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Mr. Surendra Bir Malakar  
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Dear Mr. Malakar :

We are delighted to inform you that European Economic Chamber (EEC)-Nepal with financial grant from the European Union has been implementing ECIBON Project **"Enhancing the Capacity of Intermediary Business Organisation in Nepal"** since August 2007 in Nepal.

**Brief Summary on the Project:**

**Institutional Reinforcement:** consists of capacity building of Asian -Nepalese- Intermediary Business Organisations (IBOs) and enhanced networking with European counterparts.

**Aim:** to make Nepalese IBOs better equipped to service local SMEs and European intermediary counterparts to facilitate trade between Europe and Asia (Nepal).

**Target group:** 15 Nepalese business IBOs (listed below) whose capacity strengthened through training, information provision and a strengthened and broadened network.

1. Nepal Carpet Exporters Association
2. Nepal Coffee Producers Association
3. Floriculture Association Nepal
4. Rupandehi Industry Association
5. Lalitpur Handicraft Association
6. Baglung CCI
7. Nepalgunj CCI
8. Itahari CCI
9. Nuwakot CCI
10. Darchula CCI
11. District Committee Kathmandu, FNCSIN
12. District Committee Bhaktapur, FNCSIN
13. District Committee Makwanpur, FNCSIN
14. District Committee Dhading, FNCSIN
15. District Committee Dolkha, FNCSIN

**The partnership composition:**

1. Federation of National Cottage and Small Industries Nepal (FNCSIN), Nepal
2. London Chamber of Commerce and Industry (LCCI), Great Britain
3. The Danish Federation of Small and Medium-Sized Enterprises (DFSME), Denmark

#### 4. European Economic Chamber of Trade, Commerce and Industry (EEC)-Nepal

**Activities:**

- Courses / seminars on different subjects related to trade between Nepal and Europe.
- Assessment of sub-sector opportunities
- Assessment of trade related procedures and requirements
- The establishment of a Nepalese and international IBO-network.
- Compilation of Annual EU Trade Reports by EEC-Nepal

**Project Duration:** 30 months (August 2007- February 2010)

As a part of the project we conducted the following seminars covering all 5 districts of the country:

**Folder 1)** Seminar on 'Doing Business with the EU and particularly Great Britain'

**Folder 2)** Seminar on 'Chamber management and Administration' and 'Membership Recruitment'

**Folder 3)** Seminar on 'How to arrange and carry out Match-Making activities and events' and 'How to prepare and participate in Trade Fairs and Exhibitions'

**Folder 4)** Seminar on International 'Documents and Payments' and 'Regional Policy in Economy and Infrastructure'

**Folder 5)** Training on relevant EU/WTO quality and social standards issues applicable

**Folder 6)** Marketing / international business training for Nepalese IBOs

In addition to courses and seminars provided to the beneficiaries we also did research based activities to identify sectors that have potential in the European market, A Hand book for Import / Export compliance Procedures and Documentation and Annual report on Nepal EU Trade.

**Folder 7)** Assessment of opportunities in -three- sub-sectors for potential trade

**Folder 8)** General assessment of trade related procedures and requirements

**Folder 9)** Preparation of first annual EU Trade Report

In order to ensure that the Nepalese intermediary business organisations can facilitate trade- and export relevant information between EU and Nepal, and provide relevant and updated information to member companies on a continuous basis we have also made a website to facilitate the same. The website is being designed by our partner DFSME and will be launched end of December. Please visit our website given below for necessary information.

**Folder 10)** Determination of the system to exchange business information

We are happy to share all the findings from the seminars and research based activities with you through enclosed CD rom. We are optimistic that these reports will come in handy for your organization. Please view the folders 1 to 10 on the CD rom.

Thanking you for your kind consideration.

Yours sincerely,

Pravakar Bickram Rana  
Project Manager

***Encl:*** Project brochure / CD Rom