

Asia
Regional Report **2015**



Swisscontact promotes economic, social and environmental development by successfully integrating people into local commercial life. Swisscontact creates opportunities for people to improve their living conditions as a result of their own efforts.

The presence of a developmentally capable private sector is central to sustainable economic development. Through its projects, Swisscontact promotes creation of functional market structures and establishment of appropriate framework conditions, thereby improving the competitiveness of local businesses. In this way, disadvantaged populations can be integrated productively into the economy and household incomes increased through employment and small business formation.

Swisscontact concentrates on four core areas of private sector development:

- **Skills Development:** enabling access to labour market and creating conditions for gaining an occupation and earning an income.
- **SME Promotion:** promoting local entrepreneurship with the goal of strengthening its competitiveness.
- **Financial Services:** achieving financial inclusion by creating access to local financial service providers who offer credit, savings, leasing and insurance products.

- **Resource Efficiency:** promoting efficient use of resources through production methods that are efficient in their use of energy and materials, and through measures that promote clean air and sustainable waste management practices.

As an expert organisation, Swisscontact carries out high-quality project work. The cost-effectiveness and efficiency of its services are proven by well-documented, transparent monitoring and quantification procedures. Recurring internal and external checks provide proof of continued sustainable development of expertise, skills and practical know how.

Swisscontact was established in 1959 as an independent organisation by prominent individuals from the worlds of commerce and science in Switzerland. It is exclusively involved in international cooperation and since 1961 has carried out its own and mandated projects. Since it was founded, Swisscontact has maintained close ties with the private sector. The organisation is based in Zurich and in 2015, Swisscontact was active in 33 countries with a workforce of over 1,100 people.

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Building on opportunities for impact

Dear Reader,

Swisscontact South Asia had a sound 2015 in Bangladesh and Nepal.

In Bangladesh, despite political disturbances in early 2015, projects progressed at a satisfactory pace. Building Skills for Unemployed and Underemployed Labour (B-SkillFUL), mandated by Swiss Agency for Development and Cooperation (SDC), started its Inception Phase in November 2015. It aims to improve well-being of 50,000 poor and disadvantaged men and women by increasing their access to the labour market and income, while safeguarding their fundamental rights at work.

Swisscontact has furthered its work in skills development in Nepal through the Nepal Vocational Qualifications System (NVQS) Project, which SDC is supporting the Ministry of Education to establish a National Vocational Qualifications Framework (NVQF) and a corresponding NVQ Authority.

Skills and Employment Programme - Bangladesh (SEP-B), re-branded as Sudokkho, is promoting private sector-led training using varied delivery modes in the Ready-Made Garments and construction sectors.

Building on its successful partnership with Novartis, Swisscontact's Achieving Sustainability towards Healthcare Access (ASTHA) project is improving access to quality healthcare services for rural communities through development and promotion of Community Paramedics in Bangladesh.

ATC-P, Katalyst, continues to deepen its impact using the market systems approach, making it more inclusive of the poor and women and targeting high value agriculture sub-sectors. Much of 2015 was also spent in capitalising the learning the project has generated over the years. The project is making good progress in defining, measuring and reporting on systemic changes.

Making Markets Work for the Jamuna, Padma and Teesta Chars (M4C) is partnering with public agencies, private companies and local service providers to promote relevant inputs and services and improve market linkages leading to sustainable

income generation for char dwellers.

As a result of implementing innovative dialogue approach of forming and capacitating Change Management Teams (CMTs) by Supplier Qualifications Programme (SQP) in partnership with GIZ-International Services, targeted factories in the Ready-Made Garments sector are enjoying reduced injuries, worker turnover and absenteeism.

Value for Waste project is pioneering in segregated primary waste collection system through community leaders in various neighbourhoods, including low-income slum areas in Bhashantek in Dhaka, Bangladesh.

In Nepal, in spite of the devastating earthquakes in April and May, on-going initiatives of Swisscontact like Youth Employment Project (YEP) are contributing to the integration of youth into the job market and youth groups in social and economic processes through improved and market-oriented skills development training and awareness programmes on youth policy dialogue and stakeholder sensitisation. Likewise, Samarth - Nepal Market Development Programme (NMDP), in addition to promoting market systems for the small producers and workers in selected high-value agriculture sub-sectors and tourism sector, is also promoting, in the aftermath of the earthquakes, a market-led response through The Agricultural Reconstruction Project for sustainable recovery.

We are grateful to our donors and partners for their continued confidence in our collaboration. Also, sincere gratitude goes to the dedicated and dynamic team members of Swisscontact for their excellent contributions.



A handwritten signature in black ink, appearing to read 'Manish Pandey'.

Manish Pandey
Director South Asia

Building on opportunities for impact

Dear Reader,

South East Asia further grew in 2015 to a total of 15 projects with over 350 staff in Indonesia, Laos, Myanmar and Cambodia, while Vietnam could be added as new country through the start of a SECO funded global entrepreneurship programme.

Indonesia strengthened its focus on tourism, agriculture value chains and commodity supply chains. An extension of the Sustainable Cocoa Production Project (SCPP) project until 2020 has been approved by the Swiss government and private and public donors, increasing projected outreach to 130,000 farmers. 25,660 cocoa farmers have already increased their annual income at least by 75%. Complementary to SCPP, the Access to Finance (AFF) project contributes to strengthening of financial literacy of cocoa farmers and will further improve their access to savings and loans until 2020. Swisscontact provides technical assistance to implementers of a range of Australian Government (DFAT) funded programmes, and thereby contributes to increasing incomes by 30% for 300,000 poor farmers in Eastern Indonesia. The projects include; PRISMA, active in over 20 agriculture value chains, SAFIRA aiming to improve farmer access to savings and loans and TIRTA developing innovative private sector-led business models for tertiary irrigation. The WISATA project on tourism has further strengthened its engagement in the area of hospitality training and is working with several hospitality education and training institutes on improving curricula, methodology and teacher training.

In Laos, 2015 was characterised by important changes at the level of tourism policy to which Swisscontact's Champasak Tourism Business Development Programme (CTBP) in close collaboration with the Asian Development Bank (ADB) made a key contribution. The Destination Management concept and model, piloted by Swisscontact in Champasak Province, has been adopted at national level and is being replicated in all major tourism destinations of the country ultimately benefitting more than 1000 tourism SMEs nationwide.

Swisscontact's presence in Cambodia could further be consolidated in 2015 through the implementation of the Cambodia Horticulture Advancing Income and Nutrition (CHAIN) project. The project strengthens aspects of private sector development for farm input and service delivery. By the end of 2017, it is expected that at least 6,000 farming households will have improved their incomes and nutritional situation.

Myanmar is developing as a key country in South East Asia for us. The SDC funded Vocational Skills Development Programme (VSDP) continued to improve skills for disadvantaged people through its local vocational training component and contributed to an increase in quality and quantity of hospitality labourers. At the end of 2017, more than 6,000 households will have benefitted from VSDP training support. Our projects for the multi-donor LIFT fund, in cooperation with Mercy Corps – Making Vegetable Value Chains Work for Smallholder Farmers (MVMW) and the Linking Labutta to Markets (LLM) projects - work on both value chains and skills development, aiming to improve livelihood and employability of an estimated 20,000 farmers.

The focus for 2016 will mainly be on the consolidation of our existing portfolio in South East Asia, while further developing our portfolio in Cambodia. Two new projects are currently in design focussing on destination management in the Mekong area on agricultural innovation. Special thanks go to our donors, partners and our committed staff for an excellent collaboration during 2015. We are looking forward to an additional year of innovative and fruitful partnership in 2016.



A stylized, handwritten signature in dark ink, appearing to read 'Prashant'.

Prashant Rana
Director South East Asia

Highlights 2015

South Asia

32,995 rural community people sensitised about the importance of seeking healthcare services from skilled service providers

153 (96% of total) with **46%** female participants in the pilot training by Private Training Providers completed skills training on electrical house wiring, mason and sewing machine operator for decent employment in Bangladesh

In rural Bangladesh, **551,075** smallholder farmers have been benefitted, leading to an increased income of USD 52.6 million

Income of **43,100** char households increased by USD 4 million from use of improved inputs and services

5,615 Ready-Made Garments factory workers received training on health, safety and rights issues through 150 in-house trainings

Quality technical education capacitated **14,200** Bangladeshi youths in employable skills (28% female) for improved employment opportunities

In Bhashantek, a low income area in Dhaka, **2,130** slum dwellers are benefitting from a regularised waste collection service improving urban hygiene

The Net Attributable Income Change (NAIC) increased by USD 48.6 for **77,100** smallholder Nepali farmers and small-scale entrepreneurs

1,109 youths completed skills training in Nepal

South East Asia

In Myanmar, **1,883** learners and line staff (48% female) completed training courses with increased opportunity for employment in the labour market

Agreements with **6** private sector companies have been established to develop inclusive business models to deliver services to rural households in Cambodia

A new brand identity for Southern Laos was launched with the logo "Southern Laos, charming by nature"

51 farmer groups were formed in targeted locations of Myanmar, mobilising **1,236** smallholder farmers, to establish 57 vegetable demonstration plots

9,937 rural Indonesian farm households achieved an average income increase of 35% from access to knowledge on farm practices, skills and information in the selected commodities

25,660 cocoa farmers (43% of targeted farmers) are enjoying an increase of annual income by 75% from good cocoa farming practices

To improve value addition and inclusiveness, **100** rubber farmers were linked to Kirana Megatara Group, Indonesia's largest crumb rubber processor

Survey of targeted operational area identified potential expansion area of **6,600** hectares for pump-lift irrigation services

14 vocational teachers from **7** vocational schools joined the Teacher Internship Programme (TIP) to develop the tourism education in Indonesia

