

# INTERREGIONAL FORUM

## Facilitating the Effective Integration of Developing Countries into the Global Economy through Aid for Trade

**José Durán Lima, Economic Affairs Officer  
Chief, Regional Integration Unit**

**Tania García Millan, Research Assistant**

International Trade and Integration Division/ ECLAC, United Nations



NACIONES UNIDAS  
CEPAL



Tunis, Tunisia – April 22 – 24, 2014

# PURPOSE

---

## □ Part I:

- **Aid for Trade Dashboard and Manual**

## □ Part II:

- Aid for Trade case studies in Latin American and The Caribbean

# Part I: AfT Dashboard: A brief overview

- Data Sources for the Dashboard:
  - OECD ODA Database
  - International Trade Database (COMTRADE)
  - World Bank Database
- Dashboard features & tools:
  - Identifies ODA and AfT by country/sector/donor/beneficiary
  - Synthetic Indicators (Concentration & Diversification)
  - Creates graphs and charts to enable easy analysis of data
  - Provides consolidated reports

# Synthetic Indicators by Country

- Indicators obtained from 3 databases
- Concentration and/or diversification of ODA and AFT (HHI)
- Share of ODA and AFT in Trade
  - ODA/X; AfT/X
  - ODA/M; AfT/M
- Share of GDP of ODA and AfT
  - ODA/GDP; AfT/GDP
- Indicators per capita (Based on population)
  - ODA/Population; AfT/Population

# Synthetic Indicators by country

- Percentage of ODA and AfT
  - $ODA/FDI$ ;  $AfT/FDI$
- Share of FDI in GDP
  - $FDI/GDP$
- AfT Predictability Index (Fulfillment of commitments)
  - $Disbursements/Commitments * 100$
  - Less than 50 = Insufficient Commitment
  - 50 to 80 = Medium-level fulfillment
  - 80 to 100 = High-level fulfillment
- Evolution of AfT
  - Commitments and Disbursements (By sector and countries)

# Indicators query and main results

**Aid-for-Trade**  
Creditor Reporting System (CRS1)

Recipient: Ethiopia | Donor: All Dono... | Amount type: Current ... | Flow type: Commit... | Year: 2012

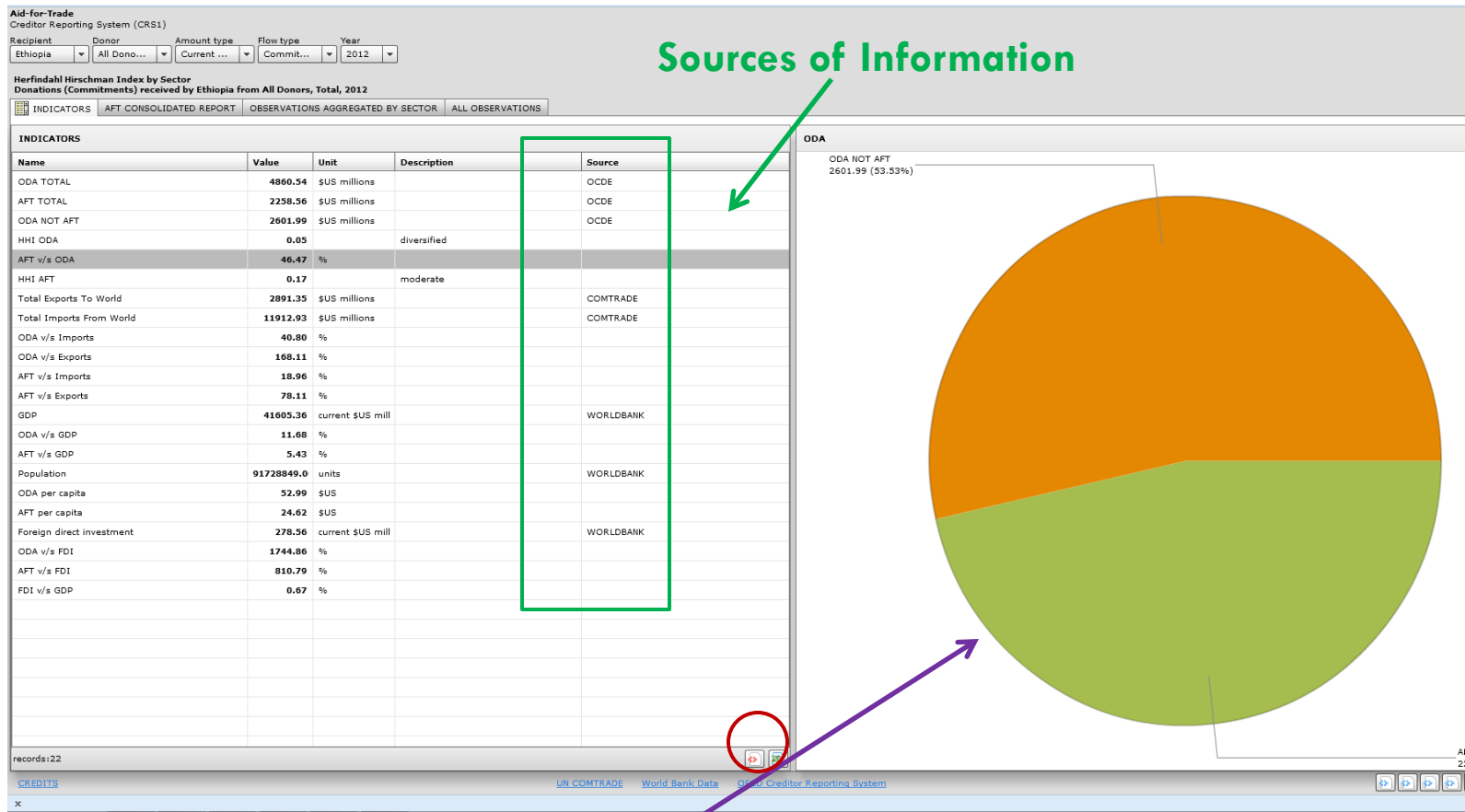
**Herfindahl Hirschman Index by Sector**  
Donations (Commitments) received by Ethiopia from All Donors, Total, 2012

INDICATORS | AFT CONSOLIDATED REPORT | OBSERVATIONS AGGREGATED BY SECTOR | ALL OBSERVATIONS

Name	Value	Unit	Description	Source
ODA TOTAL	4860.54	\$US millions	Total Cooperation Flows	OCDE
AFT TOTAL	2258.56	\$US millions		OCDE
ODA NOT AFT	2601.99	\$US millions		OCDE
HHI ODA	0.05		diversified	
AFT v/s ODA	46.47	%		
HHI AFT	0.17		moderate	
Total Exports To World	2891.35	\$US millions	Total Trade Flows	COMTRADE
Total Imports From World	11912.93	\$US millions		COMTRADE
ODA v/s Imports	40.80	%		
ODA v/s Exports	168.11	%		
AFT v/s Imports	18.96	%	Gross Domestic Product	
AFT v/s Exports	78.11	%		
GDP	41605.36	current \$US mill		WORLDBANK
ODA v/s GDP	11.68	%		
AFT v/s GDP	5.43	%	Population	
Population	91728849.0	units		WORLDBANK
ODA per capita	52.99	\$US		
AFT per capita	24.62	\$US		
Foreign direct investment	278.56	current \$US mill	Foreign Direct Investment	WORLDBANK
ODA v/s FDI	1744.86	%		
AFT v/s FDI	810.79	%		
FDI v/s GDP	0.67	%		

