



AFRICAN DEVELOPMENT BANK GROUP

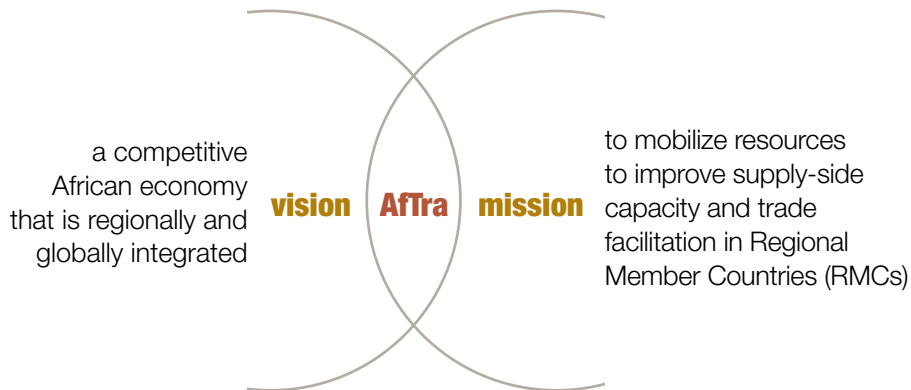
# annual report 2017-2018



**africa trade fund**  
unlocking africa's trade potential



# AfTra in brief



To achieve this, AfTra will support the delivery of Aid for Trade to RMCs, especially low-income countries, aimed at improving supply-side capacity of producers and traders.

## AfTra four pillars

### **pillar i.** **facilitating trade**

making customs, ports, one-stop border posts more open and accessible and easing movement across trade corridors

### **pillar ii.** **developing products and markets**

getting goods up to SPS standard, stamping quality on products and crossing over to new markets

### **pillar iii.** **building capacity for institutions**

collecting market data, analyzing trade gaps, adding value along the chain and supporting negotiations

### **pillar iv.** **growing the Bank's knowledge to deliver**

creating stronger trade statistics and research in the Bank and providing quality advisory services

## AfTra beneficiaries

**Regional Economic Communities,** regional institutions and agencies concerned with trade development

**Regional Member Countries of the Bank,** political subdivisions or agencies (including bodies of the central or local Government) that are concerned with trade development

**private sector organizations** such as industry associations, business organizations, growers' associations, Chambers of Commerce

**non-governmental organizations** at country or regional level

**civil society and community-based organizations** with a track record in trade development, environmental protection and gender advocacy

“We are in a  
**race with time**  
to unlock the  
**full potential**  
**of Africa**”<sup>1</sup>



**Akinwumi A. Adesina**  
*President,*  
African Development Bank Group

**“...the Fund has put a human face to the continent’s complex trade challenges and multi-faceted opportunities. Women’s economic empowerment has been central to operations... The Fund has similarly been instrumental in opening up horizons for the continent’s youth.”**

**Abdu Mukhtar**

*Director for Industrial and Trade Development,  
African Development Bank*

## foreword



**The Africa Trade Fund (AfTra)** has been the Bank's leading technical assistance trade fund for the last five years, making a critical contribution to unlocking Africa's trade potential. This latest 2017-2018 Annual Report captures highlights since the start of the Fund's operations, as well as showcasing priority results and achievements in the last two years.

Since 2013, the Bank is proud to have added value to the Fund's impact-centred and results-focused model. Close to three-quarters of countries supported under the Fund are low-income economies, with over a third of the countries in fragile situations. This matters because Africa's development dynamics show that while the continent has six out of the 10 fastest growing economies in the world, and a projected GDP growth of 4% in 2019, there is an urgent need to address inequalities among and within countries. That means using sustained economic growth to promote higher well-being for more Africans.

To that end, the Fund has put a human face to the continent's complex trade challenges and multi-faceted opportunities. Women's economic empowerment has been central to operations, driving greater equal participation that is having a transformative effect on boosting economic growth and in building inclusive, sustainable development in the region. Close to half of the projects supported under the Fund have helped to give hundreds of women producers, processors, cross-border traders and business owners access to the skills, training, and market openings that translate into more jobs, higher incomes and self-belief.

The Fund has similarly been instrumental in opening up horizons for the continent's youth. Africa's young population, estimated at 250 million, is expected to rise to 840 million by 2050<sup>2</sup>, an invaluable asset in terms of shaping the continent's future prosperity.

Many of the Fund's projects have invested in supporting young people in business, agriculture and trade. Completed projects have helped Zambia's young beekeepers to boost productivity and youth entrepreneurs to thrive in COMESA's border areas, while the Visa Openness Index has promoted policy solutions for young people to travel, study and develop new skills. The Fund's ongoing and pipeline projects are building business skills for youth-led MSMEs in Liberia, strengthening the livelihoods of young cross-border traders in the Mano River Union, and helping to raise young people's incomes in the meat value chain in Rwanda.

The success of the Fund to date, thanks to generous support from the Government of Canada, is testament to the hard work of all the partners involved. Credit goes to the commitment of over 25 regional and international bodies, governments, businesses and civil society organizations leading on the Fund's projects. A special appreciation is due to the women, men and young farmers, business leaders and traders across Africa for their role in realizing the Fund's key results and impact, which are highlighted in this 2017-2018 report.

Warm acknowledgement goes to Andoh Mensah for his guidance, to Jean-Guy Afrika for overall management of the Fund, to Marie Anitha Jaotody for technical review as well as to the wider AfTra Secretariat. Special recognition goes to consultants for the Bank, Elena Immambocus, for writing this annual report, and to Peggy King Cointepas for the design.

The Africa Trade Fund has delivered what it set out to do, and, with resources close to being fully committed, a successor Fund is underway to build on all that has been achieved. We invite you to join us in supporting the next chapter of Africa's remarkable trade story.

A handwritten signature in black ink, appearing to read 'AM', with a long horizontal line extending to the right.

**Abdu Mukhtar**  
*Director for Industrial and Trade Development,*  
African Development Bank

# glossary

<b>AfCFTA</b>	African Continental Free Trade Area
<b>AfDB</b>	African Development Bank Group
<b>AfTra</b>	Africa Trade Fund
<b>AGOA</b>	African Growth and Opportunities Act
<b>ASYCUDA</b>	Automated System for Customs Data
<b>ATPC</b>	African Trade Policy Centre
<b>AU(C)</b>	African Union (Commission)
<b>CAD</b>	Canadian Dollar
<b>COMESA</b>	Common Market for Eastern and Southern Africa
<b>COPRAKAM</b>	Peanut, Shea and Honey Producers Cooperative
<b>DRC</b>	Democratic Republic of the Congo
<b>EAC</b>	East African Community
<b>ECA</b>	Economic Commission for Africa
<b>ECOWAS</b>	Economic Community of West African States
<b>GAP</b>	Good Agricultural Practice
<b>GMP</b>	Good Manufacturing Practice
<b>IT</b>	Information Technology
<b>ITC</b>	International Trade Centre
<b>MSME</b>	Micro, small and medium-sized enterprise
<b>NGO</b>	Non-governmental organization
<b>OSBP</b>	One-stop Border Post
<b>PATSIL</b>	Program of Assistance to Trade Support Institutions in Liberia
<b>REC</b>	Regional Economic Community
<b>RMC</b>	Regional Member Country (of AfDB)
<b>SADC</b>	Southern Africa Development Community
<b>SDG</b>	Sustainable Development Goal (UN)
<b>SERUKA</b>	NGO for women's socio-economic empowerment (Rwanda)
<b>SNV</b>	Not-for-profit international development organization (Zambia)
<b>SPS</b>	Sanitary and phytosanitary
<b>TICBAS</b>	Trade and Institutional Capacity Building in the Apiculture Sector
<b>UNCTAD</b>	United Nations Conference on Trade and Development
<b>USAID</b>	United States Agency for International Development
<b>USD</b>	United States Dollar
<b>WAEMU</b>	West African Economic and Monetary Union
<b>WCO</b>	World Customs Organization
<b>WEF</b>	World Economic Forum
<b>WTO</b>	World Trade Organization

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# Section 1.





# Africa Trade Fund: 5+ years of results

**2018 marked five years of AfTra** operations as the Bank's leading technical assistance trade fund for Africa, following through on its bold slogan 'unlocking Africa's trade potential.' In a short period, AfTra has been successful in driving forward its mission to improve supply-side capacity and trade facilitation for countries across Africa to enhance their market access.

By the end of 2018 there were 27 approved and pipeline AfTra projects, with an additional 22 projects part of the AfTra portfolio since the first five projects were approved six months after the Fund was launched in 2013. Five years on, 98% of resources are committed, a rise of 84% since 2013, with a disbursement rate of 65% for all approved projects by the end of 2018.

Since its launch, the Facility continues to be people-centred, responsive and transformative. The Fund has been promoting a people-centred approach to boosting African trade, reaching a wide range of beneficiaries, from women-led businesses to border agencies in countries in fragile situations.



## **AfTra added value checklist**

### **i. impact-centered and results-focused:**

focuses on low-income countries where need is greatest and monitors and evaluates for trade outcomes promoting development impact

### **ii. African partnership - local, regional and global:**

wide-reaching engagement and support to local communities, civil society, businesses, governments and regional bodies

### **iii. targeted and transformative in delivery:**

responds to priority demands, builds internal/external expertise and skills and leverages funding to make efforts sustainable

At the end of 2018, 25 institutions in 26 countries were receiving support, and 45% of projects had focused on empowering African women to trade. To meet the region's most critical needs, 73% of operations were in low-income economies.

AfTra's team of project specialists, who are spread across the Bank's departments and field offices, have provided responsive, targeted assistance across the project cycle, from approval to delivery. AfTra has been a quick disbursement facility addressing Africa's pressing trade challenges. Across 2018, the Fund's best practices on quality portfolio management had been shared with other Bank trust funds and countries in the region.

