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**Expert Meeting on Assessing the Impact of Public–Private Partnerships on Trade
and Development in Developing Countries**
Geneva, 26–28 March 2013

Report of the Expert Meeting on Assessing the Impact of Public–Private Partnerships on Trade and Development in Developing Countries

Held at the Palais des Nations, Geneva, from 26 to 28 March 2013

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Introduction

1. The Chair of the Expert Meeting on Assessing the Impact of Public–Private Partnerships on Trade and Development in Developing Countries invited experts to elaborate on and add to key issue areas, bringing their regional perspectives into the debate, and to shed light on other areas of concern and future considerations.

I. Chair’s summary

A. Opening statements

2. The Deputy Secretary-General of UNCTAD highlighted that public–private partnership (PPP) arrangements had become an increasingly prominent feature of the international landscape, noting a general move in many countries away from compulsory measures and regulations, such as local content requirements, and towards the creation of partnerships between the public and private sectors, particularly in the agricultural and commodities sectors. He also noted the relevance of PPPs for promoting value added activities among domestic suppliers in order for fast-growing developing countries to move beyond the risk of falling into a “middle-income trap”.

3. The Director of the Division on Investment and Enterprise of UNCTAD made an introductory statement, noting that global value chains (GVCs) could be an important avenue for developing countries to build productive capacity and enhance international competitiveness. In particular, GVCs could enable small and medium-sized enterprises (SMEs) to improve productivity and access to international markets. However, such potential benefits from GVCs were not automatic. Partnerships among development stakeholders mattered. Furthermore, while GVCs could contribute to employment generation and open up opportunities for longer-term industrial upgrading, they could also pose risks for developing countries, such as social and environmental impacts, lock-in effects and productive activities prone to being displaced. Policy was central in order to maximize positive contributions and minimize negative impacts, including a set of coherent and mutually reinforcing trade and investment policies, as well as appropriate overall development strategies.

B. Private–public partnerships to promote small and medium-sized enterprise participation in global value chains

4. At the first session, panel experts shared their experience of how PPP arrangements could help to build the local supply and value addition capacity of developing countries’ SMEs. The speakers noted that countries that supported their SMEs to overcome capacity constraints managed to position domestic firms better to succeed in GVCs. They argued that effective SME upgrading required a strong external stimulus for innovation and that, with the right supporting environment, integration into GVCs could serve this purpose. For example, recent research by UNCTAD suggested a positive correlation between gross domestic product growth rates and the share of foreign direct investment (FDI) in national income (a country’s “GVC participation rate”). The Director of the Division on Investment and Enterprise of UNCTAD noted that global trade and FDI patterns were increasingly correlated through GVCs.

5. One speaker noted that in his country, Ghana, a minister for private sector development and PPPs had been recently appointed for the first time, emphasizing the

importance of developing an appropriate policy and legal framework for PPPs and avoiding the twin pitfalls of either overprotecting domestic firms or excessively subsidizing the private sector. Some delegates hailed Ghana's initiative as a good signal for Africa.

6. Another speaker from the International Chamber of Commerce emphasized that in some form or another most SMEs were part of GVCs already – but sometimes they were not aware of their contribution. PPPs were therefore needed to enable SMEs to better understand their own position and opportunities within GVCs, particularly with regard to the coming of age of information and communication technology-enabled South–South trade in goods and services.

7. Another panel speaker cited the case of private sector-led consultations for the adoption of Costa Rica's first entrepreneurship and SME policy as a successful strategy for recovery from the 2007–2008 economic crisis. Costa Rica's national SME support network and competitiveness council were also mentioned as cases of successful multi-stakeholder platforms among the private and public sectors, academia and business development service providers. The speaker from Ghana noted the importance of mainstreaming the PPP approach beyond any particular ministry or agency.

8. The speaker also strongly agreed on the crucial importance of building trust, continuous dialogue and a common language as well as private sector buy-in and political leadership at the highest level to unlock the full potential of PPP arrangements. He emphasized that the selection of fully committed corporate and governmental partners from the outset was key, especially given the problem of high costs for first movers to put in place supportive infrastructures whose benefits could subsequently be captured by all. Some delegates also agreed that a culture of transparency and openness among all partners created an enabling environment for successful PPPs.