# Home Screen (Indicators)

## □ Appearance of Screen

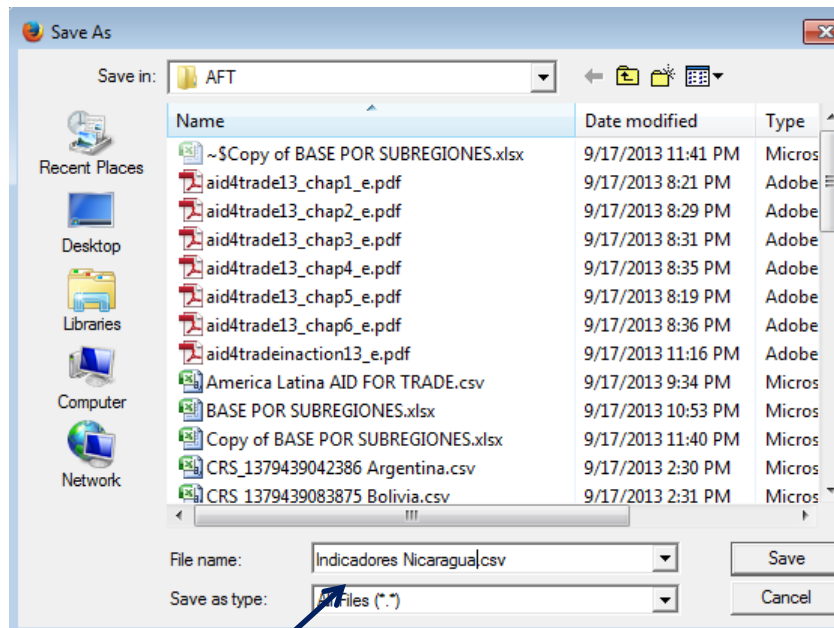


Sources of Information

Share of Aft in Total ODA

# Uses for the Dashboard

## □ Use Excel Icon



Hit Save

Specific inquiries  
for all countries, donors  
and recipients

Brazil	All Dono...	Donor	Amount
Brazil	All Dono...	All Donors, Total	Current
Chile		DAC Countries, Total	
Colombia		Australia	
Ecuador		Austria	
Falkland Islands (Malvinas)		Belgium	
Guyana		Canada	
Paraguay		Czech Republic	
Peru		Denmark	
Suriname		Finland	
Uruguay		France	
Venezuela		Germany	
South America, regional		Greece	
America, regional		Iceland	
Asia, Total		Ireland	
Far East Asia, Total		Italy	
Brunei		Japan	
Cambodia		Korea	
China		Luxembourg	
Chinese Taipei		Netherlands	
Hong Kong, China		New Zealand	



# Results

## (Nicaragua, 2011)

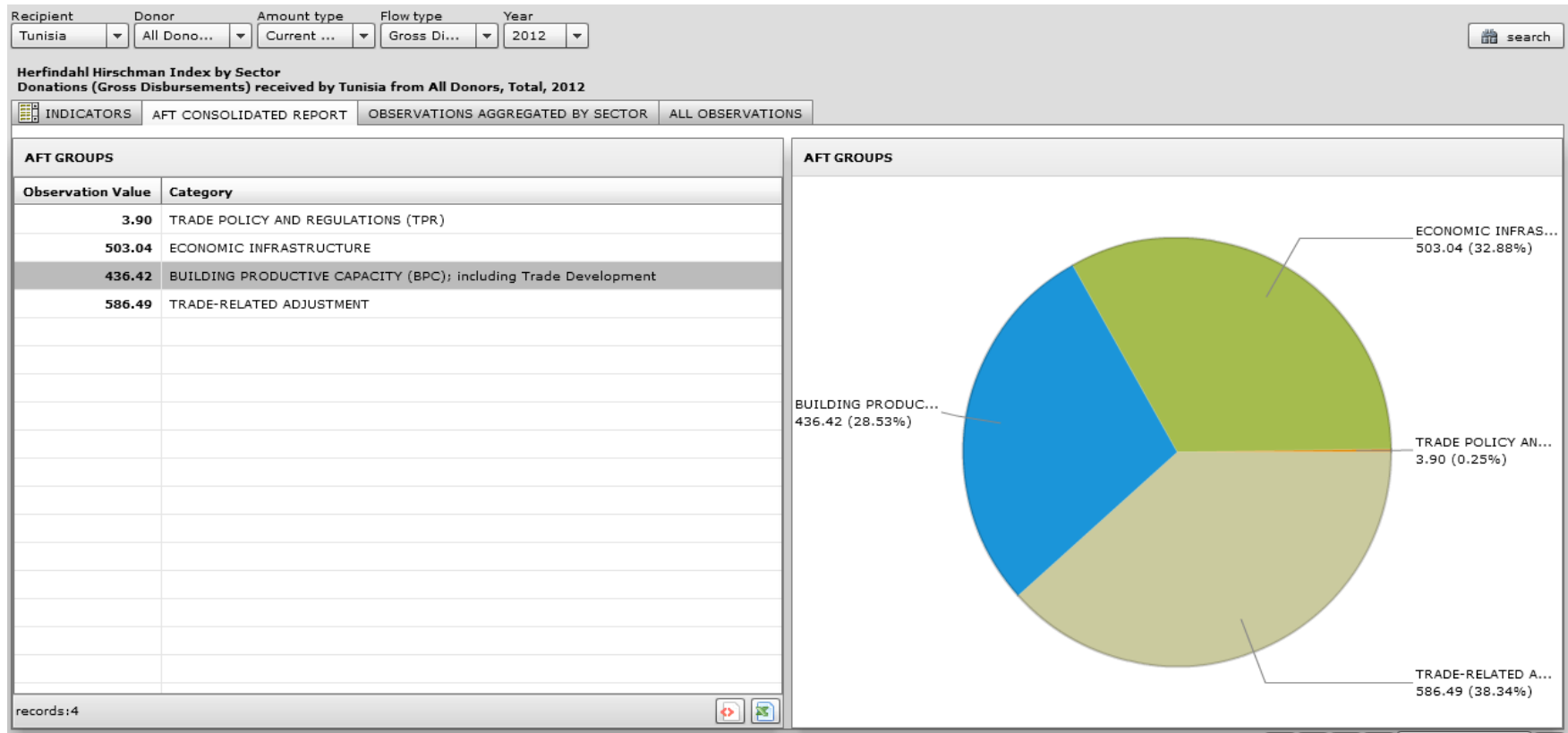
Variable	Value/ Index/ Percentage
ODA TOTAL	573
AFT TOTAL	238
ODA NOT AFT	335
HHI ODA	0.04
AFT v/s ODA	41.5
HHI AFT	0.10
Total Exports To World	2281
Total Imports From World	5047
ODA v/s Imports	11.35
ODA v/s Exports	25.12
AFT v/s Imports	4.71
AFT v/s Exports	10.42
<b>GDP</b>	<b>9636</b>
ODA v/s GDP	5.95
AFT v/s GDP	2.47
<b>Population</b>	<b>5905146</b>
ODA per capita	97.02
AFT per capita	40.25
<b>Foreign direct investment</b>	<b>968</b>
ODA v/s FDI	59.19
AFT v/s FDI	24.56
FDI v/s GDP	10.05

**ODA represents 10% of exports, nearly 5% of imports, 2.5% of GDP, and 25% of FDI**

**AfT is more concentrated than ODA which is a good sign**

	Variables in level (AfT, Trade, GDP, ...)
	Diversification Index
	Percentages of Total

# Second Screen (Consolidated Information for Tunisia, 2012)



Search results can be saved.