The Fund's transformative approach to trade and development has championed global and regional milestones in the last five years. AfTra's projects on customs and at borders have supported the WTO Trade Facilitation Agreement, while projects on agri-food value chains have promoted SDGs 2 and 8, as well as the Bank's High 5 priorities. In addition, projects to support trade institutions and develop export strategies have driven forward goals under the AfCFTA, while projects on integration and investment have championed Agenda 2063.

# Aftra: 5+ year milestones

## 2012

AfTra is set up in March. The Technical Cooperation Arrangement between AfDB and the Government of Canada is signed, with **total contributions for the Fund of CAD 15 million.**



## 2013

AfTra's Operational Instruments including its Business Plan, Guidelines and Annual Work Plan are finalized and **first 5 projects are approved.**

**AfTra launches its first call for proposals Africa-wide.** Over 200 applications are received, with requests totalling close to CAD 100 million, six times the resources available.

## 2014

AfTra's portfolio includes **11 ongoing projects** and 17 appraisal missions are held.

AfTra runs high-level May event "Facilitating Africa's Trade" at AfDB Annual Meetings. AfTra's film "**Border Voices**" is premiered (<https://vimeo.com/105225985>).



Launch of AfTra's online platform at **[www.africantradefund.org](http://www.africantradefund.org).**



## 2015

AfTra's portfolio grows to **23 projects**. Operations expand to **14 countries**, in **4 regions** and in collaboration with **20 institutions.**



AfTra projects leverage over **USD 3.2 million from partners and in-kind contributions.**

The AfDB's **High 5s for Africa's Transformation** are launched in September.



The High **5** for transforming Africa

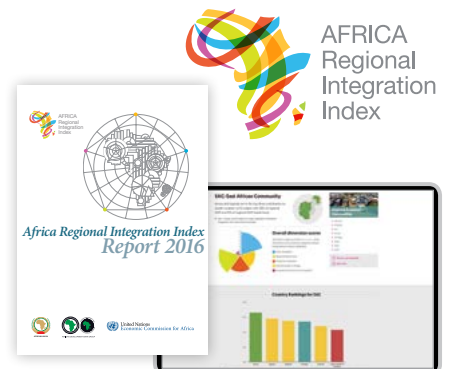
The UN General Assembly adopts the **Sustainable Development Goals to 2030**. AfTra projects are supporting these and other sustainable development initiatives across the continent.



## 2016

AfTra launches a new **Development and Business Delivery Model** powered by a quarterly performance dashboard and categorization. The performance system helps drive disbursement rates.

AfTra publishes two knowledge products shaping the continent's integration agenda: the first **Africa Regional Integration Index** and the **Africa Visa Openness Index**



**[www.integrate-africa.org](http://www.integrate-africa.org)**



**[www.visaopenness.org](http://www.visaopenness.org)**

AfTra introduces the film "**Africa without borders**" on [www.visaopenness.org](http://www.visaopenness.org) and <https://vimeo.com/185029381>.

# AfTra in numbers

CAD **4.8 million+**  
LEVERAGED IN PARTNERSHIPS BY THE FUND.

## 2017

**WTO Trade Facilitation Agreement** enters into force in February. AfTra projects are facilitating trade across the continent in line with the provisions of the Agreement.

AfTra launches its **second call for proposals Africa-wide**, and 54 applications are received.

With close to **CAD 2.6 million** available for AfTra projects, 3 projects are pre-approved in Guinea, East Africa, and Rwanda. **98% of AfTra resources are committed.**

## 2018

Agreement at the March AU Summit to establish the **African Continental Free Trade Area**. AfTra projects are supporting these goals for trade to flow across the continent.



AfTra publishes a new knowledge project, the **Africa-to-Africa Investment report**, showcased at the first Africa Investment Forum, championed by the AfDB.



AfTra continues to monitor and evaluate ongoing project results and sustain impact, with **14 projects completed** out of a total portfolio of 27 projects.

Efforts accelerate to create a successor Fund – the **Africa Trade and Regional Integration Fund (ATRIF)**.

africa trade fund: annual report 2017-2018

### OUT OF **27** PROJECTS:

7 pillar i. projects  
7 pillar ii. projects,  
9 pillar iii. projects  
4 pillar iv. projects

### OUT OF **27** PROJECTS:

6 Africa-wide projects  
3 projects in Central Africa  
3 projects in East Africa  
6 projects in Southern Africa  
9 projects in West Africa

CAD **15 million**  
in funding for AfTra from Canada

**14+**

AFDB PROFESSIONALS  
manage AfTra projects

**14** OUT OF **27** PROJECTS

COMPLETED  
as of end 2018

OPERATIONS IN **26** COUNTRIES AND WITH **25** INSTITUTIONS

**30+**

TRADE INSTITUTIONS  
supported by projects

**35%**

OF COUNTRY OPERATIONS  
include those in fragile situations

**45%**

OF COUNTRY PROJECTS  
focus on empowering women

**73%**

OF COUNTRY OPERATIONS  
in low-income economies

**65%**

DISBURSEMENT RATE  
FOR APPROVED PROJECTS AS OF END 2018

**95%**

OF APPROVED PROJECTS  
reported as performing well

**98%**

OF RESOURCES  
committed as of end 2018

# AfTra and championing



The ten years leading up to 2020 have been the African Women's decade, as set out by the African Union with its grassroots approach to gender equality and women's empowerment. In 2017 and 2018, the business case for women's economic empowerment on the continent continued to be made by both Africa-wide institutions and Africa's development partners.

**“I encourage my fellow women to join me and become traders. She will support herself to trade on the market... that's how you find your income.”**

**Idah Chilufya**, *cross-border trader*, AfTra's COMESA Trading for Peace project



The AUC/OECD's *Africa's Development Dynamics 2018* set out the need to generate more quality jobs for women to address vulnerable employment, fight inequality and drive growth. Africa's women cross-border traders make up around 70% of informal trade and often face harassment, violence and confiscation of goods. Under the African Continental Free Trade Area set up in 2018, cross-border traders stand to benefit from lower tariffs making it more affordable to use formal channels, as well as offering more protection.

## AfTra projects and gender

- Projects are championing women cross-border traders through targeted information sessions, better business skills training and the provision of secure trade centres and safe facilities at the borders in COMESA, the Mano River Union and Namanga.
- Projects are supporting women agricultural producers and processors to boost their productivity and upgrade entrepreneurial skills across cashew, honey and rice value chains in Guinea, Malawi, Rwanda, Zambia, and East and West Africa.

# gender equality



AfTra was launched with CAD 15 million in support from the Canadian government who continues to make the advancement of women and girls a priority area, as reflected in Canada's Feminist International Assistance Policy, published in 2017. Canada's focus on women as agents of change is reflected across many of AfTra's project results case stories.

**“Equality for women in Africa will assure Africa's greater economic future.”<sup>3</sup>**

**Akinwumi A. Adesina,**  
*President, African Development Bank Group*

In line with UN Sustainable Development Goal 5 to achieve gender equality and empower all women and girls, the Bank's Gender Strategy to 2018 is helping to transform women's opportunities on the continent. AfTra plays a key part in realizing the Strategy's vision in the economic empowerment pillar, which spans agriculture, private sector development, skills development and technology, governance, integration, infrastructure and fragile states.

## AfTra and gender highlights

- Gender is one of seven guiding principles for the selection of AfTra projects.
- 1/3 of AfTra's completed projects promoted women's economic transformation.
- 45% of AfTra's approved and pipeline projects focus on empowering women.
- AfTra's results framework has a focus on women, and data collection. A pillar ii. indicator looks at agricultural producers (especially women) meeting SPS standards.
- NGOs/associations with a track record on gender advocacy receive AfTra support, including SERUKA Rwanda and COPRAKAM Guinea with a 5000+ women's network.

**“If we want to end poverty, women in Africa must be able to develop their full potential.”<sup>4</sup>**

**Marie-Claude Bibeau,** *Minister of International Development, Canada*

# Section 2.



# AfTra in action: 2017-18

## AfTra operations: 2017-18

By the end of 2018, AfTra had run successful project delivery and operations for five years, supported by a robust governance structure and strong monitoring and evaluation system.

AfTra's governance structure includes the Board of Directors of the Bank, the Government of Canada as the donor, and the Technical Review Committee, which is made up of relevant Bank experts and chaired by the Resource Mobilization and Partnerships Department.

In 2017-18, the Technical Review Committee reviewed applications from AfTra's second call for proposals, and approved two new projects for the Fund pipeline, and one for approval by the Board. The Committee endorsed AfTra's updated Operational Guidelines to reflect current developments within the Bank's strategic High 5 priorities and internal structure.

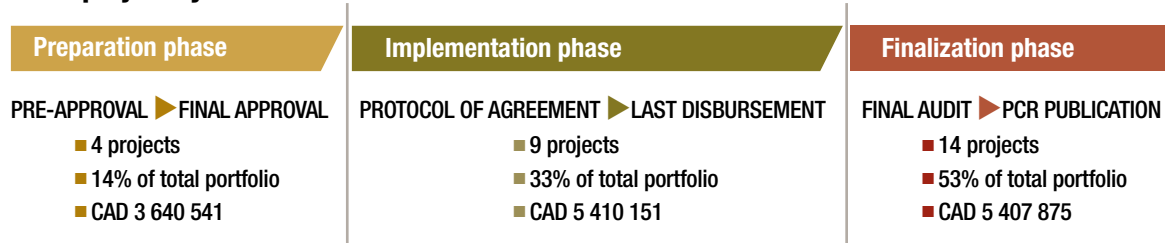
AfTra's Secretariat is housed in the Trade and Investment Climate Division of the Bank and guides the Fund's programming, monitoring and reporting of results. This includes AfTra's rigorous results framework, performance management framework and operations manual.

