

**PROJECTS SUBMITTED**

*BY*

**THE ISLAMIC CENTRE FOR DEVELOPMENT OF TRADE  
(ICDT)**

**FOR THE IMPLEMENTATION**

*OF THE*

**THE ROADMAP ADOPTED BY  
THE EXPERTS GROUP MEETING ON  
ENHANCING INTRA-OIC TRADE**

**2<sup>nd</sup> CONSULTATIVE MEETING OF THE OIC INSTITUTIONS**

**ON ENHANCING INTRA-OIC TRADE**

**31<sup>st</sup> May - 1<sup>st</sup> June 2009  
Casablanca, Morocco**

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In the context of the implementation of the resolutions relating to economic cooperation of the 3<sup>rd</sup> Extraordinary Summit of the OIC, particularly, the Declaration of Makkah Al Mukarramah, the Final Communiqué and the Ten-Year Programme of Action to meet the challenges facing the Islamic Ummah in the 21<sup>st</sup> century;

And In compliance with the recommendations and the Road Map adopted by “*The Expert Group Meeting on Enhancing Intra-OIC Trade*” held in Ankara, Republic of Turkey on 5-6 July 2008;

And Following the consultations between the Islamic Centre for Development of Trade (ICDT), the COMCEC Coordination Office and the International Islamic Trade Finance Corporation (ITFC), in Istanbul on 24<sup>th</sup> October 2008 on the sidelines of the 24<sup>th</sup> Ministerial Session of the COMCEC, which decided to hold a consultative meeting of the OIC Institutions operating in the economic field in Casablanca on 11<sup>th</sup> and 12<sup>th</sup> February 2009;

And In compliance with the resolutions n° 3- ii/ para 39-42 of the 26<sup>th</sup> session of the Follow up Committee of the COMCEC, which **requested** the OIC Institutions to carry out their activities according to the Executive Program and the IDB to provide necessary financial contribution for the achievement of the activities and projects included in the Executive Program and **urged** the Member States to lend necessary support to the OIC Institutions for the implementation of the Executive Program and to actively participate in those activities.

The Islamic Centre for Development of Trade (ICDT) prepared an updated list of activities to be organized in 2011-2017 in order to achieve the implementation of the “*Executive Program of the Road Map for Achieving Intra-OIC Trade Targets*” adopted by the 1<sup>st</sup> OIC Consultative meeting held in Casablanca in February 2009.

**I/ TRADE PROMOTION:**

**A/ TRADE IN GOODS**

**a) Trade Fair of OIC Countries (OIC EXPO):**

The different editions of the Trade Fair of OIC Countries recorded an appreciable rate of participation. And in view of the increasing interest of Member States in this

event, the developmental prospects of the Trade Fair of Islamic Countries are positive, particularly, since the adoption of the internal regulations of this event by the COMCEC and since the success of the Fairs held in Sharjah (State of United Arab Emirates) in 2002 and in Manama in Bahrain in 2005 and Dakar in 2007.

Several countries have expressed the wish to organize one of the next editions, yet the Centre is required to strictly observe the principle of the geographical rotation in accordance with the regulations of the Fair adopted by the COMCEC.

**Calendar of the Organization of the Trade Fairs of OIC Countries  
(OIC EXPO)**

	<b>Year</b>	<b>Venue</b>
13 <sup>th</sup> Fair	24-29 April 2011	Sharjah, UAE
14 <sup>th</sup> Fair	2013	Iran
15 <sup>th</sup> fair	2015	Guinea
16 <sup>th</sup> Fair	2017	Arab world

***b) Tourism Fair of Islamic Countries (OIC-Tourism):***

Tourism is one of the key sectors in the economies of Member States; yet, intra-OIC tourism remains low in spite of the existence of an unexploited potential. On these grounds, the Second Conference of the Tourism Ministers of the OIC Member States held in Kuala Lumpur on 12<sup>th</sup> and 13<sup>th</sup> October 2001 and the 3<sup>rd</sup> session organized in Riyadh from October 6<sup>th</sup> to 9<sup>th</sup> 2002, have asked ICDDT to organize in collaboration with IDB and ICCI, a tourism Fair on a regular basis.