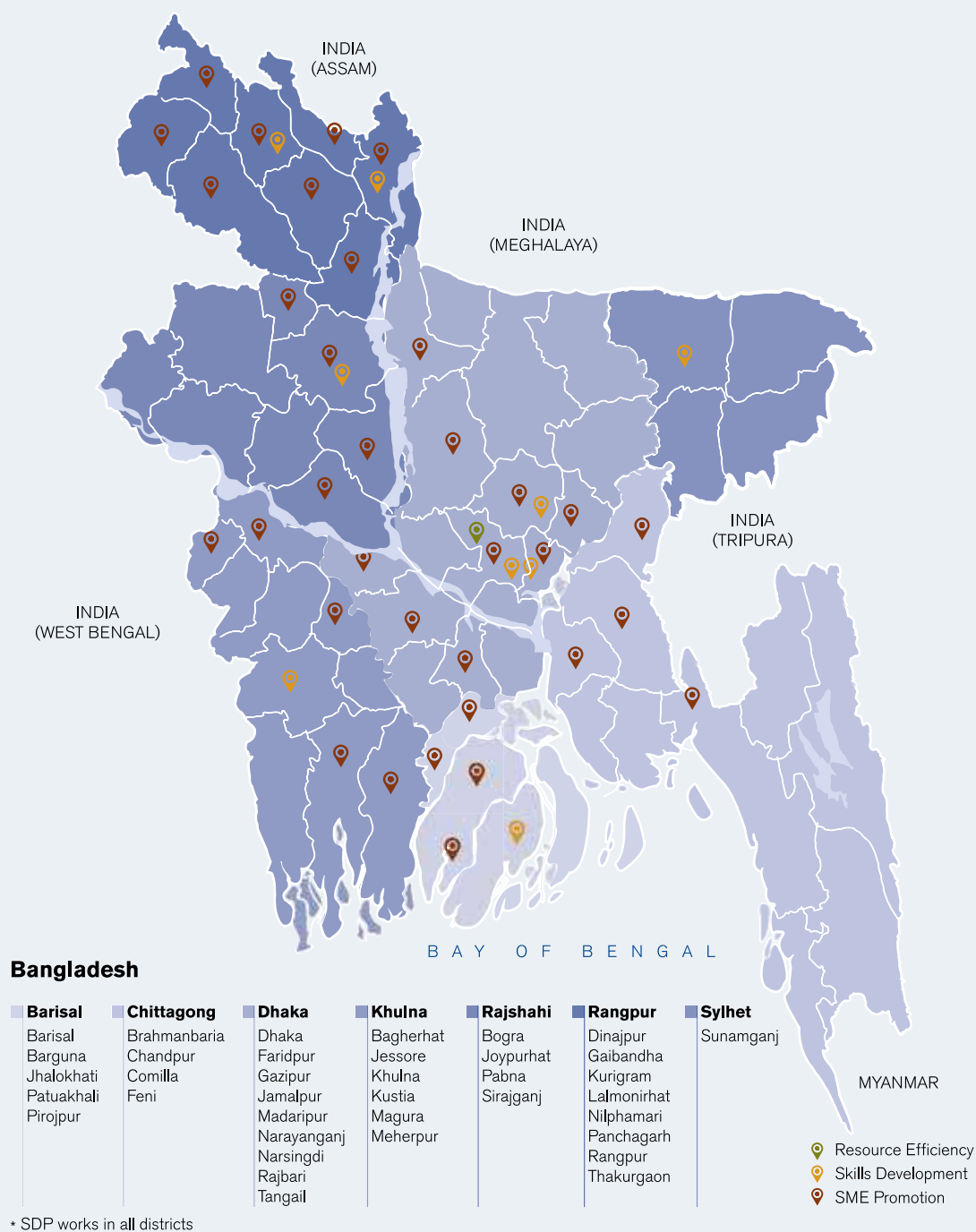
27,133 smallholder cocoa farmer households (58% women) trained on financial literacy for better understanding of access to finance

South Asia

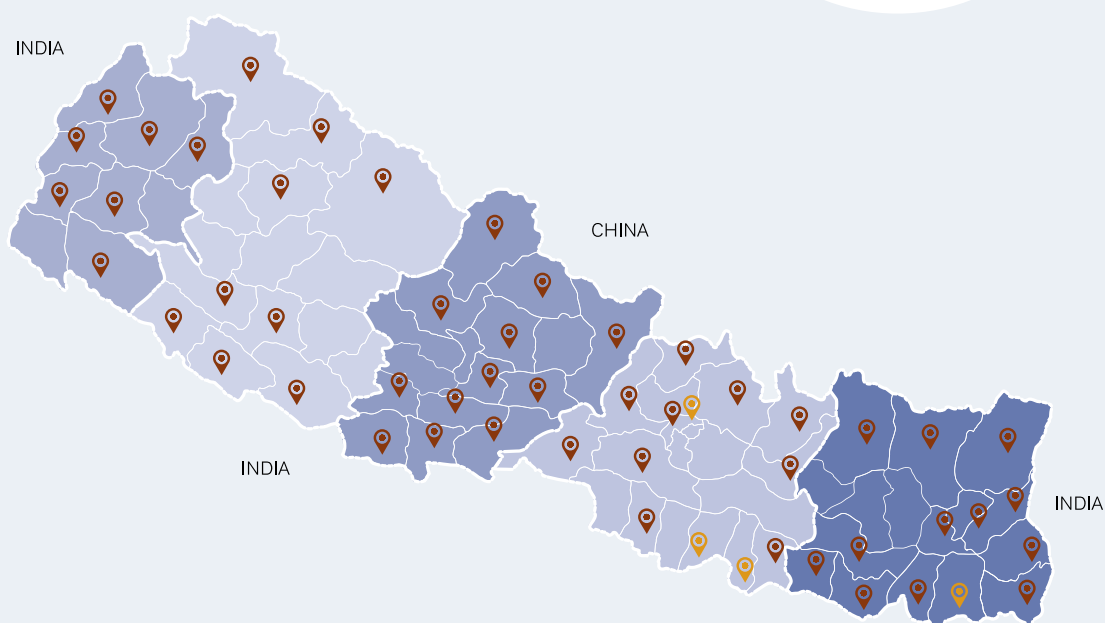


Female trainers encourage participation of more female trainees in technical trades

Swisscontact Working Areas in South Asia



Swisscontact Working Areas in South Asia



Nepal

■ Eastern Region

Dhankuta
Ilam
Jhapa
Morang
Panchthar
Sankhuwasabha
Saptari
Siraha
Solukhumbu
Sunsari
Taplejung
Terhathum
Udayapur

■ Central Region

Bara
Chitwan
Dhading
Dhanusa
Dolakha
Kathmandu
Mahottari
Makwanpur
Parsa
Ramechhap
Rasuwa
Rautahat
Sarlahi
Sindhupalchok

■ Western Region

Arghakhanchi
Gorkha
Kapilvastu
Kaski
Manang
Mustang
Myagdi
Nawalparasi
Palpa
Parbat
Rupandehi
Syangja
Tanahun

■ Mid Western Region

Banke
Bardiya
Dang
Dolpa
Humla
Jumla
Mugu
Salyan
Surkhet

■ Far Western Region

Baitadi
Bajhang
Bajura
Dadeldhura
Darchula
Doti
Kailali

📍 Skills Development
📍 SME Promotion

* NVQS works in all districts

Achieving Sustainability towards Healthcare Access (ASTHA)



ASTHA officially known as - Improving Rural Healthcare Service through Community Paramedic Programme (IRHSCPP), is funded jointly by Novartis and Swisscontact with the aim to improve access to quality healthcare services for rural community people through development and promotion of Community Paramedics.



Mother and child from rural community receiving quality healthcare service from skilled practitioners

ASTHA is a four year project (2015 - 2018) designed to increase healthcare outreach in rural areas of Bangladesh, with special attention to Maternal and Child Health, Family Planning and basic Primary Healthcare services.

To address the acute shortage of skilled healthcare service providers in the national healthcare system, ASTHA is working in three strategic areas:

- Developing skilled Community Paramedics to make quality healthcare services easily accessible by rural communities
- Awareness development in rural community to change their service seeking behaviour as well as promote Community Paramedic services
- Sensitising respective wings of relevant government agencies such as Bangladesh Nursing Council (BNC); Directorate General of Family Planning (DGFP) and Directorate General of Health Services (DGHS) to ensure

quality of healthcare services provided by Community Paramedics

ASTHA is working in Nilphamari, Patuakhali and Sunamganj districts with the target of reaching 180,000 rural community members through development of 480 Community Paramedics.

Highlights 2015

- For capacity development, 34 faculty members and trainers of 10 Community Paramedic Training Institutes received Basic Training of Trainers (ToT) on 'Enhancing Training Quality and Facilitation Skills'
- 187 Community Paramedics received training through 29 Scientific Seminars to update their knowledge on contemporary health priorities like safe motherhood, new-born and infant care, antenatal care, rational use of drugs, contraceptives, hypertension and bleeding in pregnancy, and effective referral system
- Developed the Refresher Training curriculum and conducted 2 Refresher Trainings to strengthen knowledge of 50 practicing Community Paramedics
- 4,251 rural community members (1,306 male, 1,966 female and 979 children) in project locations received free treatment from graduate doctors through 16 Health Camps; 75% of the patients also received free medication
- 32,995 rural community people were informed about the necessity of quality healthcare delivery and the importance of seeking healthcare services from skilled service providers, like Community Paramedics, through 66 interactive marketplace meetings in project locations

Building Skills for Unemployed and Underemployed Labour (B-SkillFUL) Phase I

B-SkillFUL Phase I (2015-2019) is the leading skills development project of Swisscontact South Asia. It aims to improve well-being of 50,000 poor and disadvantaged men and women by increasing their access to labour market and income, while safeguarding their fundamental rights at work. To reach target beneficiaries in selected districts of Bangladesh, B-SkillFUL will partner with private and non-government Training Service Providers (TSPs) which offer demand driven skills training. It is mandated by the Swiss Agency for Development and Cooperation (SDC).

In Bangladesh, almost 2 million workers join the labour force every year settling mostly in the informal sector given their lack of applicable skills. Even though the informal sector creates about 80% of the jobs for the workforce, the employers hardly maintain the legal and regulatory frameworks and are largely unaware on issues of labour rights and decent work practices. Workers in informal sector enterprises are subject to hazardous working conditions and exploitation. Awareness on such concerns are being partially addressed in recent years after major accidents, particularly in the Ready-Made Garments sector, but the practice is still limited to formal sectors.

B-SkillFUL aims to facilitate training and job placement of young men and women in both formal and informal enterprises where the issues of labour rights and decent work (LRDW) are partly addressed. The majority of beneficiaries are from disadvantaged groups. The project adopts a facilitative approach instead of direct service delivery to foster sustainability. Training programme development, training delivery, employment of beneficiaries, addressing LRDW issues are done through partners that are likely to remain functional in the labour market in long run. B-SkillFUL engages in developing the capacity of partner TSPs for better quality training delivery; facilitates linkage between the financial institutes and the partner TSP owners to enhance access to finance and capacitates the Informal Sector Industry Skills Council (ISC) to raise awareness amongst informal enterprises on issues of LRDW.

Furthermore, B-SkillFUL extends its training facilitation and awareness raising to cover other issues such as sensitivity on gender, disability and ethnicity. It also includes the basics of entrepreneurship in training programmes and

facilitates linkages amongst financial institutes and graduates who want to become self-employed.

