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. Swisscontact is active in 29 countries with a work force of over 900 people. The organisation is based in Zurich.
Content

Improving lives through innovations and scale 04

Highlights 2014 05

South Asia

Swisscontact Working Areas in South Asia 07

Skills Development 09

SME Promotion 14

Resource Efficiency 20

South East Asia

Swisscontact Working Areas in South East Asia 23

Skills Development 26

SME Promotion 27

Financial Services 33

Project Overview South Asia 34

Project Overview South East Asia 38

Team South Asia 42

Team South East Asia 43
Improving lives through innovations and scale

Dear Reader,

2014 has been an exciting year for Swisscontact as we earned global recognition for our contributions in South Asia. In Bangladesh, our flagship market development project, ATC-P, Katalyst, received the DAC Prize for Taking Development Innovation to Scale’ which "recognises people who have taken innovative approach, instrument or mechanism beyond the pilot phase to wider application;” from the Organisation for Economic Cooperation and Development (OECD). Katalyst won the prize in recognition of facilitating access to high-quality seeds in mini-packets to poor farmers as a means of increasing income. The partnerships with seed companies reached over 1.5 million farmers and spread across 55 of the 64 districts of Bangladesh. We are grateful to the project team for its tireless efforts; our private sector partners for their ideas, Government of Bangladesh for its good support, and our donors for their solid collaboration.

Similarly, Making Markets Work for the Jamuna, Padma and Teesta Chars (M4C), continued its excellent work whilst facilitating more prosperity and well-being for impoverished and vulnerable households on river islands.

In a critical year for the garments sector in Bangladesh viz. labour rights and working conditions of factory workers, our Supplier Qualification Project (SQP) successfully ensured enforcement of workplace safety standards, compliance and improved working conditions in targeted factories. Skills and Employment Programme - Bangladesh (SEP-B), which stimulates private sector to develop skills of poor and builds linkages between private sector partners and training service providers in the ready-made garments (RMG) and construction sectors, successfully completed its inception phase. Skills for Under-employed and Unemployed Labour (SkillFUL) project was lauded by our donors for its unique and valuable contributions towards ensuring access to skills development for marginalised groups in the country’s informal sector.

In Bangladesh, we successfully forged new partnerships with Novarti to extend healthcare-based skills development project in rural communities of northern and southern regions; and Chevron to assess and strengthen village development organisations in Sylhet region.

In Nepal, Swisscontact continued its involvement in implementing the Samarth-Nepal Market Development Programme (NMDP), to develop inclusive market systems in agriculture sector. Youth Employment Project (YEP) which helps to integrate Nepali youth into job market, contributed to improve skills development by designing teaching and learning materials, improving job placement services and introducing apprenticeship programmes.

The year has also been a success for South East Asia with its activities spanning across 9 projects in 4 countries, employing more than 250 staff. We are active in Indonesia, which is rapidly becoming a USD 1 trillion economy and a stable democracy. In contrast, we are also working in the Mekong consisting of Laos with a small population and controlled economy; Cambodia with continuous steady economic growth and Myanmar in transition to democracy, liberal economy and peace.

In Indonesia, we have been awarded a second phase for our tourism programme. WISATA has expanded from its base in Flores to include 3 more destinations and added focus on tourism skills development and higher education. The on-going cocoa programme Sustainable Cocoa Production Program continues to benefit more and more farmers in 6 provinces. Over 15,000 smallholders have been trained in Good Agricultural Practices and more than 7,000 farmers certified in voluntary standards.

In Mekong region, our major growth has been in Myanmar where we implement a large project on skills development Vocational Skills Development Program. The project brings together mobile skills development in rural areas in the South-East of Myanmar, hotel training in key tourism locations and the building up of a more inclusive national skills system. We are also consortium partner in the implementation of vegetable value chain projects in Myanmar and Cambodia.

For 2015, South-East Asia will continue to consolidate and expand its activities in tourism and cocoa in Indonesia while working on traditional areas of agricultural value chains and skills. Its expansion into Mekong will continue with a new country office planned to be established in Cambodia. Skills development will be a key pillar of its programme in Myanmar with exploring of opportunities to replicate positive experiences in regional destination development in Laos across the region.

Finally, we would like to show our appreciation of the confidence and belief of our donors in us in delivering high quality, sustainable impact at needed scale. Moreover, we express our sincere gratitude to our colleagues and partners for their tireless and professional commitment to contribute to private sector development in the region. We excitedly look forward to a successful collaboration in 2015.

Manish Pandey
Director South Asia

Prashant Rana
Director South East Asia
Highlights 2014

South Asia

213,700 additional farmers have been benefited in rural Bangladesh, leading to an increased income of USD 15 million

1,926 garment factory workers have been trained on health, safety and rights issues

9,000 inhabitants of Baridhara residential area of Dhaka have begun source segregation of recyclables

406 CPs graduated through examination conducted by Bangladesh Nursing Council (BNC)

5,465 graduates have been employed with an average monthly income of USD 41 after skills training

Income of 13,200 households in char regions of Northern Bangladesh have increased by USD 1.07 million

626 skilled graduates have been employed in Nepal with an average income of USD 75 (USD 50 for women)

6,891 unemployed youths were trained in demand driven skills (34% females) in the Ready-Made Garment sector

72,000 smallholder farmers and small-scale entrepreneurs have benefited in the agricultural sector in Nepal

South East Asia

40 experienced practitioners have been trained as Master Instructors

13,553 cocoa farmer household members (77% women) have been trained in Good Nutrition Practices

70 tour guides have improved their services with the help of tour guide pocket-book

58 tourism providers have been certified for their competency development

Around 200 guesthouse owners and staff have been trained along with capacity development of 15 local trainers

19 farmer groups have been formed with 431 farmers to introduce use of good quality seed and improved technology in production practices

3,196 smallholder cocoa farmers have been trained on financial literacy to enhance access to finance
South Asia

Engaging women in non-traditional skilled employment such as carpentry
Swisscontact Working Areas in South Asia

**Bangladesh**

Bagherhat  
Barisal  
Barguna  
Bogra  
Brahmanbaria  
Chandpur  
Comilla  
Dhaka  
Dinajpur  
Faridpur  

**SDP works in all districts**

Feni  
Gaibandha  
Gazipur  
Jamalpur  
Jessore  
Jhalokati  
Joypurhat  
Khulna  
Kustia  
Kurigram  

Lalmonirhat  
Madaripur  
Magura  
Meherpur  
Narayanganj  
Narsingdi  
Nilphamari  
Panchagarh  
Patuakhali  
Pirojpur  

Rajbari  
Rangpur  
Siraganj  
Sunamganj  
Tangail  
Thakurgaon

**India**

**Assam**

**Meghalaya**

**West Bengal**

**Tripura**

**Myanmar**

Resource Efficiency  
SME Promotion  
Skills Development
Swisscontact Working Areas in South Asia

