in ROs

## Core operational priorities



## Regional Integration Strategy outcomes

More developed **regional infrastructures**

Improved infrastructure hubs and logistics

More efficient provision of regional public goods

Increased **intra-African trade**

Improved regional investment policy and regulatory frameworks and business environment

**Enhanced capacity** of regional institutions to effectively support regional and **global integration and market access**

Increased ability of RMCs to effectively support regional and **global integration and market access**

Enhanced capacity of DFIs, Regional Integration Business Membership Organisations, and **women organisations**

Supporting regional value chains in agriculture, services and manufacturing and mineral beneficiation

Capacity building support and other assistance through grants and technical assistance to facilitate the participation of **Fragile States** in regional integration initiatives

Increased productivity in the various economic sectors, including **agriculture**, exploitation of natural resources, manufacturing and services

## Vision for Africa:

**Improved economic integration and international competitiveness through trade and infrastructure development**

*Note: Graphic from the Bank Group Regional Integration Policy and Strategy 2014-2023*

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# JOBS



ii. africa trade fund local impact

# Local Impact

# transforming project delivery through an African partnership

**The Africa Trade Fund (AfTra)'s life-blood is in its projects and its ability to transform the continent's potential on trade** working towards impacting on Africa's growth prospects. 2014/early 2015 was an active year with: delivery of four 2013 projects and approval of 11 projects from the 2014-2015 pipeline of 34 projects. AfTra continues to fulfil its mandate responding to demands for assistance while operating against a complex backdrop to realize trade openings across Africa. To do this AfTra is adapting to changing circumstances and building its operational resilience.

## AfTra 2013 projects

### **Liberia: strengthening trade institutions**

AfTra's PATSIL project (Program of Assistance to Trade Support Institutions in Liberia) moved ahead in 2014. The project workplan and procurement plan were set in motion and capacity building workshops for project managers and coordinators and finance and procurement officers were held alongside project coordination meetings. By August 2014 a 50% project disbursement rate was achieved and regular reports have also tracked progress.

However, against the backdrop of the Ebola virus and the restrictions that this imposed on operations across Liberia, new activities on technical assistance were postponed. Now AfTra's team is working on innovative solutions to see which areas of the project can move ahead as Ebola is coming under control. PATSIL is geared to inclusive growth and wealth creation by boosting trade-enabling institutions, building a climate where traders can be more competitive, production goes up and products have added value. PATSIL also focuses on growing the number of businesses and helping them thrive and skilling up SMEs, the majority run by women and young people. AfTra's support is now more timely than ever as communities and, in particular women (who have faced the hardest impact of Ebola), get back on track and continue to play their part in Africa's open for business story.

### **aid for trade strategies: EAC and Swaziland**

AfTra's support delivered Aid for Trade strategies for the EAC and for Swaziland in 2014. The strategies are providing strategic frameworks to map trade bottlenecks, prioritize interventions and mobilize resources. Aid for Trade Strategies matter because they bring together a stakeholder network to work on joint objectives and medium-term plans. That means the Strategies can count on being realized with a constituency of support to focus on plugging trade gaps. In April 2014 the EAC Aid for Trade Strategy was finalized.

In September 2014, AfTra's stakeholder validation workshop for the Strategy and Action Matrix was held with the Swaziland Government. Stakeholders identified priority areas on competitiveness and trade performance including: trade facilitation measures, support for the Swaziland Competition Commission and the establishment of the National Tariff Body and Aid for Trade Coordination Unit. Lessons on factors for success raised included: strong political support, effective coordination and M&E, improved human and institutional capacity (particularly for the Trade Ministry) to manage delivery and provide leadership and coordination, effective oversight by the stakeholder coordination committee and necessary funding support. Building sustainability to bring on board long-term partners was also seen as vital.

# COMESA: trading for peace

# trading

**“Trading for Peace has done a lot of work in setting up Trade Information Desks at the various borders in the COMESA region. Support from AfDB has helped to fill in the gaps. Small-scale cross border traders are a resilient group and they need to be supported.”**

Ngoza Siwale Lwao, *Trading for Peace* Advisor, COMESA

## **AfTra is supporting COMESA's Trading for Peace Program**, which is going to help:

- 1,750 informal traders (nearly 60% women) join the formal economy
- set up 4 new Trade Information Desks (in addition to the current 10)

2014 saw important developments in AfTra's COMESA Trading for Peace project. The project aims to build livelihoods' opportunities for traders in the Great Lakes Region, where instability has affected growth prospects and in particular seeks to promote women's economic potential. By September, nearly 72% of project funds had been disbursed. Priority pillars of the project are operational, including moving towards establishing Trade Information Desks to deal with traders' issues and help them get more from their business.

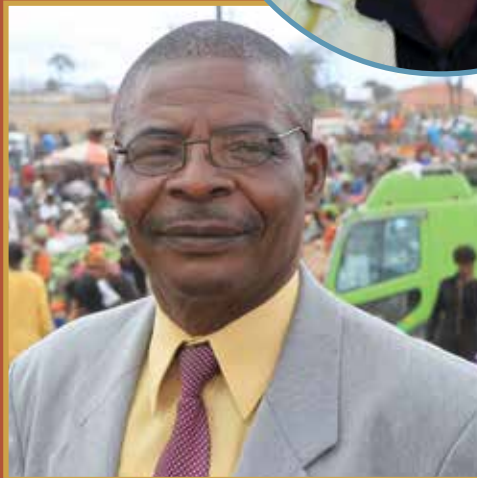
COMESA also recruited experts on civil society and private sector organizations to support the engagement and championing of stakeholders in the process. Between July and September 2014, two pre-assessment missions helped to develop baseline surveys in Mokambo (Zambia/DRC) and Ruhwa (Rwanda/Burundi), where two new Trade Information Desks will be set up. COMESA, government representatives and Cross Border Traders Associations held focus group meetings with border officials, traders and local authorities on traders' challenges, finding out where project support can make inroads. Issues raised included: the need for traders to be supported to come through official channels, the control and confiscation of traders' goods, multiple check points and tax collectors and limited information and awareness on the customs process. Going forward, training sessions aim to address information gaps.

# for peace

## voices from trading for peace Kasumbalesa border, Zambia/DRC

“The Trade Information Desk is the person who looks for information from traders. You need to know what is on the market, so that whenever the traders come to ask for information from you, you are ready to tell them.”

**Prudence Kalyalya,**  
*Trade Information Desk Manager*



“ Small-scale cross-border traders have got an impact on the economies of our countries across Africa. There is a need for cross-border trade to be formalized so that we contribute effectively to the coffers of our governments.”

**Charles Kakoma, Secretary General,**  
**Cross Border Traders Association**  
**(CBTA)**

“From the CBTA we would like them to teach us about the business, how to expand the business and how to manage money. Join cross-border trade. I have hope, in the future there will be good things coming. I encourage my fellow women to join me and become traders. She will support herself to trade on the market. . . that's how you find your income.”

**Idah Chilufya, Cross-Border Trader**

# AfTra 2014/early 2015 projects

# 2014/

AfTra's 2014/early 2015 operations have been working to add value by ensuring new projects are impact-centred and results-focused. And at the same time for new projects to provide targeted and transformative delivery by creating an African partnership at the local, regional and global level. In 2014 AfTra's Task Managers went on 17 appraisal missions to support the design and appraisal of projects, providing capacity building to partners to put in place logframes and baseline data to measure results.

This focus on Quality at Entry and Implementation is grounded in the Bank Group's Results Management Framework. AfTra's support lays the foundations for successful delivery throughout the project cycle. In line with AfTra's focus on sustainable development, projects include training and capacity building, in particular promoting women's economic empowerment.