9. The speaker from the Centre for the Promotion of Imports from Developing Countries in the Netherlands noted a general tendency towards an excessively broad use of the PPP concept, and emphasized the need to move beyond project-based thinking and towards integrated sector-based approaches, involving all stakeholders in order to make public–private collaboration sustainable and transformational in the long term. For example, he highlighted that collaborations between ministries of agriculture, agricultural extension workers and corporate buyers had been some of the most successful examples of PPP arrangements in this regard.

10. During the discussion, one delegate mentioned some of the risks of PPPs and integration into GVCs. For example, he emphasized that whilst GVCs contributed to employment generation and opportunities for industrial upgrading, they might also have adverse social and environmental impacts and could lead to lock-in effects and vulnerability to footloose FDI flows. The delegate agreed that investment policies should maximize positive contributions and minimize negative impacts.

11. Several delegates also raised the issue of carrots and sticks for the lead firms of GVCs as a means of solving issues of governance, non-compliance or lack of contribution to development objectives. Delegates agreed that corporate codes ought not to contravene national development priorities. They also pointed to the importance of private voluntary standards and their facilitation by the public sector in this regard. They noted that the PPP concept was increasingly used to refer to the promotion of trade and corporate social responsibility (CSR) through multi-stakeholder initiatives and the enabling of SMEs to comply with global CSR standards and practices. Delegates also discussed the need to facilitate effective partnerships between transnational corporations (TNCs) and national academic research centres and other effective support institutions. One delegate also noted a need for regional approaches and harmonization of efforts, especially when countries had a small domestic market.

12. Another delegate noted the potential of informal public–private dialogue and matchmaking forums at the local, national and global levels, including at high-level conferences such as the Fourth United Nations Conference on the Least Developed Countries held in Istanbul (Turkey), the Fourth High-Level Forum on Aid Effectiveness in Busan (Republic of Korea), the United Nations Conference on Sustainable Development (Rio+20) and UNCTAD’s biennial World Investment Forum. For example, a side meeting between Nestlé and the Government of Comoros under the auspices of the 2012 World Investment Forum had led to a sustainable sourcing partnership for organically certified vanilla. At the national level, Uganda’s Presidential Investors Roundtable had successfully facilitated informal consultations between TNC chief executive officers and government and could be replicated in other countries.

C. Drivers and institutional set-up of public–private partnerships

13. During the second session, panel experts reviewed the key drivers and the most effective institutional set-up for PPPs. The existence of strong political will was considered the leading factor of PPPs delivering real benefits to all stakeholders. Among other key drivers, the speakers mentioned the presence of high-quality economic institutions, a dynamic and thriving entrepreneurship culture and sufficiently strong incentives for every partner to collaborate within the framework of a given PPP. They emphasized that, in some countries, the PPP modality had been formalized by an act defining the legal and regulatory framework and enabling government, through the creation of bodies such as interministerial technical committees and PPP units, to embark on the implementation of PPP projects. In others, the priority of engaging in PPP arrangements conducive to sustainable growth and development had translated into the creation of an ad hoc ministry in charge of PPPs.

14. In most cases, however, the speakers noted that it was constant dialogue and interaction between government agencies, the private sector and the civil society that generated sustainable partnerships. They underlined the importance of also involving in such dialogue knowledge institutions, academia and research centres, which represented one of the three pillars of the “golden triangle” that gave rise to PPPs with high knowledge and technology transfer content. The speakers also highlighted that PPPs were an effective instrument to reduce the informal nature of economies in developing countries, improve the business environment and stimulate local industrial development, namely by filling the “missing middle” gap and rebuilding local industrial capacity starting at the SME level in order to improve the local supplier base. In particular, PPPs were an effective means of providing GVC operators with access to formalized SMEs and a business environment that they could trust, and of developing a local supplier base which could capture a greater share of value added in GVCs.

15. In this context, many delegates identified ways and means in which PPPs with TNCs in developing countries could help build local supply capacity, including through infrastructure development. They noted that recent years had seen rising interest by developing countries in a broader notion of PPPs, which originally focused primarily on infrastructure projects, encompassing the creation of linkages between local producers and GVCs. Delegates thus examined the way in which developing country SMEs could be assisted to face the double challenge of having insufficient supply and technological capacity to meet TNCs’ standards and requirements, and of having to deal with inadequate transport infrastructure and high electricity costs, which heavily affected their competitiveness and production costs. The speakers explained how PPPs could help address these challenges by improving the governance and corporate social responsibility standards of GVCs. They reminded participants, however, that CSR represented only a triggering factor and a soft entry point, and that TNCs had to go beyond CSR and consider the creation of linkages as a strategic business decision in order for PPPs to be conducive to

sustainable growth and development. One speaker pointed out the useful role of awareness campaigns and international benchmarking to stimulate the adoption of sustainability along GVCs.