In short, the key activities of B-SkillFUL are to:

- Raise awareness among the beneficiaries about benefits of and opportunities for skills training
- Facilitate delivery of market-based skills training and certification for wage and self-employment of the beneficiaries
- Support TSPs and private sector enterprises to conduct workplace-based training and job placement
- Assist in establishing a cell within the Informal Sector ISC for raising awareness among informal sector enterprises on decent work
- Facilitate linkages of trainees, graduates, TSPs with financial institutions



Facilitating training to poor women, ethnic and religious minorities and differently abled people for decent employment

Sudokkho

Skills and Employment Programme in Bangladesh (SEP-B), rebranded as Sudokkho, is a five-year programme (2014 – 2019) funded by UKaid and Swiss Agency for Development and Cooperation (SDC). The programme is implemented by Palladium, in consortium with the British Council and Swisscontact.

Sudokkho supports private sector-led training for the poor, in particular, which effectively assists women and disadvantaged population into decent employment.

The programme operates to implement a five-tier goal which consists of: Developing and scaling up market-driven, quality skills training models within Ready-Made Garments and construction sectors; Stimulating gender equality and reaching disadvantaged people, inclusive of poor and marginalised groups in all interventions; Stimulating further investment in private sector-led training by trainees, private training providers and employers; Supporting and building upon the Technical and Vocational Education and Training (TVET) reform agenda of Bangladesh in coordination with the Ministry of Education; and Supporting private sector-led training for 110,000 men and women and supporting at least 71,500 people into employment, who will earn an additional cumulated USD 85.5 million over the programme period.

- Facilitated pilot phase trainings conducted by 4 PTPs with certificate distribution; out of 160 enrolled participants (54% male, 46% female), 153 completed skills training in three occupations electrical house wiring, mason and sewing machine operator
- Signed 3 partnership agreements through Industry-led Training Fund signed with Debenhams, Urmi Group and Lafarge Cement; 32 assessors and 44 trainers were trained through assessors training and Training of Trainers respectively from partner organisations
- Developed 15 job profiles; 15 curricula; 8 training material packages and assessment tools for 3 occupations; Competency Skills Log Book for 6 occupations; and a soft skills training package of 20 hours; Trained instructors on Basic Instructional Skills and on soft skills from the PTPs; 20 participants participated in each training course
- Signed Memorandum of Understanding (MoU) with Bangladesh Garment Manufacturers and Exporters Association (BGMEA) as strategic partner; and with Construction Industry Skills Council (CISC)

Highlights 2015

- Signed grant agreements with 4 pilot Private Training Providers (PTPs); and identified 16 additional PTPs for second round of pilot training



Instructor demonstrating rod binding works for reinforcement of base/footing and column to the participants

Nepal Vocational Qualifications System (NVQS) Project

Swiss Agency for Development and Cooperation (SDC) is supporting the Ministry of Education to establish a National Vocational Qualifications Framework (NVQF) and a corresponding NVQ Authority (NVQA) to manage it through Nepal Vocational Qualifications System (NVQS) Project. Swisscontact is providing technical assistance to the project. The project is envisioned for a 10-year duration in three phases.

In Nepal, 500,000 youths enter the labour market yearly but most of them remain unemployed or underemployed since they have low or very few skills. Thus they work in low paid and exploitative jobs in Nepal or as uncertified low skilled workers abroad. However, there has been progress in the last few years with the development of an intricate skills training and certification system for a significant number of occupations. In accordance, capacities have been developed within the National Skills Testing Board (NSTB) at national and decentralised levels to provide testing facilities for a large number of occupations to an increasing population seeking skills certification.

Nepal Vocational Qualifications System (NVQS) Project is envisaged as a key contribution to systemic changes in the Technical and Vocational Education and Training (TVET) system. It will enable men and women including disadvantaged groups

to get access to increased employment and self-employment and to perform at higher productivity level. This will lead to increased income, enhanced livelihood and resilience, and thus promote inclusive growth and alleviate poverty.

NVQS Phase I (2015 - 2019) focuses on strengthening the stakeholders of TVET system particularly NSTB and Industry Associations through policy dialogue along with developing and up-grading NSTB/NVQA capacities for successful operationalisation of two sector-specific Vocational Qualifications System (hospitality and construction), laying foundations for the emerging NVQS. The project will create enabling framework conditions, set-up base for an independent legal entity, build institutional and human capacities as well as strengthen and expand existing service delivery across all 75 districts in Nepal.



Men and women including disadvantaged groups seek skills certification to improve their opportunities for employment

Youth Employment Project (YEP) Nepal

Funded by Swisscontact and the Global Fund of Swiss Agency for Development and Cooperation (SDC), the Youth Employment Project (YEP) intends to promote the integration of youth into the job market through improved and market-oriented skills development training. YEP also integrates youth groups in social and economic processes through awareness programmes on youth policy dialogue and capacity building of relevant stakeholders.



Unemployed and underemployed youths receive quality skills training for enhanced income

YEP is being implemented in Nepal from 2013 for a period of four years and aims to ensure employability through quality skills training. It targets to empower 3,500 youths (unemployed or underemployed aged between 16 to 40 years) for enhanced income in Morang, Sunsari, Mahottari, and Sarlahi districts of eastern and central Terai regions.

YEP operates in partnership with private and Non-Governmental Organisation (NGO)-based Training and Employment Providers and strengthens their capacity to implement training programmes and employment support services. The project has also initiated industry-based skills training in collaboration with Chamber of Industries, Morang (CIM) to produce skilled and competent workers for the largest jute industry in Nepal. YEP strongly believes that at the end of the project, institutions and partners will be able to address youth employment issues through the set-up of youth-friendly employment and self-employment services, based on a network of partnerships between private and public entities.

Highlights 2015

- 1,109 youths (664 male, 445 female) completed skills training
- 972 youth represented Disadvantaged Groups from target locations
- 649 youths appeared in Level - 1 Skills test from National Skills Testing Board (NSTB)
- 62 instructors (42 male, 20 female) participated in instructor skill Training of Trainers from Training Institute for Technical Instruction (TITI)
- 51 Instructors and Training Coordinators (34 male; 17 female) received Life Skills Training from ANTARANG Psychosocial Research and Training Institute in Nepal to develop their skills in day-to-day teaching and learning process
- Developed 2 new curricula of jute spinner and jute weaver and occupational profile of salesperson



Empowering poor farmers to increase their income and improving their livelihoods

Agri-business for Trade Competitiveness Project (ATC-P) Katalyst



Katalyst is being implemented by Swisscontact and co-funded by the UK government, the Swiss Agency for Development and Cooperation (SDC), and the Danish International Development Agency (Danida), under the Ministry of Commerce, Government of Bangladesh.

Katalyst is a market development project working in Bangladesh since 2002. Phase 1 and Phase 2 lasted from 2002 till 2013. Currently, the project is implementing Phase 3 (2014 - 2017) by facilitating to bring changes in services, inputs and product markets to increase competitiveness of small farmers and enterprises. As private sector increasingly realises the economic potential of small farmers, it strives to create more innovative and profitable business models to cater a wider market. As a result, markets develop leading to accelerated economic growth, thereby making markets more inclusive.

The livelihoods of small farmers rely on market systems where they participate as labourers, producers, entrepreneurs and consumers. However, the poor are often systematically excluded from such markets. Katalyst applies Inclusive Market Development approach to encompass choices and opportunities to the poor and excluded groups such as women and empower them to rise out of poverty. By identifying the constraints that prevent small farmers' participation in these markets, Katalyst identifies innovative solutions by partnering with a wide range of public and private sector intermediaries. For sustainability, the project facilitates partnership with private companies to include the poor into their commercially viable business model.

Small farmers benefit from fair price in the market resulting from higher productivity due to the use of quality seed, better quality products from hands-on training on effective cultivation and post-harvest techniques and new market linkage opportunities. Katalyst Phase 3 aims to reach 1.43 million additional farmers and small and medium enterprises (SMEs) and increase their income by USD 260 million.

Katalyst Phase 3 works in the sectors of maize, vegetable, farmed fish, information channels,

women's economic empowerment, local agri-business network and capitalisation.

Highlights 2015

- Katalyst benefitted 551,075 new farmers, leading to an increased income of USD 52.6 million
- Katalyst has facilitated its partners in the private sector, NGOs and the public sector to introduce 40 new and improved services towards improving the competitiveness in the agriculture sector
- As part of its capitalisation strategy, Katalyst is anchoring its 12 years of experience on market development in different learning institutes including government training institutes, research organisations and universities
- Rural Development Academy – a public research and training institute has improved the curriculum and content for its Post Graduate Diploma in Rural Development (PGDRD) course. The newly designed course reflects Katalyst's experiences and learning of working with private sector for rural development. Bangladesh Technical Education Board has included Katalyst's learning on public-private partnership in agriculture extension in the syllabus of Agriculture Training Institutes whose graduates are employed by government agriculture extension departments
- National Academy for Planning and Development, a government training center and Katalyst worked together to improve its training module on Public - Private Partnership, reflecting Katalyst's experiences and learning of working with public and private sector

Making Markets Work for the Jamuna, Padma and Teesta Chars (M4C)



Making Markets Work for the Jamuna, Padma and Teesta Chars (M4C) is a five-year project, mandated by the Swiss Agency for Development and Cooperation (SDC) and Ministry of Local Government, Rural Development and Cooperatives, and implemented by Swisscontact and Practical Action in collaboration with Rural Development Academy, Bogra.



Facilitating improved market linkage between onion farmers and traders

M4C aims to reduce poverty and vulnerability of char households in ten districts of northern Bangladesh by facilitating market system changes which enhances opportunities for employment and income generation. The project targets to benefit 60,000 char households through an accumulated net income increase of USD 9 million.

M4C's portfolio includes agriculture sectors such as maize, chilli, jute, onion, groundnut, mustard, rice as well as handicrafts as non-farm and char transportation and financial services as cross-cutting sectors. M4C has undertaken several interventions since 2012 based on analysis, research and testing of innovative models suitable for chars. It partnered with a broad range of public agencies (research, extension), private companies (agri-input, agro-processing) and local service

providers (retailers, traders) to promote relevant inputs and services as well as improve market linkages resulting in sustainable income generation for char dwellers.

“Previously, we used clay for jute retting. This practice ruined the jute fibre's colour and we would get low price in the market. Now we use polythene sheets for jute retting. This ensures beautiful colour of jute fibres. We get USD 2.5 per maund (40 Kg) for better quality!”

Kalpana Khatun, Farmer, Agbohail Char, Sariakandi, Bogra

Highlights 2015

- Income of 43,100 households (comprised of approx. 167,600 women, men and children) increased by USD 4 million (USD 93 per household, USD 23.80 per capita) due to use of improved inputs and services facilitated by the project
- Reached around 40,400 additional char households with new/improved products and services
- Around 17,000 women (35% of total) participated in farmers' meetings, field days and other events due to relevance and encouragement from the private sector. It helped to improve their access to improved knowledge and skills
- Through private and public sector actors, char producers in target locations have access to adaptation knowledge and inputs such as wind-resistant seed varieties, materials for proper and quick drying (before rain) reducing their vulnerability to disasters

Supplier Qualification Programme (SQP)

Supplier Qualification Programme (SQP) aims at enabling the manufacturers to autonomously and sustainably comply with the social and ecological standards such as Business Social Compliance Initiative Code of Conduct (BSCI CoC), Social Accountability Standard (SA 8000), Occupational Health and Safety Standard (OHSAS 18001).