# Third Screen (Provides ODA and AfT by sector)

**Aid-for-Trade**  
Creditor Reporting System (CRS1)

Recipient: Nicaragua | Donor: All Dono... | Amount type: Current ... | Flow type: Gross Di... | Year: 2011

**Herfindahl Hirschman Index by Sector**  
Donations (Gross Disbursements) received by Nicaragua from All Donors, Total, 2011

INDICATORS | AFT CONSOLIDATED REPORT | OBSERVATIONS AGGREGATED BY SECTOR | ALL OBSERVATIONS

**ODA**

Sector	Code	Observation Value	Category
Total All Sectors	1000	0.00	Not Applicable
Total Sector Allocable	450	0.00	Not Applicable
I. Social Infrastructure & Services, Total	100	0.00	Not Applicable
I.1. Education, Total	110	0.00	Not Applicable
I.1.a. Education, Level Unspecified, Total	111	0.00	Not Applicable
Education policy & admin. management	11110	3.39	Not Applicable
Education facilities and training	11120	5.03	Not Applicable
Teacher training	11130	0.77	Not Applicable

records:246

**AFT**

Sector	Code	Observation Value	Category
Transport policy & admin. management	21010	12.70	ECONOMIC INFRASTRUCTURE
Road transport	21020	62.21	ECONOMIC INFRASTRUCTURE
Rail transport	21030	0.00	ECONOMIC INFRASTRUCTURE
Water transport	21040	0.46	ECONOMIC INFRASTRUCTURE
Air transport	21050	0.04	ECONOMIC INFRASTRUCTURE
Storage	21061	0.00	ECONOMIC INFRASTRUCTURE
Educ./trng in transport & storage	21081	0.00	ECONOMIC INFRASTRUCTURE
Communications policy & admin. mgmt	22010	0.27	ECONOMIC INFRASTRUCTURE

records:97

Shows in detail the amounts of AfT and ODA received by a country.

Also specifies the sector and subsector

# Fourth Screen: Provides all the information on ODA and AfT

Aid-for-Trade  
Creditor Reporting System (CRS1)

Recipient Donor Amount type Flow type Year  
Nicaragua All Dono... Current ... Gross Di... 2011

Herfindahl Hirschman Index by Sector  
Donations (Gross Disbursements) received by Nicaragua from All Donors, Total, 2011

INDICATORS AFT CONSOLIDATED REPORT OBSERVATIONS AGGREGATED BY SECTOR ALL OBSERVATIONS

ODA

Recipient	Donor	Sector	Category	Flow	Channel	Amount type	Flow type	Type of aid	TIME	Observation Value
Nicaragua	All Donors, Tot	Education polic	Not Applicable	ODA Grants	Public Sector	Current Prices (	Gross Disburse	Sector budget s	2011	0.50
Nicaragua	All Donors, Tot	Education polic	Not Applicable	ODA Grants	Public Sector	Current Prices (	Gross Disburse	Project-type int	2011	0.75
Nicaragua	All Donors, Tot	Education polic	Not Applicable	ODA Grants	Public Sector	Current Prices (	Gross Disburse	Donor country f	2011	0.71
Nicaragua	All Donors, Tot	Education polic	Not Applicable	ODA Grants	Public Sector	Current Prices (	Gross Disburse	Other technical	2011	0.00
Nicaragua	All Donors, Tot	Education polic	Not Applicable	ODA Grants	NGOs & Civil So	Current Prices (	Gross Disburse	Project-type int	2011	1.29
Nicaragua	All Donors, Tot	Education polic	Not Applicable	ODA Grants	NGOs & Civil So	Current Prices (	Gross Disburse	Donor country f	2011	0.04
Nicaragua	All Donors, Tot	Education polic	Not Applicable	ODA Grants	Other	Current Prices (	Gross Disburse	Project-type int	2011	0.09
Nicaragua	All Donors, Tot	Education facilit	Not Applicable	ODA Grants	Public Sector	Current Prices (	Gross Disburse	Sector budget s	2011	0.09
Nicaragua	All Donors, Tot	Education facilit	Not Applicable	ODA Grants	Public Sector	Current Prices (	Gross Disburse	Project-type int	2011	1.16
Nicaragua	All Donors, Tot	Education facilit	Not Applicable	ODA Grants	Public Sector	Current Prices (	Gross Disburse	Donor country f	2011	0.77
Nicaragua	All Donors, Tot	Education facilit	Not Applicable	ODA Grants	Public Sector	Current Prices (	Gross Disburse	Other technical	2011	0.16
Nicaragua	All Donors, Tot	Education facilit	Not Applicable	ODA Grants	NGOs & Civil So	Current Prices (	Gross Disburse	Core support tc	2011	1.84
Nicaragua	All Donors, Tot	Education facilit	Not Applicable	ODA Grants	NGOs & Civil So	Current Prices (	Gross Disburse	Project-type int	2011	0.80
Nicaragua	All Donors, Tot	Education facilit	Not Applicable	ODA Grants	NGOs & Civil So	Current Prices (	Gross Disburse	Donor country f	2011	0.06
Nicaragua	All Donors, Tot	Education facilit	Not Applicable	ODA Grants	NGOs & Civil So	Current Prices (	Gross Disburse	Other technical	2011	0.01
Nicaragua	All Donors, Tot	Education facilit	Not Applicable	ODA Grants	Multilateral Org	Current Prices (	Gross Disburse	Contributions to	2011	0.02
Nicaragua	All Donors, Tot	Education facilit	Not Applicable	ODA Grants	Other	Current Prices (	Gross Disburse	Project-type int	2011	0.01
Nicaragua	All Donors, Tot	Education facilit	Not Applicable	Equity Investm	Other	Current Prices (	Gross Disburse	Project-type int	2011	0.10
Nicaragua	All Donors, Tot	Teacher trainin	Not Applicable	ODA Grants	Public Sector	Current Prices (	Gross Disburse	Project-type int	2011	0.01
Nicaragua	All Donors, Tot	Teacher trainin	Not Applicable	ODA Grants	Public Sector	Current Prices (	Gross Disburse	Donor country f	2011	0.01
Nicaragua	All Donors, Tot	Teacher trainin	Not Applicable	ODA Grants	Public Sector	Current Prices (	Gross Disburse	Other technical	2011	0.01

records:626

CREDITS UN COMTRADE World Bank Data OECD Creditor Reporting System Dimensions

Results can be saved and analyzed at a later time

# Information can be saved and consulted by time-series

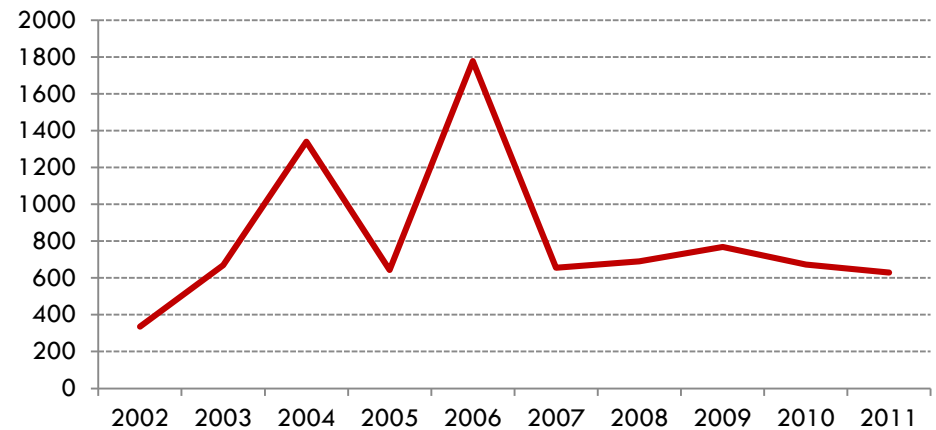
**Aid-for-Trade**  
Timeline

Recipient: Nicaragua | Donor: All Dono... | Sector: All Sectors | Flow: ODA Aggregated

OBSERVATIONS AGGREGATED BY YEAR | ALL OBSERVATIONS

SECTOR DESCRIPTION	SECTOR CODE	YEAR	VALUE
All Sectors		2002	335.858
All Sectors		2003	670.569
All Sectors		2004	1340.836
All Sectors		2005	644.631
All Sectors		2006	1778.993
All Sectors		2007	656.482
All Sectors		2008	690.310
All Sectors		2009	768.120
All Sectors		2010	672.892
All Sectors		2011	630.494
All Sectors		2012	2.888