16. Delegates referred to UNCTAD's Business Linkages Programme and to the ways in which the Programme relied on PPPs to establish linkages arrangements that built on the mutual interest of all actors. For example, in Peru, the "Project for Strengthening the Capacities of SMEs in the Province of Sechura" was the result of dialogue and coordination between the Instituto Peruano de Administración de Empresas Acción Empresarial, UNCTAD, the provincial municipality of Sechura, the Chamber of Commerce of Sechura, the regional government and the Miski Mayo Mining Company (an affiliate of the Brazilian TNC, Vale do Rio Doce). The project aimed at developing local content providers and capabilities in local organizations, making alliances to promote sustainable development at the regional level. In Zambia, within the framework of the newly launched One United Nations initiative to promote the sustainability and competitiveness of the Zambian infrastructure construction industry, UNCTAD was working with the Zambia Development Agency to enable contractors for Zambian microenterprises and small and medium-sized enterprises to acquire state-of-the-art building know-how through FDI spillovers. The cornerstone of the programme was the promotion of joint ventures and PPPs between TNC building contractors and Zambian public real estate developers, such as the country's National Housing Authority.

17. The speakers highlighted that in most developing countries local SMEs were not "partnership ready". This thus underscored the importance of including in Business Linkages programmes a capacity-building component aimed at strengthening the entrepreneurial behaviour and soft skills of local suppliers, such as the one provided by UNCTAD's Empretec Centres, as well as the importance of governments improving education systems that often failed to prepare entrepreneurs to face the challenges of GVCs, introducing entrepreneurial education at primary school levels and strengthening vocational and technical schools. The speakers also underlined the importance of initiatives aimed at upgrading and certifying local quality standards and of tools designed to audit performance of SMEs in a reliable and consistent manner. They emphasized that one of the key benchmarks for the success of Business Linkages initiatives was easing SME access to commercial credit, by lowering the risk perception of banks through factoring and/or tripartite financing initiatives. Finally, they identified other factors as critical in delivering successful outcomes of PPPs. These factors were feasibility, affordability, bankability, value for money, risk sharing, citizen's socioeconomic empowerment, legislative environment, institutional arrangements and capacity-building.

D. Enabling small and medium-sized enterprises to tap opportunities created by global value chains

18. During the third session, panel experts agreed that there was a need to understand the structure and impact of GVCs, particularly in the way they related to SME growth and development. The speakers emphasized the role of SMEs in job creation and diversification of local economies. They broadly agreed that although SMEs constituted the majority of businesses in most countries, businesses faced many supply-side constraints that undermined their development and capacity to grasp opportunities created by GVCs. These constraints were common in many countries and included tangible and intangible factors. The speakers pointed out tangible supply constraints such as lack of financing throughout various stages of SME growth, lack of human capital, insufficient technology, and poor infrastructure and logistics. Research and development in relation to SMEs was one of the main areas that the speakers identified as being in need of greater support. SMEs tended to

be very innovative and flexible so more funding should go towards research and development activities in these enterprises. One delegate from the World Intellectual Property Organization proposed stronger mechanisms for protecting the intellectual property rights of SMEs as they integrated into and upgraded within GVCs.

19. Many delegates also discussed intangible constraints facing SME development and participation in GVCs. These constraints included insufficient and unstable investment and trade policies, as well as complex and redundant requirements and standards imposed by governments and TNCs. Delegates emphasized the lack of knowledge about and access to GVCs as major barriers for SMEs. They also pointed out that local SMEs did not trust TNCs and the public sector, and that there were institutions for supporting SMEs such as public seed funding, business development agencies and chambers of commerce but that SMEs did not always use their services due to lack of knowledge and trust. Delegates agreed that there was a need to raise awareness of these institutions and confidence in them in order to enable SMEs to benefit from available services.

