

**BANGLADESHI TRADE MINISTRY DELEGATION TO CAMBODIA  
COURTESY VISIT TO HE PAN SORASAK  
TALKING POINTS (JUNE 28, 2012)**

Dear Excellency Hussain, Secretary, Ministry of Commerce, Bangladesh  
Dear Delegates.  
Excellencies,  
Ladies and Gentlemen

Welcome to Cambodia, the Kingdom of Wonders and welcome to the Ministry of Commerce!

- We are honored and pleased to have been selected for this study tour of the Ministry of Commerce Delegation from Bangladesh, as an important step of the Bangladeshi Government participation in the Enhanced Integrated Framework (EIF) Programme for LDCs.
- You may have already observed on your way from the airport how Cambodia has improved changed over the past years. This is partly thanks to our physical location in a very dynamic region, but also our mainstreaming trade development in our national development policies, as you will here in coming days from our stakeholders.
- We have tried to put together a comprehensive program of meetings and visits for the delegation and we hope you will be able to learn a lot from our experience. We also encourage you to visit our beloved city as well as our World Heritage Site, in particular the Angkor Temples. However, in the spirit of mutual benefit and exchange, we are all hoping to learn from your recent experience too. Of interest to us in particular is how your country has been able to build, develop and sustain a healthy and nationally-owned garment industry , going up the value chain by integration more and more local contents into final products.
- The staff at the Department of International Cooperation (D/ICO), Ministry of Commerce, acting also as our EIF National Implementation Unit (NIU), will be there to help you with your different meetings. Please make good use of them, as they are also eager to learn on your experience so as to improve our project and programme implementation. The NIU does not stop at the Ministry of Commerce's doors, but has been extended to include 6 line ministries and organizations, known as EIF Liaison Officers.
- We will also have the pleasure to take you through our reflection on the past years' experience of designing a Trade Sector Wide Approach and implementing concurrently a Trade Development Support Programme (TDSP) and the Enhanced Integrated Framework (EIF). You will see how we have been able to increase trade mainstreaming and ownership through carefully designed inter-ministerial committees and National

Implementation Arrangements. The role of the private sector will also be highlighted, through the coordination of the Cambodia Government-Private Sector forum, spearheaded by the IFC and coordinated nowadays by our private sector.

- Several countries, in Asia, Africa and even America (Haiti) have asked us to share our recent experience. We are trying to do this with sustainability, accountability and ownership principles in mind, which, as you will discover, is not always easy. We have been able to rely on long term partnership with key development partners (EC, World Bank, UNDP, ADB) and to garner the support of long term international and national advisors who together have contributed to what you will see for yourself in coming days.
- It is no secret that ever since our selection as a then IF pilot country, we have spared no effort to increase ownership of our own development. The 2006 Paris and subsequent Phnom Penh declaration on aid effectiveness have meant that development partners, sometimes reluctantly, had to align their development assistance planning process to our planning process. We also encouraged them to participate in our Trade Sector Wide Approach and to consider it as the main conduit for a shared trade sector development vision to materialize and not only as a channel for more aid disbursement as it happened in other sectors.
- Our 2<sup>nd</sup> DTIS or DTIS update was launched in 2007 and immediately followed by the setting up of our Trade Sector Wide Approach (also known as Trade SWAp). We are currently undergoing a major review of the SWAp that will teach us where we have succeeded and what we need to improve before we embark on a next DTIS update in the later part of the year, ahead of our general elections next year.
- Please don't be afraid to challenge us, ask candid questions and be critical, as this is the only way for us all to improve our practices.
- I look forward to seeing you again later today and wish you a nice time in Cambodia.