In 2017 and 2018, the Secretariat focused on accelerating project results and disbursements across the portfolio in line with the Bank's delivery standards, and to sustaining project impact on the ground, with monitoring and evaluation a priority area of work for the team.

AfTra's performance dashboard is updated by the Secretariat on a quarterly basis and provides an analysis of the health of the project portfolio. It includes detailed data on delivery following the project cycle, and a risk matrix to mitigate challenges to operations.

AfTra's portfolio was assessed at the end of 2018 as performing satisfactorily across the areas of strategic coherence, governance and management, as well as portfolio data quality. Around 95% of AfTra's 23 approved projects were seen as performing satisfactorily, with a rise in the cumulative disbursement rate to 65%, which has more than doubled in the last two years. Key achievements highlighted in AfTra's 2018 dashboard performance report include 14 AfTra Project Completion Reports being finalized, and improved data management and risk management across the portfolio for the eight ongoing projects and four pipeline projects.

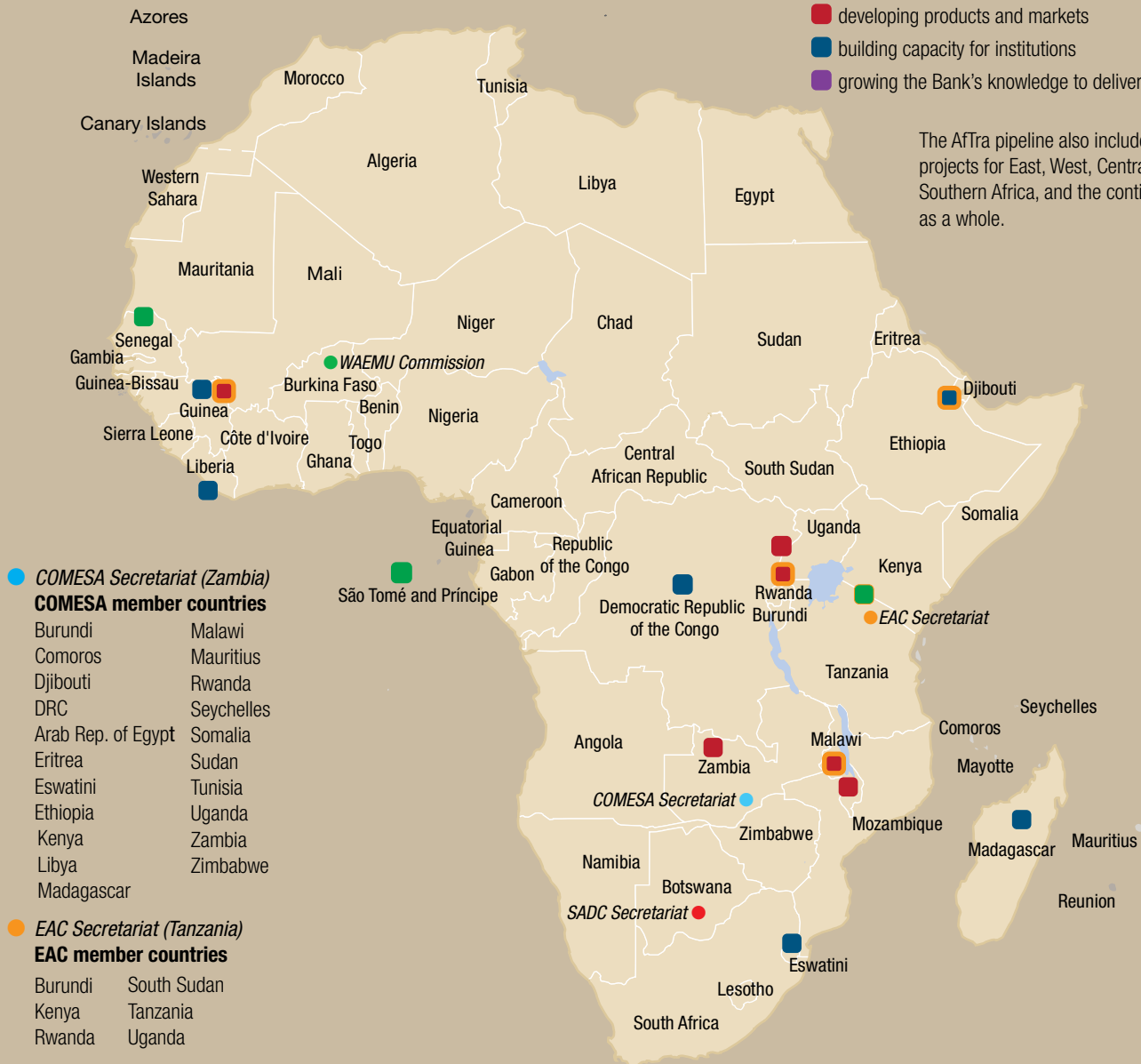
## AfTra project cycle



## AfTra approved and pipeline projects: 2013-2018

- Pipeline
- facilitating trade
  - developing products and markets
  - building capacity for institutions
  - growing the Bank's knowledge to deliver

The AfTra pipeline also includes projects for East, West, Central and Southern Africa, and the continent as a whole.



● **COMESA Secretariat (Zambia)**

- COMESA member countries**
- Burundi
  - Comoros
  - Djibouti
  - DRC
  - Arab Rep. of Egypt
  - Eritrea
  - Eswatini
  - Ethiopia
  - Kenya
  - Libya
  - Madagascar
  - Malawi
  - Mauritius
  - Rwanda
  - Seychelles
  - Somalia
  - Sudan
  - Tunisia
  - Uganda
  - Zambia
  - Zimbabwe

● **EAC Secretariat (Tanzania)**

- EAC member countries**
- Burundi
  - Kenya
  - Rwanda
  - South Sudan
  - Tanzania
  - Uganda

● **SADC Secretariat (Botswana)**

- SADC member countries**
- Angola
  - Botswana
  - Comoros
  - DRC
  - Eswatini
  - Lesotho
  - Madagascar
  - Malawi
  - Mauritius
  - Mozambique
  - Namibia
  - Seychelles
  - South Africa
  - Tanzania
  - Zambia
  - Zimbabwe

**Example of regional projects**

- **Mano River Union countries**  
Côte d'Ivoire, Guinea, Liberia, Sierra Leone
- **Great Lakes region countries**  
Burundi, DRC, Rwanda, Uganda, Zambia

- **Northern Corridor countries**  
Burundi, DRC, Kenya, Rwanda, South Sudan, Uganda

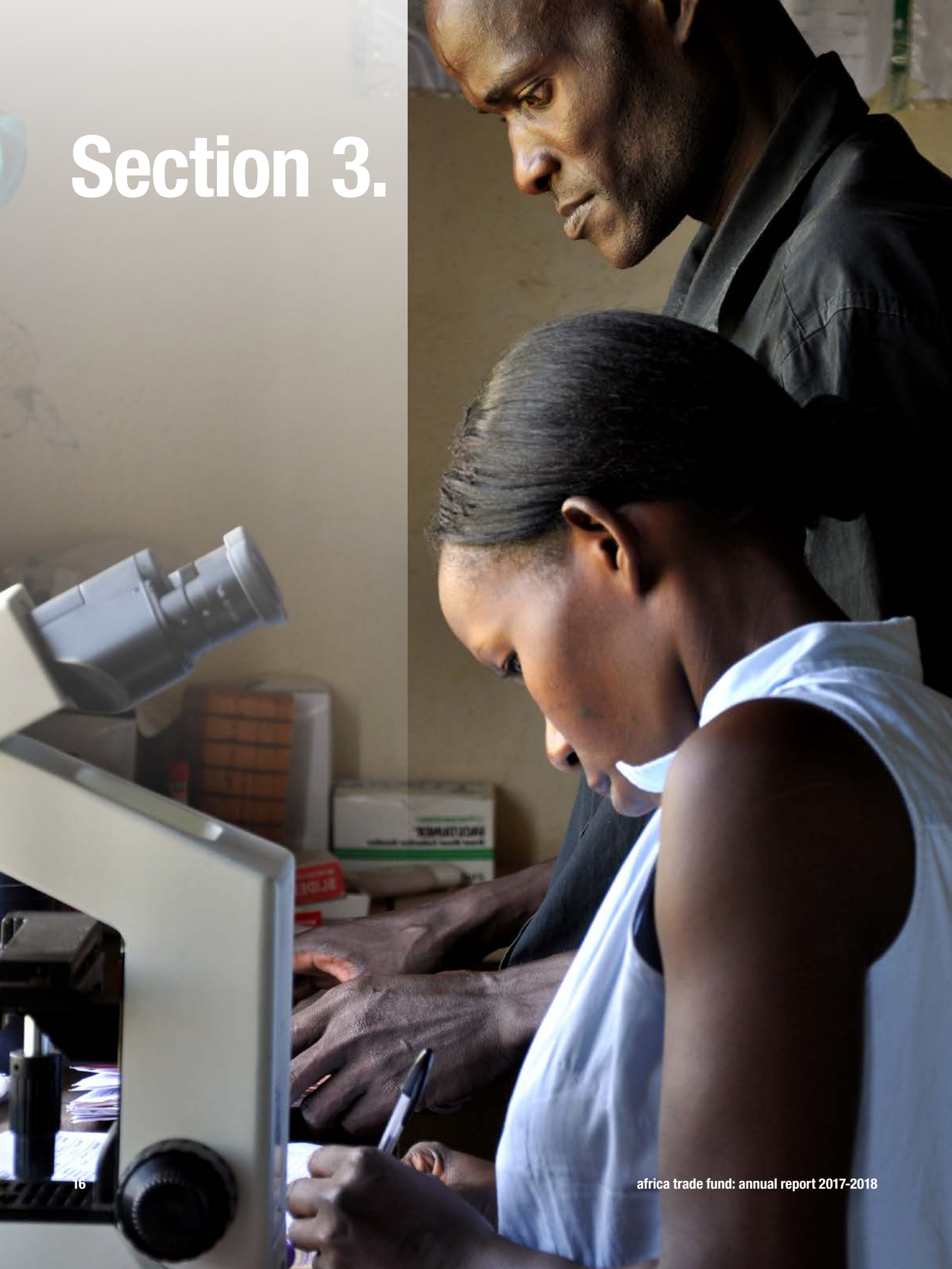
- **WAEMU countries**  
Benin, Burkina Faso, Côte d'Ivoire, Guinea Bissau, Mali, Niger, Senegal, Togo
- **WAEMU commission (Burkina Faso)**