**Calendar of the Tourism Fair of Islamic Countries**

	<b>Year</b>	<b>Venue</b>
2 <sup>nd</sup> Fair	10-13 December 2010	Egypt
3 <sup>rd</sup> Fair	2012	Syria
4 <sup>th</sup> Fair	2014	Iran
5 <sup>th</sup> Fair	2016	Africa/Asia

***c) Specialized exhibitions and supply/demand workshop on high trading potential products:***

The main aim of these two events is to: explore the trade potential in a flourishing sector for the expansion of intra-OIC trade by facilitating the exchange of supply/demand. After textiles and fishery, the sectors of agri-business products, building materials, information technologies furniture industry, pharmaceuticals and logistics & transportation industry may form the subject of the next specialized exhibitions and supply/demand workshops with interested organizations.

**The sought objectives of Buyers/sellers Meeting on trade in products with high trade potential are as follows:**

- ✓ To examine the situation of the sector with a view to identifying the potentialities for a sustainable trade development;

- ✓ To create meetings opportunities between economic operators in this sector and establish direct and sustained relations among them;
- ✓ To allow the different operators of this sector (exporters, importers, producers, manufacturers, industrialists, bankers and carriers) to compare their point of views and exchange their experiences.
- ✓ To develop industrial partnership between the OIC countries in the selected products;

**Calendar of the specialized exhibitions and supply/demand workshop on high trading potential products**

Products	Date	Venue
Building and construction	24-27	Dakar
Pharmaceuticals, medical equipment,	24-27	Tunis
Clothing industry (design, ready-made	24-28 November	Ouagadougou
Furniture industry	2012	Turkey*
Logistics & transportation partnership	2013	Tangier / Dubai*

**\* Proposal**

***d) Annual Meetings of the Network of OIC Member States' Trade Promotion Organs":***

The Islamic Centre for Development of Trade (ICDT) organised under the auspices of the Ministry of Foreign Trade of the Kingdom of Morocco and in collaboration with the International Islamic Trade Finance Corporation (ITFC) the *"First Annual Meeting of the Network of African French-speaking OIC Member States' Trade Promotion Organs"*, on 23<sup>th</sup> and 24<sup>th</sup> December 2009 in Casablanca at ICDT's headquarters.

The most salient recommendations contained in *"Casablanca Declaration"* is the launching of the *"Global Network of the OIC Member States' Trade Promotion Organs (OIC TPO Network)"* within 2010 in order to start a new era and give an impetus to cooperation among the ICDT, ITFC and the TPOs through a new approach.

This new approach stipulates that ICDT, ITFC and the TPOs will proceed as follows:

1. at the first stage the *"Network of French-speaking OIC Member States' Trade Promotion Organs"* have been launched on 24<sup>th</sup> December in Casablanca,
2. at a second stage launching of the *"Networks of Arab and English speaking OIC Member States' Trade Promotion Organs"*;
3. And finally at the 3<sup>rd</sup> and ultimate stage holding of the Global Conference of Trade Promotion Organs of the OIC in 2010 in order to launch the *"Global Network of the OIC Member States' Trade Promotion Organs (OIC TPO Network)"* and adopt a *"Framework Agreement"* along with a specific Plan of Action devoted to cooperation among ICDT, ITFC and TPOs.

## **B/ TRADE IN SERVICES**

### **1. Study to identify Potential Goods and services to be traded among the OIC Member States:**

The ITFC and the Islamic Centre for Development of Trade (ICDT) will undertake jointly a study to *“identify potential services to be traded among OIC Member States”*.

The major aim this study is to identify the services with high potential of exchanges as well as an indicative list of OIC Members based on the current services flows.

As a matter of fact, a successful trade promotion requires at a first stage to identify the priority sectors and sub sectors of services where OIC Countries have (a) some competitive edge to exploit, (b) sufficient domestic capacity to support rapid export growth, (c) some potential for synergies among services, and (c) a service industry association (export consortium) to design and conduct with government trade promotion strategies.

In a second stage we need to target some OIC importing and exporting Countries in order to organize promotion events (exhibitions, businessmen mission etc.).

And in a third stage we should target some enterprises in order to organize matchmaking events.