20. The speakers also widely agreed that cooperation between private and public sectors could effectively deal with constraints faced in SME development and participation in GVCs. PPPs were voluntary agreements and took advantage of each stakeholder's competence, with partners leveraging cooperation to achieve a win-win situation for all actors. The speakers noted that international organizations such as the United Nations had a key role in these partnerships. One speaker, for example, shared Malaysia's experience with a PPP involving the United Nations Industrial Development Organization. The speaker explained that the Sustainable Supplier Development Programme in Malaysia was composed of three partners: SME Corp. Malaysia, an SME development agency that identified potential local firms for business linkages; the United Nations Industrial Development Organization, which provided technical support for upgrading SMEs; and a Japanese donor agency that provided market access for Malaysian SMEs. Such partnerships strengthened and prepared SMEs for accessing more opportunities in international markets on one hand, and provided TNCs with high quality and sustainable local sources for production on the other.

21. Several delegates highlighted the important role of PPPs in achieving development objectives, including gender inclusiveness and sustainable development. One delegate introduced Finland's Aid for Trade Programme, which addressed issues of poverty alleviation, gender mainstreaming and climate sustainability through promoting value chains in developing countries. Given their capacity for bringing all stakeholders together, PPPs should align broader development objectives with goals for developing SMEs and increasing their participation in GVCs. The speakers agreed that the impact of PPPs should be measured. Delegates also pointed out that the success of PPPs in achieving their goals hinged upon understanding the strategic role of each stakeholder in the partnership. PPPs should also be sustainable, and it was proposed that at some point in the PPPs timeline the private sector should be the main leader of the value chain, with the public sector and non-governmental organizations acting as instruments to ensure that these chains were achieving development objectives.

22. One speaker discussed the role of academia and education in PPPs, explaining that there was a knowledge gap between academia and international business. Academia should be more connected to and learn from real world practices to better prepare business and entrepreneurship students for the current needs of the global economy. Knowledge should also be bridged between the academic and public sectors to generate better policies related to GVCs. Business and entrepreneurship curricula should be flexible and able to adapt to constantly changing demands and opportunities in the labour market. Several delegates pointed out the importance of education in developing vocational and technical skills,

particularly for meeting certain quality and standards GVCs. There was therefore a need for making education and training more practical.

23. The speakers agreed that different types of SMEs required different approaches. One delegate noted that the economies of Latin America were different and each should be treated individually. Likewise, another delegate emphasized that in Malaysia SMEs were varied in size, sector and preparedness for connecting to GVCs. Tools for assessing SME capacity were necessary for identifying the appropriate means for developing these firms and matching them to opportunities in the international market. In this context, delegates mentioned UNCTAD's Empretec and Business Linkages Programmes, which worked with the public and private sectors in affiliated countries to strengthen SMEs and created effective linkages between them and TNCs. One delegate explained that Empretec offered tailored training programmes for SMEs based on their needs. The centres were also used to conduct value-mapping activities to identify where SMEs could participate and create mutual value for themselves and TNCs in supply chains. Partnership was crucial for achieving these goals and making sure that they were tied to other development objectives such as gender inclusiveness and environmental sustainability. Many delegates agreed that there was no standard solution to these issues and that every situation should be examined case by case.

E. Measuring the development impact of public–private partnerships

24. During the fourth session, one panel expert noted the relevance of the programmatic joint statement on “Expanding and enhancing public and private cooperation for broad-based, inclusive and sustainable growth”, agreed at the 2011 Fourth High-Level Forum on Aid Effectiveness in Busan (Republic of Korea), emphasizing the need to enlarge the scope of Aid for Trade to include support for productive capacities. The speaker noted that genuine private sector buy-in for a sectoral value chain development approach was often more valuable for partnership success than direct private sector financial contributions.

25. Another panel expert from the United Nations Joint Millennium Development Goals Project on Green Production and Trade in Viet Nam shared the programme's experience of working with a value chain development approach in the handicraft sector within a PPP framework, emphasizing the importance of ensuring a clear demand-driven approach and market orientation. Two delegates stressed the need to ensure government buy-in and local ownership of initiatives from the outset to pre-empt donor dependency. They also noted the importance and potential of engaging municipalities and local governments as well as ensuring local firm participation in identifying bottlenecks and solutions for promoting increased SME productive capacity.

26. Panel speakers from the Donor Committee for Enterprise Development and the United States Agency for International Development highlighted that robust impact assessment was needed in order to generate insights into the relevance, effectiveness, efficiency, impact and sustainability of PPPs in developing countries. They noted the importance of spelling out intervention logic, in order to identify drivers of change and attribute impacts, and of articulating measurable objectives and conducting a clear baseline assessment. They agreed on the need for greater standardization of indicators across programmes and interventions, including measures of scale as well as of net changes in income, employment and competitiveness.