# AfTra's portfolio

<b>Africa Trade Fund Projects 2013-18</b>			
<b>pillar</b>	<b>project name</b>	<b>region/country</b>	<b>CAD</b>
<b>pillar i. facilitating trade</b>	Namanga One-Stop Border Post's Soft Infrastructure Project	EAC (Kenya and Tanzania)	750 000
	Policy and Institutional Reforms for Improved Trade Facilitation in São Tomé and Príncipe	São Tomé and Príncipe	560 402
	Customs Facilitation Project - From paperless trade to mobility	Senegal	587 332
	Support to Women Cross Border Traders in the Mano River Union	Mano River Union	525 799
	Africa e-Trade Hub Project	Africa-wide	531 859
	West Africa Border Information Centres	West Africa	525 152
	Project to support Trade and Transport Facilitation in WAEMU	WAEMU	709 703
<b>pillar ii. developing products and markets</b>	Harmonization of African Standards for Agriculture and Food Products	Africa-wide	366 920
	Support for African Cashew Industries (West and East Africa)	West and East Africa	564 695
	Trade and Institutional Capacity Building in the Apiculture Sector (TICBAS)	Zambia	570 583
	Rwanda Honey Value Chain Project	Rwanda	454 559
<b>pillar iii. building capacity for institutions</b>	EAC Aid For Trade Strategy	EAC	101 800
	Swaziland Aid For Trade Strategy	Swaziland	88 646
	Program of Assistance to Trade Support Institutions in Liberia (PATSI)	Liberia	998 168
	COMESA Trading for Peace Project	Great Lakes region	969 528
	Technical Support to the African Union for Renewal of AGOA and Trade and Investment Promotion	Africa-wide	400 000
	Development of the 10-year Madagascar Export Strategy for Industrialization and Services (SEMIS)	Madagascar	103 720
	Project to improve balance of payment statistics	Guinea	479 688
	DRC National Export Strategy	DRC	620 528
<b>pillar iv. growing the Bank's knowledge to deliver</b>	Strategy and Knowledge Consultant	Africa-wide	54 000
	Southern Africa Transit and Border Management Reforms Project	SADC	298 592
	Africa Regional Integration Index (Includes Visa Openness Report)	Africa-wide	449 636
	Intra-Africa Investment Report	Africa-wide	106 716
<i>Management fees</i>			750 000
		<b>total</b>	<b>11 568 026</b>

# Section 3.



# AfTra's results: 2017-18

**14 out of AfTra's 27 projects** across all pillars were completed by the end of 2018. An additional eight AfTra projects were ongoing, and four projects were in the pipeline. Over the last two years, results have been captured across the board. AfTra project highlights are set out under each pillar, with results case stories from selected projects.

## AfTra's completed projects

### **Pillar i.** **facilitating trade**

Namanga One-Stop Border Post project  
Senegal customs facilitation project  
Trade facilitation in São Tomé and Príncipe

### **Pillar ii.** **developing products and markets**

Harmonization of African standards  
Zambia honey value chain project

### **Pillar iii.** **building capacity for institutions**

AGOA support to AU mission  
COMESA Trading for peace project  
EAC Aid for Trade Strategy  
Eswatini Aid for Trade Strategy  
Madagascar National Exports Strategy

### **Pillar iv.** **growing the Bank's knowledge to deliver**

Africa-to-Africa Investment Report  
Africa Regional Integration Index and Africa Visa Openness Index  
SADC border management project  
Strategy and knowledge consultant

## AfTra's pipeline projects

**AfTra's pipeline portfolio in 2017-18** included three projects that are due to be approved in early 2019. The projects, which span countries in East and West Africa, will support pillars on facilitating trade, developing products and markets, and building capacity for institutions.

### **Honey value chain project, Guinea**

**Amount:** CAD 846 889  
**Beneficiaries:** beekeeper cooperative members  
**Executing Agency:** COPRAKAM Guinea

AfTra support is developing the honey value chain sector in three cities of the country, covering Dabola, Kouroussa and Faranah. Beekeeper cooperative members will receive assistance to increase their exports and to use environmentally-friendly technologies.

### **Meat value chain and capacity building project, Rwanda**

**Amount:** CAD 1 460 153  
**Beneficiaries:** women and young cross-border traders  
**Executing Agency:** Ministry of Trade, Industry and EAC Affairs

AfTra support is increasing the competitiveness of the meat value chain in Rwanda, and promoting market access opportunities. Women and young cross-border traders will benefit from the assistance, which will have an impact on strengthening livelihoods and incomes.

### **Regional trade facilitation, East Africa (Ethiopia-Djibouti corridor)**

**Amount:** CAD 905 295  
**Beneficiaries:** MSMEs and trade support institutions  
**Executing Agency:** Pan African Chamber of Commerce and Industry

AfTra support is boosting the capacity of MSMEs and trade support institutions operating along the Ethiopia-Djibouti corridor. By building the capacity of institutions and the private sector, the assistance aims to facilitate trade flows and promote greater intra-regional trade.



## pillar i. facilitating trade:

### making customs, ports, one-stop border posts more open and accessible and easing movement across trade corridors

In 2017 and 2018, AfTra's pillar i. projects have helped trade in goods to flow faster, more efficiently and economically across the continent's borders in East and West Africa. Over this period, the Namanga One-Stop Border Post between Kenya and Tanzania was up and running, and three new Border Information Centres were established across West Africa. The customs office in Príncipe became fully operational, and a paperless platform was developed for Senegal's customs users. Women cross-border traders in the Mano River Union received targeted hands-on training, growing businesses and sustaining livelihoods.

#### Senegal: modernizing customs, streamlining procedures

PROJECT OVERVIEW	
TITLE	Customs Facilitation Project – from paperless trade to mobility
LOCATION	Senegal
AMOUNT	CAD 587 332
BENEFICIARIES	customs administration, businesses and traders
EXECUTING AGENCY	GAINDE 2000
TIME-FRAME	July 2015 – December 2019

AfTra support is modernizing Senegal's customs infrastructure and streamlining procedures. With new mobile tools to promote paperless trade, including for clearance documents, there will be greater transaction security and transparency while cutting processing times.

#### Highlights in 2017-2018

In November 2017, key stakeholders, including insurance brokers, public administration, banks and other private sector companies, came together to share their users' needs for mobile tools. In February 2018, the development of the modules and platform configuration got underway. This is being followed by pilot sessions and targeted training for stakeholders to use the paperless platforms, as well as setting up a helpdesk following the roll-out.

#### West Africa Border Information Centres in facilitating trade

PROJECT OVERVIEW	
TITLE	West Africa Border Information Centres
LOCATION	West Africa
AMOUNT	CAD 525 152
BENEFICIARIES	ECOWAS, WAEMU, traders and transport operators
EXECUTING AGENCY	Borderless Alliance
TIME-FRAME	November 2015 – March 2019

AfTra support is facilitating trade in the ECOWAS region by reducing trade barriers to the cross-border movement of goods, people and services. New Border Information Centres are making information accessible to traders, cutting time and costs to trade across borders.

#### Highlights in 2017-2018

In 2017-2018, three Border Information Centres were set up and are operating at border posts between Côte d'Ivoire and Burkina Faso, and between Senegal and Mali. Trade advisors were trained to run the Centres, and baseline studies mapped out trade activities. In 2018, advocacy and training sessions built capacity for public and private sector cross-border stakeholders. Greater monitoring of non-tariff barriers to trade is now planned.

## Namanga One-Stop Border Post: joining up trade across borders

PROJECT OVERVIEW	
TITLE	Namanga One-Stop Border Post's Soft Infrastructure Project
LOCATION	EAC (Kenya and Tanzania)
AMOUNT	CAD 750 000
BENEFICIARIES	border agencies, businesses and traders
EXECUTING AGENCY	EAC Secretariat
TIME-FRAME	September 2014 – June 2018

AfTra support is boosting trade volumes between Kenya and Tanzania by reducing the costs and times involved in doing business. To complement hard infrastructure being built, the project is making border controls more effective and promoting border agency cooperation.



### Highlights in 2017-2018

In October 2017, the Namanga One-Stop Border Post (OSBP) became operational, receiving high levels of support from stakeholders on the improvements thanks to the project. In 2017 border officials and other agencies received targeted training. A community sensitization workshop, and sessions for womens' groups and cross-border traders were run in 2018. The OSBP Procedures Manual was finalized, alongside a tool to track and measure performance.





## Mano River Union: empowering women cross-border traders



PROJECT OVERVIEW	
TITLE	Support to women cross-border traders in the Mano River Union
LOCATION	Mano River Union (Côte d'Ivoire, Guinea, Liberia and Sierra Leone)
AMOUNT	CAD 525 799
BENEFICIARIES	women and young cross-border traders, and border agencies
EXECUTING AGENCY	Mano River Union Secretariat
TIME-FRAME	July 2015 - May 2019

**As a woman trading palm oil**, garri or plastic wares at a market across the border in Côte d'Ivoire, Guinea, Liberia or Sierra Leone, there are a lot of steps to navigate to earn your living.

