



Creating jobs through private sector and trade development

AID FOR TRADE – FINLAND'S ACTION PLAN 2012–2015

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Aid for Trade

– FINLAND'S ACTION PLAN 2012–2015

The prosperity and wellbeing of developing countries is generated through people's work. The development of production and trade create decent jobs and reduce poverty, which in turn reduces aid dependency. Economic development is also an important factor for the realisation of democracy, human rights, equality and human development. As part of the international trading system, the poorest developing countries need support in order to develop their trade opportunities. Aid for Trade responds to this challenge.

This Action Plan 2012–2015 renews our Aid for Trade in line with the Government's Development Policy Programme. Supporting the trade capacity of developing countries is also included in the objectives of the Government's Action Plan on External Economic Relations. Our cooperation is human rights-based. Our main objective is to facilitate the creation of decent jobs and opportunities for entrepreneurship in order to eradicate poverty and secure a life of human dignity for all people in accordance with the UN Millennium Development Goals. Particular attention is paid to employment and entrepreneurship opportunities for women and young people, as well as supporting the poorest countries in their efforts to benefit from trade and investment. We also invest increasingly into improving gender equality and the status of women, reducing inequality and ensuring climate sustainability in our Aid for Trade. We aim to improve effectiveness and reduce fragmentation.

In developing countries, the private sector will create the majority of jobs in the future. Finnish society participates in this in two ways. On the one hand, we can, through Aid for Trade, help developing countries develop inclusive green economies that promote employment and use their substantial natural resources in a sustainable manner. On the other hand, the Finnish private sector can build partnerships directly with companies in developing countries or together with the public sector and civil society organisations. This will create the basis for future successful responsible business in new emerging markets. We believe that Aid for Trade is an initiative that combines the objectives of both development policy and trade policy in an ideal way.

The Ministry for Foreign Affairs of Finland will continue to cooperate closely with the Finnish private sector and the rest of society. The Ministry has in recent years introduced new development policy instruments to help Finnish actors work for sustainable development in developing countries. For Finnish companies, the Government's decision to further increase Finnfund's financial capacity is a significant achievement, as is the strong position attained by the Finnpartnership programme.

Development aid alone is not enough to meet the challenges of the poorest developing countries. It is therefore important that development cooperation works more as a catalyst to increase other resource flows, such as export revenues, investments and other private financial flows. Consumers are also interested in how the products and services they consume are produced. Many Finnish consumers frequently make everyday choices that affect developing countries, for example, by buying Fair Trade products. Civil society organisations' projects and corporate social responsibility initiatives provide Finnish people with new opportunities to influence how development challenges are solved.

We want to strengthen the coherence between development policy, trade policy, industrial policy and other important policy sectors. The Team Finland concept provides an excellent basis for working together to promote sustainable development globally and strengthen the position of Finnish companies in the world.



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Aid for Trade

BROAD-BASED SUSTAINABLE ECONOMIC DEVELOPMENT is a precondition for achieving the UN Millennium Development Goals. Sustainable economic development creates decent jobs and opportunities for entrepreneurship, reduces poverty and promotes human rights, equality and stability. Economic development is sustainable when it generates wealth and wellbeing in a society in a just manner as well as maintains and increases society's opportunities to produce wealth and wellbeing in the long term. Economic development which increases tax and export revenues as well as investments in developing countries enables them to reduce inequality and aid dependency.

Aid for Trade (AFT) is a generic term for development cooperation that aims to strengthen

developing countries' productive capacity and ability to engage in foreign trade in order to achieve sustainable economic development and reduce poverty. The scope of Aid for Trade has been mutually agreed by the OECD. Aid for Trade includes trade policy and regulations, trade development, economic infrastructure, building productive capacity and trade-related adjustment which includes for example compensation for lower customs revenues (see detailed reporting categories in the table).

- The narrow definition of Aid for Trade is "trade-related (technical) assistance", which covers trade policy and regulations and trade development.

➤ The broad definition of Aid for Trade includes the narrow definition and covers also economic infrastructure, building productive capacity and trade-related adjustment.

Aid for Trade and private sector development are closely linked. A significant part of Aid for Trade consists of public sector activities. The government in a developing country has a key position in developing the business enabling environment and its institutions and in influencing the international trading system. Developing the business enabling environment also covers development of local and in-country trade. The public sector's role in actual trade and business activity is less significant. Trade is in general private sector activity. Private sector development on the other hand focuses on the development of the business sector and its operational capacities in developing countries. Private sector development is therefore part of Aid for Trade.

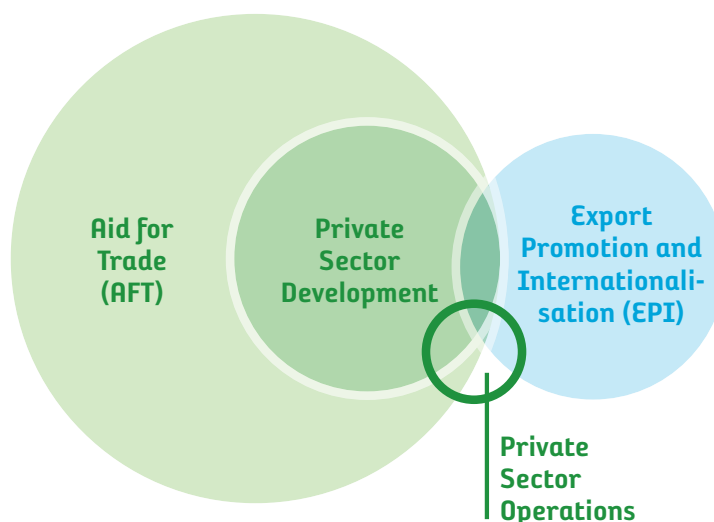
Development cooperation can support both the business enabling environment of the private sector as well as companies directly. As Aid for Trade and private sector development are broad themes, direct funding for private sector operations is often only a fraction of development cooperation.

The objective of Aid for Trade is the eradication of extreme poverty and securing a life of human dignity. Its final beneficiaries are poor people in developing countries. The objective of export promotion and internationalisation (EPI) is in turn to improve the competitiveness and achieve economic benefits for companies in donor countries. The objectives of Aid for Trade and EPI activities are different but can also be mutually reinforcing: Aid for Trade can for example improve the business enabling environment in developing countries, which can offer new business opportunities for Finnish companies. The investment from Finnish companies creates jobs, and imports from developing countries increase the supply for Finnish consumers as well as raw materials and semi-finished products for companies.

The poorest developing countries need special assistance in order to be able to benefit from international trade. The multilateral trading system, with the WTO agreements, includes special and differential treatment for developing countries.