In recent years, the Ready-Made Garments (RMG) sector, a major contributor to the economy of Bangladesh, has been facing criticism for overlooking many labour rights issues. Insufficient fire and building safety measures are concern for workers' safety and are affecting business orders from foreign buyers.

Swisscontact supports manufacturers in the textile sector in Bangladesh to ensure labour rights and improve living and working conditions of their workers. Supplier Qualification Programme (SQP) commenced in 2008 and is currently in Phase 6, supporting factories in Gazipur, Dhaka, Narayanganj and Tangail districts. Swisscontact as an implementing partner of Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH – International Services is executing the 'Social Standards' component of the programme.

An innovative dialogue approach is being used to train the manufacturers with tested contents and working tools. Each factory forms a Change Management Team (CMT) comprising of members from management, compliance, production, safety and workers responsible for implementing improvements. The capacity of the CMT is built through various trainings so that they can pass on their knowledge through in-house trainings. The programme, through factory visits, supports task list implementation for improvements and provides helpline support by telephone and e-mail to clarify queries of factories. This has led to reduced injuries, worker turnover and absenteeism.

“It gives us immense pleasure to see that our workers are more aware of Occupational Health and Safety (OHS). They wear Personal Protective Equipment (PPE) at work stations spontaneously. The number of work injuries and accidents has gone down significantly. Trainings on OHS by the SQP team were very effective.”

Khondokar Nazmul Alam, Manager, Human Resources and Compliance Division, Mondol Knit Tex Ltd.

Highlights 2015

- Conducted 6 training workshops on various topics where 478 participants attended
- Conducted 119 factory visits by experts
- Trained 5,615 workers in factories on health, safety and rights issues by 150 in-house trainings
- Trained 805 attendees of CMT in selected factories
- Conducted 170 visits in project factories for fire safety task list review
- Trained 6,212 workers on fire-fighting, emergency rescue and first aid



Ensuring safe working conditions in factories through Occupational Health and Safety (OHS) trainings

Samarth-Nepal Market Development Programme



Samarth - Nepal Market Development Programme (NMDP) is a five-year UKaid funded rural market development programme managed in partnership with the government of Nepal in consortium comprising Adam Smith International, Swisscontact and The Springfield Center.

Samarth - NMDP aims to create a sustainable change in rural market systems through inclusive market development approach to increase the income of 300,000 smallholder farmers and small-scale entrepreneurs by USD 111 by March 2017.

The programme focuses on agriculture and tourism - the two major contributors to Nepal's Gross Domestic Product (GDP) - with immense potential to uplift the nation's economic standards.

Samarth's portfolio consists of the following 10 sectors:

Crop protection inputs, Livestock feed, Dairy, Fish, Pig, Ginger, Vegetables, Media, Mechanisation and Tourism.

Highlights 2015

- The programme increased the income of 77,100 smallholder farmers and small-scale entrepreneurs with an increase in Net Attributable Income Change of USD 48.6
- After the devastating earthquake in April that posed as a giant obstacle in the programme's progress, Samarth also focused on market-led recovery, to create a sustainable market. As part of the recovery programme (Agriculture Reconstruction Project), 50 local foremen of three districts hit hardest by the quake were trained on masonry, basic plumbing and resilient construction practices to build 1,000 livestock sheds and 15 community seed and grain storage using local resources and materials. 1,000 households will benefit from the project



Creating a sustainable change in market systems to increase income of smallholder fish farmers



Door-to-door collection service in Bhashantek slum is reducing waste dumping and leading to a cleaner environment

Household Solid Waste Management Project (HSWMP)

Value for Waste
Less Waste, more Value, for a better Environment

Branded as Value for Waste (VfW), the four-year project (2013 - 2016) addresses the challenge of efficiently managing household solid waste generated in Dhaka, one of the fastest growing cities in the world.

Adopting a neighbourhood-based approach, Value for Waste project is working with municipal authorities, resident associations and primary waste collection service providers to introduce source-segregated waste management systems. Separating recyclables at source increases collection efficiency and ensures that higher volumes of recyclables enter the market, creating income and employment opportunities along the recycling value chain. By reducing the amount of waste to be landfilled, the project contributes to environmental pollution mitigation and urban disaster risk reduction.

Initially, the project activities focused on Baridhara, a high-income neighbourhood. This year, the project expanded to a low income area called Bhashantek, where no prior waste collection system was in place. With the support of local community leaders, a segregated waste collection service was set-up. The service is based on a social business model and is gradually becoming sustainable. While slum dwellers pay monthly waste collection fees, additional income is generated through the sale of recyclables.

to collect the waste disposed off by the social business from the transfer station. This constitutes an important step towards extending public service provision to the urban poor



Separate collection of recyclables is generating additional income for the waste collectors

Highlights 2015

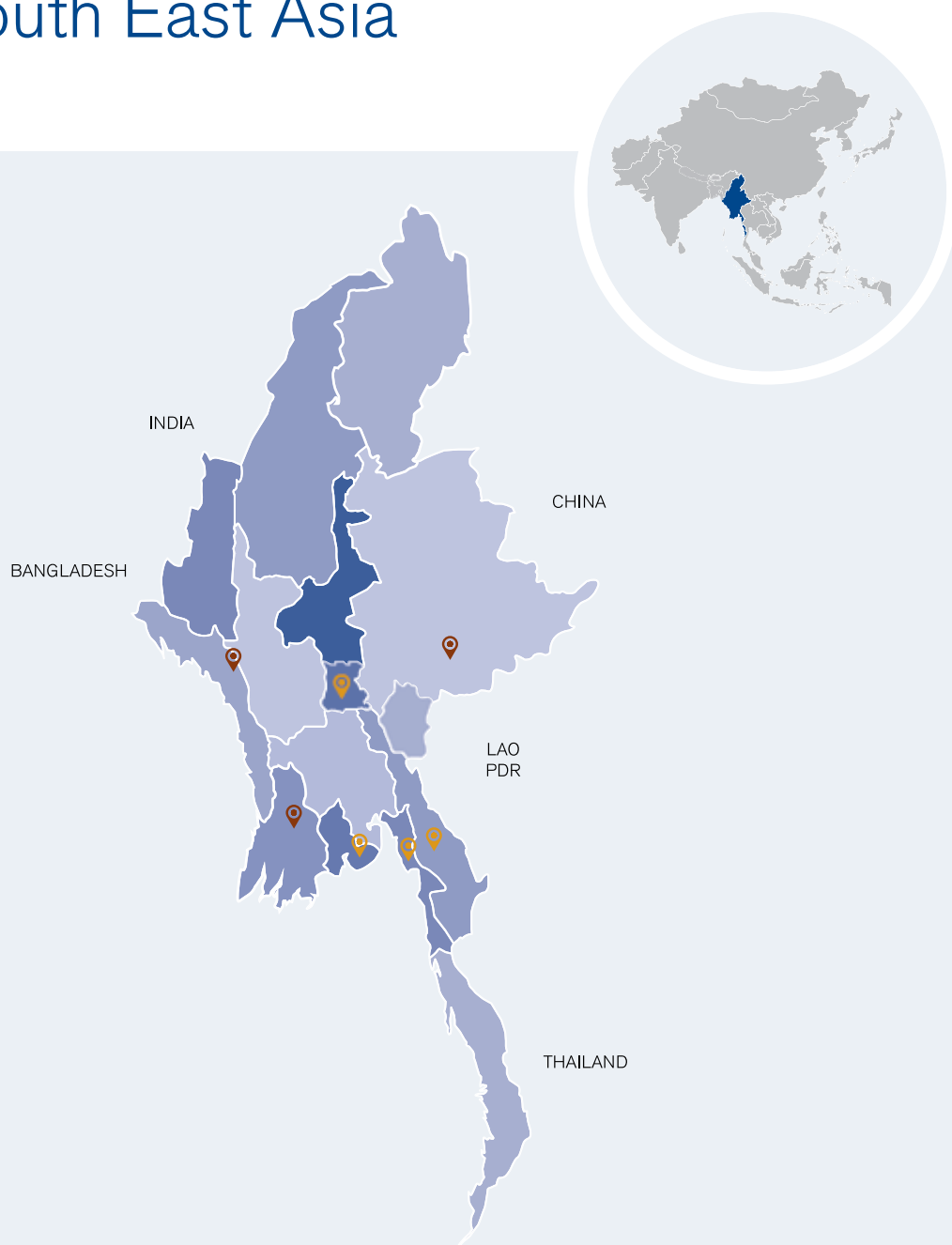
- 426 households in Bhashantek slum have subscribed to the door-to-door waste collection service provided by a social business initiative developed and supported by the project
- 2,130 slum dwellers in Bhashantek are thus benefitting from a regularised waste collection service leading to reduced dumping of waste in drains and water bodies and improving urban hygiene
- The Municipality has recognised the social business as a licensed primary waste collection service provider, and has started construction of a transfer station at the periphery of the slum
- The Municipality has also formally agreed

South East Asia



Developing the cocoa value chain through Good Agricultural Practices

Swisscontact Working Areas in South East Asia



Myanmar

■ Ayeyarwady Region ■ Kayah State ■ Mon State ■ Nay Pyi Taw Union Territory ■ Rakhine State ■ Shan State ■ Yangon Region