Nepal:
- Banke
- Bara
- Bardiya
- Chitwan
- Dang
- Dadeldhura
- Dhading
- Dhankuta
- Dhanusa
- Dolakha
- Doti
- Gorkha
- Ilam
- Jhapa
- Kailali
- Kapilbastu
- Kaski
- Mahottari
- Makawanpur
- Morang
- Nawalparasi
- Palpa
- Ramechhap
- Rasuwa
- Rautahat
- Rupandehi
- Sarlahi
- Saptari
- Sindhupalchok
- Siraha
- Sunsari
- Syangja
- Tanahun
- Terhathum
- Udayapur

SME Promotion
Skills Development
Skills and Employment Programme Bangladesh (SEP-B)

The programme aims to stimulate private sector investment in training for the poor, in particular training that effectively supports women and disadvantaged populations into decent employment. It is funded by Department for International Development (DFID) and Swiss Agency for Development and Cooperation (SDC) from 2014-2019.

Private sector companies in Bangladesh consistently identify low skills level amongst the labour force as a fundamental constraint to economic growth. The targeted Ready-made Garments and Construction sectors are growing and face a shortage of skilled workers. They have tremendous potential to absorb labour and offer employment opportunities to large numbers of uneducated men and women.

The programme will provide support to Private Training Providers and operate the Industry-led Training Fund for training initiative to develop skills of 110,000 people within 5 years. In support to these, SEP-B will contribute to the development of policies and training packages in line with the TVET Policy of Bangladesh. It has been envisaged that 65% of those trained will benefit directly by employment in better paid jobs with cumulative income increase of more than USD 92 million over the five-year project period.

During pre-implementation phase in 2014, the assumptions made in the business case were validated through secondary and primary data research, including labour market and skills training market assessment, visits to Partner Training Providers (PTPs), meetings with employers and industry associations. The programme has developed a Gender and Social Inclusion Strategy, Monitoring and Results Measurements (MRM) Framework, Value for Money Framework, Grants Management manual, Communications Strategy and an Operations Manual. SEP-B is currently under implementation phase and will launch its activities by February 2015.
Skills for Unemployed and Underemployed Labour (SkillFUL)

SkillFUL aims to reduce poverty through sustainable skills training, leading to earning capacity and increased income for around 20,200 poor and marginalised youth. From March 2011 till February 2015, the project is being implemented by Swisscontact, in collaboration with Centre for Mass Education in Science (CMES), under joint funding from European Union (EU) and Swiss Agency for Development and Cooperation (SDC).

The overall objective of SkillFUL is to contribute towards increased employability and income of the poor working in various economic sectors in Bangladesh, which in turn aids in the achievement of MDG 1/target 1.B: Achieve full and productive employment and decent work for all, including women and young people.

SkillFUL facilitates quality skills training delivery in 6 districts of Bangladesh - Dhaka, Bogra, Jessore, Nilphamari, Kurigram and Sunamganj. It operates in partnership with private and NGO-based training service providers (TSPs) and strengthens their capacity to cater to selected target groups. Partner TSPs have provided training in demand for 21 trades to 19,795 beneficiaries. The project also facilitated the development of competency based training materials such as 21 curriculum guides, 20 skills training manuals, and 7 instructors’ training manuals.

Implementing a demand-driven approach, SkillFUL strongly believes in cooperation and collaboration with employers and experts of the industries, and customises training facilitation and other relevant interventions accordingly. An Industry Skills Council (ISC) for the furniture sector has also been initiated by the project to establish a private Skills Testing and Certification system with the help of local industries. 7 Placement Counselling and Marketing Units (PCMUs) were pioneered in selected TSPs, to support continuous career development services. Skills Development Forums (SDFs), which are local organisations addressing skills development issues, were facilitated in Kurigram and Jessore in 2012 and 2013 respectively, inclusive of 30 representatives from private sector enterprises, TSPs, financial institutions and graduates. “Skills and Loan Fairs” have enabled target groups to explore access to finance and jobs. creating financial linkages among market actors which is crucial for sustainable skills training growth. The project ensures relationships are established between trainees, graduates, TSPs, Financial Institutions (FIs) and Microfinance Institutions (MFIs).

Outcomes

- 5,465 graduates have been employed after training
- Average monthly income of USD 41 earned by employed graduates; previously employed graduates’ average income increased by 50%
- 500 graduates assessed and certified through private-sector led Assessment and Certification
- 4 Competency Standards developed and approved by BTEB
- 6 TSPs, 101 trainees and 26 graduates received loans from FIs

Employing disadvantaged youths in skilled work
Towards sustainable quality health care delivery at grassroots level through Active participation of civil society organisations (TARSAN)

The European Union funded project TARSAN started in March 2011 aiming to contribute to a more qualified, sustainable and accessible quality healthcare service for the rural population. It has been facilitating development of skilled Human Resource in healthcare and their retention at grassroots level, to support the implementation of national health workforce policies and strategies.

In collaboration with Research, Training and Management (RTM) International, the project has been providing technical assistance to ten Community Paramedic Training Institutes (CPTIs) to facilitate the development of quality Community Paramedics (CPs) in Patuakhali, Nilphamari and Sunamganj districts.

The Community Paramedic (CP) course is a two-year full-time course designed by the Ministry of Health and Family Welfare (MoHFW) for creating additional national healthcare workforce.

TARSAN focuses on strengthening CPTIs and enabling them to develop skilled quality CPs, and building capacity of Civil Society Organisations (CSOs) for raising community awareness through different Advocacy, Communication and Social mobilisation activities.

Outcomes

- Developed capacity of 60 faculty members and trainers of CPTIs on different topics
- 406 CPs graduated through examination conducted by Bangladesh Nursing Council (BNC)
- Out of the total graduates, 244 CPs (from project locations) were awarded scholarship
- Around 41,643 women and men have been sensitised about necessity of receiving services from skilled service providers

Community Paramedic training course has changed my life within a very short time. I am grateful to Swisscontact (TARSAN project) for providing me scholarship during the course.

I wish more students will be benefited by the scholarship to become community paramedic and community people will be able to receive quality healthcare service at their doorstep.

Md. Salim Hossain, Community Paramedic,
"Janani Pharmacy" Lebakhali-Dumki, Patuakhali

Creating awareness on access to quality health and healthcare service through courtyard meetings
Skills Development Project (SDP)

The project aims to strengthen technical and vocational education and training (TVET) system in Bangladesh linking it with industry and therefore, making it more demand driven. SDP is co-funded by Asian Development Bank (ADB), Swiss Agency for Development and Cooperation (SDC), and Government of Bangladesh. SDP is implemented by the Directorate of Technical Education (DTE), Ministry of Education (MoE) Bangladesh. Swisscontact provides technical assistance to the project as the lead consortium partner.