CRS reporting categories for Aid for Trade defined by the OECD

<i>Reporting category</i>	<i>CRS code(s)</i>
TRADE POLICY AND REGULATIONS	
Trade policy and administrative management	33110
Trade facilitation	33120
Regional trade agreements	33130
Multilateral trade negotiations	33140
Trade education/training	33181
ECONOMIC INFRASTRUCTURE	
Transport and storage	21010...21081
Communications	22010...22040
Energy supply and generation	23010...23082
BUILDING PRODUCTIVE CAPACITY	
Banking and financial services	24010...24081
Business and other services	25010
Agriculture	31110...31195
Forestry	31210...31291
Fishing	31310...31391
Industry	32110...32182
Mineral resources and mining	32210...32268
Tourism policy and administrative management	33210
TRADE-RELATED ADJUSTMENT	
Trade-related adjustment	33150



Developed countries have an obligation, amongst other things, to grant the least developed countries longer transition periods or technical assistance to implement certain agreements. Regional trade agreements also include provisions on technical assistance.

Developing the business enabling environment in the form of **PRIVATE SECTOR DEVELOPMENT** means improving legislation, institutions and policies and strengthening markets in developing countries.

Developing the business enabling environment for the private sector is part of Aid for Trade. All four AFT categories include activities that develop the business enabling environment for companies. Aid instruments can include sector budget support, sector programmes, regional programmes, bilateral projects, institutional cooperation instrument and multilateral funds.

Supporting **PRIVATE SECTOR OPERATIONS** is direct support for companies. The MFA's private sector instruments are Finnpartnership and Finnfund. The local cooperation funds that the diplomatic missions manage can be allocated to support companies in developing countries. In addition, many projects and programmes for the rural development, forestry, innovation and knowledge society development and energy sectors have funding windows for companies (see section 3.3).

1.1 The international Aid for Trade initiative

The international Aid for Trade initiative was born from the negotiations of the World Trade Organisation's (WTO) Doha round shortly before the Hong Kong ministerial conference in the autumn of 2005. The theme has since featured on the agenda of almost all the main trade, economic and development conferences.

Aid for Trade is not an individual funding programme but a more general policy initiative. Its aim is to increase the amount and improve the quality of Aid for Trade as a part of official development assistance and cooperation. The most important international AFT pledge concerns trade-related technical assistance. Its share of total development aid is monitored by indicator 8.9 of the Millennium Declaration's eighth Millennium Development Goal.

According to the OECD, Aid for Trade had increased at a global level by 82 per cent by 2010 since the launch of the initiative in comparison to the reference period of 2002–2005 reaching nearly a quarter of official development assistance. The Aid for Trade initiative upholds ideas, which emerged at the International Conference on Financing for Development in Monterrey (2002), about the significance of broad-based financing for development (incl. trade, investments, and private remittances) for the promotion of sustainable development.

The WTO and OECD have particularly promoted the international Aid for Trade initiative at policy level whereas the actual implementation of AFT involves all key international financial institutions, multilateral development organisations and bilateral donors as part of their development cooperation. The initiative promotes policy coherence for development by bringing trade issues to the heart of development policy and vice versa. Moreover, an important objective of the initiative is to develop methods to improve the effectiveness and impact of Aid for Trade.

The European Union has been an active promoter of the AFT initiative. Finland initiated a process which resulted in the joint EU Aid for Trade strategy adopted in 2007. Many EU member states also have their own AFT strategies or action plans to implement the EU's AFT strategy.

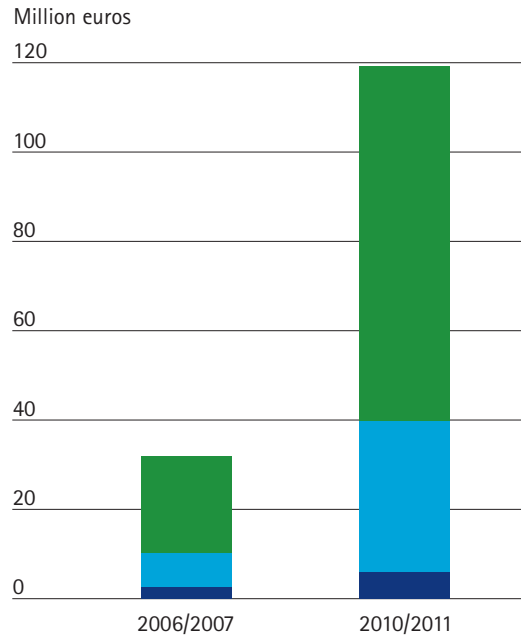
1.2 Aid for Trade – Finland’s activities

Finland has influenced the development of the international Aid for Trade initiative by actively participating in the work of the EU, OECD, WTO and UN. Finland’s own AFT activities have increased in recent years and Finland has become a significant donor to and actor in many key multilateral trade and development organisations and programmes.

Finland’s Aid for Trade disbursements increased from approximately 32 million euros in 2006–2007 (annual average) to nearly 120 million euros in 2010–2011 (annual average). Building productive capacity accounts for some two-thirds of all AFT support. There have been no disbursements for trade-related adjustment. Part of the support directed to building productive capacity focuses especially on supporting trade development. The volume of projects with the main objective of trade development averaged seven million euros in 2010–2011.

Finland’s own “Aid for Trade – Finland’s Action Plan 2008–2011” was adopted in autumn 2008. The Action Plan ended in 2011 when Finland’s Aid for Trade was evaluated. According to the evaluation, the overall view of Finland’s AFT cooperation was positive; AFT had in general reached broad-based support and Finnish expertise had been globally recognised as excellent. The evaluation recommended developing AFT cooperation in a more systematic direction, increasing understanding and knowledge, reducing fragmentation in cooperation and strengthening results-based management and cross-cutting objectives. This Action Plan will build on the recommendations of the evaluation.

Finland’s AFT disbursements 2006/07–2010/11



AFT category	2006/07	2010/11
Trade policy and regulations	2.6	5.9
Economic infrastructure	7.5	33.7
Building productive capacity	21.8	79.5
<i>Total (million euros)</i>	<i>32.0</i>	<i>119.1</i>



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Aid for Trade in Finland's development policy

2.1 Human rights-based approach

According to the Development Policy Programme, Finland promotes a human rights-based approach to development in all of its development cooperation. In Aid for Trade, Finland specifically promotes economic, social and cultural rights, and when feasible, also civil and political rights and freedoms. Realisation of economic, social and cultural rights is a natural goal for Aid for Trade as work, livelihood and women's economic empowerment are the results of entrepreneurship, employment and vocational skills development.

In line with the human rights-based approach, it is important that in the implementation of Aid for Trade the local population is aware of its own human rights and fundamental labour rights and is able to act in the realisation of these rights. It is also important that the authorities understand the obligations of companies to respect human rights and are able to monitor their compliance on these obligations. A society in which people have the opportunity to fulfil their potential and earn a living as entrepreneurs and investors and by engaging in trade improves people's access to information and possibilities to know their own rights and demand

them. It also increases opportunities for people to network, influence decision-making and gain access to social services.

Finland strives to direct Aid for Trade particularly for the benefit of those people whose rights and opportunities are realised the least. The human rights-based approach to Aid for Trade is also connected to consumer protection, product safety, fair trade and corporate social responsibility.