There is the journey across rough terrain on public transport, even a dangerous river crossing, and you may be expecting a child or have young children in tow. At the border, there are different procedures to go through with officials but you may not know which documents you need to travel to clear immigration or how to read the customs tariffs. There may be an additional language barrier, and information may not be easily accessible. When night-time falls, there may be nowhere to store your luggage and secure your goods.

The Bank project led by the Mano River Union Secretariat is changing the reality for women cross-border traders in the region. Women Information Desks close to the borders are being set up with sanitation facilities and solar lighting, with a small office and large storage area. Workshops have been run to develop traders' business skills in financial management and market development, and also helped to promote gender awareness for customs officials.

To close the information gap around trading across borders, training sessions have brought together women and young traders, border officials and local groups. Role plays enacted by the women set out the challenges faced to earn their livelihoods, while customs and security officials broke down the steps traders need to go through and what is expected of them. The sessions built up the women's knowledge and confidence to navigate border procedures, and generated higher levels of trust among officials and cross-border traders. Through a training of trainers, information has been cascaded to local communities and is promoting the ability of women and young people to grow livelihoods and economic opportunities.

**“Now the MRU’s women cross-border traders know much more about ways to strengthen their businesses. They know the right prices, the laws, the correct tariffs, meaning they are less likely to be cheated.”**

**Nyaibor Ngombu**, *Senior Programme Officer*, Mano River Union Secretariat

### Project results

- Training of trainers' sessions and community trainings reached 250 cross-border traders, joint border units, officials and local authorities in Jendema (Sierra Leone), Ganta and Toes Town (Liberia), Diecke (Guinea) and Toulepleu (Côte d'Ivoire). Policy dialogue sessions on gender and trade were held for 60 policymakers and traders.
- Women Information Desks are being installed in the 5 border areas, close to border personnel premises. These will include 5 units of 20ft containers, with solar panelled security lights and 10 sanitation facilities, with office equipment and IT.

## São Tomé and Príncipe: transforming customs, facilitating trade

PROJECT OVERVIEW	
TITLE	Policy and institutional reforms for improved trade facilitation in São Tomé and Príncipe
LOCATION	São Tomé and Príncipe
AMOUNT	CAD 560 402
BENEFICIARIES	Customs Administration, business and producers
EXECUTING AGENCY	Customs Administration
TIME-FRAME	September 2014 – July 2016

São Tomé and Príncipe's importers and exporters faced extended waiting times, high costs and lengthy paperwork when it came to doing business, blocking trade flows on the island.

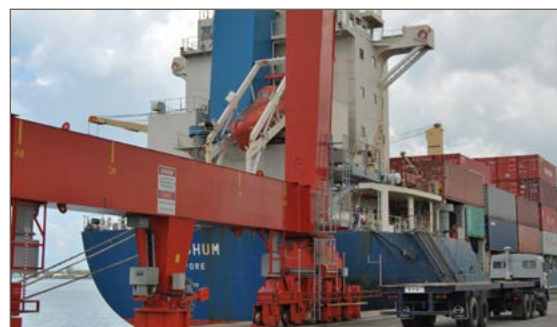
Imported goods were expensive affecting companies and consumers across the country, and agricultural producers found they were unable to compete to access foreign markets. Import and export transactions cost USD 1,267, and it took 54 days to import and export goods. While the main island counted on the ASYCUDA World information system for customs operations, Príncipe's lack of infrastructure had put a break on a country-wide roll-out. Trade, investment, and the country's economic growth trajectory were all being affected.

**“With this full implementation of ASYCUDA in Príncipe we will also improve our standing in the Doing Business [ranking]... as it is very important for the private sector, for investors coming to São Tomé and Príncipe and for trade facilitation matters.”**

**Américo Ramos**, *Minister of Finance*, São Tomé and Príncipe

The Bank's project led by the Ministry of Finance, Commerce and the Blue economy was part of a long-term border strategy, together with support from the World Bank Group. Customs officials, 40% of them women, were trained on risk management and IT packages. Connectivity was set up for customs in Príncipe for operations to run smoothly nationwide, with software and building infrastructure, including joint inspection and broker rooms.

A strong feature of the project involved high levels of collaboration among all the trade stakeholders in the country. This included government commitment to developing a sustainable solution for border processes, with in-kind and other resources for the project. Alongside the private sector, shippers, freight forwarders, customs brokers, commercial banks and customs officers have all been connecting to the ASYCUDA World platform. And, thanks to the partnership, the project has supported the roll out of the Single Window for Trade across the country's institutions, with World Bank Group assistance. The project and ongoing support is continuing to have a big impact on the country's economic growth path.



### Project results

- Customs in Príncipe has been made operational with infrastructure and software, connecting the island systems and facilitating trade flows. Targeted training and skills development have supported 126 officials to use the latest IT in operations.
- Roll-out of ASYCUDA World across the country is leading to automated customs clearance systems and procedures, reducing times and costs for traders. To date, 18 paper documents have been eliminated through the Single Window operations.





## Pillar ii. developing products and markets: getting goods up to SPS standard, stamping quality on products and crossing over to new markets

In 2017 and 2018, AfTra's pillar ii. projects have been supporting African products to meet SPS and quality standards to access foreign markets, and develop higher-value potential. Women producers and processors in particular received targeted assistance, from cashew processors in East and West Africa trained on productivity and best practices, to Rwanda's honey producers helped with modernization techniques and upgrading bee products. Over this period, 23 African standards and GAPs were approved, and following SPS sessions and national outreach, Zambian honey was being exported to a South African retail chain.

### Agriculture and food products: raising standards, boosting livelihoods

PROJECT OVERVIEW	
TITLE	Harmonization of African standards for agriculture and food products
LOCATION	Africa-wide
AMOUNT	CAD 366 920
BENEFICIARIES	farmers, producers, businesses and traders
EXECUTING AGENCY	African Organization for Standardization
TIME-FRAME	February 2015 – December 2017

AfTra support is boosting trade in agricultural and food products for international markets. The project focuses on harmonized standards to generate improved value addition, packaging and presentation, and on GMPs and GAPs to boost competitiveness.

#### Highlights in 2017-2018

In April 2017, the second Technical Harmonization Committee of the African Organization for Standardization met in Nairobi. Experts reviewed and approved 13 African standards, as well as a further 10 GAPs. Across 2017, outreach and user-friendly training material was developed for agri-food stakeholders Africa-wide. In 2018, additional training and certification modules on GAPs in key sectors were produced, with plans for a future roll-out.

### Enabling women beekeepers to access markets in Rwanda

PROJECT OVERVIEW	
TITLE	Rwanda honey value chain development project
LOCATION	Rwanda
AMOUNT	CAD 454 559
BENEFICIARIES	beekeepers, particularly women, and honey processors
EXECUTING AGENCY	SERUKA Rwanda
TIME-FRAME	December 2016 – February 2019

AfTra support is building the capacity of honey producers in the Rulindo District in rural Rwanda to access markets by boosting productivity and meeting SPS standards. Over 1,000 women beekeepers are benefitting, supporting livelihoods and higher incomes.

#### Highlights in 2017-2018

The project started operations in February 2017, which have included securing modern beehives to boost production and upgrading a honey collection centre to meet regional market standards in the EAC. Producers are receiving training in business skills and SPS standards for the honey sector, and support to expand into higher value bee products.



**Cashew in East  
and West Africa:  
processing potential**

PROJECT OVERVIEW	
TITLE	Support for African cashew industries (West and East Africa)
LOCATION	West and East Africa (Benin, Burkina Faso, Côte d'Ivoire, Ghana, Guinea Bissau, Kenya, Mozambique, Tanzania)
AMOUNT	CAD 564 695
BENEFICIARIES	cashew businesses, cashew processors (particularly women)
EXECUTING AGENCY	African Cashew Alliance
TIME-FRAME	February 2015 – August 2019

In a small or medium-sized cashew factory in East and West Africa, processors work to cut, peel, grade or pack cashew nuts, but as a woman, a management role may be out of reach.

African cashew production has the potential to grow both in output and quality, as well as to move beyond primary processing. Cashew producers and processors, around 70% of them women, lack the skills and know-how to capitalize on cashew's agri-processing potential. In turn, women have been held back by limiting factory operating conditions and unequal opportunities. Supporting workers across the value chain would impact on the livelihoods of around 10 million people dependent on the sector, and transform agricultural development.

The Bank project led by the African Cashew Alliance (ACA), together with project partner USAID, has promoted fresh perspectives for cashew businesses and for women in the industry. Hands-on training in factory productivity and meeting quality standards is helping three factories in East and West Africa to secure the ACA seal and reach markets in the EU and US.

Environmental assessments will help four cashew processors to use mitigation and waste management procedures, with green processing for more sustainability in the sector.

Together with factory assessments run in the countries, sessions for management and with the female workforce of five cashew companies have raised awareness of the challenges facing women workers across the value chain. The recommendations, which are being put in place, include addressing decent work conditions for women and promoting ongoing skills and vocational training to empower women workers, entrepreneurs and future managers. Other lessons from the project include setting up gender focal points in companies and promoting access to peer networks for women moving into leadership roles in the industry.

**“We need just to build the confidence and educate women (leadership skills) in the cashew sector so they would perform and will be able to take leadership positions.”**

**Happy Dandi,**

Head of Section, *NARI cashew processing factory*, Tanzania

### Project results

- Training on factory management and food safety reached 100 cashew processors and factory personnel in five factories in West Africa, and a gender assessment identified five key lessons to champion women workers at factories in East Africa.
- Environmental mitigation plans are being developed with four companies supported to adopt waste management techniques. This will add greater value to the cashew supply chain by developing valuable by-products for global markets.