AfTra's operations moved further ahead with 11 new projects approved from the 2014-2015 project pipeline (*see page 12*). From the 11 projects, one project went to building up the Bank's knowledge to deliver with a Strategy, results and reporting consultant to update the AfTra Call for Proposals' scorecard and to support the Regional Integration Index project (*see page 38*).

Quality and balanced portfolio management has been a strong feature of AfTra's work in 2014/early 2015 with the 11 projects coming from across AfTra's four pillars (*see inside cover*):

- 3 projects across pillar one (facilitating trade)
- 3 projects across pillar two (developing products and markets)
- 2 projects across pillar three (building capacity for institutions)
- 3 projects across pillar four (growing the Bank's knowledge to deliver)

Completion timelines for projects approved in 2014/early 2015 range from 2015 to 2016-2018:

- 2015 timeline for completion: all projects approved in pillars one, three and four
- 2016-2018 timeline for completion: all projects in pillar two, reflecting the additional level of engagement needed to develop quality standards and generate value addition

AfTra's 2014/early 2015 projects at continental, regional and national level breakdown as follows:

- 4 projects operate across Africa
- 3 projects back national efforts in São Tomé and Príncipe, Madagascar and Zambia
- 2 projects look at West and East and Central Africa
- 1 project focuses on East Africa
- 1 project covers Southern Africa

AfTra's 2014/early 2015 approved projects include support for each of AfTra's beneficiary groups:

- RECs (EAC) and regional bodies (Northern Corridor Transit Transportation Authority)
- RMCs (São Tomé and Príncipe Customs Authority; Ministry of Trade and International Trade Board of Madagascar)
- African bodies (AU, African Standards Organization)
- Private sector organizations (African Cashew Alliance) and NGOs (SNV)



# early 2015 projects

## **11 projects coming from across AfTra's four pillars**

**3 projects across pillar one  
(facilitating trade)**

**3 projects across pillar two  
(developing products and markets)**

**2 projects across pillar three  
(building capacity for institutions)**

**3 projects across pillar four  
(growing the Bank's knowledge  
to deliver)**



**pillar i. facilitating trade: making customs, ports, one-stop border posts more open and accessible and easing movement across trade corridors**

**São Tomé and Príncipe: transforming customs, facilitating trade**

**“The Government’s vision is to modernize the economy. AfDB’s assistance will consolidate customs reforms and improve São Tomé and Príncipe’s business environment. As a result, our logistics systems will reduce the time and cost involved in external trade, reducing costs to the private sector and supporting the economic development of the country.”**

Américo d’Oliveira dos Ramos, *Minister of Finance and Public Administration*, São Tomé and Príncipe

PROJECT OVERVIEW
<p><b>title</b> Policy and Institutional Reforms for Improved Trade Facilitation in São Tomé and Príncipe with the Government and World Bank</p>
<p><b>running from</b> July 2014 - July 2015</p>
<p><b>funding and co-funding</b> AfTra funding USD 501,173; co-funding partners World Bank Group (IFC USD 400,000 and ICF for Africa USD 1.1m). Government in-kind contribution estimated at USD 650,000</p>

**project features:**

São Tomé and Príncipe is working to promote fresh trade and development opportunities, supporting the private sector through streamlining trade processes. To date, it can take up to 26-28 days to complete a foreign transaction and costs USD 690 in administration fees per container (World Bank Doing Business Report 2013). Together with the World Bank and the Government, AfTra is working to overcome blockages that are putting a break on imports and discouraging local producers to export. That means building efficient logistics systems and services to increase agricultural exports and promote competitiveness.

**planned results:**

- ASYCUDA World system introduced
- Single Window created
- 15% reduction in average number of days to import and export
- 20% reduction in cost to complete import/export transactions
- 25% reduction in number of procedures needed to clear goods

**by 2015:**

- trade procedures cut to maximum of 3
- landing cost of container cut to USD 450
- number of days to comply with business regulation cut to 16
- number of foreign trade transactions grow by 15%
- 40+ staff trained on combating crime and illicit trade

## Namanga One-stop Border Post: joining up trade across borders

**“The Namanga One-Stop Border Posts (OSBP) Project can revolutionize trade facilitation and improve the movement of persons, goods and services at the border. It will benefit border communities, cross border travellers, border agencies, the EAC Secretariat and intra-African traders. Improvements will be best practice of what the region can do on OSBPs.”**

Ambassador Richard Sezibera, *Secretary General*, East African Community (EAC)

PROJECT OVERVIEW
<p><b>title</b> Namanga One-stop Border Post's Soft Infrastructure Project with the EAC</p>
<p><b>running from</b> July 2014 – December 2014</p>
<p><b>funding and co-funding:</b> AfTra funding USD 777,875</p> <p>AfDB and JICA have supported the construction of a 230km Arusha-Namanga-Athi River Road connecting the Central and Northern Corridor, which cuts across the Namanga Border</p>

### project features:

Studies show that one-stop border posts make it on average 30-50% quicker to trade. At the Arusha-Namanga border between Kenya and Tanzania, getting the one-stop border post operational is part of a bigger regional integration story in the EAC. Lessons from across the continent show the importance of bringing hard and soft infrastructure together at a one-stop border post. AfTra support will go to boost trade volumes between Kenya and Tanzania by reducing the costs and times involved in doing business. At the same time border controls will be more effective, with greater data sharing and cooperation between border agencies.

### planned results:

- 10% increase in cross-border trade
- 10% reduction of costs each year
- 35% increase of border staff trained
- 100% coordination of border management
- two countries able to exchange information electronically by December 2014

### by 2015:

- 15% improvement in procedures
- 20% improvement in cross border traders clearance requirements
- 50% cut in number of hours spent at the border
- 80% of border staff trained on OSBP regulations before roll-out
- 40+ staff trained on combating crime and illicit trade

## Northern Corridor: tracking trade to boost business

PROJECT OVERVIEW
<p><b>title</b> Regional Cargo Tracking System on the Northern Corridor with the Northern Corridor Trade and Transport Coordination Authority</p>
<p><b>running from</b> December 2014-May 2015</p>
<p><b>AfTra funding</b> USD 250,653</p>

### project features:

The Northern Corridor is the busiest corridor in East and Central Africa handling over 20 million tons of cargo through the Port of Mombasa each year. The corridor also handles intra-regional trade of over 5 million tons a year. AfTra's project will go to developing a regional cargo tracking system that will help East Africa-Northern Corridor countries reduce transport costs involved in moving goods along the Corridor and improve landlocked countries' access to the Port of Mombasa. At the same time the project is supporting regional integration efforts and will cut SMEs' trade costs promoting better livelihoods. Countries involved are: Burundi, DRC, Kenya, Rwanda, South Sudan and Uganda.

### planned results:

- Set up a Regional Tracking System for 6 Northern Corridor Member States, resulting in:
- 10% reduction in cost of moving goods along the Corridor
  - 20% reduction in transit time for goods along the Corridor



**pillar ii. developing products and markets: getting goods up to SPS standard, stamping quality on products and crossing over to new markets**

**Zambia apiculture: bringing the honey value chain to market**

**“Honey and bee products are an important source of income for rural populations in Zambia. The project aims to improve the capacity of traders, processors and producers to comply with sanitary and phytosanitary standards. It will contribute to enhancing production, job creation and expansion of earnings of players in the honey value chain, a significant proportion of whom are women.”**

Dr. Sue Ellis, *Country Director*, SNV Zambia

PROJECT OVERVIEW	
<b>title</b>	Trade and Institutional Capacity Building in the Apiculture Sector with SNV Zambia
<b>running from</b>	March 2015 – August 2016
<b>AfTra funding</b>	AfTra funding USD 456,173; SNV contribution in-kind: USD 25,000

**project features:**

Around 35,000 households are involved in honey production across Zambia and there is a huge potential to export these products. However, inadequate food safety standards have put a break on trade in regional and international markets. AfTra support is going to improve the capacity of traders, processors and producers of honey and bee products to comply with sanitary and phytosanitary standards (SPS) and upgrade along the global honey value chain. The project is supporting opportunities for small-scale producers. Promoting good practice will help women and young people (who make up 30% of primary honey producers) to earn more.