The objective of SDP is to support the poverty reduction strategy of the Government of Bangladesh by enhancing capacity of the TVET system. Activities are aimed at providing quality technical education and training for the youth who are unemployed/underemployed or poor and disadvantaged. The project continues to focus on improvement of quality and relevance of TVET by improving its policy, providing institutional and organisational strengthening, ensuring gender balance, and building capacity.

Outcomes

- 6,891 unemployed youths were trained in demand driven skills (34% females)
- 2,771 TVET teachers were trained in methodology and practical skills
- 15 CBT standards and course accreditation documents were approved by BTEB
- 208 assessors were trained
- 64 Public Technical School and Colleges (TSCs) were strengthened (renovated, well-equipped, multimedia classrooms established, part-time teachers recruited, and skills training to teachers provided)
- 8 Regional Director’s Offices (RDOs) of Directorate of Technical Education (DTE) were established (constructed and furnished)
- Women’s hostel of Vocational Teacher’s Training Institute (VTTI) and Technical Teachers Training College (TTTC) buildings were handed over (constructed and furnished)

Establishing gender balance in the TVET system with inclusion of women focused trainings
Youth Employment Project (YEP) - Nepal

Youth Employment Project (YEP) is benefiting 3,500 unemployed and under-employed youths of Nepal. Funded by Swisscontact and the Global Funds of Swiss Agency for Development and Cooperation, YEP intends to promote integration of youths into the job market through improved and market oriented skills development training.

The skills project is being implemented in Nepal from 2013 for a period of four years and aims to ensure employability through quality skills training to empower youths (unemployed or under employed aged 16 to 40 years) to enhance their income level in Morang, Sunsari, Mahottari and Sarlahi districts of eastern and central Terai regions of Nepal.

Additionally, YEP integrates youth groups in social and economic processes through awareness programmes on youth policy dialogue and capacity building of relevant stakeholders.

Outcomes

- 799 youths (579 males, 220 females) have completed skills training
- 462 appeared in skill test Level-1 national certification
- 626 graduates have been employed (250 self and 376 wage)
- 688 youths represent disadvantaged groups from the targeted locations
- 159 youths (115 males, 44 females) have gained awareness about youth employment issues and availability of local resources
- 56 youths (36 male, 20 female) have been trained in need-based policy-making and outcome-based implementation planning
- 23 instructors received instructional skills training from professionals of Training Institute for Technical Instruction (TITI)
- 6 master craft persons (motorcycle mechanics) and 2 instructors have been trained on effective skills delivery on apprenticeship training
- USD 75 is the average monthly income of 2014, out of which average income for female is USD 50

Besides facilitating implementation of skills development programmes, YEP has successfully produced teaching and learning materials which includes Training Implementation Guidelines (TIG), Apprenticeship Training Guidelines, Training Register and Logbook, and Competency Skills Logbook on Motorcycle Service Mechanic.
Using plastic crates to reduce post-harvest loss
Acknowledging Katalyst’s innovative efforts to tackle poverty, Katalyst won the Organisation for Economic Cooperation and Development (OECD) Development Assistance Committee (DAC) Award 2014 for ‘Taking Development Innovation to Scale’.

Katalyst aims to increase the income of small, rural farmers by integrating them better in the market systems and continuously enhancing their competitiveness. Following the approach of ‘Inclusive Market Work for the Poor’ (M4P), the project identifies the barriers that prevent small farmers from participating in the markets and finds solutions to overcome them in partnership with the public and private sector. Successful integration in the markets simultaneously ensures that farmers get access to better inputs, services, knowledge and products. Ultimately, this empowers farmers to lift themselves out of poverty.

Phase 1 and Phase 2 of the project was implemented from October 2002 - March 2013. Currently, by the end of Phase 3, Katalyst’s aim is to reach 1.43 million additional farmers and small and medium enterprises, and increase the income of its beneficiaries by USD 260 million.

Katalyst’s portfolio in Phase 3 consists of three core sectors (Vegetable, Farmed Fish and Maize) and three cross sectors (Women’s Economic Empowerment, Local Agri-business Networks and Information Channels). In addition, the overarching theme of ‘Capitalisation’ is to document the experiences of the project in order to further educate and promote the Inclusive Market approach across Bangladesh as well as to enhance further application by various stakeholders.

Outcomes

- From March to December 2014, Katalyst benefited 213,700 new farmers, leading to an increased income of USD 15 million
Making Markets Work for the Jamuna, Padma and Teesta Chars (M4C)

Making Markets Work for the Jamuna, Padma and Teesta Chars (M4C) is a 5-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.

M4C aims to reduce poverty and vulnerability of poor households living on the chars (islands) of northern Bangladesh (Bogra, Gaibandha, Jamalpur, Sirajganj, Pabna, Tangail, Kurigram, Lalmonirhat, Nilphamari, and Rangpur) by facilitating market systems that enhances income generation and opportunities for employment. The project targets to benefit 60,000 char households through an accumulated net income increase of USD 9 million.

The current portfolio of M4C largely includes agriculture/farming sectors such as maize, chilli, jute, onion, groundnut, mustard plus handicrafts as non-farm and char transport system and finance as cross-cutting sectors. M4C has undertaken several interventions in these sectors since 2012 based on analysis from the field and implemented in partnerships with relevant private and public stakeholders. M4C facilitates a broad range of public agencies (research, extension), private companies (agri-input, agro-processing) and local service providers (retailers, traders etc.) to promote and provide inputs and services, strengthen supply chains and test new business models to bring about required changes in market systems for the chars.

Outcomes

- Expanded to new char locations in selected districts and entered into new partnerships with national and local private sector entities
- Income of 13,200 households (approx. 51,400 men, women and children) increased by USD 1.07 million (USD 81.7 per household, USD 21 per capita)
- Reached additional 33,000 households with new/improved products and services
- More than 15,000 women have participated in the farmers’ meetings, field days and other activities which improved access to improved knowledge and skills
- Use of wind-resistant seed varieties, other quality agro-inputs and improved cultivation practices resulted in reduction of disaster losses by 20 - 40% for char households

“I have been successfully producing chilli seedlings on the chars for cultivation for the last four years but never thought of producing and supplying seedlings to neighbouring farmers on a commercial basis. Supported by M4C team, I took the opportunity to demonstrate my knowledge and experience by setting up few demonstration plots. I supervised the demo plots and provided guidance to the demo char farmers. They overcame their skepticism about transplantation method which mitigates losses from late flood/rain and yielded double profits compared to broadcasting andtraditional cropping pattern.”