2.2 Cross-cutting objectives

Finland emphasises the cross-cutting objectives of Finnish development policy – gender equality, reduction of inequality and climate sustainability – in the implementation of Aid for Trade.

Countries are best able to benefit from trade when they can utilise the contribution and competence of both women and men. In developing countries, women often work as micro- and small entrepreneurs in low-yielding sectors and in the informal economy. They also carry out a lot of unremunerated domestic and care work. Finland supports approaches that contribute to the formalisation of informal trade and improve small traders' ability to benefit from financial, insurance, transportation and storage services. Streamlining and clarifying border formalities is also important as it improves the position of people engaged in cross-border trade, especially women.

Finland aims to strengthen women's entrepreneurship in rural areas and in agriculture as well as in forestry, energy and other natural resource sectors and related export product value chains. Supporting women's entrepreneurship is particularly important in fragile states and situations both to prevent conflicts and to recover from them. Finland also strengthens the opportunities of women to make use of the services and tools of the information society and to participate in innovation activity and decision-making. Finland also influences international organisations in the field of trade and development so that they promote gender equality, the status of women, entrepreneurship and opportunities to enjoy the benefits of trade liberalisation.

Finland's development policy promotes the human rights and equal opportunities to participate of vulnerable, easily marginalised and excluded groups of people – such as ethnic minorities, persons with disabilities and people living in extreme poverty. Bridging the gap between the formal and informal economy and between skilled and unskilled labour, developing equality in human resources

policy and home-based microwork are a means to this end. Easily marginalised groups shall have the opportunity to benefit from trade and avoid its negative consequences. Finland promotes pro-poor and inclusive business through development of the business enabling environment, corporate social responsibility, innovative public–private partnerships and private sector instruments. Finland also supports the economic activity of easily marginalised groups, such as persons with disabilities, indigenous peoples and ethnic minorities, in the form of workshops, co-operatives and rural entrepreneurship.

STRENGTHENING THE ROLE OF WOMEN AND GENDER EQUALITY

goes hand in hand with economic development. Women's education and their participation in the economy significantly increase a nation's competitiveness. Economic empowerment, entrepreneurship and trade in turn improve gender equality.

Finland supports a project implemented by ILO in Egypt and Tunisia which aims to improve women's status, skills and employability. The project will also develop local labour market institutions and social dialogue. The project covers the period 2012–2015.

AN INCLUSIVE ECONOMY supports human rights, gender equality and good governance, reduces inequality and strengthens social stability.

Finland promotes the human rights and livelihoods and influencing opportunities of ethnic minorities and persons with disabilities in the programme of Support to Forest Sector Reform in Kenya during 2009–2014 and in the Programme for Agriculture and Livelihoods in Western Communities (PALWECO) in Kenya during 2010–2016.

Finland supports the entrepreneurship training and skills development of women who have suffered from conflict and belong to ethnic minorities in a project implemented by UN Women in Nepal during 2011–2014.

Roughly one fifth of the world's seven billion people are 15–24 years old; 90 percent of them live in developing countries. Particularly in Africa the proportion of young people in the population is larger than ever before. A young population structure can be a resource for developing countries if young people have access to adequate education and employment opportunities. Youth employment, entrepreneurship and vocational skills development is one of the focus themes of this Action Plan.

The green economy and climate sustainability are an integral part of this Action Plan's priorities. Aid for Trade supports the transition to a green economy and the sustainable use of natural resources in agricultural and rural development, forestry and energy sectors.

Climate sustainability is closely related to the Finnish development policy objective of promoting the sustainable management of natural resources and environmental protection. The benefits of trade are aimed to be brought within the reach of people without accelerating climate change. Increased trade and entrepreneurship in developing countries can also promote the introduction of new, climate-friendly approaches. The Finnish private sector has expertise and technology that it could offer developing countries. Finland enhances climate sustainability by supporting its partner countries' ability to adapt to climate change and low-carbon development as well as the inclusion of these themes in the countries' development planning. Through Aid for Trade, Finland can help its partner



countries develop new, innovative ways to combat climate change, which in turn leads to further entrepreneurship and job creation.

The development of the information and knowledge society can help developing countries develop resource-efficient, low-polluting and low-carbon solutions. Finland supports information and knowledge society development, cooperation in science, technology and research, ICT-based enterprises, innovation activities and the development of innovation ecosystems in developing countries. Within the scope of Aid for Trade, Finland promotes the transition to a green economy and sustainable consumption habits and supports the use of environmental technologies, energy conservation and material efficiency.

2.3 The private sector creates decent employment and opportunities for entrepreneurship for all

In developing countries, the vast majority of jobs are created in the private sector. A significant proportion of entrepreneurs operate as microentrepreneurs in the informal sector, whose “entrepreneurship” is a matter of daily survival. There are also large multinational enterprises and increasing numbers of companies from emerging markets such as China and India operating in developing countries. Although they also create jobs, the greatest potential for job creation lies in the local small and medium-

Finland promotes INCLUSIVE BUSINESS THAT SERVES POOR PEOPLE (so-called

Base of the Pyramid, BoP) in developing countries. Some four billion people in the world live on less than five euros per day and form the low-income BoP market. These people are active partners, innovators, producers and networkers. BoP business means products, services, logistical solutions, business models and partnerships developed together with poor people and which have a particular inclusive and beneficial effect for poor people. BoP business combines improving people's living conditions with profit seeking.



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sized enterprises. In many low-income developing countries, especially in Africa, SMEs are, however, disproportionately few. One of the goals of Aid for Trade is hence to develop a business enabling environment in which SMEs can succeed and create employment. It is also important to support informal sector microentrepreneurs to move to the formal economy and expand their operations, so that they can develop into small businesses.

By reforming the economy, society maintains its capacity to create prosperity and wellbeing for the people. As the population grows and welfare needs increase, reform alone is not enough but the economy must develop by growing and becoming more efficient. The economy reforms itself as the private and public sectors invest in new production, services and technology. In developing countries it is important to promote both domestic and foreign investment. Countries have a variety of ways to make the business enabling environment attractive to investment, for example, transparent investment legislation and property rights, good infrastructure, availability of skilled labour, reliable partners and social stability. Finland aims to improve the investment climate in developing countries through Aid for Trade and skills development. Finland advances the generation of sustainable private investments on the international, regional, country and local level by supporting investment climate reforms and with the help of financial instruments for the private sector. As part of the development of the investment climate, Finland supports the

COMPANIES AFFECT THEIR STAKEHOLDERS:

- economically by paying a living wage to its employees and taxes to the state and local authorities, as well as by cooperating with local companies;
- socially by improving staff wellbeing and working conditions, by promoting its employees' right of association and by developing safe products and services;
- with respect to the environment by developing material and energy efficiency to reduce the use of natural resources and by reducing pollution resulting from production.

Corporate social responsibility is related to companies' philanthropy and development cooperation projects in developing countries. These projects may be of great importance to the local communities and households.

