



**Opening Remarks**  
**by H.E. Sorasak PAN**  
**Secretary of State and EIF Focal Point**  
**Ministry of Commerce**

ENHANCED INTEGRATED FRAMEWORK / TIER 1 PROJECT  
AWARENESS RAISING WORKSHOP FOR THE ROYAL SCHOOL OF ADMINISTRATION  
PHNOM PENH, CAMBODIA, AUGUST 7, 2012

- **His Excellency Sum Map, Director, Royal School of Administration**
- **His Excellency Chhiv Yiseang, Director of Studies, Royal School of Administration**
- **Dear Ministry of Commerce colleagues**
- **Distinguished participants,**
- **Ladies and Gentlemen,**

On behalf of HE CHAM Prasidh, Senior Minister and Minister of Commerce and in my capacity as Secretary of State and Focal Point for the Enhanced Integrated Framework in Cambodia, it is my pleasure to welcome you all today at the occasion of this awareness raising workshop on Aid for Trade in Cambodia jointly organized with the Royal School of Administration. I wish to express my gratitude for His Excellency Sum Map to join me today in welcoming you as well as thank him for his request to share our knowledge and experience on Aid-for-Trade.

Cambodia is counted among these lesser developed countries, or LDC in short. We started economic reforms from a position of severe hardship. With the participation of a dedicated new generation, we made notable progress. However, the global financial crisis caused a tremendous economic shock and we lost quite a number of jobs and have to re-start and re-engineer our trade-led growth. In this context Aid for Trade has played such a crucial role in our country's economic recovery process and implementation of our trade strategy.

But what is exactly Aid-for-Trade? I don't want to preempt the presentation that will be delivered to you today by our Aid-for-Trade team; however it is

important to give you a little bit of background to provide scope and purpose for today's presentations. In short, Aid-for-Trade is an initiative started by the World Trade Organization in 2005 to support developing and least developed countries to better integrate into world trade, by supporting their development through dedicated funds. It is therefore not a programme, or project, but an initiative that seeks to highlight the importance of trade into national development. Cambodia has been lucky to be able to mobilize Aid-for-Trade resources over the past 7 years, although much less than countries like Bangladesh or Indonesia for instance.

For LDCs like Cambodia, Aid-for-Trade is happening mostly through the Enhanced Integrated Programme (EIF) hosted in the WTO. As some of you know, Cambodia has been at the forefront of the Integrated Framework Programme, being selected as a pilot country back in 2000, alongside Madagascar and Mauritania. Since then, Cambodia successfully prepared its first Diagnosis Trade Integration Study in 2003, joined the WTO in 2004 and upgraded its trade Integration strategy in 2007. In 2009, Cambodia became one of the first LDCs to access Tier 1 funds, after a careful development process spearheaded by D/ICO with support from the UNDP/Trade project. And last week we learnt that Cambodia was successful in obtaining financial support for a project to promote our exports of rice and silk.

This is also for that reason that Cambodia underwent voluntarily a trade policy review in November 2011 at the World Trade Organization. The purpose of the Trade Policy Review Mechanism is to contribute to improved adherence by all Members to rules, disciplines and commitments made under the Multilateral Trade Agreements and hence to the smoother functioning of the multilateral trading system, by achieving greater transparency in, and understanding of, the trade policies and practices of Members.

WTO Members commended Cambodia for the solid economic performance achieved during the period under review, which had allowed per capita income to more than double while the poverty rate has fallen from 35% of the population to 26% over the period. Members congratulated Cambodia for having successfully emerged from the global economic crisis, while refraining from adopting trade protectionist measures. Members recommended Cambodia should consider introducing further action or improvements in certain areas, namely in improving the business framework, continuing Customs reform improving Government procurement: on Standards: on SPS requirements: on TRIPs: and on Export diversification.

This gained Cambodia very high praises from our partner agencies and other LDC. Several of them have made Cambodia their model for their trade integration and trade mainstreaming strategies, such as Nepal, Bangladesh, Bhutan, Laos and Timor Leste who sent delegation to Cambodia to study our best practices.

Of course, alone, the EIF is but a contributing factor to this success, and many other programmes contributed, small or big, to the progress registered under the Trade Sector Wide Approach (SWAp). We cannot, however, satisfy ourselves with praises only, we need to clearly assess how we are doing, whether we are meeting our key objectives and if not, and decide on what mechanisms and actions should be developed to redress our deficiencies.

While we can be proud of those achievements, being a model country gives us responsibilities too. Responsibility to maintain our trade mainstreaming into national development policy, responsibility to further strengthen the capacities of our officials to do even better, and responsibility to evaluate ourselves, our methods, our deliveries and assess whether those had an impact on poverty reduction and on the welfare of our countrymen and women.

This is in that context that this workshop is brought to you. The Ministry of Commerce has partnered with six line ministries and agencies to increase the profile of trade in our development, through six dedicated liaison officers, one of them in the Royal School of Administration.

**Excellencies,  
Dear Colleagues,  
Ladies and Gentlemen,**

The purpose of the workshop is therefore to raise awareness on what Aid-for-Trade is achieving in Cambodia, how it is operated and how we can all benefit from it.

This workshop represents a wonderful learning opportunity, on Aid-for-Trade, on EIF and on the contribution of trade to our national development. Our EIF programme includes many similar training opportunities, and it's important for all of you to absorb those new skills and knowledge so as to put them to good use upon your return to your institutions. Don't hesitate to ask questions, raise concerns, challenge our experts as it's the only way for all of us to progress and improve our team spirit.

I wish you all a fruitful workshop.

**Thank you.**