**Nicaragua (Aft, 2002-2011)**  
(Annual Commitments)

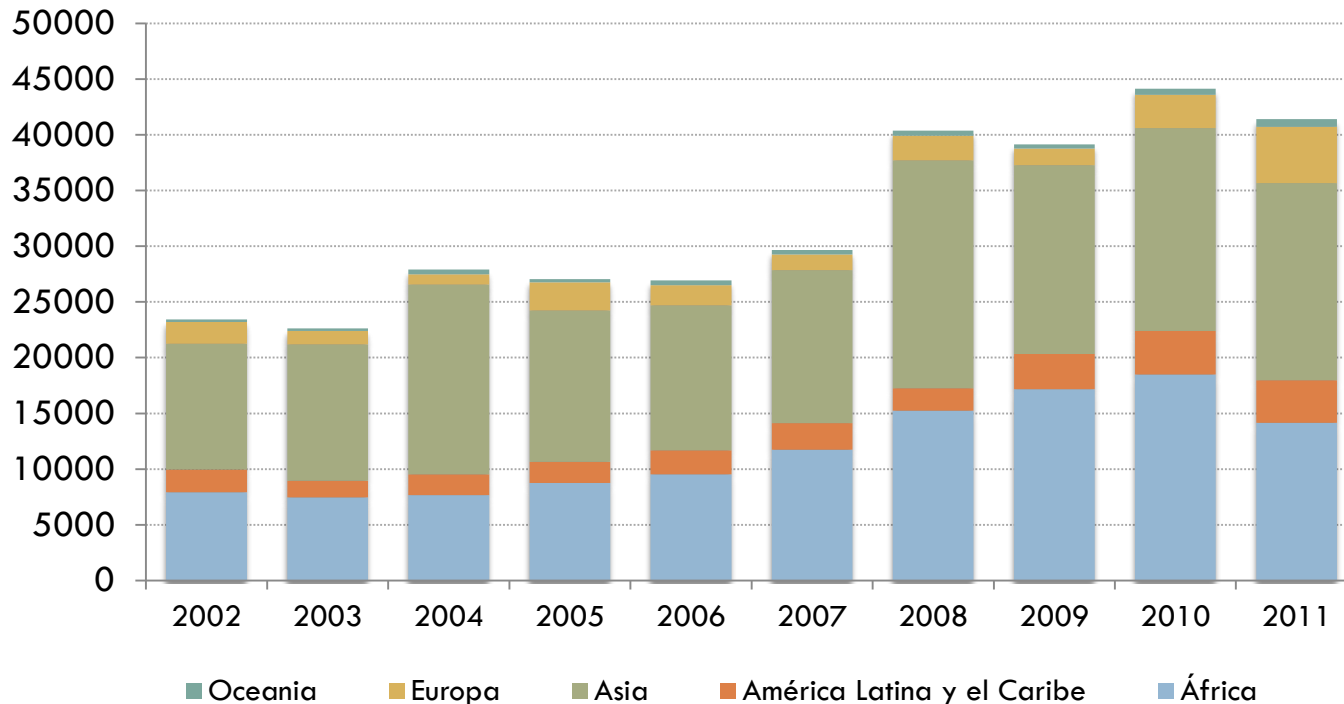


Source: Based on ECLAC Aft Dashboard and the OECD CRS

# The information can be used for diagnosis and analysis

## Aid for Trade Disbursements to Developing Countries, 2002-2011

*(Commitments in millions of constant dollars, 2011)*

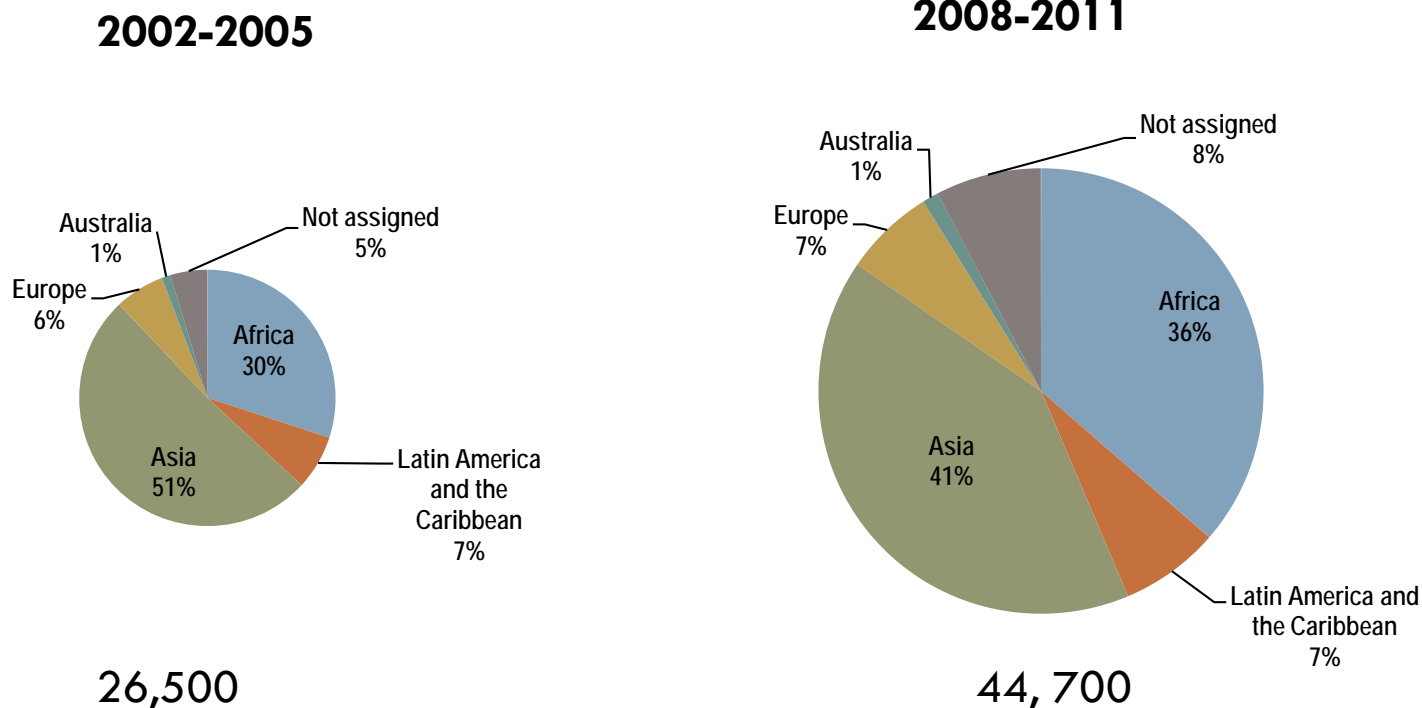


Source: Based on ECLAC Aft Dashboard and the OECD CRS

# Although AfT increased, Latin America and the Caribbean receives only 7% of total funds. Asia and Africa are the main recipients.