The objectives of the study are the following:

*To study the current trade in services among OIC Member States.*

- *To assess the potential OIC trade in services;*
- *To identify the bottlenecks of the expansion of the intra-trade in services among OIC Member States.*

### **2. Promotional events:**

<b>Sectors</b>	<b>Date</b>	<b>Venue</b>
Architecture/Construction/Engineering	24-27 June 2010	Dakar
E-commerce, IT and Related Services,	2010	Morocco*
Distribution Services : Franchising	2010	UAE
Health-Related Services	24-27 February 2011	Tunis
Education & Training	2011	Turkish Cypriot Side

### **3. Organization of Incoming missions (for buyers and investors) to some suppliers Countries**

Incoming missions from target export markets provide a low-cost opportunity to acquaint potential foreign customers with the capabilities of service suppliers. The structure would be to have an educational event at which service suppliers could provide useful information, followed by a networking event.

## **II/ TRADE FACILITATION:**

### **1. Procedures, transportation and investment:**

The aim of trade facilitation is to “support activities meant to strengthen the aptitude of professional, commercial and administrative organizations of developing or transition countries to exchange efficiently corresponding goods and services. The main goal is to facilitate international transactions thanks to the simplification and harmonization of procedures and information flows and to contribute thus to the expansion of the world trade”.

The advantages of trade facilitation measures lie in the diminution of the transactions costs and in the considerable increase in trade outlets following the introduction of facilitation measures.

Savings are realized especially, in the following fields:

- ✓ Formalities costs (production and transmission of required documents); Services (bank operations, insurance, handling, transport, etc.);
- ✓ Deadlines ( processing time, compliance with procedures);
- ✓ Markets and contracts (lost profits);
- ✓ Problems linked to the execution of long and complex trade procedures;
- ✓ Mobilized staff (lost time waiting customs clearance, transfer of documents from a service to another, etc., leading to particularly heavy cost for the SMEs;
- ✓ Costs linked to various vagaries and corruption.

According to the ICDT and UNCTAD, all the direct and indirect costs of public and private procedures and formalities relating to trade transactions accounted for 7% to 10% of the total value of the world trade and that the adoption of trade facilitation measures could reduce these costs by a quarter.

➤ The objectives sought by ICDT through the launching of a trade facilitation programme within the OIC Member States are as follows:

- ✓ To increase cooperation between the Islamic Centre for Development of Trade and the Customs administrations of Islamic Countries;
- ✓ To work for the simplification of trade procedures between the OIC countries: transport related administrative, bank and port procedures;
- ✓ To make every endeavor for the increase of trade efficiency, especially through the popularization and generalization of the electronic data interchange (EDI);
- ✓ To organize meetings between concerned administrations and harmonize procedures and data processing related to the movement of goods.
- ✓ To make these objectives concrete, ICDT will organize thematic seminars, for the benefit of the States, whose objective is to assess the policies of the Member States in the concerned sectors (the Customs, transport, banks, forwarding agents etc.) and will explore the ways and means to back up the

efforts made by Member States in these sectors.

<b>TOPIC</b>	<b>Partner</b>	<b>YEAR</b>	<b>Venue of the next meeting</b>
<i>Steering Committee and Project Committee meeting of Cotton</i>	ICDT/IDB	2010	Casablanca, September
<b>"1<sup>st</sup> Meeting of the Trade Promotion Organs of the OIC Arab Speaking Member States"</b>	ICDT/ITFC	2010	Tunisia, October
<b>"1<sup>st</sup> Meeting of the Trade Promotion Organs of the OIC English Speaking Member States"</b>	ICDT/ITFC	2011	.....
<b>Setting up of an observatory on procedures of intra-OIC trade</b>	ICDT	2011	
<b>Organisation of an Expert Group Meeting on non-tariff barriers</b>	ICDT	2011	Casablanca,
<b>Workshop on Industrial Property Policies</b>	ICDT/ Patent office of KSA, Turkish Patent Institute,	12-13 October 2010	Riyadh Saudi Arabia
<b>Forum on "Trade Efficiency and the Role of the Customs in the Context of International Trade Liberalization"</b> with the participation of the Heads of the Customs Administrations of OIC Member States	COMCEC,ICDT,ITFC, WCO, Host Country	Every two years	
<b>Seminar on "Trade facilitation and intra-OIC trade promotion"</b> with the participation of the Representatives of Ministries of transportation, forwarders and transportations associations	ICDT, IDB GROUP, UNCTAD, WCO.	Every two years	Syria July 2010
<b>Meeting of the Investment Promotion Agencies for the evaluation of investment performance and the improvement of doing business in OIC Countries</b>	ICDT,ITFC, ITAP/ ICIEC, World Bank	Yearly	