PROJECT OVERVIEW	
TITLE	Trade and institutional capacity building in the apiculture sector (TICBAS)
LOCATION	Zambia
AMOUNT	CAD 570 583
BENEFICIARIES	honey processors, particularly women and young people
EXECUTING AGENCY	SNV Zambia
TIME-FRAME	February 2015 – July 2017

**Beekkeepers in rural Zambia**, many of them women and young people, faced an uncertain future to boost their productivity and get their honey into high-value regional markets.

Different pests and diseases often went undetected, and producers saw much of their honey go to waste. By not being able to meet food safety and quality standards, honey was exported in bulk, rather than as higher-value table honey to neighbouring South Africa. Across the entire honey value chain, there was a lack of information on how to produce and export safe honey and bee products for consumers. Government agencies needed a joined-up approach to tackle the issue, which was putting livelihoods and rural development at risk.

**“The challenges have been around ensuring that the honey that is exported is certified as safe... Zambezi Gold Honey from Zambia is trading in Checkers Supermarket in South Africa. All the efforts under TICBAS have produced the desired results.”**

**Chola Mfula**, *Technical and Liaison Consultant*, TICBAS project

The Bank project led by SNV Zambia, the Netherlands Development Organisation, has transformed awareness and understanding of sanitary and phytosanitary (SPS) measures for producers, processors, traders and consumers in the honey sector. This involved working closely with local producers, 30% of them women, and seven honey processing companies via training and knowledge transfer sessions, including on food safety control systems.

To promote learning among farmers, with often limited education levels, visual tools, from pamphlets in local languages to a documentary broadcast nationally, were widely shared. The creation of the Zambia Honey Partnership Platform has been helping to bring together the honey sector, and is continuing the focus on productivity and sustainable growth. More jobs and higher incomes are expected, in particular with the rise of Zambia's processed honey exports, including Zambezi Gold Honey to South African retail chain Checkers. Government extension services are using the surveillance systems and training from the project, which is sustaining the impact from the grassroots up for the entire value chain.

## Project results

- Sessions to build capacity on SPS measures across the honey value chain have supported 1,355 producers, processors and traders. Zambian honey exports have been able to access foreign markets including Checkers supermarket in South Africa.
- Extensive outreach on SPS awareness for the honey sector included 10,000 pamphlets distributed on bee pests and diseases in English and local languages. A TV documentary was aired on broadcaster ZNBC on improving SPS and food safety.

A close-up photograph of a beekeeper wearing a white protective suit and a mesh veil. The beekeeper is holding a piece of yellow honeycomb in their gloved hand. The background is a blurred natural setting with green plants and dry ground.

# **Zambia apiculture: bringing the honey value chain to market**



## Pillar iii. building capacity for institutions:

collecting market data, analyzing trade gaps, adding value along the chain and supporting negotiations

In 2017 and 2018, AfTra's pillar iii. projects have promoted the ability of national institutions to report on trade flows, develop digital systems and simplify trade procedures. At national level in West Africa, Liberia's port operations received a modernizing boost with an IT interface and electronic archiving, while agents have been trained to collect border trade data in Guinea. Over the period, awareness-raising sessions were held in Central Africa with DRC's trade stakeholders to feed into an export strategy, and in COMESA, four common lists of products were agreed to fast-track trade, supporting the region's cross-border traders.

### Liberia: strengthening trade institutions

PROJECT OVERVIEW	
<b>TITLE</b>	Program of assistance to trade support institutions in Liberia (PAT SIL)
<b>LOCATION</b>	Liberia
<b>AMOUNT</b>	CAD 998 168
<b>BENEFICIARIES</b>	Ministry of Commerce and Industry, National Ports Authority, Liberia Chamber of Commerce, traders, and women and youth-led MSMEs
<b>EXECUTING AGENCY</b>	Ministry for Commerce and Industry
<b>TIME-FRAME</b>	August 2013 – May 2019

AfTra support is boosting trade-enabling institutions in Liberia, building a climate where traders can be more competitive, driving up production and adding value to products. Companies will grow, and women and youth-led MSMEs are gaining vital business skills.

#### Highlights in 2017-2018

Training manuals on business development skills were produced in 2018, with four workshops run during the year. A standards regime document was drafted and two national awareness-raising sessions were held. To modernize port operations, an IT interface and system plan was set up with an electronic archiving database. A five-year strategic plan for MSMEs, supporting women and young people, and a project pipeline is due in mid-2019.

### COMESA: trading for peace

PROJECT OVERVIEW	
<b>TITLE</b>	COMESA trading for peace project
<b>LOCATION</b>	Great Lakes region (Burundi, DRC, Rwanda, Uganda, Zambia)
<b>AMOUNT</b>	CAD 969 528
<b>BENEFICIARIES</b>	Great Lakes countries, cross border traders associations, cross border traders, particularly women and young people
<b>EXECUTING AGENCY</b>	COMESA Secretariat
<b>TIME-FRAME</b>	August 2013 – July 2018

AfTra support is facilitating cross-border trade in the Great Lakes region. The project is putting in place well-managed systems, offices to trade safely and providing skills development for women traders who depend on border business for their livelihoods.

#### Highlights in 2017-2018

Since the start of the project, four new Trade Information Desks have been constructed in the border areas. In 2017 and 2018, the Desks were equipped with electronic equipment to run operations, and new solar panels were installed. To promote trade flows across the borders, trade authorities in Burundi, DRC, Rwanda, Uganda and Zambia have since approved four common lists of products under COMESA's Simplified Trade Regime.



## Guinea: investing in reliable statistics to promote trade flows

PROJECT OVERVIEW	
TITLE	Project to improve balance of payment statistics
LOCATION	Guinea
AMOUNT	CAD 479 688
BENEFICIARIES	Central Bank, customs administration, National Institute of Statistics
EXECUTING AGENCY	Central Bank of Guinea
TIME-FRAME	July 2015 – June 2019

AfTra support is providing reliable statistics on Guinea’s regional and global trade. By setting up data collection at borders and household surveys, the project is sourcing quality information on goods and services to build an overview on balance of payments.

### Highlights in 2017-2018

The project kick-off workshop in March 2018 brought together stakeholders from the Central Bank, National Institute of Statistics, and customs. The project IT equipment was transferred and 42 agents were trained on data entry and collection at the workshop. A national dialogue was started with a mission in March 2018 to raise awareness with customs agents country-wide on a survey that is tracking the flux in trade flows at the border.

## DRC National Export Strategy: driving exports, diversifying the economy

PROJECT OVERVIEW	
TITLE	Development of DRC’s National Export Strategy (NES)
LOCATION	Democratic Republic of Congo
AMOUNT	CAD 620 528
BENEFICIARIES	public and private sector, including exporters
EXECUTING AGENCY	Ministry of External Trade
TIME-FRAME	February 2018 – June 2020

AfTra support is providing the DRC with a 10-year strategic framework to increase exports of goods and services, diversify the economy and boost competitiveness.

### Highlights in 2017-2018

The Protocol agreement with the Ministry of Finance was signed in April 2018, and data collection and sensitization of national stakeholders was carried out throughout 2018. The strategy and accompanying priority action plan is due to be published in mid-2019.





## Pillar iv. growing the Bank's knowledge to deliver:

creating stronger trade statistics and research in the Bank and providing quality advisory services

In 2017 and 2018, AfTra's pillar iv. projects produced flagship knowledge products with data and policy solutions for border management, integration and investment in Africa. The Africa-wide reports include the latest two editions of the Visa Openness Index that have energized the debate around freedom of movement for Africans on the continent. In the first Africa-to-Africa Investment Report there is a call to action for African investors to grow their business by building on the experiences of eight leading companies. In addition, SADC's border post study set out key recommendations to get trade moving in the region.

### Southern Africa: border efficiency for better trading outcomes

PROJECT OVERVIEW	
TITLE	Southern Africa Transit and Border Management Reforms Project
LOCATION	SADC
AMOUNT	CAD 298 592
BENEFICIARIES	SADC border agencies
EXECUTING AGENCY	Southern Africa Resource Center (AfDB)
TIME-FRAME	September 2014 – January 2019

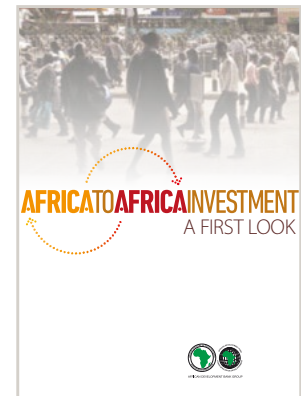
AfTra support has been measuring and monitoring the efficiency of primary border posts in Southern Africa. Monitoring is leading to enhanced, evidence-based support for transit facilitation, with a study to improve border management and boost intra-regional trade.

### Highlights in 2017-2018

The study *“Improving Border Post Management and Efficiency in the SADC Region”* was published in May 2017, based on data from 12 borders in Botswana, Malawi, Mozambique, Namibia, South Africa, Zambia and Zimbabwe. Wider recommendations from the study include modernizing border posts, boosting IT connectivity, streamlining customs, using risk management, centralizing payments and upgrading physical infrastructure at the border.

## Intra-Africa Investment: promoting trade and business continent-wide

PROJECT OVERVIEW	
TITLE	Africa-to-Africa Investment Report
LOCATION	Africa-wide
AMOUNT	CAD 106 716
BENEFICIARIES	RECs, African countries, MSMEs
EXECUTING AGENCY	AfDB
TIME-FRAME	July 2015 – December 2018



Download the report at:

[www.afdb.org/fileadmin/uploads/afdb/Documents/Generic-Documents/Africa-To-Africa\\_Investment-A\\_First\\_Look.pdf](http://www.afdb.org/fileadmin/uploads/afdb/Documents/Generic-Documents/Africa-To-Africa_Investment-A_First_Look.pdf)

**“Africa’s big companies are increasingly on the move and expanding their African footprint. It is through more investments that the continent can build inclusive, sustainable growth and development. We have made this our collective commitment in the High 5s.”**

**Akinwumi A. Adesina**, *President*,  
African Development Bank Group



**Foreign direct investment** (FDI) to Africa has fluctuated over the last 5 years. This downward trend is a concern as investment is critical to accelerate industrialization and development.