At an international level, Finland finances the UN Global Compact initiative and the Extractive Industries Transparency Initiative (EITI).

development of the tax system as well as the government's capacity to manage public funds both transparently and in a way that benefits all people. This work is also done in other sectors of public financial management and good governance.

Business operations have an effect on the surrounding society, stakeholders and the environment. Companies' responsibility for these effects is called corporate social responsibility (CSR). Companies contribute to working conditions, gender equality, human rights and improving the environment in developing countries by creating economic welfare, taking care of their staff and developing the wellbeing of local stakeholders. Responsibility also includes the transparency of business operations and the prevention of unreported economy. CSR is increasingly part of companies' business strategy and a clear competitive advantage. CSR projects can be increased through

partnerships with the public and private sectors and civil society by making use of Finnish expertise.

Business partners in development cooperation must comply with national laws and internationally-accepted principles of corporate social responsibility. Companies must comply with these principles in private sector development projects supported by the Ministry for Foreign Affairs of Finland. Finland supports international and regional corporate social responsibility initiatives and actors through Aid for Trade.

2.4 Finland's goals

Aid for Trade adheres to the same principles for impact and effectiveness as all other development cooperation. Finland will strengthen the impact and effectiveness of Aid for Trade:

- by taking a needs-based approach to all Aid for Trade planning. The beneficiaries of projects will always be poor people in developing countries;
- by introducing goal-oriented monitoring indicators at all levels of the Action Plan. Impact indicators in individual projects and programmes should be based on country-level poverty reduction strategies, strategies of partner organisations or the like;
- by reducing fragmentation in Aid for Trade. The Ministry for Foreign Affairs of Finland will reduce the number of projects and programmes and aims to focus its support to larger interventions.

In line with Finland's Development Policy Programme, the overarching objective of Aid for Trade – Finland's Action Plan 2012–2015 is the eradication of extreme poverty and securing a life of human dignity for all in accordance with the UN Millennium Development Goals of the Millennium Declaration (see Annex 1). Finland's Development Policy Programme sets out four priorities. Two of them – an inclusive green economy that promotes employment and sustainable management of natural resources and environmental protection – are direct objectives of Aid for Trade. These two priorities naturally have a strong connection to the other two development policy priorities – human development and a democratic and accountable society that promotes human rights. Good governance, human rights, education, health, HIV/AIDS work and social protection are also essential elements of the effectiveness of Aid for Trade. All priorities are in constant interaction with each other and none of them can be achieved without the others.

The main objective of Finland's Aid for Trade is:

The private sector creates decent employment and opportunities for entrepreneurship for all.

Finland follows the ILO's definition of 'decent work'. In developing countries, a lot of jobs are created which do not meet all the criteria of decent work. The multidimensionality of the term also makes it impossible to monitor how decent the jobs are.

To increase decent employment and opportunities for entrepreneurship, this Aid for Trade Action Plan sets out four goals (~ outcomes):

- A sound business enabling environment promotes private sector activity;
- Developing countries benefit from international trade and investment;
- Economic activity is based on the sustainable use of natural resources; and
- People's skills and knowledge produce innovative economic activity.



Each goal includes two focus themes. The purpose of the focus themes is to profile Finland's activities in international development policy and promote project and programme level activities in areas that are regarded as important (see Annex 2). The focus themes do not exclude other activities required for the attainment of the goal; each goal can therefore also include cooperation that falls outside of the focus themes. A monitoring indicator will also be set for each focus theme.

- Finland promotes the development of inclusive business that engages poor and easily marginalised people as producers, consumers, innovators and equal partners in business processes. This type of inclusive business improves the employment and incomes of poor and easily marginalised people and helps develop solutions to reduce poverty and respond to other development challenges.
- Finland promotes women's entrepreneurship as a vehicle for making a living, economic empowerment and equality.
- Finland supports strengthening the capacity of the poorest developing countries to benefit from the international trading and investment system. Finland strengthens these countries' ability to recognise key challenges related to trade development and to negotiate, enforce and take advantage of international trade agreements and private standards that complement public policy. Finland promotes sustainable private investment by supporting business and investment climate reforms at a local, national, regional and international level.
- Finland supports the opportunities of microenterprises, small traders, households and women entrepreneurs to benefit from cross-border trade. Regional cross-border trade is often the first step in the internationalisation of small enterprises. Regional cross-border trade also contributes to regional cooperation, integration and stability.
- Finland aims to develop agricultural and forestry value chains so that poor people, women farmers and young people planning a future in agriculture will be able to participate in and benefit from them. This promotes the vertical development of production from the raw materials to the product or service ready



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for the market. It also promotes the horizontal expansion of the economy into new producer and customer segments and to diversification into new business areas.

- Finland strengthens the development of renewable energy production and distribution, together with the development of environmental protection objectives to make the transition to a greener economy. The aim is to increase both trade and economic opportunities and equitable access to energy for all people.
- Finland promotes the use of information technology to develop innovative economic activity. Examples are mobile banking, microwork and electronic market information that benefits small farmers and traders.
- Finland will start a new kind of development cooperation to improve youth employment in developing countries. This focus theme will combine youth entrepreneurship development, business development services for young entrepreneurs, vocational skills development and creating innovations.

The table (on the next page) presents Finland's Aid for Trade objective hierarchy and indicators. All Aid for Trade funded by Finland aims to support the main objective: the private sector creates decent employment and opportunities for entrepreneurship for all. In some projects, the contribution to the main objective is direct but for the majority the contribution is indirect. The difficulty of measuring indirect effects will be taken into account in monitoring.

The link between the outcomes, outputs and indicators in individual projects and the four goals of this Action Plan may also be indirect.

OBJECTIVE: The private sector creates decent employment and opportunities for entrepreneurship for all

INDICATOR: Number of jobs; total and disaggregated by sex

GOAL 1:

A sound business enabling environment promotes private sector activity

› **Indicator:**

Number of new enterprises

GOAL 2:

Developing countries benefit from international trade and investment

› **Indicator:**

Net export revenues, foreign direct investment

GOAL 3:

Economic activity is based on the sustainable use of natural resources

› **Indicator:**

Ratio of agricultural and forestry production to the amount of land used for such production

GOAL 4:

People's skills and knowledge produce innovative economic activity

› **Indicator:**

Number of new enterprises in non-traditional sectors

FOCUS THEME 1.1:

Inclusive business

› **Indicator:**

Number of micro- and small enterprises

FOCUS THEME 2.1:

Strengthening the capacity of the poorest countries to benefit from the international trading and investment system

› **Indicator:**

Activity of the poorest countries in the world trading system (WTO, regional and bilateral arrangements)

FOCUS THEME 3.1:

Agricultural and forestry value chains

› **Indicator:**

Number of participants in value chain networks/cooperation

FOCUS THEME 4.1:

Use of information technology for innovative economic activity

› **Indicator:**

Number of new ICT services and ICT-service enterprises

FOCUS THEME 1.2:

Women's entrepreneurship

› **Indicator:**

Number of women-owned enterprises

FOCUS THEME 2.2:

Regional cross-border trade

› **Indicator:**

Time spent at the border by trader/entrepreneur/enterprise

FOCUS THEME 3.2:

Renewable energy

› **Indicator:**

Number of enterprises receiving sustainable energy services for productive and/or commercial activities

FOCUS THEME 4.2:

Youth employment, youth entrepreneurship and vocational skills development

› **Indicator:**

Number of young people (under 24 years) who have received vocational training

Project and programme-specific goals and indicators



In Aid for Trade, the Ministry for Foreign Affairs of Finland will introduce 2–3 indicators to monitor the impact and effectiveness of this Action Plan in the following way:

- In Aid for Trade that is financed from bilateral, regional or partnership funding instruments, one common indicator will be introduced to measure the main objective: the number of jobs created, total and disaggregated by sex.
- A goal-specific monitoring indicator (goals 1–4) will also be integrated into all projects and programmes.
- If the project or programme falls within a focus theme, the relevant focus-theme-specific monitoring indicator will also be added.