## **2/ Market Access & Trade Negotiations**

Tariff, para tariff and non tariff measures represent considerable impediments to intra-OIC trade development, hence there is a need for:

- ✓ Urgently implementing the results of trade negotiations that were held within the framework of the Trade Preferential System of the Organisation of

- the Islamic Conference;
- ✓ To strive for more substantial trade negotiations, which have a real impact on intra-OIC trade;
- ✓ To urgently launch a comprehensive study on the feasibility of an intra-OIC free trade area, recommended by the Third Extraordinary Summit Conference held in Makkah Al Mukarramah in December 2005 on the basis of the report submitted by ICDT on this issue to the 23<sup>rd</sup> Ministerial Session of the COMCEC.

**- TRADE NEGOTIATIONS WITHIN THE FRAMEWORK OF THE TPS/OIC:**

Since the entry into force of the Framework Agreement on the Trade Preferences System among Islamic Countries and in compliance with the COMCEC's resolutions, ICDT and the COMCEC Coordination Office act as the Secretariat of the Trade Negotiating Committee and have supervised the 1<sup>st</sup> and 2<sup>nd</sup> Rounds launched in Antalya (Republic of Turkey) in April 2004 and in Ankara in 2007 under the auspices of the COMCEC.

**ICDT'S ACTIVITIES WITHIN THE SECRETARIAT OF THE TRADE NEGOTIATING COMMITTEE**

- The 9<sup>th</sup> Session of the Standing Committee for Economic and Commercial Cooperation has entrusted to ICDT and the COMCEC coordination Office the Secretariat of the Trade Negotiating committee.

Within this framework, the Islamic Centre for Development of Trade provides to Member States technical assistance under the form of training sessions intended for the executive staff operating in the field of foreign trade or by submitting explanatory notes on the framework Agreement on the Trade Preferential System among the OIC Member States and on the Protocol on the Preferential Tariff Scheme for TPS/OIC (PRETAS) and the protocol on the Rules of Origin.

It should be noted in this respect that the Trade Negotiating Committee has requested the Islamic Centre for Development of Trade and the COMCEC Coordination Office during the Evaluation Meeting held in June 2008 in Ankara to present explanatory notes on the dispute issues raised by some Member States.

In pursuance of this request, the Islamic Centre for Development of Trade expounded the dispute issues on which some countries made official reserves or expressed divergent opinions and explanations. However, during the Twenty Fourth Session of the COMCEC held in Istanbul in October 2008, some countries noted that further discussions and investigations on these issues would be utterly useless since the meetings of the Trade Negotiations Committee has made final and irreversible decisions on them.

Still, the Islamic Centre for Development of Trade is fully ready to provide comprehensive explanatory notes related to issues debated within the framework of negotiations on the Trade Preferential System (TPS/OIC), the Protocol on the

Preferential Tariff Scheme (PRETAS and the Protocol on the Rules of Origin as soon as he receives official requests from your August Meeting or from any relevant organ of the organization of the Islamic Conference or from Member Countries.

In this regard, I would like to inform your August Meeting that the Islamic Centre for Development of Trade has recently prepared explanatory notes on “the Framework Agreement on the Trade Preferential System among the OIC Member States, the PRETAS Protocol, intended for the Countries of the Gulf Cooperation Council and Indonesia.