**planned results:**

- food safety control systems functioning in 4 processing sites
- 4 SMEs to gain improvements in trade competitiveness
- 21 staff from traders and processors, 35 lead farmers from producer groups trained and 1,300 producers trained (average of those trained - 30% women)
- 70% of targeted producers meeting minimum SPS standards required by processors
- 80% increase in knowledge of SPS among producers, processors and traders trained

## Cashew in East and West Africa: processing potential

**“Cashew processing in Africa has grown significantly over the past decade, and the industry as a whole is steadily getting closer to achieving its full potential. We are delighted that the African Development Bank has recognized the importance of this industry, and its potential to provide secure and sustainable employment for millions of people.”**

Roger Brou, *Managing Director*, African Cashew Alliance (ACA)

### PROJECT OVERVIEW

#### title

Support for African Cashew Industries (West and East Africa) with African Cashew Alliance

#### running from

February 2015 – January 2017

#### AfTra funding

AfTra funding USD 451,466; counterpart African Cashew Alliance US D66,826; USAID GDA and matching private sector funds USD 528,371

### project features:

Cashew supports the livelihoods of about 10 million people in rural Africa. There has been limited capacity on food safety, quality and labor standards and only around 10% of cashew is processed in the continent. AfTra support aims to improve the efficiency, quality and quantity of African cashew processing. This will increase competitiveness, raise incomes and employment opportunities for cashew processors across East and West Africa. There will be a strong focus on empowering women and raising their skills. Countries involved are: Benin, Burkina Faso, Côte d'Ivoire, Ghana, Guinea Bissau, Kenya, Mozambique and Tanzania.

### planned results:

- USD 3 million (or 40% increase) of additional income for rural population
- exports and foreign exchange earnings for exporters increase by USD 5 million (33%)
- 10%+ increase of processing volume
- 1500+ additional jobs created (1050+ jobs to go to women)
- 3+ factories in East Africa ACA Seal approved or renewed
- 4+ companies with environmental management plan and strategy
- 75 female workers from 5 companies trained on primary cashew processing as a business and 5 management teams trained on gender awareness

### training for two East African countries on:

- factory layout, processing flow, choice of equipment and good business practices
- 5+ companies assisted and 500 trainees (50% of total are women) on food safety, foreign market requirements, customer satisfaction and human resources

## Agriculture and Food Products: raising standards, boosting livelihoods

### PROJECT OVERVIEW

#### title

Harmonization of African Standards for Agriculture and Food Products with the African Organization for Standardisation

#### running from

June 2015 - August 2018

#### funding and co-funding

AfTra funding USD 270,161; African Organization for Standardisation USD 270,161 (in-kind)

### project features:

Agriculture employs about 65% of the labor force in Africa and accounts for about 32% of GDP. Lack of capacity leads to Africa exporting raw products to regional and international markets at lower prices. Harmonized standards generate improvements for better value addition, packaging and presentation, good manufacturing and agricultural practices, which enhance competitiveness. AfTra support will boost trade in agricultural and food products.

### planned results:

#### by 2017

- share of African agriculture and food products accessing international markets to increase to 8%
- enhanced food and nutritional security, through increased intra-African trade in staples to 10%
- increase investments related to agriculture and food products to 20%
- increase employment resulting from increased agricultural products and food trade to 70%

#### by 2021

- increase number of Mutual Recognition Agreements citing compliance with African Standards as the main reference to 10%
- increase number of technical regulations in Member States referencing harmonized African Standards to 20%
- increase population accessing safe and nutritious food due to free movement of agricultural and food products to 70%



## pillar iii. building capacity for institutions: collecting market data, analyzing trade gaps, adding value along the chain and supporting negotiations

### Madagascar National Export Strategy: exporting for impact

PROJECT OVERVIEW
<p><b>title</b> Development of a 10-year National Export Strategy for Madagascar with ITC</p>
<p><b>running from</b> September 2014 – February 2015</p>
<p><b>AfTra funding</b> USD 90,293</p>

#### Project features:

Madagascar's exports make up 12.4% of the country's GDP and it is expected that exports will double in less than 5 years. Studies show that growth in exports of 10% leads to a 0.95% increase in economic growth. Yet, no trade strategy currently exists to build up traditional markets and diversify into new markets. Issues of quality and value of exported products, alongside non-tariff measures at local and international level, affect the flow of exports. With AfTra support, the Strategy will analyze priorities and serve as a basis to mobilize resources. An Action Priority Program will look at immediate interventions and be updated every two years.

#### planned results:

- development of Madagascar's 10-year Export Strategy for Industry and Services (2015-2025) and the Action Priority Program (2015-2017)
- average 25% improvement of institutions' capacity to promote exports in 10 years
- 100% improvement of firms' capacity to export by 2016

### African Union Support: renewing AGOA, investing in Africa's trade

PROJECT OVERVIEW
<p><b>title</b> Technical Support to the African Union for Renewal of the African Growth and Opportunity Act (AGOA) and Trade and Investment Promotion with the African Union Commission</p>
<p><b>running from</b> July 2014 – June 2015</p>
<p><b>AfTra funding</b> USD 400,000</p>

#### project features:

AfTra's project aims to strengthen African countries' negotiations capacity in international trade deals and scale up the utilization of the African Growth and Opportunities Act (AGOA) preferences. Support will improve commercial diplomacy and trade promotion, promoting business linkages with US lead firms to build greater integration into global value chains.

#### planned results:

- provide support to the AU Commission in promoting robust US-Africa trade during the AGOA renewal term, increasing Africa's exports in the US market from 1.7% to 3% and to double non-oil AGOA exports from USD 4.5 billion to USD 9 billion



## pillar iv. growing the Bank's knowledge to deliver – creating stronger trade

### Regional Integration Index: Africa's integration impacts

PROJECT OVERVIEW
<b>TITLE</b> Africa Regional Integration Index (AfDB, AUC, UNECA)
<b>RUNNING FROM</b> September 2014 – September 2015
<b>AFTRA FUNDING</b> USD 388,183

#### project features:

Regional integration boosts competitiveness and productivity. For the first time with AfTra's support, economic integration, from regional trade agreements to Regional Member Countries' (RMC) activities, will be mapped out by looking at the impact of Africa's regional integration interventions. An Index will capture progress at a glance, allow for cross-country and cross-Regional Economic Community (REC) comparisons and lead to better monitoring and evaluation of regional commitments and hold regional actors accountable.