Md. Abdul Ohab Munsi, Seedling Seller, Kazipur, Sirajganj
Supplier Qualification Programme (SQP)

Supplier Qualification Programme (SQP) aims to improve the living and working conditions of workers in garment manufacturing factories in Bangladesh. The programme started in 2008 and is now in its sixth phase supporting factories in Gazipur, Dhaka, Narayanganj and Tangail districts. Swisscontact as an implementing partner of GIZ-IS is executing the 'Social Standards' component of the programme.

One of the most vital sectors in the economy of Bangladesh, the Ready-made Garments (RMG) sector has recently been criticised for overlooking many labour rights issues. Insufficient fire and building safety measures are concerns for the workers and affect business orders from foreign buyers. SQP supports factories to ensure labour rights and improve living and working conditions of the workers.

The programme supports formation of Change Management Team (CMT) at each factory in its selected locations. The CMTs comprise of members from management, compliance, production, safety and workers of the factories. The capacity of the CMT is built through various workshop trainings to disseminate the knowledge and learning within the factories during internal training sessions. By visiting factories and implementing various innovative techniques, SQP has helped reduce injuries, worker turnover and absenteeism.

Outcomes

- 4 Training workshops conducted on various topics
- 86 factory visits conducted by experts
- 1,926 workers trained in factories on health, safety and rights issues
- 25 attendees of CMT trained in factories
- 130 factories assessed for fire safety
- 1,080 workers trained on fire-fighting, emergency rescue and first aid

"We had a fire incident at the chemical store of the factory. The fire fighters, trained by SQP, were able to extinguish the fire without any external support. With the support of the trained rescue team, the general workers were also able to evacuate the factory using the newly constructed additional staircases without any single injury. Thanks to SQP, our factory could avoid potential damage from the fire incident and most importantly saved workers’ lives. Both the management and worker now feel safer working in the factory."

Amir Hossain, Human Resources Division, Antim Knitting Dyeing and Finishing Ltd.

Promoting safe working conditions in factories through health and safety trainings
Chevron Bangladesh plays a key role in the energy sector of Bangladesh. Valuing Corporate Social Responsibility (CSR) in its business practices, Chevron Bangladesh has been investing in social and economic development for community members in its operational regions. It intends to enhance its contributions through upcoming Bangladesh Partnership Initiative (BPI). Chevron’s livelihood initiatives involve bringing together groups of disadvantaged community members and improving their socio-economic conditions through skills and capacity development. These cooperatives, known as Village Development Organisations (VDOs), deliver training in alternative livelihoods, as well as provide seed funds. Each group is empowered to manage savings cooperatives, take out microloans, and set-up microenterprises. VDO members are motivated to periodically contribute through savings and allow the VDO’s investment fund to grow over time.

The study findings identified that microloan services is the most attractive service offered by the VDO. It is perceived as the primary reason for joining the VDOs, followed by opportunities to access to various training and free provision of plants and basic agro-inputs. The VDO members appreciate the flexibility of the loan re-payment schedule and findings indicated that it is one of the major factors for preferring VDO services over regular MFIs. The members use the microloan to diversify their income sources which contribute to their better economic well-being.

In addition, the study also reviewed the role of Partner NGOs, who are responsible for formulation of VDOs and execution of regular activities and leadership positions of VDOs. The findings of the study helped to identify key strengths, opportunities and areas for improvement of the existing programmes as well as delivery modalities.

During its assessment period, Swisscontact administered surveys in the greater Sylhet region covering 1,350 Household Interviews, 18 Focus Group Discussions, 15 Mini Group Discussions and 40 Key Informant Interviews.

In conclusion, Swisscontact recommended an improved VDO model based on three broad options for moving forward with emphasis on sustainability, effectiveness, inclusivity and Chevron’s visibility. It highlighted a comprehensive way to roll-out the recommended improvements and share a clear communication strategy which portrays the goals and benefits of the programme in the long run.
Samarth – Nepal Market Development Programme

Samarth-NMDP is a UK aid funded five-year programme that aims to reduce rural income poverty in Nepal by increasing the income of 300,000 smallholder farmers and small-scale entrepreneurs by 2017.

Swisscontact in partnership with Adam Smith International and the Springfield Centre is implementing the UK aid funded Samarth-NMDP in partnership with the Government of Nepal.

The programme focuses on stimulating sustainable and scalable change in rural market systems, through light-touch facilitation with active market actors, both public and private sectors, rather than providing the missing products or services to poor farmers directly in order to avoid dependency on the programme.

The programme is currently working in 10 sectors: dairy, fish, ginger, pig, vegetables, mechanisation, media, feed, crop protection and tourism.

Outcomes

- The project has raised the incomes of 72,000 smallholder farmers and small-scale entrepreneurs, half of whom are women, with an average net attributable income change across the portfolio of USD 37 per person, totalling over USD 2.7 million per year. Due to the indirect approach of the programme, the impact at the farmer level is attained over a period of time.

“After partnering with Samarth, our sales have increased by 600% in the past 6 months. We have changed our technology from mesh feed production to floating pellets. This will help farmers reduce feed loss by up to 30% and will also prevent pond contamination. Farmers are excited about this new product and new orders have been placed even before commercial production has begun. We are also aiming to further expand our plant capacity within the next year to double the production.”

Govinda Pokhrel, General Manager, Annapurna Krishi Maal (AKM)
Composting at neighbourhood level can be used for gardening in nearby parks.
Household Solid Waste Management Project (HSWMP)

Addressing the prevailing challenge of household solid waste management in Dhaka, one of the fastest growing cities in the world, Household Solid Waste Management Project (HSWMP) is running its first phase from 2013 to 2016.

Household Solid Waste Management Project (HSWMP) is working with local residents’ associations and waste management service providers to ensure source segregation and separate collection of recyclables. Clean recyclables fetch a higher price in the market, and get recycled in larger quantities, allowing the recycling sector to grow and provide more income and employment.

Moreover, this helps reduce environmental pollution as less waste needs to be landfilled. The project relies on the endorsement and involvement of municipal authorities who allocate space for waste management and operate waste transfer stations in the project neighbourhoods. The project also works with schools and universities across the city to ensure a broad and sustainable impact, and promotes green businesses producing goods from recycled waste.