## Distribution of AfT to developing countries, 2002-2005, y 2008-2011

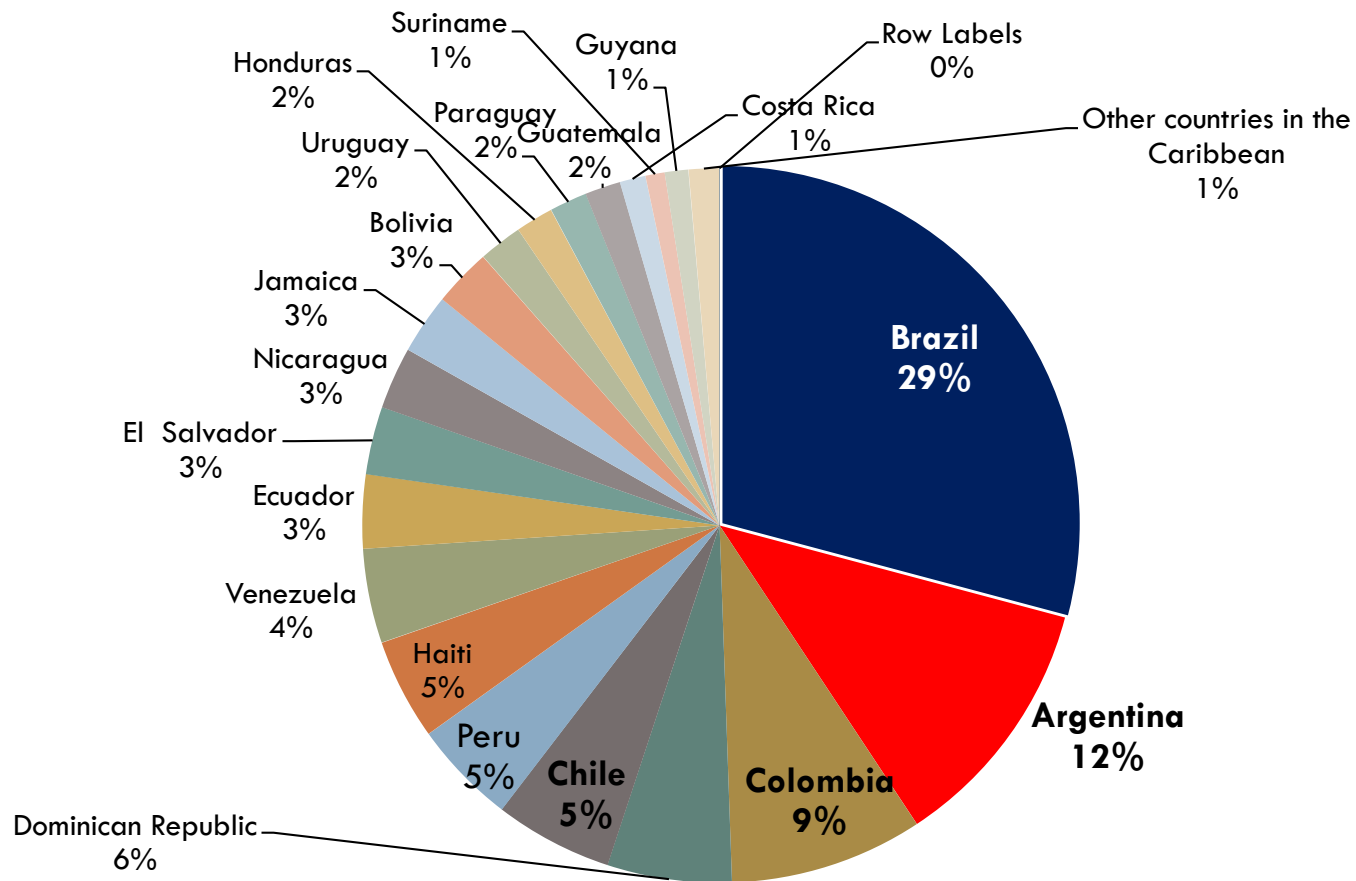
(Commitments in millions of constant dollars, 2011)



# 8 countries in the region receive 74% of total AfT

## Breakdown of AfT by recipient country, 2011

(In percentages of total funds committed)



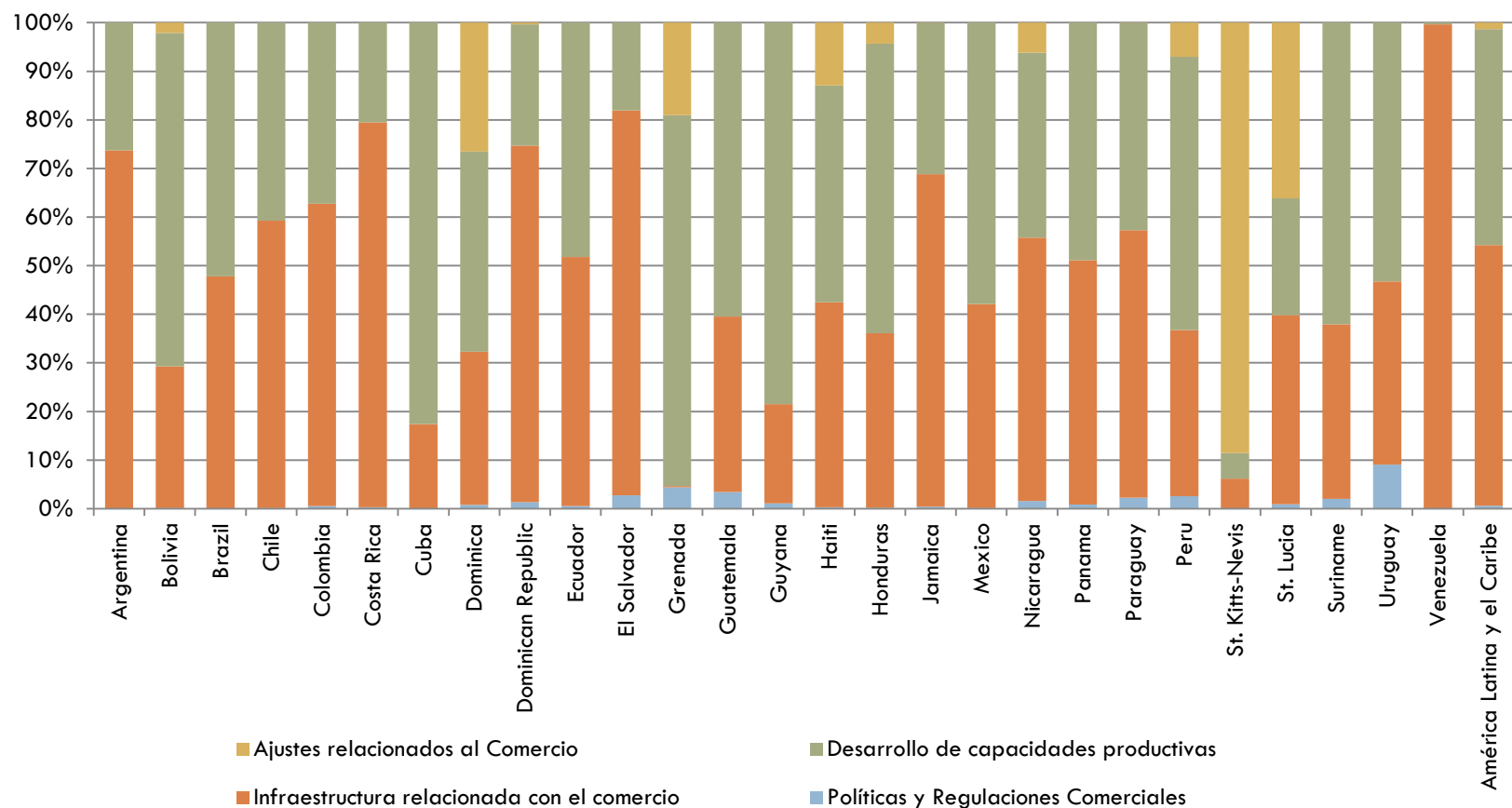
Source: Based on ECLAC AfT Dashboard and the OECD CRS



# There are major differences between countries

## Breakdown of AfT, 2011

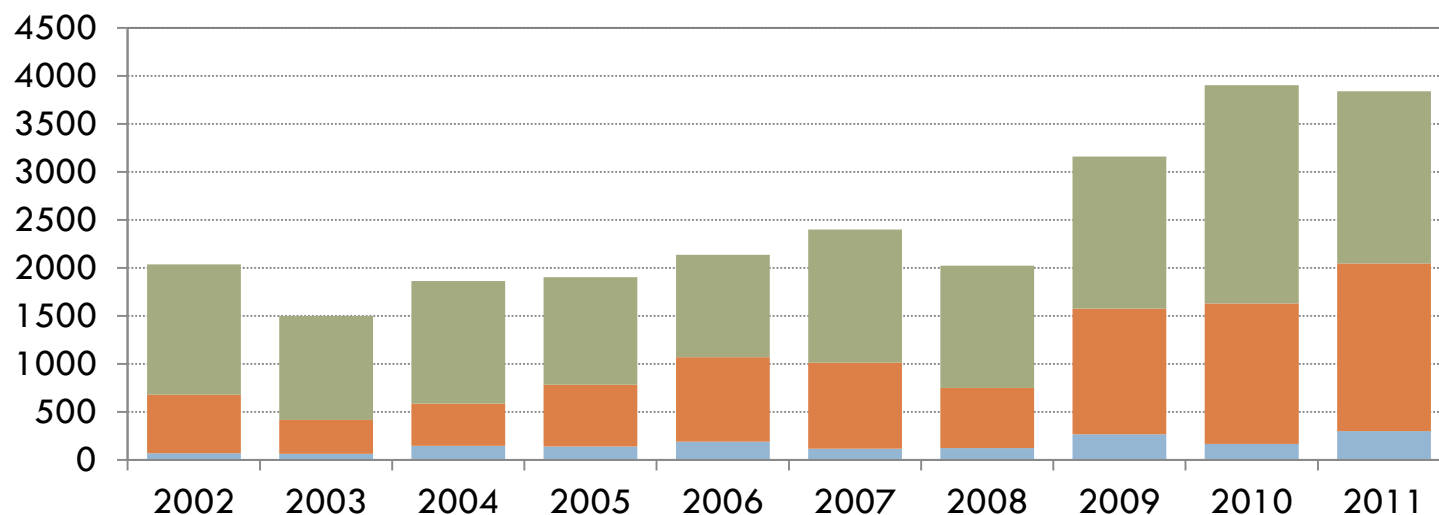
(In percentages of total)