27. Panel experts reconsidered the importance of the public and private sectors “speaking the same language”, noting that this issue was more crucial still with regard to impact assessment. For example, whereas the public sector was used to speaking about increased income and capacity-building, the private sector typically referred to these same issues in terms of local purchasing power and supply chain reliability. One speaker also

emphasized the significance of measuring the value, in terms of increased programme effectiveness, of any given public–private sector partnership arrangement itself. As such approaches might entail high coordination costs, they required a clear value proposition.

28. One delegate elaborated on the potential of private voluntary standards such as those put in place by the Extractive Industries Transparency Initiative, the Rainforest Alliance or Fairtrade International to become benchmarks for impact assessment, noting that voluntary standards – just as any other PPP arrangement – could be driven by government, donors, the private sector or civil society. For example, the International Trade Centre’s Standards Map was an online benchmarking tool that enabled companies to assess themselves against these standards.

29. Another delegate highlighted again, inasmuch as private voluntary standards could be conceived of as PPP initiatives themselves, the importance with regard to the development impact of private voluntary standards of selecting committed corporate partners from the outset – as opposed to those predominantly adopting a risk management and compliance approach. The delegate also noted the key role for government policy in facilitating voluntary standards to work effectively and gain widespread legitimacy.

30. Two delegates emphasized a need to measure PPP impacts beyond the programme beneficiary level, i.e. from the point of view of the country as a whole and its national development strategy. At the national policy level, regulatory reforms to increase SME formalization and simplify tax regimes should be priorities. Another delegate also noted the desirability of developing indicators to estimate levels of technology transfer in PPP arrangements, such as in terms of increased crop yields or increased sales value of products, pointing to the value of both qualitative and quantitative measures. Another delegate highlighted the usefulness of measuring increases in delivery capacity of local support institutions in the business development services area resulting from PPP arrangements, in addition to the impact on SMEs themselves.

31. Evidence from one delegate illustrated an approach whereby the potential contract value of new TNC-SME partnerships could be estimated at the outset and compared to actual achievement. Two other delegates raised the issue of addressing inadequate performance due to non-compliance with agreed PPP modalities, emphasizing a need to hold all partners accountable. The speakers agreed in general that a well-functioning monitoring and evaluation system should spot problems as they happened, helping to refine understanding of all partners’ respective strengths and capacities.

F. Encouraging responsible business practices in global value chains

32. During the last session, panel experts presented some initiatives on CSR practices across production steps in GVCs, which highlighted the role of PPPs in making sure that national development was not neglected. Discussions focused on the role played by different stakeholders, in both the public and private sectors, and showed that national ownership could actually guarantee long-term sustainability of such initiatives.

33. The speakers presented and discussed the main features of three actions that fell within specific business sectors and value chains, such as cocoa, textile and garments, and agri-business. In all three examples, they noted that PPPs could effectively help similar actions to foster dialogue, build trust and contribute to transparent behaviours. In the case of the International Cocoa Initiative, for example, shared responsibility among the various public and private sector actors (i.e. industries, civil society and investor country governments) brought about coherence and efficiency in tackling child labour in the cocoa sector. Promoting dialogue, identifying the risks involved and ensuring that the right people responded appropriately was key in moving from rhetoric to pragmatic action, as in the case

of Côte d'Ivoire and Ghana, where capacity-building activities in the global supply chain of a transnational company helped suppliers, communities and local organizations to understand and see CSR standards applied in the local context. Such activities also reinforced national frameworks and set the groundwork for further application of responsible practices in other value chains.

34. Another example of collective action initiated by PPPs presented by one speaker referred to the garment sector. The action focused on responsible practices in global garment value chains in seven countries, as they related to labour and employment issues. The International Labour Organization's Better Work Programme engaged TNCs and contributed to national development and capacity, beyond pure compliance with CSR standards. It stimulated dialogue at the national level to identify issues and address challenges with a view to building suppliers' and local governments' capacity in labour-related areas.

35. With respect to the importance of assessing the impact of responsible business practices, one speaker noted that matching private and public interests in an appropriate way could actually lead to sustainable commodity production and turn PPPs into business cases. The speaker reported that involvement of top TNCs in the adoption of sustainable practices had the potential to affect their respective value chains and bring along real positive changes at the local level. In particular, the application of good and sustainable practices would help to reduce costs and improve production. While these benefits would entice TNCs to adopt sustainable practices, one delegate enquired about other forms of guarantee that would keep large companies committed to CSR practices. Some speakers indicated that the reputation and security of supplies were the main drivers for them to comply with sustainable practices.