● Skills Development
● SME Promotion

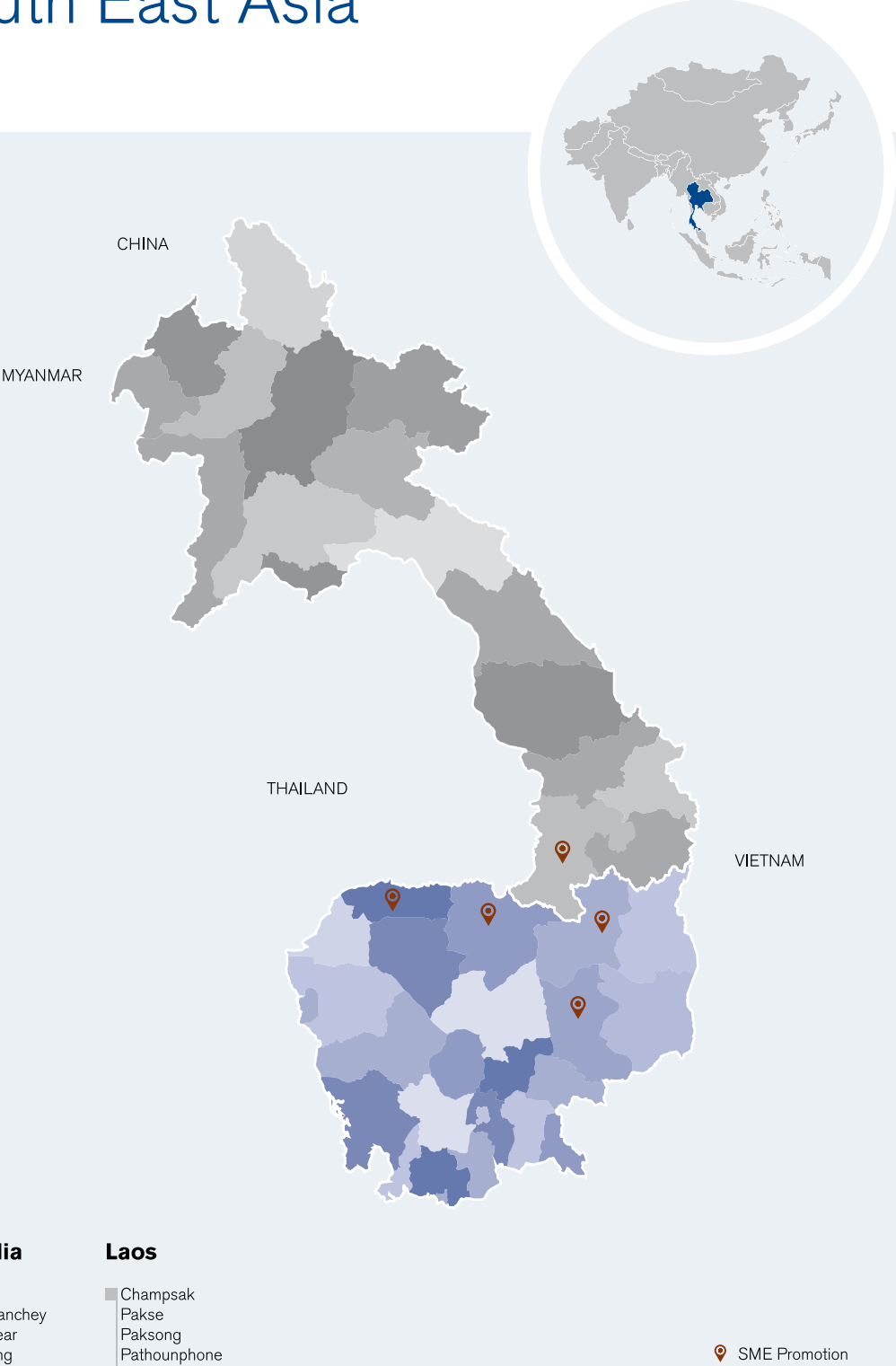
Swisscontact Working Areas in South East Asia





 SME Promotion

Swisscontact Working Areas in South East Asia



Vocational Skills Development Program (VSDP)

The goal of Vocational Skills Development Program (2014 - 2018) is gainful and market demand-driven employment or self-employment and better income for disadvantaged persons in targeted areas in Myanmar.

The Vocational Skills Development Program (VSDP) is funded by the Swiss Agency for Development and Cooperation (SDC) and implemented by a consortium consisting of Swisscontact and the Institute for Vocational Training, Labour Market and Social Policy GmbH (INBAS). The purpose of VSDP is to improve relevant vocational competencies of men and women who lack opportunities in the labour market and improve their employment and income prospects.

The VSDP has the following components:

- The Hotel Training Initiative facilitates the availability of skilled people for the hospitality industry
- The Local Vocational Training Component improves competencies of disadvantaged men and women in Southeast Myanmar according to labour market demand
- Support to the National Skills Standards Authority (NSSA) complements the above efforts by supporting the development of skills standards and a credible system of skills testing and certification

Highlights 2015

- Developed curricula and training materials for 8 occupations
- 204 instructors acquired pedagogical skills in Training of Trainers courses under VSDP
- 1,883 Learners and Line Staff completed training courses (48% female)
- 228 Learners completed one week preparatory course only in hospitality; 852 Learners completed both one week preparatory course and six week course in Bell Service, Housekeeping and Waiting Staff
- 243 Line Staff successfully completed 6 week course in Bell Service, Housekeeping and Waiting Staff
- 560 Learners completed 12 week courses as tailor, beautician, house wirer and rural mechanic
- Assessed 418 candidates of 11 occupations under the NSSA Component, piloting national level skills tests
- Trained 28 assessors and test item developers for assessment of candidates



Developing relevant competencies for disadvantaged persons for better employment opportunities



Tourists on the 4000 islands in Southern Laos learning about local life through The River Life Experience tourism product developed by project

Cambodia Horticulture Advancing Nutrition and Income (CHAIN)

Cambodia Horticulture Advancing Nutrition and Income (CHAIN) project is a Swiss Agency for Development and Cooperation (SDC) funded three-year programme. It aims to reduce rural poverty in Cambodia by increasing the income of 6,000 smallholder farmers and small-scale entrepreneurs by 2018.

Swisscontact in partnership with Stichting Nederlandse Vrijwilligers (SNV), is implementing CHAIN project to facilitate an inclusive and sustainable increase in income of rural men and women (including ethnic minorities) in the provinces of Stung Treng, Preah Vihear, Kratie and Oddar Meanchey in Cambodia.

The project is focused around three rural poor community producer groups: semi-commercial/commercial vegetable producers (50% women) who sell planned surplus production; homestead vegetable producers (almost 100% women) who sell unplanned seasonal surplus production; and small-scale processors (almost 100% women, including female-headed households) of vegetables and fruits into higher value commodities.

To realise systemic market changes in which private and public partners deliver effective services, including extension, inputs, micro-finance and (market) information to meet the needs of targeted farmers and processors, the project is working on five intervention areas:

- Improve capacity of Provincial Department of Agriculture (PDA) and Provincial Department of Women's Affairs (PDoWA) and Non-Governmental Organisations's for better service provision to homestead and commercial farmers (farmer groups, including ethnic minorities and female-headed farms)
- Strengthen capacity of farmer groups (homestead and commercial) to improve market-oriented services for the members
- Assist private sector market actors in developing inclusive business models, improve targeting of homestead and commercial farmers (farmer groups, including ethnic minorities and female-headed farms) with appropriate inputs/products and embedded advisory services for a wider base of farmers
- Strengthening policy environment
- Improve the capacity of PDoWA and processors groups for better service provision to small-scale processors (women, including ethnic minorities)

“The collaboration between SNV and Swisscontact in CHAIN project has been very rewarding, and I recommend it to be considered for other projects. At a personal level, I have enjoyed working with Swisscontact on the design and implementation, where the mix of our expertise clearly adds value to the CHAIN project. It has been a real pleasure to see how Swisscontact has been integrated in the CHAIN team assisting the project with the implementation of the market-system approach. We are ready to reap the fruits from the successful partnership.”

Marieke van Schie, Team Leader, CHAIN

Highlights 2015

- Identified 157 groups comprising nearly 2,951 farmers (74% women)
- Established agreements with 6 private sector companies to work on various inclusive business models in delivering services to rural households

Champasak Tourism Business Promotion (CTBP)

The Champasak Tourism Business Promotion (CTBP) project (2013 – 2016) aims to increase jobs and income in Southern Laos through a more competitive and sustainable tourism sector. The project is part of Swisscontact's global development programme, which is partially financed through Swiss Agency for Development and Cooperation (SDC).

Every ninth person in the Lao People's Democratic Republic is directly or indirectly employed in tourism sector. After mining and hydropower, tourism is the strongest contributor to the national Gross Domestic Product (GDP). These two facts alone illustrate the importance of tourism for the development of the country and are the core of CTBP's mandate.

The CTBP project intervenes on three levels:

- It facilitates the development of Southern Laos as tourism destination by supporting the development of products which are attractive to experiential travellers and villagers and communities at the same time. It further builds capacities for hospitality and tour guide training to deliver better services to tourists and incentivise people to stay longer in Southern Laos
- It strengthens the marketing of the Southern Laos tourism destination towards international travellers market in order to attract more tourists to come to the destination
- It supports public and private tourism stakeholders in Southern Laos to jointly manage the tourism destination in a more effective manner. For this purpose it supports the strengthening of business associations and a provincial destination management network.

- Prepared 30 local tour guides with improved guiding skills and a new tour guide training programme ready for country-wide replication
- Facilitated to raise awareness for responsible tourism behaviour through capacity building on child safe tourism, greening tourism businesses and solid waste management
- Launched a new brand identify for Southern Laos summarised in the logo 'Southern Laos, charming by nature'
- Set-up a destination management and promotion webpage allowing more than 400 tourism SMEs in Southern Laos to promote their services
- Built the Destination Management Network including 10 different provincial line departments and 30 different private businesses

Highlights 2015

- Trained staff of 200 tourism small and medium enterprises (SMEs) in different areas of hospitality and improved their business performance
- Institutionalised a model for mobile hospitality training in the Lao National Institute of Tourism and Hospitality



Strengthening marketing of the destination Southern Laos by focusing on its naturally charming and authentic people

Making Vegetable Markets Work (MVMW)

MVMW programme seeks to address constraints within the vegetable market in Myanmar with a specific focus on the production region of Southern Shan State and currently a pilot region in Rakhine State. Simultaneously, the programme will work at national level on issues relating to sector policy reform and towards creating an improved enabling environment for market stimulation, with focus on input and output markets.



Contributing to improving livelihoods of smallholder farmers of vegetable production in Myanmar

Making Vegetable Markets Work (MVMW) is a three-year initiative jointly implemented by Swisscontact and Mercy Corps. The programme commenced in 2014 and seeks to improve farm income of 15,000 smallholder farmers from vegetable production, and subsequently from household livelihoods. In addition, by utilising the Inclusive Market Development approach, MVMW further seeks to impact an additional 9,000 farmers indirectly through the effects of crowding-in and replication.

The programme will contribute to directly improving the livelihoods of at least 12,000 smallholder men and women farmers in 5 Townships in Southern Shan, and a pilot region in Rakhine State by increasing the production, quality, and demand for vegetables. More importantly, MVMW approach will ensure both in establishing a foundation for market-driven scalability and

contribute evidence for critical policy discussions on economic development. The Mercy Corps-Swisscontact consortium identified latent demand for vegetables in the domestic market, as well as market-based solutions to improve smallholder farm productivity. The consortium will demonstrate the effectiveness of the approach in Southern Shan - an already productive vegetable-growing area - and will facilitate the entry of new market actors in Rakhine, which has potential but currently overlooked by most private sector actors. MVMW will assess risks and incentivise farmers to adapt to suitable agricultural practices and investments. The consortium will act as facilitator among farmers, private sector and public sector actors to increase the availability and use of appropriate agriculture inputs and services and real demand for produce.

