

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**

CONSULTATIVE MEETING OF OIC INSTITUTIONS

ON ENHANCING INTRA-OIC TRADE

11th -12th February 2009

Casablanca, Morocco

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MEETING ON ENHANCING INTRA-OIC TRADE**

In the context of the implementation of the resolutions relating to economic cooperation of the 3rd Extraordinary Summit of the OIC, particularly, the Declaration of Makkah Al Mukarrmah, the Final Communiqué and the Ten-Year Programme of Action to meet the challenges facing the Islamic Ummah in the 21st 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 24th October 2008 on the sidelines of the 24th Ministerial Session of the COMCEC, which decided to hold a consultative meeting of the OIC Institutions operating in the economic field in Casablanca during the first half of February 2009;

The Islamic Centre for Development of Trade (ICDT), prepared a list of activities to be organized in 2008-2012 in order to implement the Road Map adopted by the EGM held in Ankara on 5 and 6 July 2008.

I/ TRADE PROMOTION:

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 (UAE) 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.

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

	Year	Venue
12 th Fair	11-16 October 2009	Cairo, Egypt
13 th Fair	2011	Sharjah, UAE
14 th Fair	2013	Iran
15 th fair	2014	Guinea
16 th Fair	2016	Arab world

b) Tourism Fair of Islamic Countries:

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 12th and 13th October 2001 and the 3rd session organized in Riyadh from October 6th to 9th 2002, have asked ICDT to organize in collaboration with IDB and ICCI, a tourism Fair on a regular basis.

Calendar of the Tourism Fair of Islamic Countries

	Year	Venue
2 nd Fair	26-28 June 2009	Beyrouth, Lebanon
3 rd Fair	2010	Egypt
4 th Fair	2012	Syria
5 th Fair	2014	Iran
6 th 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 and pharmaceutical products 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
Cotton	October 2009	Cairo, Egypt
Agro-Industry	24-28 May 2009	Jeddah, KSA
Building and construction services	9-13 December 2009	Dakar
Pharmaceutical products, medical equipment, medical services (OIC Medical Expo)	2010	Tunis
Clothing industry (design, ready made clothing)	2011	Egypt*
Furniture industry	2012	Turkey*

*** Proposal**

II/ TRADE FACILITATION

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

Savings are realised 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;
- Mobilised 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 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.

TOPIC	Partner	YEAR	Venue of the next meeting
Meeting of the Trade Promotion Organs for the evaluation of export performance and competitiveness of OIC Countries	ICDT,ITFC,ITC	Yearly	Cairo, October 2009
Meeting of the Investment Promotion Agencies for the evaluation of investment performance and the improvement of doing business in OIC Countries	ICDT,ITFC, ITAP/ ICIEC, World Bank	Yearly	
Meeting of the Heads of the Customs Administrations of OIC under the theme "Trade Efficiency and the Role of the Customs in the Context of International Trade Liberalization"	COMCEC,ICDT,ITFC, WCO, Host Country	Every two years	
Meeting of the Export credit and investment Guarantee Corporations under the theme Exports insurance, investment guarantee and intra-OIC trade promotion	ICDT, ICIEC,ITFC	Every two years	
Meeting of the Representatives of Ministries of transportation, forwarders and transportations associations under the theme Transport facilitation and intra-OIC trade promotion	OISA, ICDT,ITFC,UNCTAD	Every two years	

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	2009
Agreement of the Doha Round and intra-OIC trade negotiations	2009
competition policies and regulations in Islamic countries	2010
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
Cotton	Cairo, October 2009
Agro-Industry	Djeddah, May 2009
Building and construction services	2010
Pharmaceutical products, medical equipment, medical services	2011
Clothing industry (design, ready made clothing)	2012
Furniture industry	2013

- 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
North Africa (CENCAD, AMU) & Middle East	2009
Central Asia & ECO Countries	2010
WAEMU	2011
ECOWAS	2012
SOUTH EAST & SOUTH ASIA	2013
EAST AFRICA (COMESA)	2014

**PROJECT FILE ON:
TRAINING WORKSHOP ON LOGISTICS AND ITS ROLE
IN DEVELOPING INTRA-OIC TRADE**

1. Date and Venue: Tunis, 2009.

2. Duration : 3 days

3. Working languages: French, Arabic

4. Speakers:

Teaching staff from:

ICDT, UNCTAD, ITC, World Bank, Universities and practitioners.

5. Participants:

This workshop is mainly intended to the executives from TPOs, Ministries of Trade and private sector associations within OIC Member States in charge of the exports logistics.