36. One speaker stressed the importance of measuring the achievements of such initiatives and the commitment of TNCs, adding that CSR practices should go beyond compliance with standards and should not only be seen as marketing tools. The speaker mentioned that sustainable production practices – and compliance with international norms – were becoming increasingly relevant for large emerging economies. Although a large share of production processes was part of GVCs and therefore exported, a growing part of what was produced was being consumed locally. This was where the leverage of CSR international standards and practices was less evident and should therefore be supported by national policies. In addition, two delegates raised the issue of aspects related to intellectual property rights relevant for GVCs, both for lead firms to ensure compliance with their branding and for SMEs that could develop their own labels to become export-oriented and engage in multiple GVCs.

37. Another delegate commented on the need for a systemic approach to nurture the right entrepreneurial ecosystem that could benefit from the presence of TNCs in host countries, noting that education and focused training would have to be adapted to the context of CSR practices and the reality of GVCs.

38. Some delegates underscored the essential role of governments in taking over the initiatives presented after the project phase was finished. Several delegates concurred about the importance of early engagement of local governments and their pro-active participation in PPP initiatives so that they understood the issues at stake, developed internal capacity to deal with the issues and maximized the positive contribution of FDI for the benefit of national development and economic growth. Some delegates raised the issue of women entrepreneurs and the specific challenges related to their participation in GVCs. Two delegates reported on the successful use of soft targets to increase the participation of women in gender-sensitive value chains. Some delegates observed that CSR initiatives should also help suppliers moving up in supply chains by adding value to production steps in which they might be involved. This was particularly true for those economies where

foreign investments were almost exclusively directed towards extractive industries, such as oil and mining.

39. In reviewing the discussions that took place during the session, panel speakers agreed on the importance of political will to foster PPPs as a tool to stimulate dialogue on CSR practices, building trust and promoting transparency. They highlighted that, though facing fewer and scarcer resources, PPPs could assist developing countries and emerging economies in leveraging foreign investments to spread responsible practices in production steps involving local suppliers.

II. Organizational matters

A. Election of officers

40. At its opening plenary meeting, expert meeting elected the following officers:

Chair:	Mr. Edi Yusup (Indonesia)
Vice-Chair-cum-Rapporteur:	Ms. Maria Remedios Romeo (Spain)

B. Adoption of the agenda and organization of work

41. At its opening plenary, the multi-year expert meeting adopted the provisional agenda for the session (contained in TD/B/C.II/EM.3/1). The agenda was thus as follows:

1. Election of officers
2. Adoption of the agenda and organization of work
3. Assessing the impact of public–private partnerships on trade and development in developing countries
4. Adoption of the report of the meeting

C. Outcome of the session

42. At its closing plenary meeting on Thursday, 28 March 2013, the expert meeting agreed that the Chair should summarize the discussions.

D. Adoption of the report

43. Also at its closing plenary meeting, the expert meeting authorized the Vice-Chair-cum-Rapporteur, under the authority of the Chair, to finalize the report after the conclusion of the meeting.

Annex

Attendance*

1. Representatives of the following States members of UNCTAD attended the expert meeting:

Algeria	Ireland
Angola	Italy
Bangladesh	Kazakhstan
Barbados	Libya
Benin	Malaysia
Botswana	Mexico
Cameroon	Mozambique
Canada	Oman
China	Peru
Colombia	Philippines
Côte d'Ivoire	Saudi Arabia
Costa Rica	Senegal
Dominican Republic	Spain
Egypt	Sudan
Ethiopia	Switzerland
Finland	Turkey
Gambia	United Arab Emirates
Ghana	United Republic of Tanzania
Indonesia	United States of America
Iran (Islamic Republic of)	Viet Nam
Iraq	Zambia

2. The following intergovernmental organizations were represented at the session:

Commonwealth Secretariat
European Union

3. The following United Nations organs, bodies or programmes were represented at the session:

Economic Commission for Europe
International Trade Centre

4. The following specialized agencies and related organizations were represented at the session:

International Labour Organization
United Nations Industrial Development Organization
World Bank Group
World Intellectual Property Organization

5. The following non-governmental organizations were represented at the session:

International Chamber of Commerce
Oxfam International

* This attendance list contains registered participants. For the list of participants, see TD/B/C.II/EM.3/INF.1.