Outcomes

• 9,000 residents of Baridhara have been separating recyclables
• 8 tumbling composters running on organic waste were installed in the local park to raise awareness about the process of composting. It is used in the park, and in residents’ gardens and rooftops
• The project is pioneering source segregation of recyclables and regularised waste management services in a slum area of 8,300 inhabitants, Bhashantek, whereby a social business model for financially sustainable door-to-door collection is being piloted
• The Municipality has formally agreed to set up a transfer station and collect the non-recyclable waste produced by slum dwellers, a significant step towards ensuring public service provision for the poorest in society

Producing compost from household organic waste helps build a cleaner, greener neighbourhood
South East Asia

Encouraging tourism in Southern Laos
Swisscontact Working Areas in South East Asia

Myanmar
Kayin State
Mon State
Nay Pyi Taw Union Territory
Shan State
Yangon Region

Skills Development
SME Promotion
Swisscontact Working Areas in South East Asia

Indonesia

Aceh
Bali
Central Java
Central Kalimantan
Central Sulawesi
East Nusa Tenggara
South East Sulawesi
South Sulawesi
West Java
West Kalimantan
West Sulawesi
West Sumatra

SME Promotion
Lao PDR
Champasak
Pakse
Paksong
Pathounphone

Thailand
Vietnam
Myanmar
China

SME Promotion

Asia Regional Report-2014
Vocational Skills Development Program (VSDP)

The programme’s overall goal is gainful and market demand-driven employment or self-employment and better income for disadvantaged persons in targeted areas of 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 Institute for Vocational Training, Labour Market and Social Policy GmbH (INBAS).

The purpose of Vocational Skills Development Program (VSDP) is to improve relevant vocational competencies of women and men who lack opportunities in the labour market and improve their employment and income prospects.

The programme has the following components:
- The Hotel Training Initiative facilitates the increase of skilled people in the hospitality industry. It prepares young people with disadvantaged backgrounds for jobs in the growing hospitality sector. This helps to provide training on hotel premises, delivering practical, hands-on experience to learners and upgrading skills of existing hotel staff. The component also works with hotel and tourism related associations to improve financing modalities for skills development in the hospitality sector and coordination of training providers.
- The Local Vocational Training Component improves competencies of disadvantaged women and men in South-East of Myanmar according to labour market demand.
- The National Skills Standards Authority complements the above efforts by supporting the development of skills standards and a credible system of skills testing and certification.

The inception phase of the programme commenced in February, followed by the first main phase in September in 2014. Priority occupations were identified through labour market analysis. Furthermore, the Master Instructors of the Local Vocational Training are currently developing curricula and training materials for 4 occupations.

Outcomes

- 40 experienced practitioners from relevant occupations were selected and trained as Master Instructors
- In Hotel Training Initiative, the Swiss Hotel Management Academy Lucerne (SHL) developed the curricula and training materials for three selected occupations
Engaging women in vegetable farming to generate income
Sustainable Cocoa Production Program (SCPP)

SCPP is implemented in collaboration with Indonesian Ministry of Home Affairs and funded by Swiss State Secretariat for Economic Affairs (SECO), Sustainable Trade Initiative, and Embassy of the Kingdom of the Netherlands from 2012 - 2015. The programme works in partnership with ADM Cocoa, Barry Callebaut, Cargill, Ecom, Mars, and Nestlé to enhance the economic, social and environmental sustainability of bean production of 60,000 smallholder cocoa farmer households.

SCPP believes that cocoa beans’ traceability and transparency along the supply chain are pivotal factors to promote cocoa production sustainability. The programme employs an integrated approach of farming good practices and technology transfer system, nutrition and gender sensitivity integration, farmer organisation, market access and certification, integrated agribusiness financing facility, along with stakeholder management and networking platforms.

SCPP is working towards building a foundation for transparency in the supply chain by partnering with various stakeholders to encourage sector change in the cocoa industry in Indonesia. By the end of 2014, the programme has established a benchmark for farm certification and traceability best practices through private sector collaboration.

Outcomes

- 484 Cocoa Producer Groups have been established
- 15,154 households of smallholder cocoa farmers (18% women) have been trained in Good Agricultural Practices, Post-harvest, and Certification
- 13,553 household members of cocoa farmer (77% women) have been trained in Good Nutritional Practices (GNP)
- 102 nurseries for cocoa seedlings are established and maintained
- 7,383 cocoa farms have been certified (16% women owned) by voluntary standards from UTZ Certified and Rainforest Alliance
- 163 extension officers from private sector and government agencies trained as master trainer
- 1 cross-sector networking platform supported
- 11,518 smallholder cocoa farmer households that increase their income from cocoa farming by 75% compared to baseline

Our idea was to only build a clonal garden for our group members to source stick budwood. But with application of good agricultural practices we learned from SCPP field school, we yielded six tons of cocoa beans per annum from the garden. It equals to USD 9,492 and from selling 5,000 sticks of budwood, our group made a total profit of USD 1,582. We also implemented our lessons from the clonal garden to our gardens which have improved our productivity as well.

Musliadi, Pantoe Cermin Village, Babahrot Subdistrict, Southwest Aceh

Partnering with private sectors to build transparency in the cocoa supply chain
Technical Assistance to GIZ Regional Economic Development (RED) Programme

The GIZ funded RED Programme aims to improve framework conditions, sector programmes as well as planning and implementation processes for regional economic development at national and regional levels. Together with Mesopartner and GFA Consulting Group GmbH, Swisscontact is implementing the programme in West Kalimantan (WK) and Central Java (CJ) province in Indonesia.

Swisscontact’s technical assistance focuses on building capacity of local partners in planning and implementation of sustainable Local Regional Economic Development (LRED) approaches in the target areas. The project works closely with the local and regional planning agencies (Bappeda), the various local Government Departments (Dinas) as well as with the private sector and supports them in fulfilling their specific tasks effectively under the framework of the regional development strategy.

The programme provides capacity building in regulatory impact assessment, one-stop-services (OSS) for business licensing, business climate surveys, entrepreneurship training, value chain and cluster development and introduces issues related to ‘green economy’ amongst its partners.

Outcomes

- 10 hotels joined the resource efficiency programme and implemented additional measures to save energy and water
- 58 tourism providers have been competently certified, including 33 Tour Planners, 25 Hotel and Restaurants for Front Office, Housekeeping, Laundry, Food and Beverage Services and Products
- 30 homestay owners on Karimunjawa island have been trained in hospitality and services excellence
- 16 participants from Bank Kalbar and Borneo credit union in WK have been trained in a Training of Trainers and registered with Competency based Economies through Formation of Enterprise (CEFE) International

- The average satisfaction level with the quality of services of OSS for business licensing increased by 93% which portrays that the quality of services of OSS improved drastically
- 29% increase in the number of full-time equivalent (FTE) employees in the pepper sector in WK and 21% increase in income of farmer households have been achieved
- Cost savings based on increased resource efficiency includes a decrease of 62% in the use of chemical fertilisers, 25% in the use of pesticides and 5% in the use of herbicides
- The number of employees in the tourism sector have increased by 41%
WISATA II Regional Tourism Development beyond Bali

The four-year programme (2014 – 2018), funded by Swiss State Secretariat for Economic Affairs (SECO), supports selected destinations in Indonesia through fostering a sustainable approach to tourism development.