The system focuses on six dimensions:

- Trade integration
- Regional infrastructure (transport, ICT and energy)
- Movement of capital and cross-border investments
- Movement of people and labor
- Political economy
- Social and cultural integration

#### planned results:

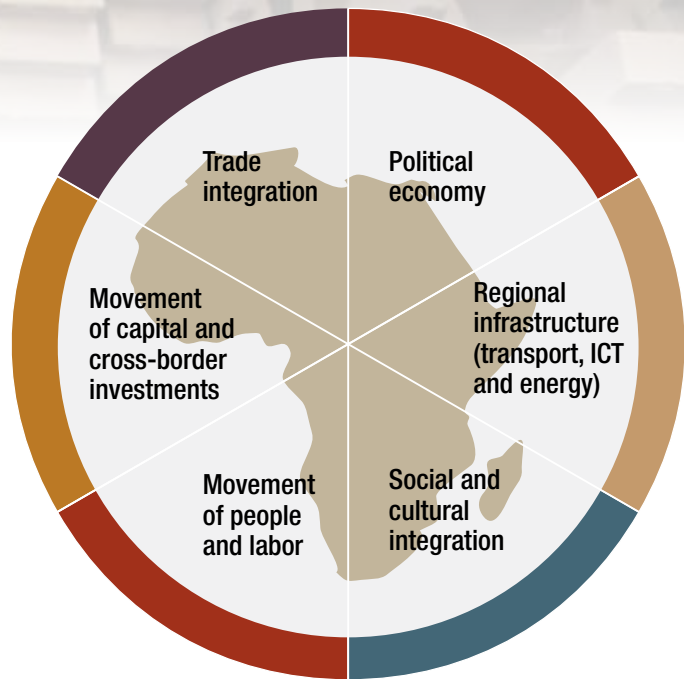
- 3+ key policy reforms on regional integration per RMC and REC showing improved capacity to undertake informed/evidence-based policy reforms
- 10+ analytical reports produced using data provided by the platform each year, strengthening statistical capacities of RMCs and RECs
- 50 statistical focal points for 4 RECs trained on data collection methodology
- 100+ regional indicators for which data is regularly collected up from 20
- online Platform launched





**Regional Integration Index:**

**For the first time with AfTra’s support, economic integration, from regional trade agreements to Regional Member Countries’ (RMC) activities, will be mapped out by looking at the impact of Africa’s regional integration interventions.**



**Southern Africa: border efficiency for better trading outcomes**

PROJECT OVERVIEW	
<b>TITLE</b>	Southern Africa Transit and Border Management Reforms Project with SARC, AfDB
<b>RUNNING FROM</b>	September 2014 – May 2015
<b>AFTRA FUNDING</b>	USD 225,733

**project features:**

On most road routes in Africa time spent at border posts accounts for up to half the travel time, adding to transport costs. Evidence shows that a 1-day decrease in travel time can lead to a 7% increase in exports. AfTra support will go to measure and monitor the efficiency of primary border posts in Southern Africa. Monitoring will lead to enhanced, evidence-based support for transit facilitation. The study is the first in a series by SARC to improve border management, increase intra-regional trade in goods and services and enhance competitiveness.

**planned results:**

- flagship publication monitoring efficiency of borders in SADC
- policy briefs to be used for effective dissemination of results and policy dialogue
- survey-based database to be used as baseline data in impact studies related to border post improvement projects financed by the Bank/development partners



**iii. africa trade fund future engagement**

**future  
engagement**

# be part of a rapidly growing innovation fund

**“The Bank has focused on Africa’s economic transformation. It is fully conscious of the need to become a nimble and responsive institution in order to help unleash Africa’s potential. Much of that work implies mobilizing others: increasing our role as a knowledge generator and a knowledge broker, and above all to enhancing our capacity to leverage resources to the continent.”**

Donald Kaberuka, *President*, AfDB, Golden Book

Generating Africa’s economic transformation requires a set of bold ambitions and activities. In 2014/early 2015 the Africa Trade Fund (AfTra) has been stepping up and made important strides in realizing its vision to become Africa’s largest and most responsive fund for trade-related technical assistance. AfTra has been addressing priority trade needs across the continent and engaging a diverse group of actors. It is starting to prove itself a vehicle of choice for development partner support on global and local commitments on trade facilitation, sustainable development and regional integration. AfTra’s next steps will show how far targeted support on priority trade needs can go in fully unlocking Africa’s trade potential.

‘Soft infrastructure’ – technical assistance on trade-related areas – makes a vital contribution to trade development. Alongside roads, power and ICT, AfTra supports Africa’s growth horizon by focusing on areas from customs modernization to developing standards and products along different value chains. More streamlined processes at borders, electronic systems and targeted information flows all cut trade costs and time. AfTra is working to make sure women can take part in the process and that the environment and natural resources are managed for future generations. It is in each of these areas that the continent is forging better connections across borders and businesses are building up capacity to trade.

AfTra’s focus remains on delivering quality impact in priority project areas and sectors Africa-wide. Against this important backdrop AfTra is looking for new donors to come on board and turn the facility into a Multi-Donor Trust Fund. That will build on the important foundations from the Government of Canada’s CAD15 million seed funding. AfTra’s 2013 Call for Proposals, which generated nearly 200 applications for almost nine times the funds available, underlines the gaps that exist in moving ahead with the continent’s development journey. That is not to underestimate the challenge that lies ahead: inclusive and sustainable growth for the continent as a whole will be made up of sustained trade impact interventions. AfTra’s contribution will be a vital one. Connecting AfTra’s actions across its four pillars, regions and beneficiaries will be an important part of this story. With its projects, partnerships and policy dialogue AfTra is generating fresh knowledge and momentum to bring about Africa’s brighter trading future.

# AfTra and gender

# AfTra

**“Prudence - a bright and vivacious young woman managing a Trade Information Desk at the busy Kasumbalesa border between Zambia and DRC. In her role she helps cross-border traders, the majority of them poor women from across the region giving them vital market information to enable them to grow their business. But she does so much more by resolving conflicts and promoting community development. That is what the empowerment effect looks like. The African Development Bank is supporting Prudence and many other women like her to be an agent of change in their lives and in that of others across the continent.”**

Geraldine J. Fraser-Moleketi, *Bank Group’s Special Envoy on Gender*,  
Thomas Reuters’ Trust Women Conference, November 2014 referencing AfTra’s  
COMESA Trading for Peace project

AfTra’s 2014/early 2015 projects show effective development cooperation at work. AfTra scores highly when it comes to its guiding principles on: selectivity, country ownership, results, private sector development, gender, environmental sustainability and complementarity and partnerships (*see page 47*).

## The Bank and gender

Women’s empowerment has the biggest potential to deliver Africa’s transformation. That is why gender is one of the Bank Group’s cross-cutting areas in its Ten-year Strategy (2013-2022) and in the Gender Strategy - Investing in Gender Equality for Africa’s Transformation. The business case is clear: investing in women equals higher economic growth. The Bank aims to ensure that by 2024 women’s contribution to growth and participation in the formal economy is strengthened. That means getting close-to-equal consumption and production for men and women across most of Africa’s 54 countries. To support these efforts the Bank is developing gender indicators across its operations to capture lessons that feed into program delivery and impact.

## AfTra projects and gender

AfTra has an important role to play in delivering the Bank’s gender action plan. It is helping to champion inclusive growth and women’s empowerment with Regional Member Countries, business and civil society partners. Across AfTra’s Results Management Framework there is a specific focus on women and data collection for gender-informed decision-making. For example, when looking at women in agricultural value chains - a priority area for Africa’s growth - AfTra’s Results Management Framework includes:

- indicators in the results chain which focus on an ‘increase in relative income of women agricultural producers as a result of project’s intervention’
- a focus on achieving ‘increased awareness and knowledge of SPS and international standards and procedures among agricultural producers, in particular women’

With AfTra’s 2014/early 2015 projects, gender indicators across the impacts results chain come to life.