FDI flows gradually fell to USD 41 billion in 2017, after reaching a high of USD 74 billion in 2013. Global flows of FDI also contracted, falling by a sharp 23% in 2017. Given the volatile global context, Africa needs to promote intra-regional investment alongside international investment. While the overall trend is positive, data continues to be scarce. Between 2006-2016 intra-African greenfield investments grew from USD 4 billion to USD 10 billion, and intra-regional mergers and acquisitions doubled from 238 to 418 deals in the same period.<sup>5</sup>

The launch of the Africa-to-Africa (A2A) investment report in September 2018 includes highlights, lessons and solutions to inspire companies and policymakers to promote intra-regional investments. The project is part of wider Bank efforts to realize the region's untapped investment potential. The first Africa Investment Forum held in 2018 as a platform to facilitate project development and financing secured record levels of investment interest.

The A2A Report shows that African companies investing in Africa are characterized by confidence in the continent's long-term growth potential, by being at the cutting edge of their industries, and by capitalizing on knowledge of local markets to generate higher returns. Eight publicly-listed and privately-owned African companies operating in consumer services, finance, industry, media and diversified portfolios and investment are featured in the report. Highlights from the Report's intra-African investment stories include the importance of having a clear long-term vision, getting up-to-date investment facts, building local partnerships to deliver on the ground and tapping into talent in the local labour force.

## Project results

- Africa-to-Africa (A2A) Investment Report launched as part of the Bank's continued championing of investment across Africa, alongside the first Africa Investment Forum in Johannesburg, South Africa in November 2018.
- A2A Report welcomed as part of a broader dialogue on how the continent's investment opportunities often outweigh the obstacles. The Report also highlights how policymakers can become dependable business partners for African investors.



## Report snapshot: Checklist for African companies: how to invest with impact

-  **Map out a vision** of how to develop and take a long-term approach to investment.
-  **Build a strong domestic base of excellence** and capitalize on regional presence.
-  **Do the research** and keep in close contact with business operations.
-  **Adapt business model** to market conditions and diversify the business portfolio.
-  **Use trusted local partners and actors** and draw on local skills and resources.

PROJECT OVERVIEW	
TITLE	Africa Visa Openness Index Report
LOCATION	Africa-wide
AMOUNT	as part of the Africa Regional Integration Index project [CAD 449 636]
BENEFICIARIES	RECs, African countries, African citizens
EXECUTING AGENCY	AfDB, AUC, and WEF Global Agenda Council for Africa
TIME-FRAME	September 2014 – December 2018

Africans still need visas to travel to just over half of the continent, but with a simple policy to liberalize visa regimes, countries can tap into the economic benefits of opening up borders.

Africa's development dynamics remain positive, but there are inequalities and vulnerabilities to be addressed in all regions on the continent. Accompanied by business reforms and infrastructure investments, visa openness can be part of a virtuous circle to drive growth. In 2018, 43 countries improved or maintained their visa openness score, with a rise in the average score between 2016-2018. Yet, ease of access varies region by region, and the top 10 performers are far ahead, with an average score of nearly double the overall average.

**“Economic integration thus responds... to a practical imperative linked to the economic viability of the continent... Our peoples, our business community and our youth, in particular, cannot wait any longer to see the lifting of the barriers that divide our continent.”**

**Moussa Faki Mahamat**, *Chairperson*, African Union Commission

The Bank, with the AUC and the WEF Global Agenda Council on Africa, launched the latest editions of the Africa Visa Openness Index in May 2017 and in November 2018. The Index measures how open African countries are when it comes to visas by looking at what they ask of citizens from other countries in Africa. The latest Reports are being used as an important policy tool for review and reflection to reinforce free movement of people across Africa.

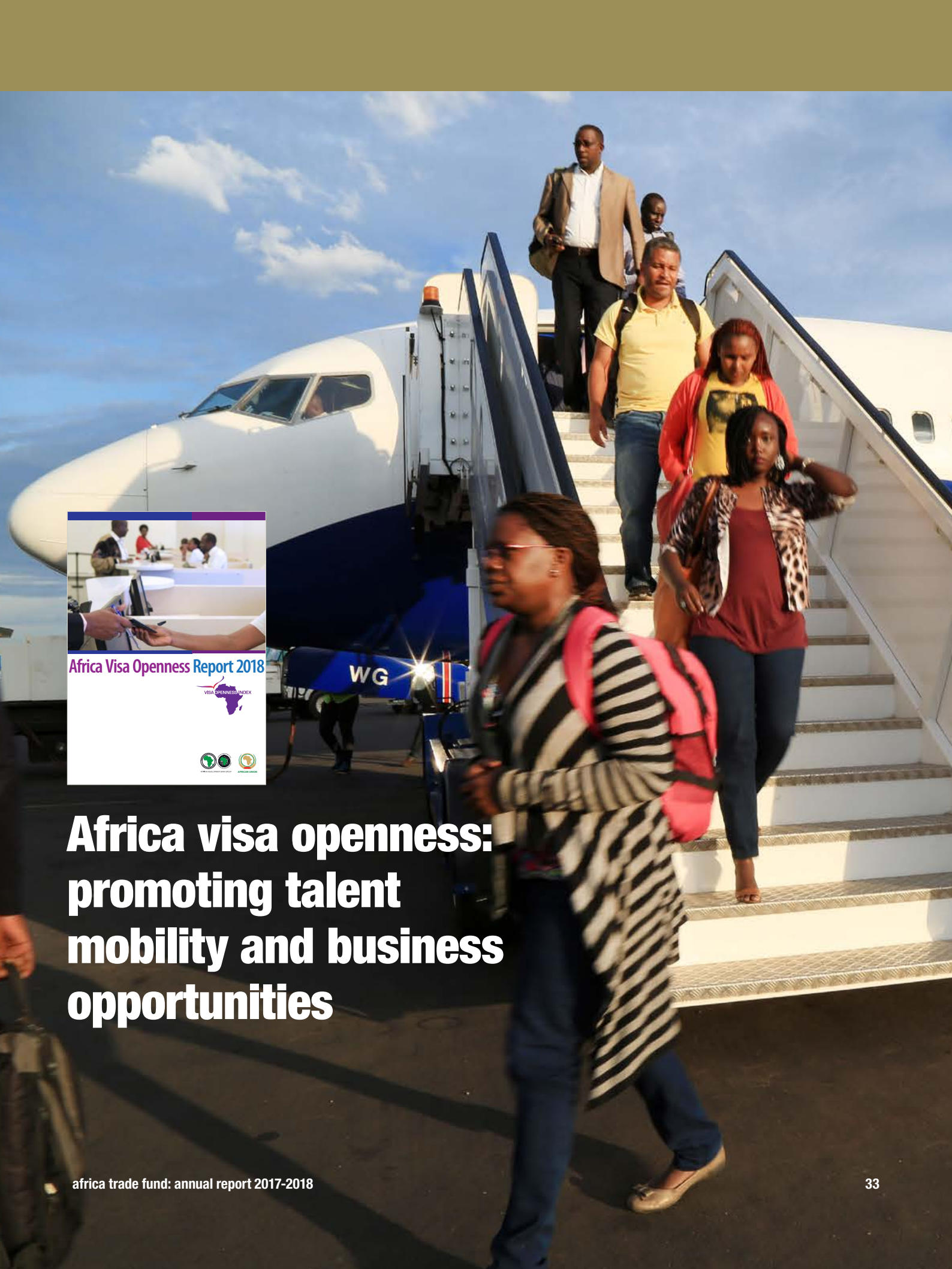
The Visa Openness Reports show that progress has been steadfast since 2016, with a quarter of all countries allowing Africans to visit without need for a visa. Average scores of the top 10 and 20 countries in the Index rose, 15 countries moved up in rank, and Benin joined Seychelles in offering visa-free access for all Africans. More countries and regional blocs announced plans to open borders in 2017 and 2018, and top performers reaped the benefits of liberal visa policies, efficient digital systems and travel document solutions. Against the 2018 launch of the AfCFTA and Single African Air Transport Market, and progress on the Free Movement of Persons Protocol, the Index continues to champion closer regional integration.

## Project results

- Second and third editions of Africa Visa Openness Report 2017 and 2018 published, highlighting how travel across the continent is becoming easier for Africans, featuring top performing countries moving up the Index between 2016-18.
- The Reports raised greater awareness on visa-openness continent-wide, energizing the debate on free movement of people among African governments, businesses, investors and travellers, with numerous media houses reporting on the findings.