The programme started its second phase in June 2014 by adding three new destinations, namely Tanjung Puting, Toraja and Wakatobi, while continuing its support in Flores. It focuses on three main components in sustainable approach in tourism to achieve its aim to contribute to economic development by creating employment and income leading to improved livelihood of the local population.

Strengthening tourism competitiveness, the first component focuses on improving destination development, including the support of a destination management organisation, service quality improvement of tourism businesses, involvement of local communities through provision of products or services as well as support to government for sustainable tourism planning. Additionally, the second component, Enhancing tourism education and training, strengthens vocational tourism education as well as destination management courses at university level in selected schools. Lastly, the third component, Sharing and mainstreaming of lessons learnt, focuses on disseminating the experiences gained at the programme locations to other destinations in Indonesia to ensure a wider impact of the approach.

Outcomes

- Curriculum evaluation for gap analysis has been initiated and guest lectures on building capacity of teachers at the educational institutions have been organised
- Inception phase activities have helped to build trust amongst the stakeholders in the new destinations leading to their eager participation
- 70 tour guides’ service quality have improved with the help of the tour guide pocketbook on tourism of Flores
- 8 different toolkits to improve practical skills of hospitality and tour guide professionals are distributed by professional associations to local businesses
- Baseline data of local tourism industry and information about visitor satisfaction are used by local governments to plan future development activities
- Curricula of Destination Management as well as competence of instructors at two higher education institutes have been improved

“I highly appreciate the support of Swisscontact to our association for the development of a tour guide pocketbook. The book contains a wealth of knowledge about Flores and local attractions, serving as a mechanism for capacity building to improve the service quality of our guides.”

Ferdinandus Rada Wara, Chairman of Tour Guide Association Ende, Flores
Champasak Tourism Business Promotion (CTBP) Project

The Champasak Tourism Business Promotion (CTBP) project (2013 – 2016) aims to increase jobs and income in the South of 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).

Tourism is one of the most essential sectors for an inclusive growth of Laos: it comprises about 8% of the national GDP and every 7th job in the country is in one form or the other dependent on the tourism sector. While the south of Laos has great potential for tourism, tourists most commonly visit the north of the country, namely Luang Prabang. The south is still little known and struggles with limited quality of services and products and as a result has limited spending and value addition from tourism.

On one hand, the CTBP project builds capacities of staff working in hotels, restaurants and guesthouses, as well as of new entrants into the tourism sector (e.g. through mobile training delivery). On the other hand, it collaborates with local tourism businesses and the government to develop new tourism products, experiences and packages (e.g. ‘being a rice farmer for a day’), which are attractive to travellers and which particularly benefit local communities and small enterprises. It further supports the region in its marketing and promotion efforts (e.g. participation in trade fairs, creating and cultivating a brand) in order to attract more tourists to the South of Laos, who stay longer and inject more money into the local economy.

Finally, the CTBP project facilitates the building-up of structure for destination development, marketing and management, which enable local stakeholders to further develop their own destination in the long-term in a sustainable way.

Champasak Tourism Business Promotion (CTBP) has a strong focus on processes and on the creation and testing of innovative models for sustainable destination development and management.

Outcomes

• A model for mobile hospitality skills development for smaller guesthouses and hotels on the 4,000 islands in Champasak Province has been successfully piloted
• Around 200 guesthouse owners and staff were trained in the mobile hospitality skills development
• A pool of 15 local industry trainers has been built up
• A joint destination website has been mounted, promotional products have been elaborated and the South of Laos was prominently represented at the International Tourism Fair in Berlin
• A marketing strategy and plan has been elaborated in close collaboration between public and private sector stakeholders
• Structures for public-private collaboration on marketing and product development have been established in the form of task forces at provincial and district level
Making Vegetable Markets Work for Smallholders in Southern Shan and Chin States

MVMW is a three-year initiative, jointly implemented by Mercy Corps and Swisscontact. The project started in June 2014 and absorbed the work previously done under Extension Services Promotion Project (ESPP) of Swisscontact. MVMW aims to increase the income for nearly 15,000 farm households through vegetable farming in Southern Shan and other states in Myanmar.

In the vegetable sector of Myanmar, majority of smallholder farmers has little or no access to information, weak functioning value chains are major barriers to the adoption of high quality seed and better techniques. Extension services are limited, and for most villages technical advice is either non-existent or restricted to irregular visits from sales staff promoting agro-chemicals. With a predominant focus on food security and rice, promoting vegetable production as an income generating activity has not been high on the development agenda. MVMW has partnered with East West Seed International (EWSI) to promote private extension service through which good quality seed and improved technology in production practices will be introduced and promoted.

Over the project period, up to 320 key farmers will be capacitated to establish demonstration farms. In this year under ESPP project, before it was integrated with MVMW, EWSI extension staffs have already imparted knowledge on better quality seed and cultivation knowledge to nearly 1,100 farmers and agriculture students mostly in Southern Shan states of Myanmar. In addition to this extension service promotion, MVMW has commissioned a detailed assessment of financial services accessibility for actors working within the vegetable sector focusing on availability and affordability of the different financing options available to the various value chain actors. Engagement with different agricultural research institutions, like Yezin University, for fostering enabling environment for the sector has also been initiated.

Outcomes

- Facilitated formation of 19 farmer groups with 431 farmers; and it is expected that EWSI extension staff will conduct training, demonstration farm, field days for these farmer groups
- Extension staff will support key farmers with technical advice on a weekly basis for a period of at least one year

Training farmers on developing vegetable nursery in Aungban, Southern Shan
AFF provides financial literacy training to cocoa farmers, cocoa sector training to financial institutions and strengthens farmer organisations. It is working on the promotion of savings, reduction of risk and the development of conventional and Islamic financial products. Access to Finance (A2F) is important for purchase of inputs, especially agro-inputs. Currently only 2% of cocoa farmers have received formal loans. Bottlenecks include missing collateral, incomes linked to harvest seasons and insufficient saving habits. Savings, although bearing fewer risks for both farmers and financial institutions, have not been used as solution to overcome these bottlenecks.

The project started its activities in the second quarter of 2014 with significant achievements.

**Outcomes**

- 3,196 Cocoa Farmers have been trained in financial literacy (Planning, Importance of Savings, Requirements for Loans)
- 86 trainers have been trained
- 2 Financial Training Manuals have been developed
- 7 Farmer Organisations have been strengthened
- 1,514 women (47%) of total have been benefited

**Agribusiness Financing Facility (AFF)**

The Agribusiness Financing Facility (AFF) is a subcomponent of Sustainable Cocoa Production Program (SCPP) with the objective to increase farmers’ income through improved commercial access to finance in Indonesia.