Highlights 2015

- Mobilised 1,236 farmers into 51 farmer groups and established 57 demonstration plots
- Facilitated the signing of three grants with local partners to support business advisory services. Coordinated a joint operation with Yezin Agriculture University to launch an applied research grant
- Developed partnership with Syngenta Foundation on the design pilot Farmer Collection and Service Center
- Established a partnership between a local company and 100 smallholder farmers for contract farming
- Established a Vegetable Sector Acceleration Task Force (VSAT) to chart an inclusive development strategy for the sector
- Extended activities to Rakhine State with the project office set-up in Mrauk U Township

TA to Promoting Rural Income through Support for Markets in Agriculture (PRISMA)

Palladium International with technical assistance from Swisscontact is implementing the Australia-Indonesia Partnership for Promoting Rural Income through Support for Markets in Agriculture (AIP-PRISMA), a multi-year programme to accelerate poverty reduction through inclusive economic growth.

The programme focuses on improving farm practices and better access to input and output markets. This includes the use of adapted technologies, essential to increase productivity, or the development of more efficient supply chain that include large numbers of poor.

AIP-PRISMA works in partnership with relevant stakeholders such as farmers, supply chain actors, public and private extension and research institutions to rural markets in agriculture. The programme aims to persuade market stakeholders to co-investment to ensure availability of quality products; facilitate greater interaction between market actors; and create better market transparency through improved information channels. To address agricultural growth constraints at district or provincial level, it seeks to encourage the integration of public and private funds, for instance, to promote the use of information technology to provide extension advice to poor farmers.

The programme's aim is to contribute to a 30% or more increase in net income for 1,000,000 poor rural male and female farmers, 300,000 of which will be reached by June 2017.

“We knew there was great potential in accessing the market in Madura but bringing the message across to farmers about the benefits of planting hybrids was a challenge. With PRISMA's support, farmers saw the true benefits of planting hybrids. They now have a way to earn more profit, thanks to better access to these improved seeds.”

Aileen Rose Uy, Supply Chain Manager, PT AHSTI

Highlights 2015

- Established partnership with 20 private sector and 3 public sector organisations
- Achieved USD 125,876 additional revenue for about 341 SMEs in rural Eastern Indonesia
- 42,523 farm households gained access to crucial knowledge, skill and information that can lead to income increase, out of which, 9,937 achieved an average income increase of 35% from the commodities where PRISMA has worked in



Adapting new technologies to increase productivity through new knowledge, skills and technology

Sustainable Cocoa Production Program (SCPP)



The programme is being implemented in collaboration with the Indonesian Ministry of Home Affairs and funded by the Swiss State Secretariat for Economic Affairs (SECO), the Millennium Challenge Account Indonesia (MCA-I), the Sustainable Trade Initiative (IDH), the International Fund for Agriculture (IFAD), and the Embassy of the Kingdom of the Netherlands (EKN). It brings Swisscontact's cocoa experience in South East Asia to 10 years.

As a large Private-Public Partnership, SCPP is working with nine private sector partners who are industry heavy weights, to enhance the economic, social and environmental aspects of a sustainable cocoa production. Consequently, SCPP is working towards building a foundation for more transparency and product traceability in the supply chain to encourage sector change with its private sector partners.

In 2015, with the support of additional donors, the International Fund for Agricultural Development and the Millennium Challenge Account - Indonesia as well as implementing partners World Cocoa Foundation, International Center for Tropical Agriculture and VECO Indonesia, SCPP expanded further. The programme is currently targeting 130,000 cocoa farmer families by 2020 in 50 districts in 12 provinces.

SCPP aims to increase the farmer household income from cocoa by 75% and reduce Greenhouse Gas emissions from cocoa farms by 20%. It applies an integrated and well-established approach of good farming practices and technology transfer system, nutrition and gender sensitivity integration, farmer organisation, market access and certification, an integrated agri-business financing facility, along with stakeholder management and networking platforms. 234 SCPP staff are working closely with 702 private sector staff, government extension officers and 1,933 skilled farmer group lead farmers.

While Good Agricultural Practices, Nutrition and Financial Literacy training is being provided continuously, new modules have been developed on Good Environmental Practices and Community Development. Reduction of Greenhouse Gas emissions and Carbon sequestration are becoming an important programme dimension. SCPP is

directly addressing 11 out of the 17 Sustainable Development Goals by contributing to improving livelihood of smallholder farmers, protecting the environment and reducing inequalities.

Highlights 2015

- 25,660 cocoa farmers (43% of all farmers supported) have increased their annual income by at least 75% from cocoa farming activities
- Created 1,070 jobs (full-time and part-time) within the cocoa supply chain
- Achieved 60% yield improvement from 450 kg/ha/year baselines to 721 kg/ha/year post-line surveys after interventions
- Trained 13,367 households of smallholder cocoa farmers (18% female) on Good Agricultural Practices, post-harvest practices and farm certification
- 18,383 cocoa farmer households trained in Good Nutritional Practices (GNP) established 1.71 million square meters of nutritious vegetable gardens
- Facilitated in certification of 11,794 cocoa farms (14% women-owned) in voluntary standards from UTZ Certified and Rainforest Alliance for applying better farming practices and receiving price premiums

TA to Sustainable Regional Economic Growth and Investment Programme (SREGIP)

The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH funded SREGIP aims to improve the value addition, inclusiveness and environmental sustainability for 100 small and medium enterprises (SMEs) and 5,000 smallholders in selected sectors and regions.



Learning best practices and methods for rubber latex harvesting, handling and coagulation

Together with Mesopartner and GFA Consulting Group GmbH, Swisscontact is providing technical assistance for implementation of SREGIP in West Kalimantan and West Nusa Tenggara province. In a multi-level approach with a strong focus on Development Partnerships with Private Sector and Public-Private Dialogue, the programme supports selected value chains and regional competitiveness by improving: (1) legal and regulatory framework conditions, (2) supply of business services, (3) cooperation and networking among private and public actors and (4) access for SMEs and smallholders to innovation and technology, which create a systemic approach for promotion of value chains.

In pilot regions of West Kalimantan, the implementation concentrates on relevant agricultural value chains - pepper and rubber - and in West Nusa Tenggara, the focus is on sustainable tourism development, including energy efficiency.

Potential in partner systems lie in priorities attached to growth and poverty reduction in master plans and government strategies. In pilot regions, selected sectors and development of urban-rural linkages play a key role. Commitment to reducing ecological footprint also provides a good basis to solve such

problems and harness economic potentials for a more inclusive and environmentally sustainable growth. In particular, it can take advantage of the momentum of private investors and leading local and international enterprises in value chains with inherent interest in raising competitiveness.

Highlights 2015

- 44 pepper farmer groups and 11 rubber farmer groups in West Kalimantan trained in Good Agricultural Practices and Pest and Disease Management
- Finalised collaboration agreement with Kirana Megatara Group, Indonesia's largest crumb rubber processor, to support the rubber development in West Kalimantan. Successfully linked 100 rubber farmers to Kirana Megatara, thereby receiving a higher price for their product
- Memorandum of Understanding (MoU) signed with Panorama Tour and Travel to support green tourism village development in West Nusa Tenggara which contributes in leveraging additional resources
- 22 tour operators in West Nusa Tenggara trained in marketing strategies, out of which 8 companies are undergoing a 3 month individual coaching
- 'Supervisory Skills Training' conducted for 20 participants of 15 hotels to improve quality of service and to attain certificate of competence. 15 hotels joined a resource efficiency programme and are engaged in a one-on-one coaching with the aim of implementing additional measures to save energy and water; 10 hotels and resorts joined the resource efficiency audit

TA to Tertiary Irrigation Technical Assistance (TIRTA)

The programme aims to stimulate private sector investment in tertiary irrigation to contribute to a 60% increase in net income for 10,000 smallholder rural male and female farmers in selected districts of Eastern Indonesia by December 2018.

Tertiary Irrigation Technical Assistance (TIRTA) is funded by the Australian Department of Foreign Affairs and Trade (DFAT) and implemented by Palladium with technical assistance from Swisscontact. TIRTA (2015 - 2018) aims to address, in an equitable and sustainable way, the constraints of the provision of irrigation services and information on good agricultural practices to smallholder farmers. TIRTA's objective supports AIP-Rural's goal to contribute to a 30% or more increase in net income for 300,000 smallholder rural male and female farmers.

The programme intends to achieve its objective by engaging, influencing, and improving the interaction between key market stakeholders, namely smallholder farmers, Water User Associations, local investors, technical agents and financial institutions as well as national and sub-national governments. The key challenge is finding balance between sustainability, outreach and poverty impact.

The operational focus for the first 18 months is on stimulating expansion of pump-lift irrigation services along a 195km section of Bengawan Solo River, passing along 175 villages in three districts of East Java Province: Bojonegoro, Tuban, and Lamongan. The target is to reduce cost of irrigation and investment risk. Key actions will be demonstration of improved technology, assistance to communities to overcome physical, financial, and institutional obstacles, and strengthen regulatory framework.

Business cases will assess feasibility and take realistic account of environmental, social, cultural and other less tangible barriers to investment by either party. Taking on a brokering role between service provider and farmer community will be vital to generate community and institutional momentum necessary for a successful scheme.

During its first six months, TIRTA surveyed the targeted operational area and identified potential for expansion of irrigation services of 6,600 hectares.



Sustainable development of tertiary irrigation leading to increased income of smallholder farmers

WISATA II Regional Tourism Development beyond Bali



WISATA II is a four-year tourism development programme funded by Swiss State Secretariat for Economic Affairs (SECO). WISATA II is working closely with Indonesian Ministry of Tourism to contribute to economic development through sustainable tourism.

Swisscontact has been supporting tourism development through WISATA project funded by SECO on the island of Flores since 2009. Continuing its success in first phase, WISATA II (2014 – 2018) expanded to additional destinations, namely Tanjung Puting, Toraja, and Wakatobi.