# The AfT received in the region is focused on infrastructure and development of productive capacity

## Evolution of AfT received by LAC, 2002-2011

(Commitments in millions of constant US dollars, 2011)

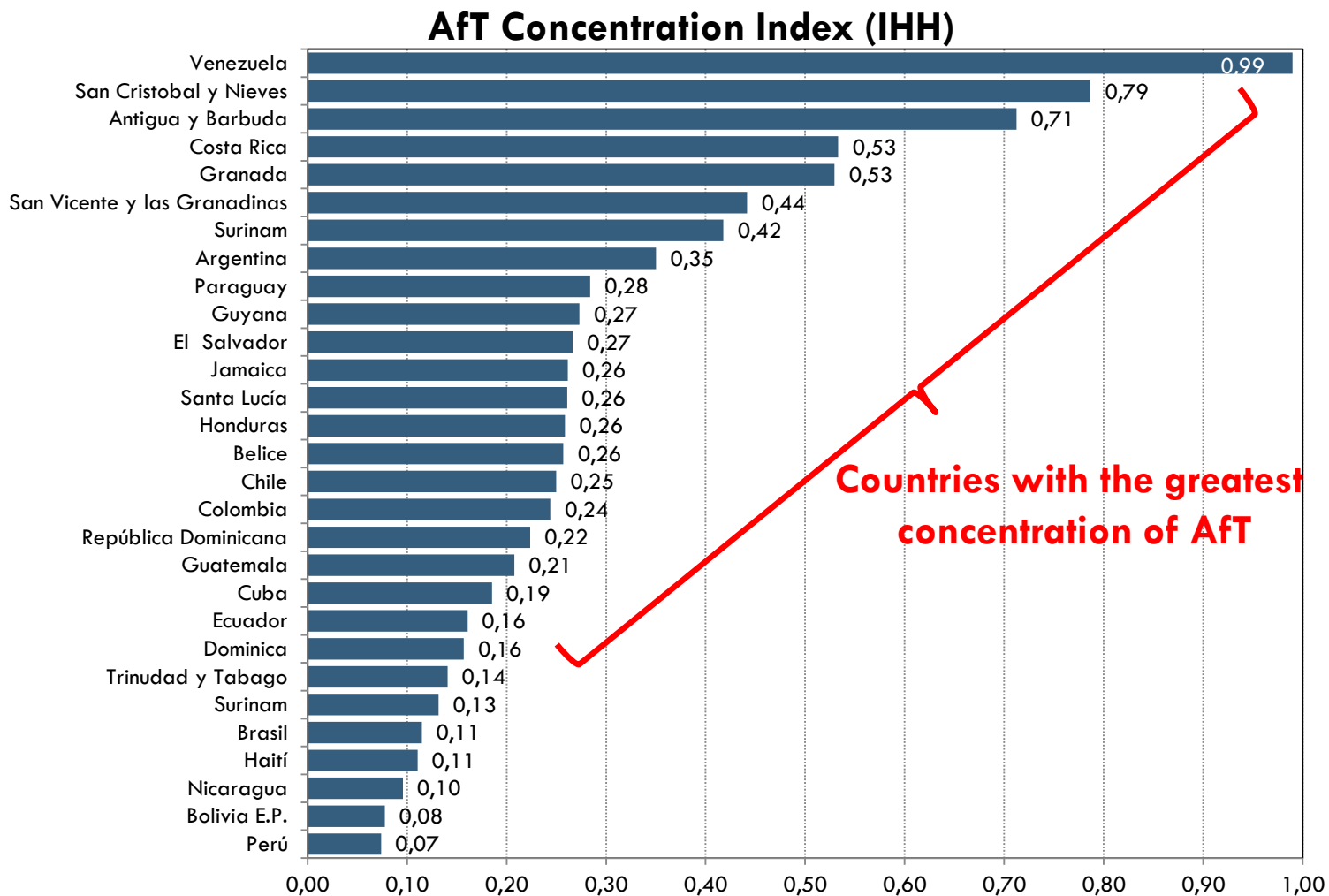


■ Desarrollo de capacidades productivas

■ Infraestructura relacionada con el comercio

■ Políticas y Regulaciones Comerciales

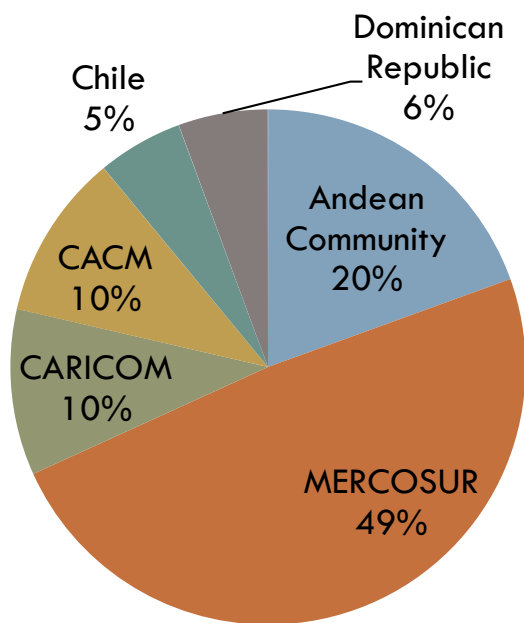
# 70% of the region's AfT is focused on infrastructure and developing productive capacity.



# Large countries receive a greater share of AfT. In relative terms, the contribution is greater for relatively smaller countries