The project started its activities in the second quarter of 2014 with significant achievements.
## South Asia Project Overview

<table>
<thead>
<tr>
<th>Project name</th>
<th>Country</th>
<th>Donors/Partners</th>
<th>Duration</th>
</tr>
</thead>
<tbody>
<tr>
<td>Skills and Employment Programme - Bangladesh</td>
<td>Bangladesh</td>
<td>Department for International Development (DfID)</td>
<td>2014 - 2019</td>
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<td>Swiss Agency for Development and Cooperation (SDC)</td>
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<td>GRM International</td>
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<td>British Council</td>
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<td>Skills for Unemployed and Underemployed Labour (SkillFUL)</td>
<td>Bangladesh</td>
<td>The European Union (EU)</td>
<td>2011 - 2015</td>
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<td>Swiss Agency for Development and Cooperation (SDC)</td>
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<td>Centre for Mass Education in Science (CMES)</td>
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<td>Ministry of Education (MoE), Government of Bangladesh (GoB)</td>
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<tr>
<td>Towards sustainable quality healthcare delivery at grassroots level through active participation of civil society organisations (TARSAN)</td>
<td>Bangladesh</td>
<td>The European Union (EU)</td>
<td>2011 - 2015</td>
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<td>Research, Training and Management (RTM) International</td>
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<tr>
<td>Youth Employment Project (YEP)</td>
<td>Nepal</td>
<td>Swiss Agency for Development and Cooperation (SDC)</td>
<td>2013 - 2016</td>
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</tbody>
</table>
Results to date

19,795 participants (12,560 female; 7,235 male) trained of which 17,420 are employed (89% female; 86% male)

10,525 youths have been trained in demand-driven skills (28% females)
More than 6,000 graduates have entered in remunerated employment (self or contracted)
2,248 poor women have been trained and employed under special women-focused training programme in collaboration with Bangladesh Garment Manufacturers and Exporters Association (BGMEA) and Bureau of Manpower Employment and Training (BMET)
Informal sector's trainings were provided in collaboration with Department of Youth Development (DYD).
6,974 TVET teachers received methodology training and practical skills training relevant to industrial experience
38 master trainers have been trained up to Level 5 of CBT&A and were certified from TESDA, Philippines
Industry Skills Councils (ISCs) for Construction, Light Engineering, Ready-made Garments and Textiles, and Informal sector have been established
Developed 75 competency standards for 25 occupations in the process.
Trained 230 assessors.
Initiated the process of strengthening the certification system of Bangladesh Technical Education Board (BTEB)

296 faculties/trainers of 10 Community Paramedic Training Institutes have been trained
A total of 605 Community Paramedics have graduated with certification by Bangladesh Nursing Council (BNC)
301 graduates out of 605 were from project locations
A total of 274 Community Paramedics have been employed
153 out of 274 Community Paramedics from project locations are self-employed
91,944 females and 40,084 males from the project locations have been sensitised on seeking service from skilled health care service providers

Total 1,175 youths completed skills training (850 male, 325 female)
893 youths represent disadvantaged groups
85% graduates are employed (self and wage)
350 graduates are certified with NSTB Level 1 Skills Certificate
The average monthly income of YEP supported graduates in 2013 is USD 85
49 technical instructors trained on effective instructional skills training
215 youths (151 males, 64 females) are actively involved in awareness programmes for youth skills and employment issues
## South Asia Project Overview

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<tbody>
<tr>
<td>ATC-P Katalyst</td>
<td>Bangladesh</td>
<td>UK Government&lt;br&gt;Swiss Agency for Development and Cooperation (SDC)&lt;br&gt;The Danish International Development Agency (Danida)&lt;br&gt;Ministry of Commerce, Government of Bangladesh</td>
<td>2014 - 2017</td>
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<tr>
<td>Making Markets Work for the Jamuna, Padma and Teesta Chars (M4C)</td>
<td>Bangladesh</td>
<td>Swiss Agency for Development and Cooperation (SDC)&lt;br&gt;Ministry of Local Government, Rural Development and Cooperatives, Government of Bangladesh&lt;br&gt;Rural Development Academy (RDA), Bogra&lt;br&gt;Practical Action</td>
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<td>Village Development Organisation Strengthening Project (VDOSP)</td>
<td>Bangladesh</td>
<td>Chevron</td>
<td>2014 6 months</td>
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<td>Samarth-Nepal Market Development Programme (NMDP)</td>
<td>Nepal</td>
<td>UK aid&lt;br&gt;Adam Smith International&lt;br&gt;The Springfield Center&lt;br&gt;Ministry of Industry; Ministry of Agriculture&lt;br&gt;Ministry of Tourism, Government of Nepal&lt;br&gt;Ministry of Tourism (Government of Nepal)</td>
<td>2012 - 2017</td>
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<td>Household Solid Waste Management Project (HSWMP)</td>
<td>Bangladesh</td>
<td>Swiss Agency for Development and Cooperation (SDC)</td>
<td>2013 - 2016</td>
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<tr>
<td>Results to date</td>
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<tr>
<td>Benefit Outreach: 213,700</td>
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<td>Income increased: USD 15 million</td>
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</table>

Income of 13,200 households (comprised of approx. 51,400 men, women and children) increased by USD 1.08 million (CHF 76 per household, CHF 19.50 per capita) due to use of improved inputs and services facilitated by the project.

Approximately 28,000 workers benefitted due to improved working condition at 8 factories. SOP organised 4 training workshops and conducted 86 factory visits. 1,926 workers trained on health, safety and rights issues and 1,080 workers trained as fire fighters. Fire safety situation assessed for 130 factories.

Number of beneficiaries: 72,000
Net attributable income change: USD 37

9,000 beneficiaries practicing source segregation
1,606 ton waste handled with improved management
8 tumbling composters running on organic waste
### South East Asia Project Overview

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<tr>
<td><strong>Skills Development</strong></td>
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<td><strong>SME Promotion</strong></td>
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<td>Champasak Tourism Business Promotion Project (CTBP)</td>
<td>Lao PDR</td>
<td>Swiss Agency for Development and Cooperation (SDC)</td>
<td>2013 - 2016</td>
</tr>
</tbody>
</table>
Results to date

Identified and recruited 18 Myanmar hospitality experts with international experience as "Master Instructors in Swiss Hospitality" for the Hotel Training Initiative. Most of them are returnees who worked in hotels abroad (Singapore, Bangkok, Middle East) but decided to return to Myanmar. They are currently being trained by international experts from the Swiss Hotel Management Academy Lucerne.