2.5 Links to other sectors and themes

Aid for Trade requires strong cooperation with other sectors of development policy as well as policy areas in the target country in order to succeed. For example, the business enabling environment is not favourable if corruption and crime prevent the operation of a healthy market economy. Corruption is one of the most serious factors preventing business in developing countries. Good governance and anti-corruption work, democracy and opportunities to participate, clarification of land and other property rights, as well as social stability and the realisation of human rights generally have a direct effect on

the business and investment environment. To promote human development, it is important to develop education, health and social protection systems which, inter alia, strengthen people's participation in paid work, their opportunities to take entrepreneurship-related risks and their skills, innovativeness and ability to work.

The effects also work the other way around. The jobs created by Aid for Trade and private sector business operations improve the people's livelihoods and empower them both economically and socially. This increases the people's activeness, their willingness to participate in society and their opportunities to improve their own lives. Entrepreneurs are often the strongest supporters of democracy, rule of law, good governance and human rights. The strengthening of the productive base in rural areas in turn improves food security.

Trade and the private sector can strengthen stability and security in society. Nevertheless, trade and economic development must not increase inequality by bringing benefits to only a small segment of society. Employment and livelihood opportunities that benefit everyone are a significant factor in conflict prevention and resolution and reconstruction.

Enterprises in developing countries increasingly employ women. Women's entrepreneurship is also on the rise. Women's skills development, employment and livelihood improvement promote equality and increase social stability and the capacity of society to serve its citizens. Improving the status of women and their livelihoods has a positive effect on children's nutrition, health and school attendance and, at the same time, decreases population growth. Human rights and equality are better realised in societies in which the economy is open and inclusive.

Development cooperation projects and programmes of both bilateral, multilateral and EU cooperation are often multidimensional in the sense that they contain both Aid for Trade elements and ingredients from other sectors and themes. For example, the development of business enabling environment, business services and entrepreneurship can be combined with vocational training, occupational safety and health issues as well as employment services and social protection for entrepreneurs.

Finland aims to respond to development challenges in developing countries by creating synergies between Aid for Trade and the rest of development cooperation, especially in anticorruption work and education.





3

Implementation of Aid for Trade

3.1 Cooperation at country and regional level

Aid for Trade has to respond to the needs of the partner country. The developing country identifies its own development needs and incorporates them in the poverty reduction strategy paper or development strategy. The implementation of Aid for Trade finds a natural basis in many developing countries due to the utilisation of natural resources and the significantly growing role of the private sector and trade.

The regional departments of the Ministry for Foreign Affairs of Finland and embassies plan and implement development cooperation at country and regional level together with the developing-country

and regional and international partners. When the ongoing development cooperation projects and programmes end, opportunities to develop new Aid for Trade projects and programmes will open. They can be incorporated in the goal-oriented country programmes of the Ministry for Foreign Affairs.

Cooperation partners in developing countries include the governments of the countries and other public sector actors, private sector and civil society. In the public sector, the key cooperation partners are the ministries responsible for the economy, trade, employment, agriculture, natural resources, energy, technology, equality and youth. Their responsibility is to develop policies, institutions, structures and systems. Other public sector bodies, such as export

promotion organisations, development agencies, research institutes, educational institutions and local governance are also essential partners for Aid for Trade.

Cooperation partners in the private sector include companies and private sector organisations. Organisations can be chambers of commerce, trade, producers' and entrepreneurs' organisations as well as labour unions. Many of them are in effect civil society organisations. Cooperatives are important combinations of social enterprises and loose networks. Non-governmental organisations, various networks and workshops in turn advance grassroots entrepreneurship and economic activity, build capacities, offer cooperation platforms for other actors and empower also easily marginalised and excluded people, such as persons with disabilities.

Regional organisations are key partners for Finland's regional development cooperation. International organisations and international and regional financial institutions can also implement regional development cooperation. The needs are assessed from the regional perspective and incorporated in the strategies of the regional organisations and other partners. Regional cross-border trade can be developed by strengthening the business enabling environment, customs and other institutions as well as the private sector in developing countries. In addition to multilateral and regional cooperation, bilateral, institutional, business-to-business and civil society cooperation play a substantial role in this.

3.2 Multilateral and EU cooperation

Multilateral trade and development organisations and international financial institutions play a central role in implementing the international Aid for Trade initiative and actual AFT cooperation. Finland supports international and regional financial institutions and a number of UN agencies by allocating core funding for them and earmarked funding for some of their AFT funds and programmes. Finland aims to influence their policy priorities and development cooperation through their Boards.

Multilateral cooperation is an important avenue for the implementation of Finland's Aid for Trade. Participation in multilateral cooperation enables Finland to influence the development of the general directions of the Aid for Trade together with the OECD, WTO, UN, international and regional financial institutions and other actors. Furthermore, the OECD and WTO play a key role in the advancement

At the interface of country-level and multilateral cooperation

The Enhanced Integrated Framework (EIF) helps least developed countries (LDCs) benefit from international trade. The joint programme of the LDCs, seven key international organisations and more than twenty donor countries produces updated analyses on the challenges and opportunities of production, trade and investment in the LDCs.

The analyses (Diagnostic Trade Integration Study, DTIS) with their action plans help countries bring issues of trade to the core of development as well as assist the donors to prioritise and coordinate the AFT projects.

Finland's other important multilateral AFT partners can be found in a separate table.



Finland's key multilateral AFT partners

As regards the **INTERNATIONAL TRADE CENTRE** (ITC), Finland supports projects for promoting women's entrepreneurship as well as value chains, agricultural trade and green economy.

As regards the **UNITED NATIONS CONFERENCE ON TRADE AND DEVELOPMENT** (UNCTAD), Finland supports its research and technical assistance programmes as well as the Virtual Institute initiative. Finland will enhance UNCTAD's work in trade and gender equality.

The **UNITED NATIONS DEVELOPMENT PROGRAMME** (UNDP) implements Finland's AFT projects in Kosovo as well as in Central Asia, South Caucasus and Western CIS countries as well as a project which aims to enhance the development impacts of migrants' remittances in Kosovo.