## Distribution of AfT by regional integration schemes, 2011

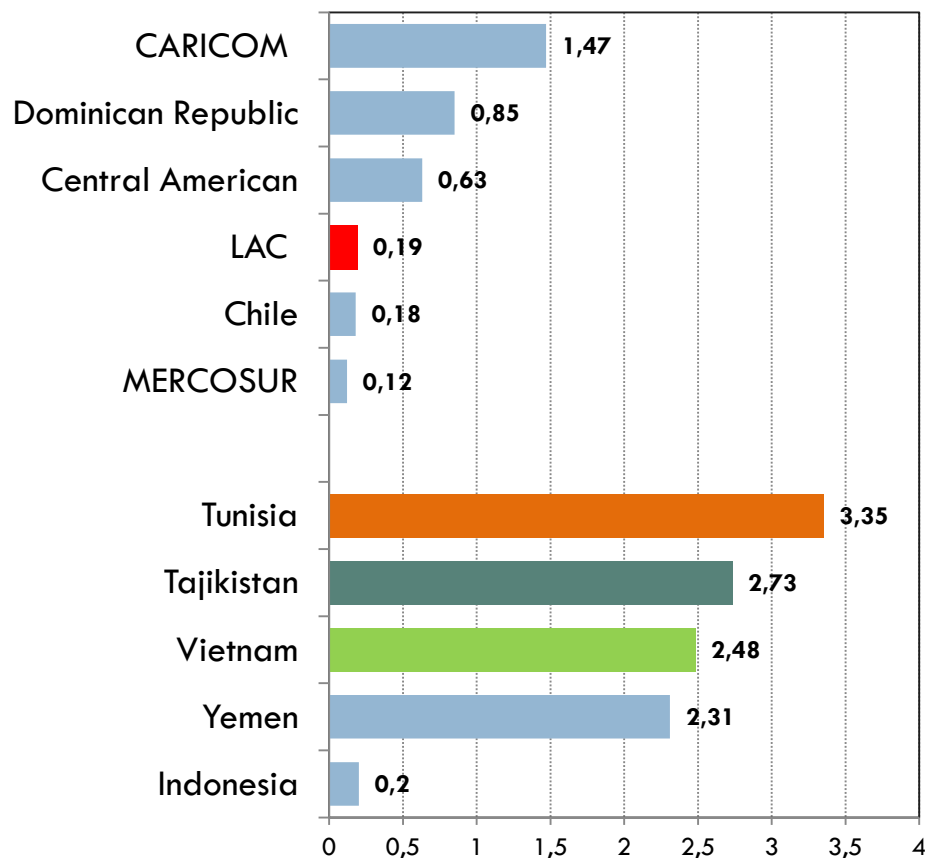
(In percentages of total)



Source: Based on ECLAC AfT Dashboard and the OECD CRS

## AfT as a share of GDP, circa 2012

(In percentages)



# Countries in the Caribbean receive more AfT than countries in Central America and South America

**Aid for Trade per capita received by countries in Latin America and the Caribbean, 2011**  
(In dollars)

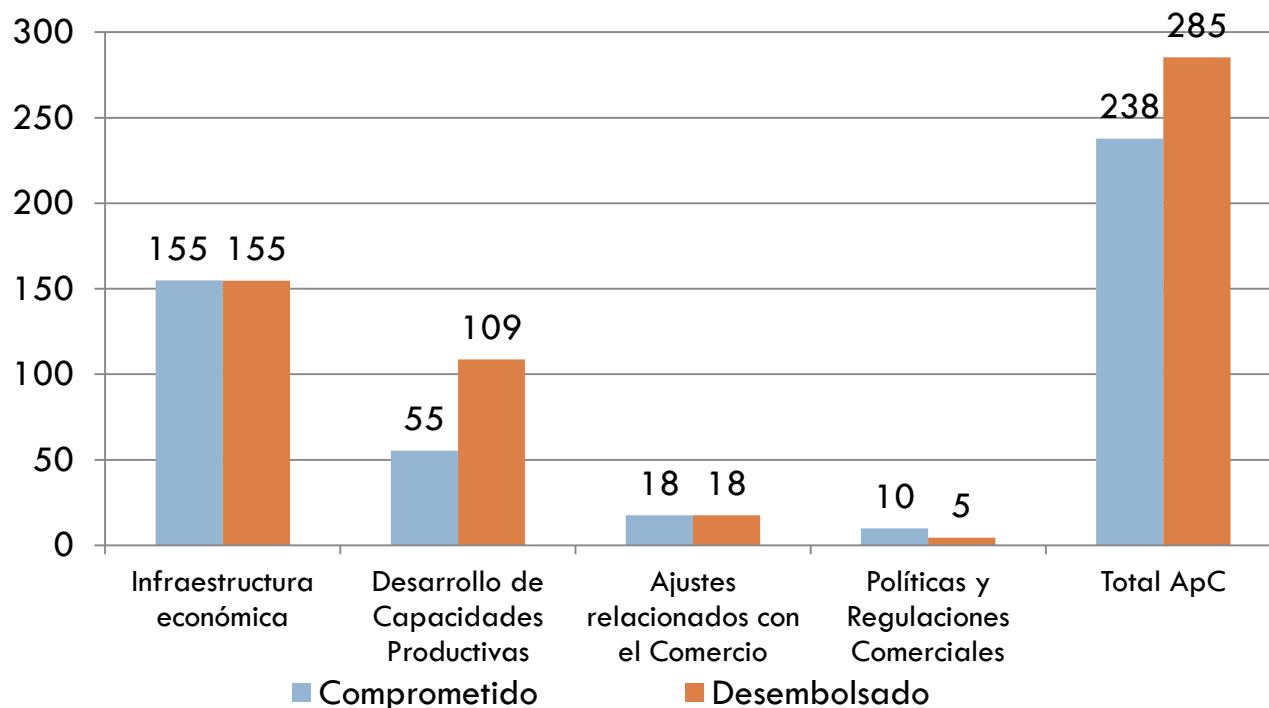
AfT per capita	No. of countries	Countries
200-300	2	St. Kitts and Nevis, Dominica
100-200	4	Suriname, Antigua and Barbuda, Guyana and Grenada
70 - 100	3	St. Lucia, Jamaica, St. Vincent and the Grenadines Trinidad and Tobago, Dominican Republic, El Salvador, Nicaragua, Haiti, Belize, Chile, Argentina, Paraguay, Bolivia, Pl.
20 - 50	11	St. of, and Costa Rica
10-20	6	Honduras, Ecuador, Colombia, Peru y Brazil
< 10	3	Guatemala, Cuba and Suriname

Source: Based on ECLAC AfT Dashboard and the OECD CRS

# The AfT Dashboard also permits an analysis of the degree of predictability of AfT

## Nicaragua: Aid for Trade per capita received based on WTO categories, 2011

(In current US dollars)



# PURPOSE

---

## □ Part I:

- Aid for Trade Dashboard and Manual

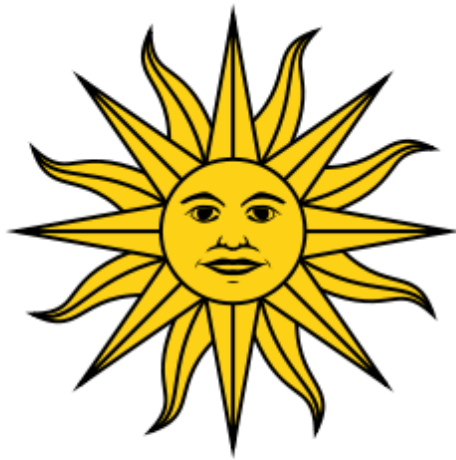
## □ Part II:

- **Aid for Trade case studies in Latin American and The Caribbean**



**Selected Country Experiences in Latin America and  
the Caribbean: International Seminar in Managua,  
Nicaragua (September 21-22, 2013)**





**EXPERT GROUP MEETING IN MONTEVIDEO,  
URUGUAY – NOVEMBER 27-28, 2013**

# Case Studies

## Countries

- ❖ Guatemala
- ❖ Nicaragua
- ❖ Panama
- ❖ Jamaica
- ❖ EL Salvador
- ❖ Argentina
- ❖ Ecuador
- ❖ Bolivia, Plurinational State.
- ❖ LAIA Member States (South America and Mexico)
- ❖ Central America & CARICOM Member States

## Issues

- ❖ AfT evaluation exercise
- ❖ Institution Developments and Public-Private Initiative
- ❖ Economic Infrastructure (Port)
- ❖ National trade Strategy
- ❖ Trade Facilitation
- ❖ Public-Private Alliances
- ❖ Infrastructure and national development
- ❖ AfT using technology (ECUAPASS)
- ❖ Institutions and Trade Policy
- ❖ Regional Integration
- ❖ Competitiveness
- ❖ Maximizing Trade Agreements

# Case Studies to be presented by some LAC experts

## Countries

- ❖ Guatemala
- ❖ Nicaragua
- ❖ Panama
- ❖ Jamaica
- ❖ EL Salvador
- ❖ Argentina
- ❖ Ecuador
- ❖ Bolivia, Plurinational State.
- ❖ LAIA Member States (South America and Mexico)
- ❖ Central America & CARICOM Member States