## Report snapshot: Visa openness solutions in 2018+

- Visa on arrival for Africans and visa-free regional blocs
- Regional bloc visas and multi-year visas after assessing applicant
- Promoting positive reciprocity and opening up on visas unilaterally
- Simplifying the visa process: documents, fees, processing time, online applications
- Improving access to information online and in different languages



# Africa visa openness: promoting talent mobility and business opportunities

**“The future of our continent is looking very promising indeed... The African Development Bank is at the centre of the actions taken to ensure the success of the continental free-trade area.”<sup>6</sup>**

**Akinwumi A. Adesina**, *President*,  
African Development Bank Group



### **the AfTra effect**

**AfTra is having an effect in unlocking Africa's trade potential through:**

**operations:** delivering through streamlined systems and accelerating timelines and disbursements

**results:** quality assuring projects that add value and managing for results and sustainable impact

**outreach:** reaching priority clients continent-wide and building long-term capacity for change



# Africa Trade Fund: sustaining impact in 2019+

**Since operations began five years ago**, the Africa Trade Fund (AfTra) has steadfastly worked to support a vision of a competitive African economy that is regionally and globally integrated. This vision is as relevant as ever, as the African Continental Free Trade Area established in 2018 moves ahead and creates one market of 1.2 billion people, with a GDP of USD 2.5 trillion, and with the potential to boost intra-African trade by 52.3%.<sup>7</sup>



## AfTra guiding principles

**selectivity:** areas where the Bank demonstrates comparative advantage and value addition

**country ownership:** aligned to RECs and RMCs' trade strategies and development plans

**results-focused:** strive for tangible results, focus on M&E and timely technical support

**private sector development:** develop and promote business as an engine of growth

**gender focus:** mainstream removal of barriers for women in trade and measure change

**environmental sustainability:** address trade and environment issues including biodiversity

**complementarity and partnerships:** leverage resources and build knowledge exchange

The Fund's 27 far-reaching continental, regional and national projects, the majority in low-income economies, have made an important contribution to this goal. And, AfTra's operations, results and outreach are continuing to have an effect in unlocking Africa's trade potential. As 14 of AfTra's projects come to a close, the Secretariat remains committed to promoting a healthy portfolio for the eight ongoing projects and four pipeline projects, by accelerating disbursements and managing results, in line with the Bank's delivery standards.

Now with the Fund's CAD 15 million in resources close to being fully committed, work is underway for a successor Fund to build on its results, lessons and best practices. The new multi-donor trust fund – the Africa Trade and Regional Integration Fund – will take on board the experience, expertise and effectiveness developed in the last five years of the Bank's AfTra operations for more donors to help to drive inclusive, sustainable economic growth in Africa.

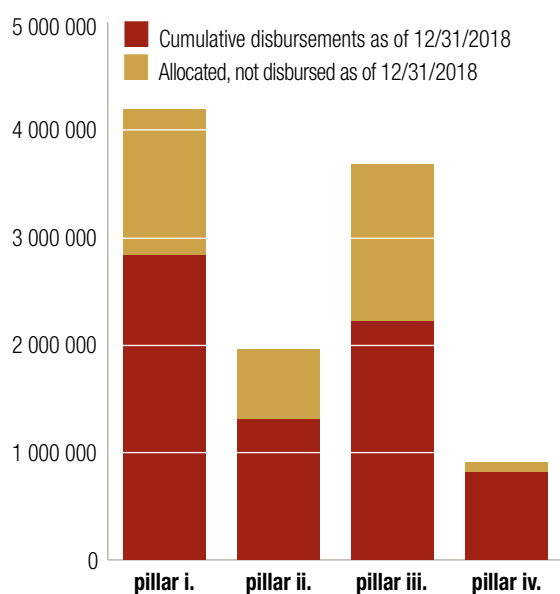
# Section 4.



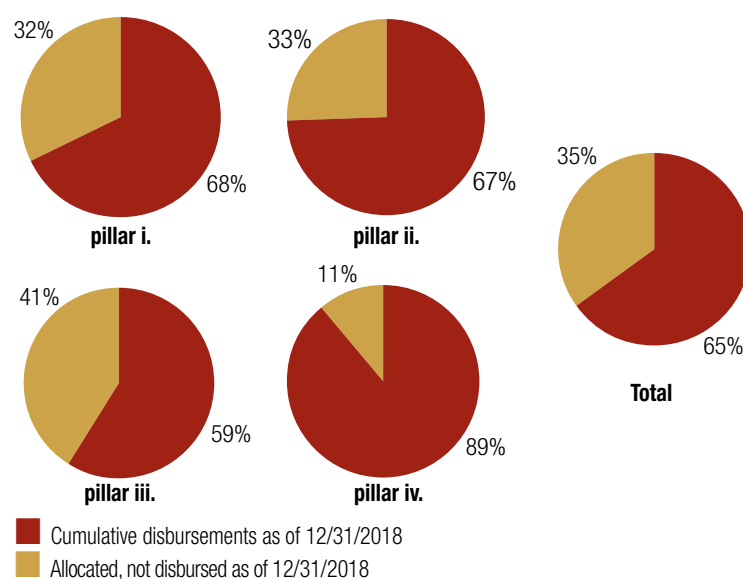
# AfTra's financial performance

Africa Trade Fund Projects 2013-18, by pillar (CAD)			
pillar	Allocated amount	Cumulative disbursements at 31/12/18	% disbursed at 31/12/2018
<b>pillar i.</b> facilitating trade	4 190 247	2 830 325	68%
<b>pillar ii.</b> developing products and markets	1 956 757	1 309 557	67%
<b>pillar iii.</b> building capacity for institutions	3 762 078	2 216 615	59%
<b>pillar iv.</b> growing the Bank's knowledge to deliver	908 944	811 983	89%
	10 818 026	7 168 480	66%
MANAGEMENT FEES	750 000	305 098	41%
<b>total (CAD)</b>	<b>11 568 026</b>	<b>7 473 578</b>	<b>65%</b>

Total allocated/disbursed by pillar, CAD



Total allocated/disbursed by pillar, %



# Africa Trade Fund projects 2013-2018

amounts allocated/disbursed by pillar and project, CAD

Africa Trade Fund projects 2013-18, CAD					
pillar	project name	region/country	Allocated amount CAD	Cumulative disbursements at 31/12/18	% disbursed at 31/12/2018
<b>pillar i. facilitating trade</b>	Namanga One-Stop Border Post's Soft Infrastructure Project	EAC (Kenya and Tanzania)	750 000	710 881	95%
	Policy and Institutional Reforms for Improved Trade Facilitation in São Tomé and Príncipe	São Tomé and Príncipe	560 402	483 551	86%
	Customs Facilitation Project - From paperless trade to mobility	Senegal	587 332	524 577	89%
	Support to Women Cross Border Traders in the Mano River Union	Mano River Union	86%	402 734	77%
	Africa e-Trade Hub Project	Africa e-Trade Hub Project	531 859	333 586	63%
	West Africa Border Information Centres	West Africa	525 152	284 988	54 %
	Project to support Trade and Transport Facilitation in WAEMU	WAEMU	709 703	90 007	13%
<b>pillar ii. developing products and markets</b>	Harmonization of African Standards for Agriculture and Food Products	Africa-wide	366 920	364 680	99%
	Support for African Cashew Industries (West and East Africa)	West and East Africa	564 695	304 334	54%
	Trade and Institutional Capacity Building in the Apiculture Sector (TICBAS)	Zambia	570 583	568 056	100%
	Rwanda Honey Value Chain Project	Rwanda	454 559	72 487	16%



## Africa Trade Fund projects 2013-18, CAD

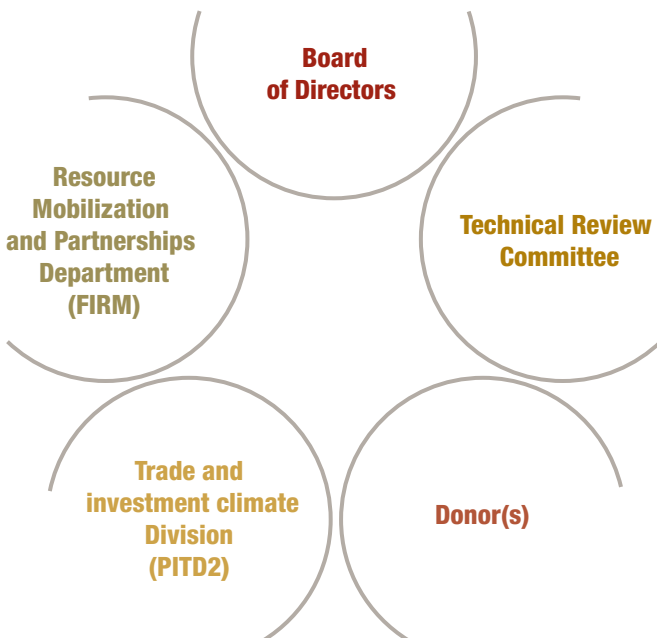
pillar	project name	region/country	Allocated amount CAD	Cumulative disbursements at 31/12/18	% disbursed at 31/12/2018
<b>pillar iii. building capacity for institutions</b>	EAC Aid For Trade Strategy	EAC	101 800	95 394	94%
	Swaziland Aid For Trade Strategy	Swaziland	88 646	62 868	71%
	Program of Assistance to Trade Support Institutions in Liberia (PAT SIL)	Liberia	998 168	530 613	53%
	COMESA Trading for Peace Project	Great Lakes region	969 528	760 204	78%
	Technical Support to the African Union for Renewal of AGOA and Trade and Investment Promotion	Africa-wide	400 000	345 213	86%
	Development of the 10-year Madagascar Export Strategy for Industrialization and Services (SEMIS)	Madagascar	103 720	101 796	98%
	Project to improve balance of payment statistics	Guinea	479 688	320 527	67%
	DRC National Export Strategy	DRC	620 528	0	0
<b>pillar iv. growing the Bank's knowledge to deliver</b>	Strategy and Knowledge Consultant	Africa-wide	54 000	51 383	95%
	Southern Africa Transit and Border Management Reforms Project	SADC	298 592	244 714	82%
	Africa Regional Integration Index (Includes Visa Openness Report)	Africa-wide	449 636	416 308	93%
	Intra-Africa Investment Report	Africa-wide	106 716	99 578	93%
<i>Management fees</i>			<i>750 000</i>	<i>305 098</i>	<i>41%</i>
		<b>total</b>	<b>11 568 026</b>	<b>7 473 578</b>	<b>65%</b>

# annex

## AfTra secretariat



## AfTra governance structure



# notes

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