# and gender

## **How AfTra's 2014/early 2015 projects support Gender**

### **Cashew in East and West Africa: processing potential**

*(see page 35)*

#### **planned results:**

- USD 3 million (or 40% increase) of additional income for rural population
- exports and foreign exchange earnings for exporters increase by USD 5 million (33%)
- 10%+ increase of processing volume
- 1500+ additional jobs created (1050+ jobs to go to women)
- 3+ factories in East Africa ACA Seal approved or renewed
- 4+ companies with environmental management plan and strategy
- 75 female workers from 5 companies trained on primary cashew processing as a business and 5 management teams trained on gender awareness

#### **training for two East African countries on:**

- factory layout, processing flow, choice of equipment and good business practices
- 5+ companies assisted and 500 trainees (50% of total are women) on food safety, foreign market requirements, customer satisfaction and human resources

### **Zambia apiculture: bringing the honey value chain to market**

*(see page 34)*

#### **planned results:**

- food safety control systems functioning in 4 processing sites
- 4 SMEs to gain improvements in trade competitiveness
- 21 staff from traders and processors, 35 lead farmers from producer groups trained and 1,300 producers trained (average of those trained - 30% women)
- 70% of targeted producers meeting minimum SPS standards required by processors
- 80% increase in knowledge of SPS among producers, processors and traders trained



# 2015 AfTra in 2015

**“Africa has got everything. Only what’s wanted is good management.”**

Gift Gambiza, *Truck Driver*, Kasumbalesa Border Zambia/DRC

Moving forward in 2015 the Africa Trade Fund (AfTra) is building on its strong 2014 foundations working towards becoming Africa’s vehicle of choice for trade facilitation and priority trade-related technical assistance. Here, AfTra has cause for cheer on a number of fronts.

AfTra’s operational set-up is well established, effectively managing the Government of Canada’s CAD15 million seed funding. It has quality assurance tools and governance systems in place to be able to respond and deliver substantial results with confidence (*see page 47 and page 51*). In 2014 AfTra’s staff support grew, with its six trade experts now working up to 40% of their time on AfTra activities. Disbursement rates were 67% (against a 60% target) for its 2013 projects. Plans are in place to move this up to 85% for 2013 projects and to over 50% for 2014/early 2015 approved projects.

AfTra’s approved projects are set to continue to deliver results through dedicated support and supervision from AfTra’s team throughout the project cycle. Importantly, lessons learned and good practice will be shared to inform future project interventions. That way AfTra will operate as a knowledge platform for clients across Africa, reinforcing its role as a trusted partner on trade development including through the Bank’s field presence with over 30 offices.

The aim is to approve 13 new projects in 2015 from AfTra’s 2015 project pipeline (*see page 13*), which will represent a strong cross-section of trade impact at work on:

- customs modernization in: Ghana, Senegal, Somalia and continent-wide
- border projects in: West Africa, including for women cross-border traders and in SADC; and a corridor project in Zambia
- value chain development for: groundnut oil in Malawi, horticulture in Ghana and honey in Rwanda and West Africa
- harmonizing trade rules and regulations in Central Africa and trade policy support going to: ECOWAS, Mano River Union and Guinea’s Central Bank
- information systems’ projects on food markets in West Africa and an Exporters’ Guide in Tunisia

AfTra will be going further in 2015 on communicating results to provide regular information from project delivery to the policy table, supporting results management with case stories. Guidelines will be developed for project partners on communicating impact around project outcomes. AfTra’s online platform will also feature resources and fresh information, promoting transparency and accountability through reporting on progress being made.

**join AfTra**

join AfTra

Joining AfTra as a new donor in 2015, development partners will have the opportunity to be part of, and shape, a rapidly growing innovation fund on trade-related technical assistance to:

■ **impact on trade and development**

**outcomes** and build the livelihoods' prospects of men and women farmers, producers, traders and entrepreneurs in developing countries

■ **fulfil commitments** to support the roll-out of the WTO Trade Facilitation Agreement, the post-2015 development agenda and Africa's Regional Integration efforts

■ **drive knowledge and good practice**

by coordinating efforts and mobilizing resources across regional bodies, governments, private sector and grassroots organizations



**africa trade fund**  
unlocking africa's trade potential

**“Support from AfTra is throughout: from project approval to project design and then implementation. It’s a quick disbursement facility, averaging 4-5 months from design to implementation, making AfTra accessible and responsive in addressing the trade facilitation needs of our clients”**

*Jean-Guy Afrika, Senior Trade Expert and Task Manager, AfTra*





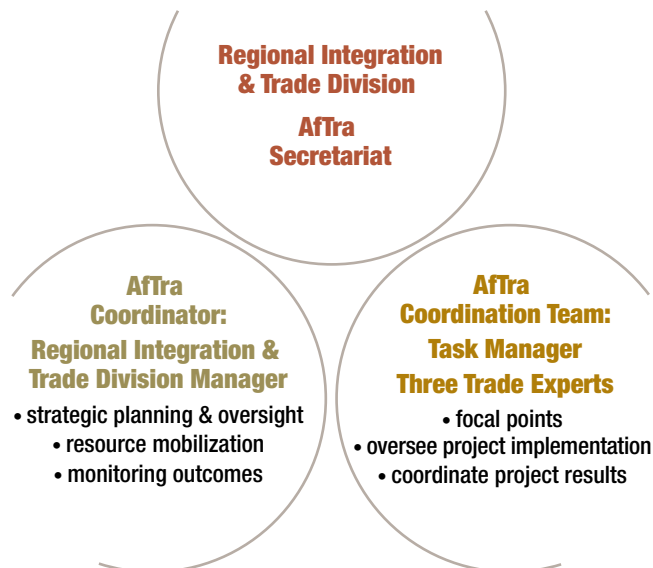
## AfTra guiding principles

- **selectivity:**  
areas where the Bank demonstrates comparative advantage and value addition
- **country ownership:**  
aligned to RECs and RMCs' trade strategies and development plans
- **results-focused:**  
strive for tangible results, focus on M&E and timely technical support
- **private sector development:**  
develop and promote business as an engine of growth
- **gender focus:**  
mainstream removal of barriers for women in trade and measure change
- **environmental sustainability:**  
address trade and environment including biodiversity
- **complementarity and partnerships:**  
leverage resources and build knowledge exchange

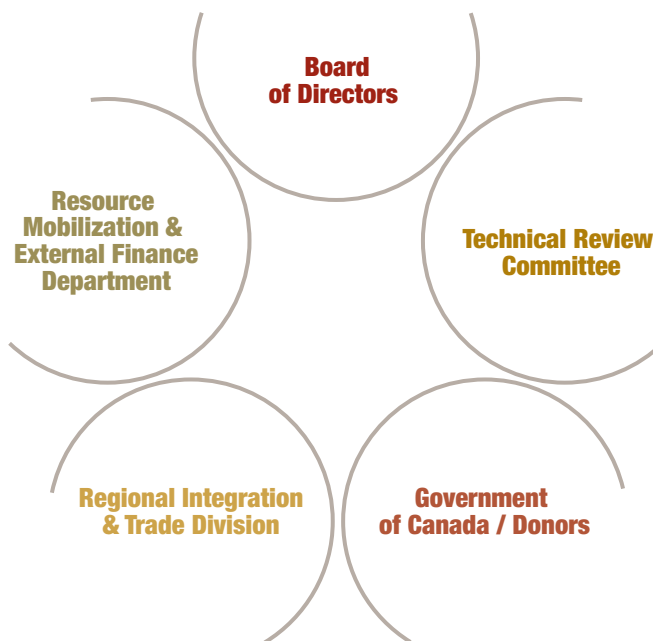
## AfTra beneficiaries

- **Regional Economic Communities**, regional institutions and agencies concerned with trade development
- **Regional Member Countries** of the Bank, political subdivisions or agencies (including bodies of the central or local Government) that are concerned with trade development
- **private sector organizations** such as industry associations, business organizations, growers' associations, Chambers of Commerce
- **non-governmental organizations** at country or regional level
- **civil society and community-based organizations** with a track record in trade development, environmental protection and gender advocacy