## Issues

- ❖ AfT evaluation exercise
- ❖ Institution Developments and Public-Private Initiative
- ❖ Economic Infrastructure (Port)
- ❖ National trade Strategy
- ❖ Trade Facilitation
- ❖ Public-Private Alliances
- ❖ AfT using technology (ECUAPASS)
- ❖ Infrastructure and national development
- ❖ Institutions and Trade Policy
- ❖ Regional Integration
- ❖ Competitiveness
- ❖ Maximizing Trade Agreements

# Trade Policy and Aid for Trade must be included in National Development Plans: Jamaica

- Jamaica's Aid for Trade Strategy was officially launched in 2011
- The AfT Strategy is part of the *National Development Plan – Vision 2030, National Export Strategy, and Growth-Inducement Strategy in the Short- and Medium-Term*
- The National Strategy is focused on: infrastructure, strengthening institutions, competitiveness, and export diversification
- Incorporating Aid for Trade into the National Development Plan allows government actors to cooperate amongst each other in order to create public policies that are ample in scope and with a long-term impact.
- Jamaica's strategy (along with that of Belize) is the basis for the Caribbean's Aid for Trade Strategy (managed by the CARICOM Secretariat).
- Source: [http://www.cepal.org/comercio/noticias/paginas/9/51219/Aid\\_for\\_Trade\\_Jamaica\\_TM.pdf](http://www.cepal.org/comercio/noticias/paginas/9/51219/Aid_for_Trade_Jamaica_TM.pdf)

# Public-Private Alliances are Essential: Nicaragua

- Strong public-private partnerships have developed in Nicaragua
- The partnership between the public and private sectors were fostered by President Ortega. This partnership operates by way of a formal and permanent institution: The Inter-Institutional Commission for Facilitating Trade (ICFT)
- The ICFT is comprised by government actors (Ministerial level) and the Superior Council for Private Enterprises, Nicaraguan Council for SMEs, Nicaraguan Chamber of Commerce, among others.
- ICFT helps to solve issues related to investment, production, and trade facilitation. The ease in finding solutions is due to the participation of high-level technical actors and effective management.
- In fact, it has been so successful, Nicaragua has even been able to garner enough consensus between players for positions at the multilateral level (e.g. WTO - Bali Ministerial Conference)
- Source: [http://www.cepal.org/comercio/noticias/paginas/9/51219/FACILITACION\\_COMERCIO\\_NICARAGUA\\_HT.pdf](http://www.cepal.org/comercio/noticias/paginas/9/51219/FACILITACION_COMERCIO_NICARAGUA_HT.pdf)

# Successful cases in Trade Facilitation:

## The Single Window in El Salvador

- As part of its National Development Plan, El Salvador set a strategic goal of creating a single window for exports.
- The single window is part of the *Import and Export Center* (CIEX in Spanish). It is supported by SIECA (Secretariat for Central American Economic Integration) and is managed by El Salvador's Central Bank.
- The objective is to centralize, expedite and simplify those processes that are legally required to authorize and issue export permits
- This system can be accessed 24 hours a day/ 7 days a week, 365 days a year.
- This has resulted in significant time- and cost-savings with some processes lasting a mere 30 seconds.
- See Also: Ecuador case with ECUAPASS System (with Korean cooperation fund) <http://vimeo.com/56035040>
- Source: [http://www.cepal.org/comercio/noticias/paginas/9/51219/Ventanilla\\_Unica\\_C\\_Exterior\\_El\\_Salvador\\_EC.pdf](http://www.cepal.org/comercio/noticias/paginas/9/51219/Ventanilla_Unica_C_Exterior_El_Salvador_EC.pdf)

# Successes in Trade Facilitation: LAI A's Digital Certificate of Origins

- In 2004, LAIA launched an initiative to create digital certificates of origin (document which serves as proof of origin and which is necessary to obtain preferential treatment)
- To ensure electronic security, the COO system relies on a highly-sophisticated technological infrastructure based on public keys/ passwords cryptography to digitally sign documents
- Its implementation has resulted in saving time and resources, increased security and benefits for the environment
- Source: [http://www.cepal.org/comercio/noticias/paginas/9/51219/Certificacion\\_origen\\_digital\\_ALADI\\_AC.pdf](http://www.cepal.org/comercio/noticias/paginas/9/51219/Certificacion_origen_digital_ALADI_AC.pdf)

# Successful Cases in Trade-related Infrastructure: The Panama Canal and its goal of becoming a global logistics center

- It was initially built for military purposes but eventually became an important factor in facilitating trade and reducing time and shortening distances.
- The Panama Canal altered international trade patterns and opened routes between countries that did not traditionally trade amongst each other.
- When the United States transferred control of the Panama Canal, management of the Canal shifted from a public entity to a purely corporate model by way of a partnership between government and society with the purpose of generating profits and contributing to Panama's development.
  - ▣ This is a successful example of a public-private alliance
- In 2007, a project to expand the Panama Canal was launched with the goal adapting and adjusting to the technological changes in the maritime industry (larger and wider ships with more cargo)
- Despite a global economic crisis, IDB, CAF and other international organizations, loaned Panama nearly half of the USD \$5.320B needed for the expansion y
  - ▣ The strong institutionalism of the Canal made this possible.
- The expansion underway reflects Panama's strategy to take full advantage of the Canal's strategic position and its transformation from a port of entry to a global logistical center



# Notwithstanding several successes, there are still significant challenges in the region

- Challenges that remain include:
  - Develop infrastructure in order to obtain real physical integration (e.g., Panama Canal)
  - Create information systems in order to determine if countries are truly taking advantage of Aid for Trade (e.g., Guatemala)
  - Increased transparency, improved public policies, increase integration between sub-regions (Salvador, Ecuador and LAIA cases).

# There still remain important challenges in order to adequately integrate infrastructure networks in LAC

- LAC lacks adequate economic infrastructure (e.g., transportation, energy, water supply and sanitation services) which represents a significant obstacle in reaching economic and social development as well as physical integration
- For example, there are several **bottlenecks** in transportation:
  - Limited bridge capacity
  - Little access to cities
  - Few land interconnections between main corridors
- In addition, there are several **other challenges**:
  - Financing
  - Logistical Security
  - Port Congestion
  - High number of accidents in urban and rural zones
  - Lack of established and effective institutionality

# The impact of a weak infrastructure between Central America and the countries of CARICOM

- Notwithstanding a high level of cooperation between these regions, there are still significant gaps before a more dynamic level of trade and investment can be reached
- The most significant obstacles are the limited transportation options which makes trade (even between very short distances) very costly.
  - There are few shipping services (for example, of the 28 regular shipping services originating in Costa Rica, only 2 make contact with CARICOM countries)
  - Panama is the largest port of entry to link the subregiones (12 routes that reach 8 CARICOM countries)
  - Limited number of direct aerial routes (for example, COPA is one of the few airlines that offers flights to CARICOM countries and, these include only 5 destinations). Similar trends are seen in international airlines.
  - All of these factors result in increased costs, flight hours, and immigration and visa processes which end up negatively impacting potential tourism and business opportunities

# Some Recommendations...

- Create public policies with a long-term view and which can be incorporated into national and regional development plans.
- Create high-level public-private alliances that seek to promote trade and use it a tool for development and inclusive growth.
- Increased cooperation and coordination between countries and regional integration schemes in order to define trade strategies and execute projects.
- Focus on trade facilitation in order to reduce the time and costs to trade.
- Funds earmarked for infrastructure should be an investment and not a one-time transfer of funds. Related policies should have a long-term vision.
- Increased transparency in managing funds and create database that contain sufficient information to adequately monitor and evaluate projects.

# INTERREGIONAL FORUM

## Facilitating the Effective Integration of Developing Countries into the Global Economy through Aid for Trade

**José Durán Lima, Economic Affairs Officer  
Chief, Regional Integration Unit**

**Tania García Millan, Research Assistant**

International Trade and Integration Division/ ECLAC, United Nations



NACIONES UNIDAS  
CEPAL



Tunis, Tunisia – April 22 – 24, 2014