Organised Training of trainers for 24 Master Instructors under the Local Vocational Training Component

Supported of the National Skills Standards Authority for the first round of pilot skills testing. 133 passed (85%) out of 157 candidates assessed of whom 51 industry associations participated in the exercise

An innovative model for mobile hospitality training using a national centre for excellence as quality assurer, the provincial hotel and restaurant association as training coordinator and industry experts as trainers have been successfully piloted in the local destination of the 4,000 islands

A pool of hospitality trainers containing 15 trainers is being prepared in Champasak

A total of 200 staff from 50 small guesthouses and hotels of Champasak Province (17% of all registered SMEs in the province) have been trained and have received skills passport

2 new experiential tourism products (being a rice farmer for a day; river life excursions) involving poor communities have been successfully tested

Destination marketing results achieved include the basic set-up of a destination webpage; representation of Champasak at the international trade fair in Berlin; a marketing strategy endorsed by the government; a branding process for Champasak

2 market assessments have been conducted which focus on market fluctuations, profitability of different vegetables, business case of key actors in vegetable value chain, and dynamics of end markets

Contract have been signed with East West Seed International (EWSI) to promote private extension service to nearly 9,000 farmers over the project period

Assisted in the formation of 19 farmer groups with 431 farmers

Partnership have been formed with the national agro-input company Awba to facilitate development and implementation of financial literacy programme to empower Awba's 900 sub-dealer key farmers
## South East Asia Project Overview

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<tr>
<td>SME Promotion</td>
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<tr>
<td>Regional Economic Development (RED) Programme</td>
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<td>GFA Consulting Group GmbH</td>
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<td>Mesopartner</td>
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<tr>
<td>Sustainable Cocoa Promotion Program (SCPP)</td>
<td>Indonesia</td>
<td>Swiss State Secretariat for Economic Affairs (SECO)</td>
<td>2012 – 2015</td>
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<td>Sustainable Trade Initiative (IDH)</td>
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<td>The Embassy of the Kingdom of the Netherlands (EKN)</td>
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<td>Private Sector Partners: ADM Cocoa, Barry Callebaut, Cargill, Ecom, Mars, Nestlé</td>
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<tr>
<td>WISATA II – Tourism Development for selected Destinations in Indonesia</td>
<td>Indonesia</td>
<td>Swiss State Secretariat for Economic Affairs (SECO)</td>
<td>2014 – 2018</td>
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<td>Financial Services</td>
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<tr>
<td>Agri-business Financing Facility (AFF)</td>
<td>Indonesia</td>
<td>Swiss State Secretariat for Economic Affairs (SECO)</td>
<td>2013 - 2016</td>
</tr>
</tbody>
</table>
Results to date

The number of FTE employees in the pepper sector in West Kalimantan (WK) has increased by 57%, sales volumes have increased by 72% and income of farmers have doubled since 2011. Cost savings based on increased resource efficiency: Use of chemical fertilisers decreased by a third, use of pesticides decreased drastically from 10 l/ha 1.6 liters, herbicides from 7.5 l/ha to 1.9 liters.

Compared to baseline, the number of employees in the tourism sector increased by 70% in WK and 20% in Central Java (CJ), sales of hotels and restaurants more than doubled in WK and increased by 40% in CJ.

1,491 Cocoa Producer Groups have been established
46,019 farmers (19% women) have been trained in Good Agricultural Practices, farm rehabilitation, and certification
21,794 farmer household’s members (80% women) have been trained in Good Nutrition Practices
7,383 cocoa farms certified by voluntary standards from UTZ Certified and Rainforest Alliance
513 extension officers from private sector and government agencies have been trained as master trainer
6 cross-sector networking platforms have been supported
Ground-breaking monitoring and traceability system of CocoaTrace is currently functional

8 local and 1 regional tourism management organisation are in place in Flores running 5 tourism information centres
Flores Destination Management Organisation represented the destination at major international and domestic trade fairs like ITB Berlin and Singapore
70 tour guides improved their service through a pocketbook on guiding knowledge and skills
A group of 16 local professionals in Flores formed an expert pool to offer skills training to local businesses and staff

3,196 cocoa farmers have been trained in Financial Literacy (Planning, Importance of Savings, Requirements for Loans)
86 Trainers have been trained
2 Financial Training Manuals have been developed
7 Farmer Organisations have been strengthened
Team South Asia

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General Manager, M4C

Pandey, Manish
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Rahman, Mamunur
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Yusuf, Mohammad
Senior Finance Manager, South Asia

Mahto, Suresh
Skills and Employment Director, SEP-B
# Team South East Asia

<table>
<thead>
<tr>
<th>Name</th>
<th>Position/Department</th>
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<tbody>
<tr>
<td>Asikin, Mukti</td>
<td>Deputy Project Coordinator, RED</td>
</tr>
<tr>
<td>Atmojo, Untung Suryo</td>
<td>Procurement Manager, SCPP</td>
</tr>
<tr>
<td>Borer, Manfred</td>
<td>Country Director and Program Director, SCPP</td>
</tr>
<tr>
<td>Djamaludin, Vedia Achmad</td>
<td>Head of Support Services, SCPP</td>
</tr>
<tr>
<td>Gamper, Stefan (Tim)</td>
<td>Country Director Laos and Project Manager, CTBP</td>
</tr>
<tr>
<td>Guntz, Catharina M.</td>
<td>Project Coordinator, RED</td>
</tr>
<tr>
<td>Lebe, Dirk</td>
<td>Deputy Program Director, AFF</td>
</tr>
<tr>
<td>Manalu, Chandra</td>
<td>Sr. MRM and PR Manager, SCPP</td>
</tr>
<tr>
<td>Mechthold Jin, Michael</td>
<td>Program Director, VSDP</td>
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<tr>
<td>Nuetzi, Ruedi</td>
<td>Program Manager, WISATA</td>
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<tr>
<td>Pakpahan, Roland</td>
<td>Sr. Program Manager, SCPP Sumatera</td>
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<tr>
<td>Pradhan, Rajiv</td>
<td>Senior Technical Advisor</td>
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<tr>
<td>Rahmawati, Nanik</td>
<td>Regional Coordinator Central Java, RED</td>
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<tr>
<td>Rana, Prashant</td>
<td>Director South East Asia</td>
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<tr>
<td>Samosir, Ferry Sabam</td>
<td>Deputy Program Manager, WISATA</td>
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<td>Sebayang, Edy Suranta</td>
<td>Sr. Finance Manager, SCPP</td>
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<tr>
<td>Siahaan, Dame</td>
<td>MRM Manager, SCPP</td>
</tr>
<tr>
<td>Suardhani, Ida Ayu Danik</td>
<td>Head of Program Operation, WISATA</td>
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<tr>
<td>Sumpala, Suharman</td>
<td>Sr. Program Manager, SCPP Sulawesi</td>
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<tr>
<td>Syadriah, Emilia</td>
<td>HR and Administration Manager, SCPP</td>
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</tbody>
</table>
We Create Opportunities

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Cover: Promoting integrated approach of farming good practice among smallholder cocoa farmers
Photos: Swisscontact staff
Layout: Corporate Communications, Bangladesh

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)

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