

About us:

European Economic Chamber of Trade, Commerce and Industry – Nepal (EEC-Nepal) established in Kathmandu, Nepal was formally registered with the Government of Nepal, Central District Office, Kathmandu on 7 March 2005 (2061/11/24), registration number 455/061/062.

Our strengths as an organization mirror our endeavours in bringing together diverse skills, experiences, culture, and perspectives in pursuit of a greater goal.

The chamber has also been registered with Social Welfare Council to give due status of NGO to support social activities in the country.

Objectives:

To strengthen socio-economic ties between Nepal and the member states of the European Union. The Chamber endeavours to be a mediator between partners in the Internal Market and the Member States of the European Union and other European countries to enhance the business and social interactions between Nepal and European countries.

Goal:

EEC-Nepal is optimistic in providing realistic solutions and information to develop human, natural and cultural resources to support health care provisions, safe environment, sustainable development and economic growth in the context of national priorities, making our visions of a better tomorrow come alive.

Projects being implemented by EEC-Nepal

- 1) Enhancing the Capacity of Intermediary Business Organisation in Nepal (ECIBON)
- 2) European Asian Integration in sustainable tourism management (ASIAN-TOUR)

Enhancing the Capacity of Intermediary Business Organisations in Nepal (ECIBON)

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 will be 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)

1.1.1) Seminar on 'Doing Business with the EU and particularly Great Britain'

Four day Seminar conducted in May from 6 till 9, 2008 [First 2 days for Executive Members (May 6 and 7, 2008)] and [Second 2 days for Secretariat Staff (May 8 & 9, 2008)] from 15 IBOs by Peter Bishop, Deputy CEO, London Chamber of Commerce, highlighted: The EU as a trading entity and market, Focus on a single EU market, the United Kingdom, covering: the economic indicators and trading outlook, the business and legal framework including companies, agents, channels of distribution, import regime and tax system, business sectors and characteristics of business community, and trade opportunities.

1.1.2) Seminar on 'Chamber management and Administration' and 'Membership Recruitment'

The seminar was, in fact, two, two-day seminars conducted consecutively by Peter Bishop, Deputy CEO, London Chamber of Commerce, the first 2 days attended by executive members of 15 IBOs (September 3 & 4, 2008), the second 2 days by IBO secretariat staff (September 5 & 6, 2008).

Expert summarised the course objectives in practical terms at the beginning of each seminar as follows:

- We all run or work for organisations – IBOs - whose objective was to help members succeed in their business
- We all wished to run those organisations better so that: we had more members who were better serviced
- By the end of the two days we should understand better what we wanted to achieve, and how we should go about achieving it
- We would have examined all aspects of running an Intermediary Business Organisation, and would take back ideas for enhancing and improving our own operations, and indeed to introduce new ideas to our set-ups.

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

Two-day seminars conducted consecutively by Annabel Fogden, London Chamber of Commerce, the first 2 days attended by Executive Members of 15 IBOs (17 – 18 November 2008), the second 2 days by 15 IBO secretariat staff (20 – 21 November 2008).

Two important and hands-on activities that facilitate international contacts and trade are international trade fairs and large match-making events, such as EU-partenariats. Events like these take place in various locations all over the world several times each year. Chambers have a lot to gain by taking an active role in increasing the participation of their member companies in these events for the overall development of both their own services as well as to benefit their international companies. In order to secure high-quality participation and satisfactory results, a thorough preparation and procedure is necessary before, during and after the event.

This training module therefore, dealt with a number of issues such as: preparatory routines, presentation material, hand-outs, visitor interviews and evaluation-focused follow-ups.

1.1.4) Seminar on International 'Documents and Payments' and 'Regional Policy in Economy and Infrastructure'

International Documents and Payments: This training-module enabled the Nepalese IBOs, Government Officials, NGOs and INGOs to further enforce their role as a qualified institution active in solving customs problems when entering the EU, answering questions regarding international trade documents and payments. It also made them more competent and efficient in issuing international documents, which would be of benefit for the international trade and the development of the companies in the region.

Regional policy in Economy and Infrastructure: This seminar reinforced the IBOs, Government Officials, NGOs and INGOs to develop and maintain a strong and focused business development policy. Program further helped promote the Chamber and create a backbone for Chamber priorities as well as strengthen the trade development in the region.

1.1.5) Training on relevant EU/WTO quality and social standards issues applicable

The aim of this training was to impart knowledge on EU/WTO quality and social standard issues applicable to Nepalese entrepreneurs in relation to EU standards. This training of 2 days was implemented in 4 different locations as mentioned below and conducted by the Nepalese experts.

The participants of this training were representatives from IBOs, who could play a catalytic role to impart knowledge and skills on EU/WTO quality and social standards issues to Nepalese entrepreneurs.