6. Organiser:

ICDT will undertake the material organisation of this event in cooperation with the Government of Tunisia and IDB Group.

7. Financing:

In addition to the material organisation, the budget should provide for the expenses of all the experts and of some participants of the LDCs.

➤ ICDT proposes to bear the following expenses:

- ◆ *Interpreting*
- ◆ *Meeting room*
- ◆ *Secretariat*
- ◆ *Documentation*
- ◆ *Board and lodging expenses of the representatives of non-LDCs*
- ◆ *Miscellaneous*

➤ The IDB Group may bear the following expenses:

- ◆ *Travelling and board and lodging expenses of the LDCs' representatives.*
- ◆ *Travelling and Board and Lodging Expenses of experts.*

DRAFT BUDGET

DESCRIPTION	COST	Total of the heading
1) Travelling expenses of experts	US\$ 2,000 x 5 =	US\$ 10,000
2) Board and Lodging expenses of experts	US\$ 180 x 4x 5 =	US\$ 3,600
3) Travelling expenses of LDCs' representatives	2,000 US\$ x 10 =	US\$ 20,000
4) Board and lodging expenses of LDC' representatives	US\$ 150 x 4x 10 =	US\$ 6,000
5) Airport-hotel shuttle		US\$ 1,000
6) Coffee break	200 \$ US x 2 days=	US\$ 400
7) Organisation:		
- Interpreting equipment rental	US\$ 600 x 2 days=	US\$ 1,200
- Remuneration of interpreters	US\$ 375 x 2 days x 6 interpreters =	US\$ 4,500
- Secretariat	US\$ 70 x 2 days x 3 persons =	US\$ 420
- Printing of documents		US\$ 2,000
- Miscellaneous		US\$ 1,000
TOTAL COST		US\$ 50,120

**PROJECT FILE ON
THE SEMINAR AND BUYERS-SELLERS ON TRADE
IN COTTON AND ITS BY-PRODUCTS**

- 1. Date and Venue:** Cairo, October 2009.
- 2. Working languages:** English, French, Arabic
- 3. Speakers:**
Experts representing:
ICDT, COMCEC, CFC, FAO, UNCTAD, ITC, IDB, the AMF.
The OIC Member States.
- 4. The Experts' Mandate:**
The experts' mission is to prepare a study dealing with a theme pertaining to the concerns of the Organisation or to the country to which they belong.
- 5. Participants:**
This seminar is mainly intended to the heads of public and private enterprises, Bankers and to the Professional Associations.
- 6. Organisers:**
ICDT will undertake the material organisation of this event in cooperation with the ITFC and the Egyptian Minister of Trade.
- 7. Financing:**
In addition to the material organisation, the budget should provide for the expenses of all the experts and of some participants of the LDCs.
 - ICDT proposes to bear the following expenses:
 - ◆ *Interpreting*
 - ◆ *Meeting room*
 - ◆ *Secretariat*
 - ◆ *Documentation*
 - ◆ *Board and lodging expenses of the representatives of non-LDCs*
 - ◆ *Miscellaneous*
 - The FCF may bear the following expenses:
 - ◆ *Travelling and board and lodging expenses of the LDCs' representatives.*
 - ◆ *Travelling and Board and Lodging Expenses of experts.*

BUDGET ESTIMATES

DESCRIPTION	<i>COSTS</i>	
1. Travelling expenses of experts	2.000 \$ US x 5 =	10.000 \$ US
2. Board and lodging expenses of experts	180 \$ US x 4 days x 5 =	3.600 \$ US
3. Travelling expenses of LDCs Participants (2 per country)	1.500 \$ US x 16	24.000 \$ US
4. Board and lodging expenses of LDCs Participants (2 per country)	150 \$ US x 4 days x 16 =	9.600 \$ US
5. Airport - Hotel shuttle		1.000 \$ US
6. Lunches	1500 \$ US x 2=	3.000 \$ US
7. Coffee break	750 \$ US x 4 =	3.000 \$ US
6. Organisation		
- Hiring of the meeting room		3.000 \$ US
- Secretariat	70 \$ US x 2 days x 3 persons =	420 \$ US
- Printing of documents		2.000 \$ US
- Miscellaneous		1.000 \$ US
TOTAL COST		60.620 \$ US

PROJECT FILE ON

SEMINAR AND SUPPLY/DEMAND WORKSHOP ON TRADE IN FOOD PRODUCTS OF THE O.I.C MEMBER STATES

Within the framework of inter-Islamic trade promotion, the Islamic Centre for Development of Trade is planning to organise a seminar and supply/demand workshop on trade in agro-alimentary products.