## AfTra secretariat



## AfTra governance structure



## annex i. AfTra project criteria

criteria for projects	description
<b>ownership and focus</b>	<ul style="list-style-type: none"> <li>• extent to which the activity is relevant to the removal of structural constraints on capacity of African countries and enterprises to trade</li> <li>• extent to which the activity includes a participatory process and gender responsive process to consult ultimate beneficiaries in public and democratically structured units</li> <li>• extent to which the recipient shall demonstrate ownership and commitment through active participation in the activities proposed for funding</li> </ul>
<b>feasibility and results</b>	<ul style="list-style-type: none"> <li>• extent to which the activity generates concrete and measurable results to the country/region/ enterprises/population it intends to benefit</li> <li>• extent to which the activity generates measurable results to directly or indirectly strengthen the supply side of trade</li> <li>• extent to which the project's proposed budget, timeline and results are coherent and relate to each other</li> </ul>
<b>sustainability</b>	<p><b>i. financial</b></p> <ul style="list-style-type: none"> <li>• extent to which the project anticipates concrete funding possibilities that would allow it to continue/expand after the grant is consumed</li> <li>• extent to which the project differentiates short-term goals and long- term objectives and distributes resources adequately to achieve both</li> <li>• extent to which the project proposed results contribute to generate/attract additional resources for continuation</li> </ul> <p><b>ii. institutional/other cross-cutting</b></p> <ul style="list-style-type: none"> <li>• extent to which the project generates partnerships among different organizations that complement each other's resources and capabilities</li> <li>• extent to which the implementing organization shows a track record of implementation of development projects</li> <li>• extent to which the project proposes to reach out to other actors beyond the direct beneficiaries of the activity and the implementing partners which can engender multiplier effects of the activity</li> <li>• extent to which the design and implementation of the activity or its budget allocation closes gender gaps</li> <li>• extent to which the activity takes into consideration environmental and gender concerns</li> </ul>
<b>replicability</b>	<ul style="list-style-type: none"> <li>• extent to which the project proposes concrete steps and allocates resources to register the experience, gather lessons learned, evaluate results and disseminate all these findings</li> <li>• extent to which the project's methodology and activities could become a model to address similar problems/issues in other countries/communities/context</li> </ul>
<b>strategic alignment</b>	<ul style="list-style-type: none"> <li>• extent to which the proposal fits within country and/or regional development strategies, including priorities in Aid for Trade</li> <li>• extent to which the proposal is consistent with the global objectives on Aid for Trade</li> <li>• extent to which the proposal is fully aligned to the Bank Group Regional Integration Strategy</li> <li>• extent to which the proposal fits within the Bank Group Long-term Strategy</li> </ul>

## annex ii. AfTra project cycle

<b>initiation &amp; identification</b>	<ul style="list-style-type: none"> <li>• applications are submitted freely by eligible organizations through Bank units (Field Offices, sector or regional departments) or in response to Call for Proposals</li> <li>• Fund Coordinating Team (FCT) reviews applications based on evaluation grid</li> <li>• FCT selects proposals scoring more than 75 points and shortlists according to available budget for the various components</li> <li>• FCT prepares One Page Summary (OPS) for shortlisted applications and submits to ONRI.2 Division Manager for consideration</li> <li>• FCT develops an Indicative Operations Pipeline (IOP)</li> <li>• government of Canada (Donor) is presented with a work program (WP) (and OPSs) for consideration and approval</li> </ul>	
<b>appraisal drafting – peer review</b>	<ul style="list-style-type: none"> <li>• upon clearance of OPS, Bank staff (ONRI.2 and/or other Bank staff) work with individual institutions to draft the Project Appraisal Report (PAR) including Log Frame Matrix, Key Performance Indicators, Disbursement Plan and the Procurement Plan</li> <li>• Due Diligence Mission may be undertaken in the course of PAR preparation</li> </ul>	
<b>approval</b>	<ul style="list-style-type: none"> <li>• draft PAR circulated for review to the following: <ul style="list-style-type: none"> <li>- country team and/or Field Office</li> <li>- sector focal point</li> <li>- ONRI.2</li> </ul> </li> <li>• draft PAR revised and submitted with Project Issues List (PIL) for consideration and possible approval of the Technical Review Committee (TRC). The TRC is chaired by the Director of ONRI and includes representatives from the Legal, Procurement, Resource Mobilization and External Finance Department</li> </ul>	
<b>approval limits</b>	<b>for projects &lt; USD 100,000</b>	TRC to approve
	<b>for projects &lt; USD 1 million</b>	<ul style="list-style-type: none"> <li>• convene TRC meeting</li> <li>• present WP to donor for review</li> <li>• donor notifies Fund Coordinator which proposals have final approval</li> </ul>
	<b>for projects &gt; USD 1 million</b>	<ul style="list-style-type: none"> <li>• submit proposals to Board for approval on lapse of time basis</li> </ul>
<b>finalization &amp; signing</b>	<ul style="list-style-type: none"> <li>• Fund coordinator notifies the Institution that their Proposal has been approved. Institutions whose proposals are rejected will be sent letters of apology by Fund Coordinator</li> <li>• grant agreement is drafted with Legal Department guidance and share with Grantee</li> <li>• procurement and disbursement plans as well as reporting obligations are discussed with beneficiary institution before signing</li> <li>• organize signing ceremony in coordination with Field Office. Grant Agreement signed by Resident representative or ONRI on behalf of the Bank</li> <li>• local Donor’s Embassy and/or development agency and local press are invited to attend signing ceremony</li> </ul>	

(continued on following page)

## annex ii. AfTra project cycle

<p><b>procurement &amp; disbursements</b></p>	<ul style="list-style-type: none"> <li>• ensure that all communication regarding disbursement copied to ONRI.2 Fund Coordinator</li> <li>• ensure that the Grantee is familiar with Bank procurement and disbursement rules. If not, organize a workshop with Bank’s Field Office procurement and disbursement officers before the launching of the bids</li> <li>• ask the Grantee to prepare all the consultants’ TORs and submit to ORPF for no objection in post or prior review</li> <li>• work program of the Grantee             <ul style="list-style-type: none"> <li>- agree with Grantee on a work program and budget for the period</li> <li>- check alignment of work program with activities in the Log Frame and TA proposal</li> <li>- agree on an indicative timeframe</li> </ul> </li> <li>• transmission to the beneficiary of AfDB disbursement handbook  <a href="http://www.afdb.org/en/documents/policy-documents/guidelines-and-procedures/1/">http://www.afdb.org/en/documents/policy-documents/guidelines-and-procedures/1/</a> </li> <li>• fulfilment of disbursement conditions (as in the Grant Agreement) is verified</li> <li>• first disbursement is cleared</li> <li>• project implementation begins</li> </ul>
<p><b>results monitoring; supervision &amp; project closure</b></p>	<p>monitoring is carried out by the Task Manager designated by ONRI.2 Division Manager in collaboration with the Fund Coordinator</p> <ul style="list-style-type: none"> <li>• transmit Beneficiary quarterly reports (BQR) to Fund Coordinator (if appropriate)</li> <li>• complete PSRs (Project status report)</li> <li>• organize one field supervision per year or prior each subsequent disbursement (if appropriate)</li> <li>• the objective of the supervision is to check that all expenses are paid for activities agreed in the work plan and that outputs and outcomes are achieved according to plan</li> <li>• borrower to demonstrate that outputs, outcomes and KPIs achieved are as per Log Frame and provide reasons for any shortcomings</li> <li>• FRMB to transmit annual financial statement and management report to ONRI.2</li> <li>• complete PCR (Project completion report) when project concludes</li> <li>• ONRI.2 prepares relevant reports for donor</li> <li>• AfTra initiates closure of the account of the project after approval of the PCR and receipt of satisfactory final audited statements from the ex post project reviews and audits</li> </ul>