Currently, WISATA II is focussing on: Destination management, marketing, and networking through the Destination Management Organisation (DMO); Community involvement through provision of services and local products; Small and medium enterprise (SME) development through support to tourism business association; Tourism education at vocational schools and higher education (in Bandung, Makassar, and Bali) to improve quality and network for exchange; and Government support to provide an enabling environment for tourism.

with tourism packages and inaugurating 11 homestays. From August to October, more than 100 visitors have stayed in the homestays enjoying attractions such as dances and traditional music performance of Lio Tribes in Waturaka. Currently, Waturaka is also preparing to develop agro-tourism package

- Conducted 13 workshops to support establishment of new destination management curriculum in 2016 for team teacher from three higher education institutions. In these workshops, a lesson plan and syllabus was developed, inclusive of learning objectives, teaching strategies and methods, student activities, student assignment, student assessment, and national and international resource persons
- Successfully implemented HoCo pilot project in 5 hotels in Labuan Bajo. The Hospitality Coaching programme is offered by Flores DMO, targeting small hotels and guesthouses to become more competitive and efficient, improve guest satisfaction, and understand benefits of low-cost and easy solutions to being environmentally friendly

Highlights 2015

- By April 2015, Toraja has received its official destination brand. Around 500 online voters - local stakeholders of Tana Toraja and Toraja Utara participated in logo and tagline selection
- 14 teachers from 7 vocational schools joined the Teacher Internship Programme at hotels, tour operators, and airline companies in Bali for a month. They developed skills and gained experience applicable for teaching in school through practical work in industry
- A workshop and business gathering was initiated to build partnership among Liya Togo, a Community-based Tourism (CBT) group and inbound businesses (dive operators, hotels, and resorts) in Wakatobi, particularly in Wangi-Wangi Island. It was aimed to collect input on improving quality of tourism service and product in Liya Togo
- CBT Waturaka is prepared to welcome visitors



Focussing on tourism education at vocational schools and higher education

Agribusiness Financing Facility (AFF)

The Agribusiness Financing Facility (AFF) is an integral part of the Sustainable Cocoa Production Program (SCPP) with the objective to increase farmer income through improved access to commercial finance in Indonesia and to strengthen farmer organisations as part of sustainable exit strategy.



Access to financial literacy training will strengthen farmer organisations

AFF provides financial literacy training to cocoa farmers, cocoa sector training to financial institutions and strengthens farmer organisations. It is working on promotion of savings, development of conventional and Islamic financial products, strong linkages between existing financial institutions and farmers as well as development of tools which support scaling up of the approach.

The year 2015 was a preparatory period for future take off with emphasis on improving farmer's financial knowledge. This includes participation of financial institutions, preparation of tools for better access to farmer information and farmer organisation management; and capacity development of members and board members of farmer organisations on cooperative principles, accounting, business management and others.

Farmer cooperatives are still rather an exception than a norm in cocoa sector. Business models for farmer organisations were developed. One of the most promising models is certificate holding for voluntary certification standards like UTZ or

Rainforest Alliance, through which cooperatives can capitalise themselves. 5 cooperatives act as certificate holder and premiums of USD 147,800 have been distributed.

Knowledge was shared through development of financial delivery models, e.g. using Cocoa Bean Traders as saving agents or to finance land for professional farmers. The first model will be implemented in early 2016.

AFF team members are active in National Cocoa Forums (Cocoa Sustainable Partnership) Finance Task Force, and the Finance Working Group of the Platform for Indonesian Sustainable Agriculture (PISAgro). They recently joined the GrowAsia Finance Working Group to share knowledge and learnings.

In its facilitation role, AFF supported product development of banks and insurance companies and is recognised as knowledge resource for cocoa finance. Formal commitments were signed by financial institutions to finance creditworthy cocoa farmers.

Highlights 2015

- Trained 27,133 cocoa farmer households (57.7% women) in financial literacy
- 5 farmer cooperatives received 7 loans by 3 different lenders. Supported 12 farmer cooperatives which are currently functional
- The number of members of one farmer cooperative boosted from 39 to 916
- Published the AFF Baseline Report on the financial situation of cocoa farmers in Indonesia
- Published 3 brochures on Business Models for Cocoa Farmer Cooperatives, Cocoa Bean Traders as Saving Agents and Land Financing for Professional Cocoa Farmers

South Asia Project Overview

Project name	Country	Donors/Partners	Duration	
Skills Development				
Achieving Sustainability towards Healthcare Access (ASTHA)	Bangladesh	Novartis Global (50%)	2015 - 2018	
Building Skills for Unemployed and Underemployed Labour (B-SkillFUL) Phase I	Bangladesh	Swiss Agency for Development and Cooperation (SDC)	2015 - 2019	
Nepal Vocational Qualifications System (NVQS) Project	Nepal	Swiss Agency for Development and Cooperation (SDC)	2015 - 2019	
Skills Development Project (SDP)	Bangladesh	Asian Development Bank (ADB) Swiss Agency for Development and Cooperation (SDC) Ministry of Education (MoE), Government of Bangladesh	2008 - 2015	
Skills for Unemployed and Underemployed Labour (SkillFUL)	Bangladesh	The European Union (EU) Swiss Agency for Development and Cooperation (SDC) Centre for Mass Education in Science (CMES)	2011 - 2015	

Results to date

- Strengthen capacity of 34 faculties of 10 Community Paramedic Training Institutes by conducting Basic ToT on 'Enhancing Training Quality and Facilitation Skills'
- 187 Community Paramedics received updated knowledge through 29 Scientific Seminars on contemporary health priorities like safe motherhood, newborn and infant care, antenatal care, rational use of drugs, contraceptives, hypertension and bleeding in pregnancy, and effective referral system
- Developed the Refresher Training curriculum and conducted 2 Refresher Trainings which benefitted 50 practicing Community Paramedics
- 4,251 rural community members (1,306 male, 1,966 female and 979 children) in project locations received free treatment from graduate doctors through 16 Healthcamps; 75% of the patients also received free medication
- 32,995 rural community people were made aware of the importance of seeking healthcare services from skilled service providers like Community Paramedics through 66 interactive marketplace meetings

- The project started its inception phase in November 2015. Therefore, no result has been achieved yet

- The project started its inception phase in October 2015. Therefore, no result has been achieved yet

- Trained 14,200 youths in employable skills (28% females)
- Trained 5,800 Technical and Vocational Education and Training (TVET) teachers on Competency based training (38 master trainers trained from Technical Education and Skills Development Authority, Philippines)
- Trained 305 teachers on IT freelancing
- Trained 1,515 TVET teachers in respective skills area
- Trained 851 TVET teachers in digital content development
- Established four Industrial Skills Councils (ISCs)
- Developed 75 competency standards for 25 occupations
- Trained 230 assessors
- Strengthened 78 public TVET training providers
- Conducted survey on employment of TVET graduates
- Established 8 Regional Directorate Offices for Directorate of Technical Education (DTE)
- Strengthened planning, research and social marketing capacities of DTE
- Guided Bangladesh Technical Education Board to strengthen its capacity and its certification system

- Trained 20,200 poor and disadvantaged youths
- More than 80% placed at wage/self-employment
- Developed 25 training packages
- 700 graduates certified by private sector
- Developed 6 occupational standards according to Government of Bangladesh guidelines
- Capacitated 255 instructors and developed 40 master trainers
- 10 million people in 6 districts made aware of benefits of skills training

South Asia Project Overview

Project name	Country	Donors/Partners	Duration	
Skills Development				
Sudokkho - Skills and Employment Programme in Bangladesh (SEP-B)	Bangladesh	Department for International Development (DfID) Swiss Agency for Development and Cooperation (SDC) Palladium British Council	2015 - 2020	
Towards sustainable quality healthcare delivery at grassroots level through active participation of civil society organisations (TARSAN)	Bangladesh	The European Union (EU) Research Training and Management (RTM) International	2011 - 2015	
Youth Development Project (YEP)	Nepal	Swiss Agency for Development and Cooperation (SDC)	2013 - 2016	
SME Promotion				
Agri-business for Trade Competitiveness Project (ATC-P) Katalyst	Bangladesh	Swiss Agency for Development and Cooperation (SDC) The UK Government The Danish International Development Agency (Danida) Ministry of Commerce, Government of Bangladesh	2014 - 2017	

Results to date

- Signed contract with 4 Private Training Providers (PTP)
- Signed contract with 3 Industries for training under Industry-led Training Fund (ITF)
- Enrolled 160 (40 electric house wire; 40 masonry; 80 sewing machine operator) trainees under PTP-led trainings
- 153 (40 electric house wire; 39 masonry; 74 sewing machine operator) trainees successfully completed training under PTP-led trainings
- Under ITF-led training structure, 32 (14 RMG; 18 Construction) Assessors received training
- 44 (39 RMG; 5 construction) trainers received ToT under ITF-led training
- Trained 20 Instructors on Soft Skills
- Trained 20 Instructors on Basic Instructional Skills

- Child delivery by skilled health worker increased by 25.3%
- Antenatal care visit increased by 9.7%
- Postnatal care increased by 29.3%
- One CP is available per 2,400 population, thus 1,060,800 people have access to better qualified health professionals
- 11% people are using healthcare services provided by Community Paramedics

- 2,296 youths (1,530 male, 766 female) completed skills training in which 1,914 youths represent Disadvantaged Groups from target locations
- 1,530 youths accredited of Level -1 from National Skills Testing Board
- 946 graduates employed (428 self-employed; 518 wage employed)
- 159 youths (115 male, 44 female) made aware about youth employment issues and availability of local resources and 56 youths (36 male, 20 female) trained in need-based policy-making and outcome-based implementation planning
- 92 instructors received instructional skills training from professionals of Training Institute for Technical Instruction (TITI) and 51 Instructors and Training Coordinators (34 male, 17 female) received Life Skills Training from ANTARANG, enabling instructors to apply the skills in day-to-day teaching process
- 6 Master Craft Persons of motorcycle service mechanic and 2 instructors trained on effective skills delivery on apprenticeship
- Developed 2 new curricula of jute spinner and jute weaver and occupational profile of salesperson

- Benefit Outreach: 1,084,174 farmers and small enterprises
- Income increased: USD 108 million
- Developed 8 short videos and produced new project flyer, 7 sector briefs, 3 mini-case studies on farmed fish and vegetable - IPM, achievement booklet, Katalyst Innovation Fund (KIF) brochure and webpage, 2 experience briefs on maize contract farming and seed mini-pack, experience story book on empowering women in craft

South Asia Project Overview

Project name	Country	Donors/Partners	Duration	
SME Promotion				
Making Markets Work for the Jamuna, Padma and Teesta Chars (M4C)	Bangladesh	Swiss Agency for Development and Cooperation (SDC) Ministry of Local Government, Rural Development and Cooperatives (LGRDC), Government of Bangladesh Rural Development Academy (RDA), Bogra Practical Action	2011 - 2016	
Samarth - Nepal Market Development Programme (NMDP)	Nepal	Ukaid Adam Smith International The Springfield Centre Ministry of Industry; Ministry of Agriculture; Ministry of Tourism, Government of Nepal	2012 - 2017	
Supplier Qualification Programme (SQP)	Bangladesh	Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH – International Services	Phase 6 2014 - 2016 (Phase 1 started in 2008)	
Resource Efficiency				
Household Solid Waste Management Project (HSWMP)	Bangladesh	Swiss Agency for Development and Cooperation (SDC)	2013 - 2016	