<b>TOPIC</b>	<b>Partner</b>	<b>YEAR</b>	<b>Venue of the next meeting</b>
Seminar on “Regional Trade Agreements, TPS/OIC and WTO Multilateral Trading System”	Cooperation Department /ICDT	2010	2010
Seminar on the assessment of the multilateral trade negotiations within the framework of Doha Development Agenda	ICDT/ITFC	2010	Casablanca
Training Seminar on the “Multilateral Trade System and the Trade Preferences System among the OIC Member States” for the benefit of the Executives of the Ministries of commerce of Member States	ICDT/ITFC	2010	Casablanca
Training Seminar on “the experiences of Regional Economic Groupings within the OIC and the Framework Agreement on Trade Preferential System among the OIC Member States” <i>for WAEMU and ECOWAS Countries</i>	ICDT/ITFC	2011	Dakar, 2011
Training Seminar on “the Framework Agreement on Trade Preferential System among the OIC Member States” for the benefit of CIS Countries & ECO Countries.	ICDT-ITFC	2011	Tehran, 2011
Business Forum on Trade and Investment between Gulf Cooperation Council States and North African Countries	ICDT-ITFC	2011	Casablanca

### **3/ Trade Information Network of Islamic Countries (TINIC):**

#### **3.1 Background:**

In compliance with the COMCEC's relevant resolutions, I.C.D.T has set up a Trade Information Network for Islamic Countries (TINIC) since 1996;

TINIC was redesigned and restructured in order to meet the needs and expectations of the private and professional associations; its Internet site is operational and accessible on the following address <http://www.icdt-oic.org>. The

site's visitors can find all the databases existing in TINIC. Sophisticated search engines have been developed around the major databases to help Internet users of our site to obtain screened information in a simple manner.

Besides, to save time and increase efficiency, registration forms are available and operational on our site to enable visitors wishing to subscribe to our data bases to do so directly through Internet.

TINIC manages the following databases:

- **NEWS**
- **DOING BUSINESS:**
  - Business opportunities
  - economic operators
  - business guides
- **FAIRS & EXHIBITIONS:**
  - OIC Countries trade fairs
  - ICDT's trade fairs
  - ICDT's trade regulations
- **VIRTUAL EXHIBITION**
- **TRADE DATABASES:**
  - trade statistics
  - economic indicators
  - annual report
  - latest statistics
- **TPS/OIC:**
  - TPS/OIC homepage
  - customs tariffs
- **E-PUBLICATIONS:**
  - Tijaris
  - annual report
  - studies
  - library
- **MEDIA CENTER**
- **ICDT's ACTIVITIES:**
  - ICDT's activities
  - calendar of activities
- **ABOUT OIC:**
  - About OIC
  - OIC Member States
- **LINKS**

Aware of the more and more pressing demand of the main economic actors, ICDT is doing its best to collect the largest number of information that can help economic actors find outlets for their products and also make known their trade opportunities to Member States as well as to the rest of the world.

### 3.2 Proposals:

#### 3.2.1 OIC TIJARI Exchange:

TINIC is constantly being redesigned and restructured in order to meet the needs and expectations of the private sector, professional associations and researchers.

**OIC TIJARI EXCHANGE** is a new database which will be implemented in a view to complement TINIC at the end of 2009.

**OIC TIJARI EXCHANGE** will provide on-line access to the OIC 57 Member Countries trade database and present indicators on export performance, international demand, markets and competitors from both the product and country perspective.

**OIC TIJARI EXCHANGE** will operate in a web-based interactive environment and covers the trade flows (values, trends, market share, and unit values, both in graphic and tabular format) of OIC Member States and products defined at the 8-digit level of the Harmonized System.

**OIC TIJARI EXCHANGE** features will include:

- **Analysis of present export markets:** Examine the profile and dynamics of export markets for any product, assess the value, size and concentration of exports and highlight countries market shares evolution.
- **Pre-selection of priority markets:** View the OIC's major importing countries, illustrate the extent of import concentration and in which countries demand has increased over the past five years.
- **Overview of competitors in OIC's Member States global and specific markets:** Identify the OIC leading exporting countries for a given product; highlight a country's position in OIC exports or in the imports of partner, neighboring countries and third-party countries.
- **Identification of existing and potential bilateral trade with any OIC partner country:** Identify product-specific opportunities and trends by comparing actual bilateral trade, the total import demand of partner countries and the overall export supply capacity of the home country.
- **Information on tariffs:** View information on tariff equivalent ad valorem faced by OIC Member Countries in their exportations or applied by importing countries (customs duties as well as multilateral, regional and bilateral preferences, Bound tariffs, Tariff-quotas: multilateral and bilateral Anti-dumping duties, Rules of Origin and Certificates of Origin, Trade flows: import/export statistics Import Tariffs : ad valorem, specific and ad valorem equivalents of the specific tariffs) in collaboration with UNCTAD Trains

database and ITC's databases.