Activity held from 18 March to 19 March 2009 in Nepalgunj
Representatives from 21 IBOs

Activity held from 21 March to 22 March 2009 in Butwal
Representatives from 22 IBOs

Activity held from 28 March to 29 March 2009 in Dharan
Representatives from 23 IBOs

Activity held from 16 April to 17 April 2009 in Butwal
Representatives from 35 IBOs

This Activities is conducted by Dr. Badri Pokhrel (Joint Secretary-Ministry of Commerce & Consultant-Management Dynamics) and Mr. Jayandra Rimal (Consultant-Management Dynamics)

1.1.6) Marketing / international business training for Nepalese IBOs

The aim of this training was to impart knowledge on marketing and international business for Nepalese IBOs. Nepalese entrepreneurs are quite competent in production but lack behind in marketing and international business transaction. This training of 2 days was implemented in 4 different locations as mentioned below and conducted by the Nepalese experts.

Activity held from 10 September to 11 September 2008 in Butwal
Representatives from 28 IBOs

Activity held from 14 September to 15 September 2008 in Nepalgunj
Representatives from 24 IBOs

Activity held from 05 November to 06 November 2008 in Itahari
Representatives from 22 IBOs

Activity held from 10 November to 11 November 2008 in Kathmandu
Representatives from 34 IBOs

This Activity is conducted by Mr. Rajan Sharma (Executive Member-EEC-Nepal & Coordinator - Export Promotion Forum – FNCCI and Mr. Jayendra Rimal (Consultant-Management Dynamics)

The achievement from 5 day study / market information / networking tour is as follows:

1. The group got the chance to see the business dealing and aware them on how they need to achieve to comply with the requirement of the market.
2. They learnt about the way of life in Europe and the multi cultured people having their own specific requirement and how to meet their demand.
3. Acquainted them self on the transportation system of London city and the city management system.
4. Learnt on the sector of improvement they need to bring to their product and marketing.
5. Learnt of the pricing system and aware them on why the products were priced at high cost in Europe taking into consideration the transportation, marketing, tax and other overhead costs.
6. Better knowledge on Trade Mission and its importance.
7. Importance of participating at Exhibition and Trade fares and how to participate or organize.
8. Use of effective sights in the web to acquire knowledge of partner country.
9. Opportunity Governments provide and what to seek for with Government.
10. How to manage the chamber effectively?
11. Where to look for information?
12. How to impart the knowledge to BSOs and IBOs to facilitate their member organizations?
13. The meeting with British investors / Nepalese residing in London and their desire to invest in Nepal was one of the high lights of the visit.

2.1.1) Assessment of opportunities in -three- sub-sectors for potential trade

The aim of this assessment is to produce, a study on three target sub-sectors of trade between Nepal and the EU. This assessment will be carried out in Nepal, Scandinavia and the United Kingdom.

The assessment will be a useful reference during the implementation of the project as well as a part of the annual trade report (activity 2.2.3).

2.1.2) General assessment of trade related procedures and requirements

This assessment aims to determine all trade related policies, systems and step by step procedures for smooth trade between EU and Nepal. This assessment will be carried out in Nepal, Scandinavia and the United Kingdom. Following components will be targeted during the assessment.

- Placement of order
- Mode of payment and related banking systems
- Delivery period
- Product quality and standard of the product to be sold in EU region
- Availability of freight service
- Taxation component
- Facilities and reimbursement of tax for exporter/ Importer
- Other supporting institutions for trade between EU and Nepal

2.2.1) Determination of the system to exchange business information

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 also after the completion of the project, a strategy for the future business information exchange and – dissemination should be made and appropriate tools developed for the implementation. DFSME will be responsible for the activity.

2.2.2) Direct mailing campaign to raise awareness among Nepalese SMEs

This activity envisages addressing a direct mailing campaign directed at 80 Nepalese IBOs to raise awareness and build the capacity among them as well as Nepalese SMEs of business opportunities in Europe, related technicalities and the available knowledge among existing Nepalese IBOs.

The Advisory Committee for the project:

The aim is to form an Advisory Committee of the project able to monitor and give input on the project activities and the progress.

The idea behind this Advisory Committee is to be in touch with the beneficiaries and to openly discuss the needs in the field and make beneficiaries involved so it becomes an actual project of all IBOs. Furthermore, participation of beneficiaries in the advisory committee is a must to make a project result oriented.

Advisory Committee Members:

Mr. Dibya Mani Rajbhandari	President	EEC-Nepal
Mr. Binayak Shah	Secretary General	EEC-Nepal
Mr. Jung Bahadur Shrestha	President	FNCSIN
Mr. Babu Kaji Maharjan	Secretary General	FNCSIN
Mr. Mohan Bahadur Katuwal	President	Makwanpur CCI
Ms. Sulochana Rajbhandary	Office Staff	FNCSIN - Kathmandu
Mr. Tanka Prasad Dulal	President	Itahari CCI
Mr. Damodar Acharya	President	Nepalgunj CCI
Mr. Azaj Alam	President	Rupendehi Industry Association

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