### annex iii. AfTra results framework / impact and outcomes

	results chain	indicators	risks / assumptions
<b>impact</b>	increased sustainable and inclusive economic growth and poverty reduction resulting from improved trade	<ul style="list-style-type: none"> <li>• % increase in income as a direct result of project's intervention</li> <li>• increase in relative income of women agricultural producers as a result of project's intervention</li> <li>• rate of deforestation in areas of intervention/national use of harmful pesticides or fertilizers</li> </ul>	<p><b>risks</b></p> <ul style="list-style-type: none"> <li>• agricultural productivity insufficient to sustain expanded trade</li> <li>• countries lack political will</li> <li>• other factors constrain trade</li> </ul>
<b>purpose</b>	improved supply side capacity of regional member countries' (RMCs) producers and traders	<ul style="list-style-type: none"> <li>• % increase in export volumes in countries/areas of intervention</li> </ul>	<p><b>mitigation measures</b></p> <ul style="list-style-type: none"> <li>• link project to agricultural productivity programs</li> </ul>
<b>outcomes</b>	<b>pillar i.</b> improved trade facilitation in RMCs and Regional Economic Communities (RECs) particularly	<ul style="list-style-type: none"> <li>• % increase in export volumes in countries/areas of intervention</li> </ul>	<ul style="list-style-type: none"> <li>• work with countries and regions which have shown commitment to tackling trade related issues</li> <li>• consider sustainability issues at the outset of the project; build awareness; establish cost recovery mechanisms</li> </ul>
	<b>pillar ii.</b> increased ability of African enterprises to meet SPS and international standards	<ul style="list-style-type: none"> <li>• number of agricultural producers (especially women) complying with regional and international SPS protocols</li> </ul>	
	<b>pillar iii.</b> increased capacity of national and regional institutions to effectively support trade facilitation and market access	<ul style="list-style-type: none"> <li>• number of non-tariff barriers removed; and</li> <li>• number of SPS-related trade bottlenecks removed</li> </ul>	
	<b>pillar iv.</b> increased ability by Bank to provide advice on applied trade policy to RECs and national governments	<ul style="list-style-type: none"> <li>• % of output targets for outcomes i-iii fully achieved</li> </ul>	
<b>intermediate outcomes</b>	<b>pillar i.</b> customs and trade regulations streamlined and more efficient provision of border services	<ul style="list-style-type: none"> <li>• significant reduction in processing time at the borders</li> </ul>	<p><b>risks</b></p> <ul style="list-style-type: none"> <li>• agricultural productivity insufficient to sustain expanded trade</li> <li>• countries lack political will</li> <li>• other factors constrain trade</li> </ul> <p><b>mitigation measures</b></p> <ul style="list-style-type: none"> <li>• link project to agricultural productivity programs</li> <li>• work with countries and regions which have shown commitment to tackling trade related issues</li> <li>• consider sustainability issues at the outset of the project; build awareness; establish cost recovery mechanisms</li> </ul>
	<b>pillar ii.</b> increased awareness and knowledge on SPS and international standards and procedures among agricultural producers, in particular women, and increased availability of testing services and market intelligence	<ul style="list-style-type: none"> <li>• number of producers utilizing the market intelligence services</li> <li>• number of agricultural producers integrating SPS requirements into their product value chain development (say as a result of existence of testing centres, enquiry points etc.)</li> </ul>	
	<b>pillar iii.</b> strengthened skills base; and application of RMC and REC standards and regulatory frameworks that are harmonized with international standards	<ul style="list-style-type: none"> <li>• number of RMCs and RECs' officials trained on local/regional application of international standards and regulatory frameworks;</li> <li>• number of finalized national and regional trade improvement processes</li> </ul>	
	<b>pillar iv.</b> increased Bank's knowledge base on implementation of trade development program and related matters	<ul style="list-style-type: none"> <li>• number of trade related analytical studies produced and disseminated</li> </ul>	

(continued on following page)

## annex iii. AfTra results framework / impact and outcomes

	results chain	indicators	risks / assumptions
outputs i. and ii.	<p><b>pillar i.</b></p> <p>i.i programs implemented to harmonize border procedures and regulations implemented</p> <p>i.ii programs implemented to increase IT usage and improve systems and procedures at border posts implemented</p>	<ul style="list-style-type: none"> <li>number of programs implemented to harmonize border procedures</li> <li>number of projects implemented to increase IT usage and improve systems and procedures at key border points</li> </ul>	<p><b>assumption</b></p> <ul style="list-style-type: none"> <li>project is properly designed to reach targeted groups</li> <li>gender and environment issues are priority at national policy levels</li> </ul> <p><b>risks</b></p> <ul style="list-style-type: none"> <li>targeted groups not reached by projects; weak national commitment to environment and gender mainstreaming issues</li> </ul> <p><b>mitigation measures</b></p> <ul style="list-style-type: none"> <li>enhance dialogue to raise awareness of importance of gender and environment mainstreaming; ensure good project design to reach relevant beneficiaries</li> </ul>
	<p><b>pillar ii.</b></p> <p>ii.i programs to enhance capacity of agricultural producers (especially women) for meeting SPS and other international standards implemented</p>	<ul style="list-style-type: none"> <li>number of trainings organized on SPS and food safety for agricultural associations</li> <li>number of women participating in SPS/food safety training</li> <li>number of trade infrastructure services (e.g. testing facilities)/ Trade Information Desks (market intelligence services) established</li> </ul>	
outputs iii.	<p><b>pillar iii.</b></p> <p>iii.i. REC, national and PSO officials trained by AfTra on trade regulations and standards</p> <p>iii.ii. programs to support harmonization of RMC/REC regulations and procedures with international standards implemented</p>	<ul style="list-style-type: none"> <li>number of training programs organized on SPS, food safety and animal health issues for public sector regulators;</li> <li>number of AfTra programs supporting harmonization of RMC/ REC regulations and procedures with international standards (Codex, International Plant Protection Convention, World Organization for Animal Health)</li> </ul>	<p><b>assumption</b></p> <ul style="list-style-type: none"> <li>RMCs commit to regional programs and to collaborate to address the challenges in harmonization of trade regulations and other issues; country policy environment favourable and interventions properly sequenced</li> </ul> <p><b>risks</b></p> <ul style="list-style-type: none"> <li>fragmentation and duplication of efforts in marshalling common African efforts and inter-agency cooperation; improper sequencing of interventions at country/REC levels</li> </ul> <p><b>mitigation measures</b></p> <ul style="list-style-type: none"> <li>support to current policy and regulatory coordination efforts at regional and continental level will foster greater understanding and cooperation. Ensure quality at entry and project readiness through assessment of applications</li> </ul>

(continued on following page)

## annex iii. AfTra results framework / impact and outcomes

results chain		indicators	risks / assumptions
<b>outputs iv.</b>	<b>pillar iv.</b> project completion reports and other knowledge products prepared to inform AfTra implementation	<ul style="list-style-type: none"> <li>• % of AfTra project completion reports available months upon completion of project</li> <li>• number of knowledge products prepared to inform AfTra project design and implementation</li> <li>• number of workshops organized internally and with AfTra recipient</li> </ul>	<p><b>assumption</b></p> <ul style="list-style-type: none"> <li>• Bank has sufficient staff and skills to undertake work of AfTra</li> </ul> <p><b>risks</b></p> <ul style="list-style-type: none"> <li>• weak staff and skill strength to implement AfTra</li> </ul> <p><b>mitigation measures</b></p> <ul style="list-style-type: none"> <li>• ensure adequate allocation of Bank staff, mixed with targeted consultancy recruitment to obtain necessary staff strength and skills mix to implement AfTra</li> </ul>