- **Information on the TPS/OIC negotiations:** with a view to put all related information regarding the TPS-OIC Agreement and the PRETAS in the TINIC so as to enable people to be aware of the ongoing negotiations regarding this agreement.

### *3.2.2 Showroom of OIC products and services:*

ICDT has already realized a feasibility study in 2001 on the setting up of a **Business Centre for OIC Countries (B.C.O.I.C)**. It will be a space for meetings and contacts between the businessmen of the OIC countries to establish business relationships and a showroom of the OIC countries' main productions and services. In this connection, ICDT is seeking the financing particularly at the level of the large private groups of the OIC countries for the setting up of this unusual and permanent exhibition which will resort to the new information technologies (LCD/ PLASMA/ DVD).

### *3.2.3 Virtual Exhibition:*

The Islamic Centre for Development of Trade has launched since 2003 on its website (<http://www.icdt-oic.org>), a virtual fair, which is a showcase for the productions of goods and services of all the OIC 57 Member States.

Since the year 2003, the Centre has spared no effort to invite all the economic operators of the OIC Member States to promote their products and services through its Internet website in order to derive full benefit from the advantages of electronic commerce.

The OIC Countries' enterprises can promote their products through ICDT's virtual fair with a presentation of a catalogue, prices and patterns etc.

It is planned to improve the promotion of this Fair in order to make it more attractive and efficient at the level of the enterprises of the OIC countries which will enable to:

- ✓ Organize a virtual exhibition , therefore without any physical transport of goods through ICDT's website (<http://www.icdt-oic.org>);
- ✓ Allow producers to exhibit their productions at the lowest cost and to an unlimited number of potential buyers;
- ✓ Avoid the transport expenses and decide by oneself the duration of the exhibition;
- ✓ Establish direct commercial contacts and give rise to on line orders to enhance OIC Member States intra-trade.

With respect to exhibited goods, any product is displayed by image and classified by themes and sectors (textiles, handicrafts, agribusiness, etc.). The duration of the exhibition is left at the discretion of the exhibitor who chooses the period that would be appropriate to him to reach his targets and goals.

### *3.2.4 Electronic Commerce:*

## **Training:**

ICDT has acquired a considerable experience in the field of electronic commerce and has organized three events on this theme, especially, on the training of the private and public sector executives in the utilization of this new international trade tool in collaboration with IRTI/IDB.

ICDT will carry on training in electronic commerce in order to popularize this tool, especially at the level of the private sector by laying stress on the activities below:

- ✓ The organization of a big forum in order to adopt a prospective and efficient strategy of the OIC for a long-lasting utilization of electronic commerce as a means of intra-OIC trade promotion, while ensuring a better coordination between the different OIC bodies in this field;
- ✓ Continuation of the holding of training courses in the field of electronic commerce while giving priority to the private sector;
- ✓ Technical assistance at the request of the Member States which wish to establish national strategies as well as required regulations and institutions;
- ✓ Follow up of the multilateral trade negotiations in this sector and coordination of Member States' positions with a view to the setting up of a common negotiations platform.

## **Technical assistance:**

ICDT is providing technical assistance to Member States on request in the field of trade information and particularly in electronic commerce. ICDT initiated in collaboration with IDB a technical assistance programme for the benefit of the OIC LDCs for the setting up of national trade information networks, the pilot experience started with the Republic of Guinea in 2002 and is still ongoing.

ICDT will continue extending technical assistance to Member States on request for the setting up national trade system Centre's by providing consultancy and expertise services in this field.

Within this framework, ICDT has received a request for technical assistance made by the Islamic Republic of Mauritania and the Republic of Senegal with a view to setting up a Trade Information Network within the Ministry of Commerce. These requests are currently being considered by ICDT in close collaboration with the Islamic Development Bank.