In the **UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION'S** work (UNIDO), Finland's special priorities are the ability of the least developed countries to participate in the international trading system as well as the development of agricultural production and trade and investment in Africa.

The **INTERNATIONAL LABOUR ORGANIZATION** (ILO) implements projects in Central Asia and South Caucasus as well as Egypt and Tunisia in order to advance decent work, occupational safety and women's economic empowerment.

Through the **WORLD TRADE ORGANIZATION'S** (WTO) **TECHNICAL ASSISTANCE FUNDS**, Finland assists the developing countries in participating in international trade negotiations, implementing trade agreements at a national level and developing their trade to meet the international standards.

As regards the **ORGANISATION FOR ECONOMIC CO-OPERATION AND DEVELOPMENT** (OECD), Finland supports the implementation of the programme of work on Aid for Trade and work to improve the investment climate.

The partnership between the **WORLD BANK'S** InfoDev programme, Finland and Nokia Corporation aims to develop ICT-based business in many developing countries. The International Finance Corporation (IFC), as part of the World Bank Group, implements a green economy project in Ukraine. Furthermore, Finland finances the World Bank's Knowledge for Change programme.

The **EUROPEAN BANK FOR RECONSTRUCTION AND DEVELOPMENT** (EBRD) manages private sector development funds of which Finland supports SEMED and ETC.

The **WORLD CUSTOMS ORGANIZATION** (WCO) builds trade capacity through customs modernisation in the East and Southern Africa region together with the Finnish Customs.



of the international AFT initiative at the political level whereas the UN agencies, funds and programmes and international financial institutions have concentrated more distinctly on the implementation of AFT.

The operations of the multilateral organisations respond to country-level and regional challenges and priorities that require cross-border, regional and global solutions. For example, the growing number of regional and bilateral trade agreements, which due to the fact that the multilateral trade negotiations have proceeded sluggishly as well as the changing contents of the international trade negotiations themselves, has required cooperation to which multilateral Aid for Trade has been able to respond. Moreover, non-tariff barriers and other regulations have experienced growing importance in trade in both goods and services. Such barriers and regulations include, among others, technical regulations and standards as well as voluntary certification systems applied by companies, complicated customs procedures, sanitary and phytosanitary measures, rules of origin, trade defence instruments or broader trade-related themes such as investment, public procurement, competition rules or intellectual property rights. Finland's support to multilateral organisations increases the capacity of the poorest countries to negotiate, implement and take advantage of the aforementioned rules and regulations.

Finland allocates both multilateral and regional as well as multi-bi AFT funding to the strengthening of competitive productive capacity, improvement of investment climate and to programmes which help recognise potential investors and facilitate their operation in developing countries. Finland promotes gender equality, reduction of inequality as part of poverty eradication, climate sustainability, green economy and creation of decent jobs also in multilateral cooperation.

Finland increasingly allocates multilateral AFT funding to established organisations, reduces the number of partner organisations and encourages the organisations to cooperate more closely with each other in order to improve aid effectiveness. Finland encourages the multilateral and international organisations to collaborate with Finland's bilateral projects in the long-term partner countries. Furthermore, the least developed countries stand at the core of Finland's development aid.

The Ministry for Foreign Affairs of Finland aims to have multiyear cooperation agreements with the established partner organisations. The strategic analysis of multilateral cooperation with subsequent conclusions will also guide the planning of multilateral AFT work.



Finland will continue her active influence on the development, implementation and monitoring of the European Union's joint Aid for Trade strategy e.g. through the EU's technical meeting of trade and development experts. By contributing to the EU position, Finland will influence the further development of the international Aid for Trade initiative in the WTO and OECD. In addition, EU cooperation is a central channel of influence on the multilateral AFT organisations' work.

Finland follows the implementation of the EU's Aid for Trade at country and regional level and aims to have an effect on it through the EU's development cooperation instruments *European Development Fund (EDF)*, *Development Cooperation Instrument (DCI)* and *European Neighbourhood Policy Instrument (ENPI)* and through the *Instrument for Pre-Accession Assistance (IPA)*. The avenues for such influence include committee work in Brussels as well as the embassies at country level. In particular, the joint development programmes and facilities attached to the Economic Partnership Agreements (EPAs) between the EU and African,

Caribbean and Pacific countries can be one possible channel for Finland's regional AFT support.

Many multilateral and international organisations and EU bodies employ Finnish experts. Procurement, funding instruments and networks of many organisations also offer cooperation possibilities for Finnish companies.

3.3 Partnerships with companies, civil society organisations and other actors

The private sector creates massive resource flows which can, at best, have a vast impact on the advancement of sustainable development in developing countries. The role of development aid is catalytic in increasing other resource flows that can be beneficial for developing countries and enhance their development impacts. The broad-based financing for development goes hand in hand with the efforts to engage Finnish society in promoting sustainable development.

The companies facilitate the participation of local entrepreneurs in global value chains and transfer knowledge and technology to developing countries. Large Finnish companies that have experienced success internationally lead the way for smaller companies to increase business partnerships in developing countries and implement corporate social responsibility. Civil society organisations develop, for example, the poorest people's livelihoods and improve their opportunities to participate in value chains. The Ministry for Foreign Affairs of Finland also encourages companies and civil society organisations to enhance joint programming. In addition to companies and civil society organisations, other ministries, state agencies and offices, municipalities, private sector organisations, higher education institutions, research institutes as well as private citizens participate in development cooperation by bringing in valuable knowledge, products and services, partnerships, funding and cooperation models.

Finland promotes broad-based partnerships for development among the public and private sectors and civil society with their partners in developing countries (see also the MFA Finland's website at www.formin.fi → Services → For companies):

- ▶ Finnish development finance company, Finnfund (Finnish Fund for Industrial Cooperation Ltd.) supports economic and social development by providing long-term risk capital for profitable private projects in developing countries and Russia.



- ▶ Finnfund's special risk finance instrument expands Finnfund's risk-taking capacity.
- ▶ Finnpartnership is a business partnership support programme which offers funding for the planning and implementation of long-term business partnerships between Finnish and developing-country companies as well as advisory services on business in developing countries.
- ▶ Many projects and programmes in agriculture and rural development, forestry, innovation and knowledge society development and energy sector offer funding possibilities for companies and other actors (e.g. Energy and Environment Partnership EEP programmes in Southern and East Africa, Mekong region, Indonesia, Andean countries and Central America; Andean Regional Forestry Partnership; Programme of Cooperation in Science, Technology and Innovation between Finland and Mozambique STIFIMO; Southern Africa Innovation Support Programme SAIS; Innovation Partnership Programme IPP in Vietnam; Information Society and ICT Sector Development Project in Tanzania TANZICT and Mtwara & Lindi Agribusiness Support Development LIMAS in Tanzania).
- ▶ Private sector organisations that are non-profit associations or foundations registered in Finland can apply for development cooperation aid granted for civil society for their development cooperation projects. MFA Finland encourages CSOs in general to increase support for entrepreneurship, livelihoods and vocational skills development in their cooperation.