Results to date

- Income of 43,100 households (comprised of approx. 167,600 women, men and children) increased by USD 4 million (USD 93 per household, USD 23.80 per capita) due to use of improved inputs and services facilitated by the project
- Women reported increased access to income and decision-making power due to enhanced skills/ knowledge gained from project interventions. Around 700 char women who directly benefitted from handicrafts and maize contract farming earned USD 28,000 (USD 40 per capita)
- 8 new business models and 16 new services were promoted by the project; of the latter 5 were women-targeted services and 4 DRR-relevant services. Around 800 old service providers and 400 new service providers provided the services promoted by the project

- Raised income of 77,100 smallholder farmers and small scale entrepreneurs with an increase in Net Attributable Income Change (NAIC) of USD 50.6. The earthquake and Terai unrest affected the outreach and income change of the beneficiaries

- Training workshops on various topics conducted at 101 factories
- Experts carried out 923 factory visits
- Delivered 821 hotline support
- Trained 9,716 workers in factories on health, safety and rights issues
- Trained 1,378 attendees of Change Management Team in factories
- Assessed 123 factories for fire safety
- Trained 6,212 workers on firefighting, rescue and first aid issues

- Regularised waste collection service benefitting 2,130 slum dwellers
- 9,530 beneficiaries practicing improved waste management
- 2,500 tons of waste handled with improved management
- 8 compost tumblers running on organic waste

South East Asia Project Overview

Project name	Country	Donors/Partners	Duration	
Skills Development				
Linking Labutta to Markets (LLM)	Myanmar	Livelihoods and Food Security Trust Fund (LIFT) Mercy Corps	2015 - 2018	
Vocational Skills Development Program (VSDP)	Myanmar	Swiss Agency for Development and Cooperation (SDC) Institute for Vocational Training, Labour Market and Social Policy (INBAS) GmbH	2014 - 2019	
SME Promotion				
Cambodia Horticulture Advancing Nutrition and Income (CHAIN)	Cambodia	Swiss Agency for Development and Cooperation (SDC) Stichting Nederlandse Vrijwilligers (SNV)	2014 - 2018	
Champasak Tourism Business Promotion (CTBP)	Lao PDR	Swiss Agency for Development and Cooperation (SDC)	2013 - 2016	

Results to date

- Identified 5 priority occupations
- Pre-selection of trainers and partner organisations
- Carried out assessment of current skills capacities, employment potential: Conducted focus groups, interviews and stakeholder analysis
- Developed concept for implementation phase
- Identified potential occupations: masonry, mechanics, carpentry, hospitality and garment manufacturing
- Carried out assessment for locations for training: Identified and selected locations
- Identified trainers and partner organisations and drafted cooperation agreements
- Developed selection criteria and application form for trainees

- MoUs signed with the Ministry of Hotels and Tourism and the Ministry of Labour, Employment and Social Security
- Rapid Market Assessment of Thailand and Southeast Myanmar conducted for Local Vocational Training to identify demand-appropriate occupations for vocational training courses
- Completed Baseline Survey for target groups in Yangon and Nay Pyi Taw
- Assessment of hotel needs and capacity conducted for Hotel Training Initiative to determine appropriate cooperation strategy with private sector
- 24 instructors trained in the development of curricula and training materials for Local Vocational Training
- Curricula and training materials developed for 8 occupations (5 for Local Vocational Training and 3 for Hotel Training Initiative)
- 204 instructors trained in pedagogical skills to deliver vocational training courses
- 1,883 learners graduated from training courses (48% female)
- Procedures, standards and test items upgraded and developed for National Skills Standards Authority skills testing
- Supported assessment of 418 candidates of 11 occupations in pilot tests by the National Skills Standard Authority

- Reached out to 157 groups comprising nearly 2,951 farmers (74% women)
- Established agreements with 6 private sector companies to work on various inclusive business models in delivering services to rural households

- More than 25% (82) of all tourism SMEs in Champasak Province and 250 households have benefitted from hospitality and tour guide trainings facilitated through CTBP
- A pool of 10 industry hospitality and tour guide trainers has been built up and offers quality trainings according to demand
- A model for hospitality training reaching out to smaller tourism SMEs has been successfully tested and is ready for scaling up throughout Lao PDR
- A participatory branding process has resulted in the successful launch of a destination webpage (www.southern-laos.com), a brand logo and several promotional materials
- The CTBP destination management model has been adopted by the national government and is being replicated in all major tourism locations in the country

South East Asia Project Overview

Project name	Country	Donors/Partners	Duration	
SME Promotion				
Making Vegetable Markets Work (MVMW)	Myanmar	Livelihoods and Food Security Trust Fund (LIFT) Mercy Corps	2014 - 2017	
TA to Promoting Rural Income through Support for Markets in Agriculture (PRISMA)	Indonesia	Department of Foreign Affairs and Trade (DFAT), Government of Australia	2013 – 2018	
Sustainable Cocoa Production Program (SCPP)	Indonesia	Swiss State Secretariat for Economic Affairs (SECO) The Millennium Challenge Account Indonesia (MCA-I) Sustainable Trade Initiative (IDH) International Fund for Agriculture (IFAD) Embassy of the Kingdom of the Netherlands Private sector partners: BT Cocoa, Barry Callebaut, Cargill, Ecom, JB Cocoa, Mars, Mondelēz International, Nestlé, Olam Cocoa	2012 – 2018 SECO, IDH, EKN (2012-2015) IFAD (2015-2017) MCA (2015-2018)	

Results to date

- Mobilised 1,236 farmers into 51 farmer groups and established 57 demonstration plots across Southern Shan State
 - MVMW and Yezin Agriculture University launched an Applied Research Grant Facility, which has approved over USD 25,000 worth of research grants within its initial three months
 - Developed partnership with Syngenta Foundation for Sustainable Agriculture for work together on the design and implementation of the pilot Farmer Collection and Service Center
 - Agreement reached on a deal that will facilitate the entry of 100 smallholder farmers into contract farming arrangements with the BigM Company for production of high value vegetables
 - Established a Vegetable Sector Acceleration Task Force (VSAT) to chart an inclusive development strategy for the sector
-
- The programme is active in 20 commodities in 34 sub-sectors across 3 provinces in Eastern Indonesia
 - The programme implements its sector strategies either directly or in partnership with 15 NGOs which underwent intensive training in market development
 - In 2015, the programme formed partnerships with 12 private sector organisations to deliver interventions
 - The partnerships generated about USD 125,876 revenue for about 341 SMEs in rural Eastern Indonesia
 - As a result, 42,523 farm households gained access to crucial knowledge, skills, goods and services which can lead to income increase. Out of that, 9,937 farm households gained an average income increase of 35% from the targeted commodities of PRISMA
-
- IFAD, MCA-I, CIAT, WCF and VECO joined the programme
 - The programme targets increased through expansion from 60,000 to 98,000 cocoa farmer households, in 29 districts in 7 provinces.
 - Established 1,933 Cocoa Producer Groups
 - Trained 59,386 smallholder cocoa farmer households (19% female) on Good Agricultural Practices and post-harvest practices
 - Trained 40,177 household members of cocoa farmer (76 % female) on Good Nutritional Practices
 - 18,383 Good Nutritional Practices (GNP) trained farmer households established 1.71 million square meters of nutritious vegetable gardens
 - Supported establishment of 450 cacao seedling nurseries with annual production capacity of 1.85 million seedlings
 - Trained 702 extension officers from Swisscontact, private sector, and government agencies as master trainers
 - Supported 7 cross-sector networking platform

South East Asia Project Overview

Project name	Country	Donors/Partners	Duration	
SME Promotion				
TA to Sustainable Regional Economic Growth and Investment Programme (SREGIP)	Indonesia	Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH GFA Consulting Group GmbH Mesopartner Ministry of National Development Planning (BAPPENAS)	2015 - 2017	
TA to Tertiary Irrigation Technical Assistance (TIRTA)	Indonesia	Department of Foreign Affairs and Trade (DFAT), Government of Australia Palladium	2015 - 2018	
WISATA II – Tourism Development for Selected Destination in Indonesia	Indonesia	Swiss State Secretariat for Economic Affairs (SECO)	2014 - 2018	
Financial Services				
Agribusiness Financing Facility (AFF)	Indonesia	Swiss State Secretariat for Economic Affairs (SECO)	2014 - 2016	

Results to date

- 44 pepper farmer groups and 11 rubber farmer groups in West Kalimantan trained on Good Agricultural Practices and Pest and Disease Management
 - 100 rubber farmers linked to Kirana Megantara Group, Indonesia's largest crumb rubber processor, thereby receiving a higher price for their product
 - 22 tour operators in West Nusa Tenggara participated in a marketing training and are undergoing further coaching (in collaboration with CBI)
 - 'Supervisory Skills Training' conducted for 20 participants of 15 hotels to improve quality of service and to attain certificate of competence
 - 15 hotels joined a resource efficiency programme and engaged in a one-on-one coaching with the aim of implementing additional measures to save energy and water and to join the resource efficiency audit
-
- During its first six months, TIRTA surveyed the targeted operational area and identified potential for expansion of irrigation services of 6,600 hectares
-
- Since April 2015, Toraja finally received its official destination brand
 - 14 vocational teachers from 7 vocational school partners in supported destinations joined the Teacher Internship Programme at hotels, tour operators, and airline companies in Bali for a month
 - A workshop and business gathering was initiated to build a partnership between Liya Togo, a Community Based Tourism (CBT) group and inbound businesses (dive operators, hotels, and resorts) in Wakatobi particularly in Wangi-Wangi Island
 - CBT Waturaka is currently ready to welcome visitors by providing tourism packages and opening 11 homestays. 100 visitors have stayed in the homestay from August to October 2015
-
- Trained 30,339 cocoa farmer households in financial literacy
 - In total 12 farmer cooperatives were supported
 - Published the AFF Baseline Report on the financial situation of cocoa farmers in Indonesia
 - Published 3 brochures on Business Models for Cocoa Farmer Cooperatives, Cocoa Bean Traders as Saving Agents and Land Financing for Professional Cocoa Farmers

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Cover: Farmer taking his bitter gourd yield to the local wholesale market packaged in improved bamboo baskets

Photos: Swisscontact

Layout: ZANALA Bangladesh Limited

Swiss NPO-Code: The structure and management of Swisscontact conforms to the Corporate Governance Regulations for Non-Profit Organisations in Switzerland (Swiss NPO-Code) issued by the presidents of large relief organisations. An audit conducted on behalf of this organisation showed that the principles of the Swiss NPO-Code are adhered to.

ZEWO-Seal of approval: Swisscontact was awarded the Seal of Approval from ZEWO. It is awarded to non-profit organisations for the conscientious handling of money entrusted to them, proves appropriate, economical and effective allocation of donations and stands for transparent and trustworthy organisations with functioning control structures that uphold ethics in the procurement of funds and communication. Swisscontact is regularly audited on the adherence to these criteria.
(Source: ZEWO)

April 2016