## annex iv. AfTra results framework / key activities

	components	reach	examples of potentially eligible projects
<b>key activities i.</b>	<p><b>pillar i.</b> <b>improved trade facilitation in Regional Member Countries (RMCs) and Regional Economic Communities (RECs)</b> (40% of budget)</p> <p>implementation of RECs and RMCs' trade facilitation action plans and regulations</p> <ul style="list-style-type: none"> <li>provide support through technical assistance, refurbishing of hardware and software and increased access to technology</li> </ul>	<ul style="list-style-type: none"> <li>RECs</li> <li>RMCs</li> <li>African Union</li> <li>other regional economic groupings</li> <li>networks of African government institutions</li> <li>African (national or central) government institutions involved in trade development</li> <li>private sector located in Africa</li> <li>civil society organizations located in Africa</li> </ul>	<ul style="list-style-type: none"> <li>support establishment of one stop border posts</li> <li>targeted interventions at key border posts to reduce waiting time and improve safety and security</li> <li>install and implement IT systems for border posts</li> <li>strengthen the functioning of institutions at key border posts and check points</li> <li>support the adoption of efficient IT systems at key border posts and checkpoints</li> <li>regulations</li> <li>strengthen functioning of REC non-tariff barriers mechanism</li> </ul>
<b>key activities ii.</b>	<p><b>pillar ii.</b> <b>increased ability of African enterprises to access regional and global markets, with a focus on agricultural producers</b> (30% of budget)</p> <p>enhancing ability of enterprises to meet agricultural standards</p> <ul style="list-style-type: none"> <li>facilitate technical assistance, capacity building, increased ability of facilities to meet international standards</li> </ul>	<ul style="list-style-type: none"> <li>RECs</li> <li>RMCs</li> <li>African Union</li> <li>other regional economic groupings</li> <li>networks of African government institutions</li> <li>African (national or local) government institutions involved in trade development</li> <li>private sector located in Africa</li> <li>civil society organizations located in Africa</li> </ul>	<ul style="list-style-type: none"> <li>develop a regional master plan for post-harvest infrastructure e.g. storage, drying, markets</li> <li>prepare for, and undertake, accreditation for selected agricultural associations</li> <li>develop and deliver training courses for different value chain actors based on country training needs assessments</li> <li>establish and implement training program for agricultural associations - risk analysis e.g. Pest Risk Analysis, Mutual Recognition Arrangements, Hazard Analysis and Critical Control Point and food safety, animal health etc.</li> <li>develop SPS compliance protocols for farmers, processors and food handlers</li> <li>develop national/regional early detection and rapid response systems</li> <li>develop SPS audit manuals for regulators</li> <li>develop a system to monitor and analyze SPS hindrances to intra-Tripartite agri-food trade</li> <li>establish trade infrastructure services (such as SPS testing centres)</li> <li>develop national food safety plans and audit mechanisms</li> <li>refurbish and equip national and regional laboratories</li> <li>procure SPS tools for inspectors and quality assurance managers</li> <li>establish surveillance protocols for priority SPS risks</li> <li>set up/strengthen national and regional SPS committees</li> <li>establish trade information centres (or market intelligence services)</li> </ul>

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## annex iv. AfTra results framework / key activities

	components	reach	examples of potentially eligible projects
<b>key activities iii. and iv.</b>	<p><b>pillar iii.</b>  <b>increased capacity of national and regional African institutions to effectively support trade facilitation and market access</b>                      (15% of budget)</p> <p>promoting in-country/REC skills and investment coordination</p> <ul style="list-style-type: none"> <li>provide technical assistance and support training, dialogue and consensus-building meetings and the provision of related technologies and software</li> </ul>	<ul style="list-style-type: none"> <li>RMCs and Field Offices</li> <li>RECs</li> <li>African Union</li> <li>other relevant regional economic groupings</li> <li>networks of African government institutions</li> <li>African (national or central) government institutions involved in trade development</li> </ul>	<ul style="list-style-type: none"> <li>support the design and implementation of national and regional trade action plans</li> <li>develop common trade codes for regional groupings or frameworks for harmonizing regional trade regulations to international standards and build capacity to support their implementation at national levels</li> <li>strengthen institutional capacity (skills, testing equipment or trade development and monitoring manuals) especially in fragile states</li> </ul>
	<p><b>pillar iv.</b>  <b>increased Bank ability to effectively support increased trade competitiveness and performance among RMCs</b>                      (10% of budget + 5% administrative charges)</p> <p>promoting trade knowledge and skills among Bank staff:</p> <ul style="list-style-type: none"> <li>support the enhancement of knowledge through analytical work and training, and the establishment of information management and M&amp;E systems at Bank level</li> </ul>	<p>Bank organizational units (sector and regional departments as well as Field Offices)</p>	<ul style="list-style-type: none"> <li>implementation (pre-appraisal, appraisal, closure), coordination and monitoring and evaluation of the project</li> <li>skills training for staff</li> <li>development of web-portal</li> <li>preparation of business plans, Project completion reports, M&amp;E systems and other project implementation-related knowledge tools</li> <li>Diagnostic Trade Integration Studies</li> <li>financial and administrative management of the project</li> <li>undertake analytical studies (directly linked to the program/project e.g. as input in providing advice on a project)</li> <li>establish/contribute to regional/international databases</li> </ul>

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- Africa Trade Fund Annual Report 2013
- Africa Trade Fund Annual Workplan and Budget 2015
- Annual Meetings Side-Event “Facilitating Africa’s Trade” Program and Press Release
- Annual Meetings Speaker Series “Facilitating Africa’s Trade”
- “Facilitating Africa’s Trade: Border voices” film
- AfDB Statement at the Committee on Trade and Development, WTO, 17 February 2015
- Africa Trade Fund Information Session presentation, WTO, 17 February 2015
- [www.africatradefund.org](http://www.africatradefund.org)

## Appraisal reports:

- Support for African Cashew Industries (West and East Africa) with African Cashew Alliance
- Policy and Institutional Reforms for Improved Trade Facilitation in São Tomé and Príncipe with the Government and World Bank
- Namanga One-Stop Border Post’s Soft Infrastructure Project with the EAC
- Trade and Institutional Capacity Building in the Apiculture Sector with SNV Zambia
- Regional Cargo Tracking System on the Northern Corridor with the Northern Corridor Trade and Transport Coordination Authority
- Southern Africa Transit and Border Management Reforms Project with SARC, AfDB
- Harmonization of African Standards for Agriculture and Food Products with the African Organization for Standardization

## Progress reports and strategy documents:

- Aid for Trade Strategy for Swaziland
- COMESA Trading for Peace
- EAC Aid for Trade Strategy
- Program of Assistance to Trade Support Institutions in Liberia (PATSIIL)

## Project documents:

- Development of a 10-year National Export Strategy for Madagascar with ITC
- System of Indicators to Monitor Regional Integration in Africa with AfDB, AU and UNECA
- Technical Support to the African Union for Renewal of AGOA and Trade Investment Promotion with the African Union Commission

## Additional documents:

- *Accessible Africa 2013: connecting Africa to the world* (AfDB)
- *African Development Report 2014* (AfDB)
- *At the Center of Africa’s Transformation: Strategy for 2013-2022* (AfDB)
- *Bank Group Regional Integration Policy and Strategy (RIPoS) 2014-2023* (AfDB)
- *Bank Group Gender Strategy 2014-2018* (AfDB)
- *Golden Book: 50 years at the service of Africa 1964-2014* (AfDB)
- *Trade Facilitation Agreement: Final Text* (WTO)
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- [www.sustainabledevelopment.un.org](http://www.sustainabledevelopment.un.org)

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