THE SHORTAGE OF A SKILLED AND TRAINED LABOURFORCE

is a big challenge both for developing countries' own economic development and for Finnish companies' investments. New solutions are needed for the development of education and training.

FINLAND CONSIDERS SUPPORT for the partnership-based funds of the international financial institutions in order to promote innovations in education and training in Asia, Latin America and Africa. Support for the Inter-American Development Bank will be targeted at Haiti.

- Finnish embassies can allocate finance from Local Cooperation Funds (LCF) to civil society partners in developing countries, such as CSOs, training and research institutes, private sector and employers' organisations and trade unions. Local companies are also eligible for LCF support for their long-term business partnerships in the same vein as Finnpartnership and also for their CSR projects. MFA Finland encourages embassies to increase LCF support for the development of the private sector and trade capacities.
- Institutional Cooperation Instrument (ICI) facilitates the participation of state agencies and offices in development cooperation with the objective of capacity building for state agencies and offices in developing countries in the form of twinning arrangement. MFA Finland encourages the Finnish state agencies and offices into cooperation with trade ministries and export and trade promotion organisations in developing countries in order to build their capacity.
- Higher education institutions can use a similar twinning instrument HEI-ICI. MFA Finland encourages Finnish higher education institutions to enter into cooperation with their counterparts in developing countries in order to develop programmes in economics and business sciences.
- Research in business, trade and other fields of economic development in developing countries can be financed from

the development research open call of the Academy of Finland, the MFA's commissioned research rounds or by supporting research institutes, such as the UNU-WIDER or European Centre for Development Policy Management. MFA Finland will increase the theme of trade and development in research projects.

The Ministry for Foreign Affairs of Finland promotes vocational skills development by supporting technical and vocational education and training. The Ministry aims to develop partnerships and modes of cooperation that would strengthen technical and vocational education and training in developing countries in order to meet both the Finnish companies' labour demand and to serve better the needs of the broader local communities.

The Finnish society also participates in supporting economic development in developing countries in other ways than through development aid. Fair Trade is a global movement of civil society and producers in developing countries that guarantees the producers in developing countries a higher compensation for their products than the market price. Social enterprises can employ people from easily marginalised and excluded groups or concentrate on solving societal problems with the help of their own core business. Responsible investments allocate capital to targets that advance solutions to social and environmental problems and improve communities' welfare. People can also, as private citizens, communities and entrepreneurs, make donations for development cooperation, participate in civic activism and implement CSR projects in developing countries.



MARJA-LEENA KULTANEN

Monitoring and reporting of Aid for Trade

THE MINISTRY FOR FOREIGN AFFAIRS OF FINLAND MONITORS the effectiveness of Aid for Trade on a regular basis. The Ministry will execute monitoring at different levels and, based on the monitoring results, lead the cooperation in a more effective direction that better meets the needs of the cooperation partner.

The quantitative monitoring of Aid for Trade is based on the OECD Creditor Reporting System. The OECD has also sought to develop qualitative monitoring. A central part of the international Aid for Trade initiative is the Aid for Trade Global Review that has been arranged by the WTO in 2007, 2009 and 2011.

All projects, programmes and partnerships funded by Finland – at bilateral, regional, multilateral, and EU levels as well as between different actors – should draw their monitoring indicators from the partner country’s poverty reduction or development strategies or from the partner organisation’s operational strategy. Indicators that measure the results and impact of the projects, programmes and partnerships themselves are largely project/programme-specific and therefore not comparable with each other. The most important thing is in fact that the effectiveness and impact of different forms of cooperation are monitored and that the monitoring indicators are

linked to the partner country's or organisation's own objectives.

The Ministry for Foreign Affairs of Finland will strengthen the monitoring of Aid for Trade at the overall level of the Action Plan. All Aid for Trade projects, programmes and partnerships must have one common indicator and one or two indicators for the goal and possible focus theme. The monitoring of the results of multilateral organisations is based on the organisations' own monitoring mechanisms. Finland will influence the cooperation with multilateral organisations so that they take up the number of jobs, net export revenues and foreign direct investment as well as possible focus theme indicators as monitoring indicators for their operations when feasible. The development cooperation quality group must ensure that the appropriate goal and monitoring indicators are incorporated in all AFT interventions.

Projects, programmes and partnerships report on their results according to their own project cycles and practices but at least once a year. The officials responsible for projects and programmes report on

the results and impacts of interventions according to the chosen indicators. Reporting on the effectiveness of the Aid for Trade Action Plan will be done as part of the general results reporting of development cooperation.

In order to implement Aid for Trade and strengthen its steering, the Ministry for Foreign Affairs will set a steering group under the leadership of the Department for Development Policy. The steering group will monitor and provide necessary advice for project and programme preparation.

The Ministry for Foreign Affairs will report on Aid for Trade as part of the Ministry's official reports to the Government and Parliament. The Development Policy Committee also follows the implementation of Finnish development cooperation, including Aid for Trade.