## **III/ CAPACITY BUILDING:**

- **Within the framework of capacity building of Member States' human resources, the Centre will continue the organization of training workshops in collaboration with the IDB Group.**

TRAINING TOPICS	YEAR
Logistics and its role in developing intra-OIC trade	Tunis, 20-23 September 2010
Competition policies and regulations in OIC Member States: current status and prospects	Turkey 2010
Training seminars of the Economic Advisers to the Embassies in the OIC Member States (revolving in the three OIC regions)	2011
Trade intelligence and export decision making	2012
Training course on Enterprises' strategy and international Marketing	2013
Export auditing and capacity building of the SMEs (for Arab countries)	2014

- **Sector-based seminars on "Trade in specific products in the OIC Member States" for the benefit of the private sector in partnership with ITC and IDB:**

These seminars will be concomitantly held with specialized trade exhibitions, regional fairs and buyers/sellers Meetings that will be organized by ICDT.

Products	Date
Agro-Industry	Jeddah, yearly basis
Building and construction services	Dakar 24-27 June 2010
Pharmaceuticals, medical equipment, medical services	24-27 February 2011
Clothing industry (design, ready-made garments)	Ouagadougou 24-27 November 2010
Furniture industry	2012

- **Training seminars on "the Trade Preferential System among the Member States to bring out the results of the negotiations rounds and the expected effects of this agreement on the economies of participating countries".**

Region	Date
WAEMU AND ECOWAS	2011
Central Asia & ECO Countries	2011
SOUTH EAST & SOUTH ASIA	2013

#### IV/ STUDIES & MARKET RESEARCH

1. **Feasibility Study on the Project of setting up a Free trade Area among the OIC Member States.**

The aim of this study is to explore on the hand the possible scenarios and options to make the intra-OIC Free Trade Area concrete, including the possibility of transforming the TPS/OIC into a Free Trade Agreement, and on the other to assess the potential impact of such project on the economies of the OIC Member States.

## **2. Study to identify Potential Goods to be traded among the OIC Member States:**

The ITFC and the Islamic Centre for Development of Trade (ICDT) will undertake jointly a study to *“identify potential services to be traded among OIC Member States”*.

The major aim this study is to identify the services with high potential of exchanges as well as an indicative list of OIC Members based on the current services flows.

As a matter of fact, a successful trade promotion requires at a first stage to identify the priority sectors and sub sectors of services where OIC Countries have (a) some competitive edge to exploit, (b) sufficient domestic capacity to support rapid export growth, (c) some potential for synergies among services, and (c) a service industry association (export consortium) to design and conduct with government trade promotion strategies.

In a second stage we need to target some OIC importing and exporting Countries in order to organize promotion events (exhibitions, businessmen mission etc.).

And in a third stage we should target some enterprises in order to organize matchmaking events.

The objectives of the study are the following:

- *To study the current trade in services among OIC Member States.*
- *To assess the potential OIC trade in services ;*
- *To identify the bottlenecks of the expansion of the intra-trade in services among OIC Member States.*

## **3. Sector-based study on “Pharmaceutical products equipment and medical services in the OIC Member States”**

The aim of this Sector-based study on “Pharmaceutical products equipment and medical services in the OIC Member States” is to analyze intra-OIC trade in the sector of pharmaceuticals and medical equipment in order to identify trade potential along with potential partners. It will serve as a background note for the supply/demand workshop and the specialized exhibition that will be organized by ICDT in this sector.

## **4. Study on “Trade between the GCC Countries and North Africa”**

This study will be presented to the forum that will be organized by ICDT on this issue. It will be composed of three parts:

- Stock taking of trade between the two groups;
- Potential sectors likely to give impetus to this trade;
- Recommendations.

## **5. Sector-based study on “Textiles, Garments Cotton and articles thereof in the OIC Member States”**

The aim of this Sector-based study, on “Textiles, Garments Cotton and articles thereof in the OIC Member States”, is to analyze intra-OIC trade in the sector of textiles, Garments and cotton in order to identify trade potential along with potential partners. It will serve as a background note for the Exporters/Importers Meeting and the specialized exhibition that will be organized by ICDT in this sector.