OBJECTIVES

Because of the weakness of intra-O.I.C trade exchanges in agro-alimentary products and of the existing exchanges potential, it is important to examine in this meeting the ways and means of intensification of exchanges. So as to stimulate exchanges, it is necessary to overcome the salient obstacles which the sector faces: the lack of trade information on supply and demand, lack of adequate financing resources, the transportation cost and the missing of regular lines, the tariff and para-tariff regulations (sanitary norms) and the weakness of partnership between Islamic countries.

The objectives aimed at are:

- *To examine the situation of the sector in view of recovering the potentialities for lasting developing exchanges ;*
- *To create meeting opportunities between economic operators so as to enable them to establish direct relations between them ;*
- *To enable different operators of the sector (exporters, importers, bankers, carriers, administrations, international organizations) to exchange their points of view and to confront their experiences.*
- To develop industrial partnership between O.I.C countries in agro-alimentary industries sector.

THE SEMINAR AXES

- Trade in agro-alimentary products ;
- Regulations of trade in agro-alimentary products ;
- Quality system of agro-alimentary products ;
- Industrial partnership in agro-alimentary industries ;
- Financing and insurance of trade in agro-alimentary products ;
- The connected services relating to trade in agro-alimentary products ;
- National experiences of trade in agro-alimentary products.

ORGANISATION OF THE SEMINAR

This event will be consisting of three tracks:

- * A seminar **on the ways and means of dynamisation, trade exchanges and investment in food products among O.I.C Member States ;**
- * **A supply-demand workshop** gathering businessmen, discussions may be facilitated by means of products catalogues and samples. This event will take place in parallel with the 8th Islamic trade Fair which will enable the delegations to visit the different stands of the participating O.I.C countries ;
- * **Visit to enterprises.**

1. Date and Venue:

Duration: 5 days, from 24 to 28 may 2009

Venue : Jeddah

2. Working languages: English, French, Arabic

3. Speakers:

Experts representing:

ICDT, CFC, FAO, UNCTAD, ITC, ITFC, IDB Group, BAD etc..

The OIC Member States.

4. The Experts' Mandate:

The experts' mission is to prepare a study dealing with a theme pertaining to the concerns of the Organisation or to the country to which they belong.

5. Participants:

This seminar is mainly intended to the importers, exporters, producers and the professional associations in the agricultural sector and food security.

6. Organisers:

Al Harithy Company (KSA) and ICDT will undertake the material organisation of this event in close cooperation with the ITFC.

7. Financing:

In addition to the material organisation, the budget should provide for the expenses of all the experts and of some participants of the LDCs.

- ICDT proposes to bear the following expenses:
 - ◆ *Interpreting*
 - ◆ *Meeting room*
 - ◆ *Secretariat*
 - ◆ *Documentation*

- ◆ *Board and lodging expenses of the representatives of non-LDCs*
 - ◆ *Miscellaneous*
- The ITFC may bear the following expenses:
- ◆ *Travelling and board and lodging expenses of the LDCs' representatives.*
 - ◆ *Travelling and Board and Lodging Expenses of experts.*

Number of Participants the expenses of which will be covered : 25

Number of lecturers : 6 experts

DESCRIPTIONS	COSTS
1) Air-ticket	
- Participants	1.500 \$ US x 25 = 37.500 \$ US
- Lecturers	1.000 \$ US x 6 = 6.000 \$ US
2) Payment of lecturers	500 \$ US x 3 x 6 = 9.000 \$ US
3) Perdiem	
- Participants	150 \$ US x 5 x 25 = 18.750 \$ US
- Lecturers	150 \$ US x 5 x 6 = 4.500 \$ US
4) Transport on arrival and departure (Airport-Hotel)	1.000 \$ US
5) Coffee break	200 \$ US x 3 j = 600 \$ US
6) Organisation	
- Hiring of simultaneous interpretation equipment	600 \$ US x 3 = 1.800 \$ US
- Payment of Interpreters	375 \$ US x 3 x 6 = 6.750 \$ US
- Secretariat	70 \$ US x 3 x 3 = 630 \$ US
- Hostesses	50 \$ US x 3 x 2 = 300 \$ US
- Organisers	100 \$ US x 3 x 2 = 600 \$ US
- Photocopy of the working documents and stationery	2.000 \$ US
- Miscellaneous	1.000 \$ US
Total Cost	90.830 \$ US