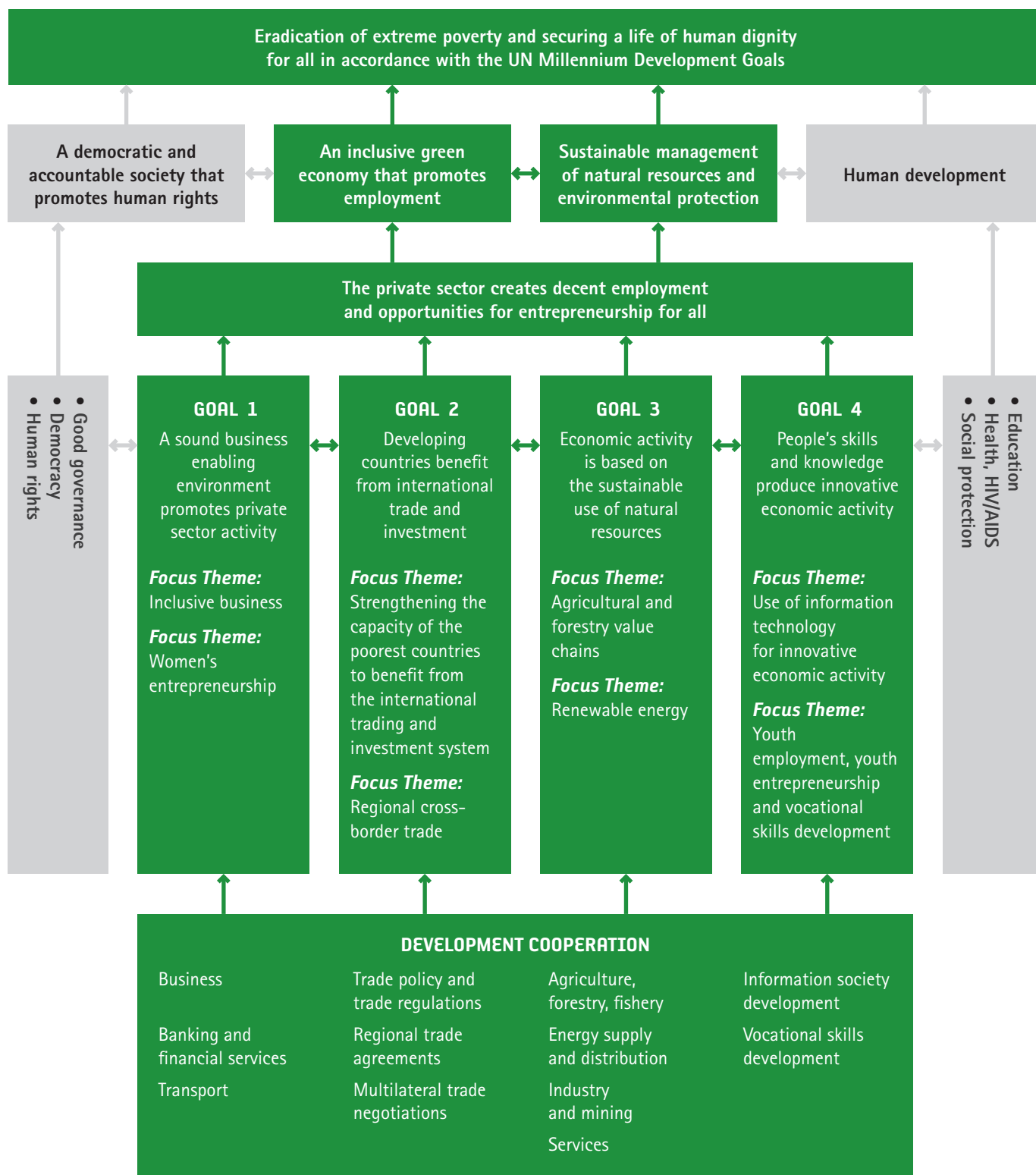
The Ministry for Foreign Affairs will strengthen training related to Aid for Trade.

The Ministry for Foreign Affairs of Finland will evaluate the implementation and achieved objectives of this Aid for Trade Action Plan in 2015.



Annex 1

Aid for Trade 2012–2015 – Results Framework



Examples of each focus theme

FOCUS THEME 1.1: INCLUSIVE BUSINESS

- › Strengthening of Implementation of Women, Peace & Security Agenda in Nepal; Nepal, 2011–2014
- › Afghanistan Rural Enterprise Development Program (AREDP); Afghanistan, 2012–2015

FOCUS THEME 1.2: WOMEN'S ENTREPRENEURSHIP

- › Programme for Agriculture and Livelihoods in Western Communities (PALWECO); Kenya, 2010–2016
- › Mtwara & Lindi Agribusiness Support Development (LIMAS); Tanzania, 2010–2014
- › The Way Forward after the Revolution – Decent Work for Women Egypt & Tunisia; Egypt and Tunisia, 2012–2015
- › Strengthening of Implementation of Women, Peace & Security Agenda in Nepal; Nepal, 2011–2014
- › UNDP Wider Europe: Aid for Trade for Central Asia, South Caucasus and Western CIS; Central Asia, South Caucasus, Western CIS countries, 2011–2014
- › International Trade Centre (ITC): Global Platform for Action on Sourcing from Women Vendors; global, 2010–2013

FOCUS THEME 2.1: STRENGTHENING THE CAPACITY OF THE POOREST COUNTRIES TO BENEFIT FROM THE INTERNATIONAL TRADING AND INVESTMENT SYSTEM

- › ITC, global, continuous; specific allocation to Africa during the funding period 2012–2013; see also focus themes 1.2 and 2.2
- › WTO Doha Development Agenda Global Trust Fund (WTO-DDAGTF); global, continuous
- › Standards and Trade Development Facility (STDF); global, continuous
- › Enhanced Integrated Framework (EIF) programme; global, continuous
- › United Nations Conference on Trade and Development (UNCTAD); global, continuous
- › United Nations Industrial Development Organization (UNIDO); global, continuous
- › Millennium Cities Initiative; Ethiopia, Ghana, Tanzania, 2010–2013

FOCUS THEME 2.2: REGIONAL CROSS-BORDER TRADE

- › Building Regional Trade through Customs Modernization in the East and Southern Africa Region; East and Southern Africa, 2011–2014
- › UNDP Wider Europe: Aid for Trade for Central Asia, South Caucasus and Western CIS; Central Asia, South Caucasus, Western CIS countries, 2011–2014
- › ITC: Facilitating Exports by East African Community and South Sudan Women ICBTs (Informal Cross Border Traders) and Micro, Small and Medium-Sized Enterprises; Africa, 2011–2012



Annex 2

FOCUS THEME 3.1: AGRICULTURE AND FORESTRY VALUE CHAINS

- › Smallholder Production Promotion Programme (S3P); Zambia, 2012–2016
- › Project for Rural Development, 2nd Phase (Prodeza II); Mozambique, 2010–2014
- › Support to Forest Sector Reform in Kenya, Implementation Phase; Kenya, 2009–2014
- › Support to Private Plantation Forestry and Value Chains in Tanzania – Panda miti kwa biashara; Tanzania, 2012–2015
- › ICRAF Forestry Sector Cooperation; Mali, Sierra Leone, Guinea, Kenya, Uganda, Tanzania, 2011–2015
- › ForInfo: Livelihoods Improvement through Information Generation and Ownership by Local People in Forest Products and Services Markets; Mekong region, 2011–2013
- › Tonle Sap Poverty Reduction and Smallholder Development Project (TSSHP); Cambodia, 2010–2013
- › Multi-Stakeholder Forestry Programme (MSFP); Nepal, 2012–2015

FOCUS THEME 3.2: RENEWABLE ENERGY

- › Energy and Environment Partnership in Southern and East Africa (EEP-S&EA); 13 SADC/EAC countries, 2009–2012
- › SADC Renewable Energy Support Programme; SADC countries, 2010–2012
- › Mekong Energy and Environment Partnership; Mekong region, 2012–2016
- › Energy and Environment Partnership Programme with Indonesia; Indonesia, 2010–2013

FOCUS THEME 4.1: USE OF INFORMATION TECHNOLOGY FOR INNOVATIVE ECONOMIC ACTIVITY

- › Programme for Agro-Business Induced Growth in Amhara National Regional State (Agro-BIG); Ethiopia, 2011–2012
- › Innovation Partnership Programme (IPP); Vietnam, 2009–2013
- › InfoDev Multi-Donor Trust Fund / Creating Sustainable Businesses in the Knowledge Economy; developing countries, 2010–2013
- › Women's World Banking (WWB); global, 2011–2013

FOCUS THEME 4.2: YOUTH EMPLOYMENT, YOUTH ENTREPRENEURSHIP AND VOCATIONAL SKILLS DEVELOPMENT

- › Technical Assistance for the TEVT (Soft Skills) Development in School Education in Nepal; Nepal, 2012–2015



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