



**Memorandum of Understanding**  
**on a Grant under Project A854/SB-002699**

**between**

**The International Trade Centre (ITC)**

**and**

**The Common Market for Eastern and Southern  
Africa – Leather and Leather Products Institute  
(COMESA/LLPI)**

WHEREAS the International Trade Centre (hereinafter referred to as "ITC"), with headquarters at Geneva, Switzerland, the development partner for trade success, is the joint technical cooperation agency of the World Trade Organization and the United Nations;

WHEREAS ITC, in its aim to contribute to the achievement of the goals of the United Nations post-2015 development agenda, generates sustainable incomes and livelihoods especially for poor households, by connecting enterprises to regional and global markets and enables small business trade success in developing and transition countries by providing, with partners, inclusive and sustainable trade development solutions to the private sector, trade and investment support institutions (TISIs) and policy-makers;

WHEREAS ITC aspires to hold up the values of vision, integrity, excellence, pragmatism and responsiveness;

WHEREAS ITC is leveraging its strategic objectives which are: building awareness and improving the availability and use of trade intelligence; strengthening TISIs; enhancing policies for the benefit of exporting enterprises; building the export capacity of enterprises to respond to market opportunities; mainstreaming

inclusiveness and sustainability into trade promotion and export development policies;

WHEREAS ITC bases its integrated solutions around the following focus areas where the organization has a comparative advantage in: (1) providing trade and market intelligence; (2) building a conducive business environment; (3) strengthening TISIs; (4) connecting to international value chains; (5) promoting and mainstreaming inclusive and green trade; and (6) supporting regional economic integration and South-South links;

WHEREAS The Common Market for Eastern and Southern Africa – Leather and Leather Products Institute (hereinafter referred to as “COMESA/LLPI” or “Grantee”), with headquarters at Addis Ababa, Ethiopia established in 1990 is mandated to fulfill the industrial objective of COMESA regions specifically to support and develop the leather industries. ITC has previously developed the COMESA Regional Strategy for the Leather Value Chain between 2010-11 period.

**NOW, THEREFORE,** ITC and the Grantee (hereinafter collectively referred to as the "Parties", and each individually as a "Party") have agreed to the following:

### **Article 1. PURPOSE**

The purpose of this Memorandum of Understanding (hereinafter referred to as “MOU”) is to establish a framework of collaboration between ITC and COMESA/LLPI for SITA’s second year of implementation in relation to leather, by drawing on COMESA/LLPI’s unique strengths in mobilising its knowledge, members and partners across the targeted countries

### **Article 2. AREAS OF COOPERATION**

1. The Grantee undertakes to perform the activities listed below:

<b>Areas of Cooperation</b>	<b>Activities / Services</b>	<b>Outputs</b>
<b>1. Indian market exposure : Indian International Leather Fair, Chennai</b>	<ul style="list-style-type: none"> <li>- 1 LLPI expert attend Chennai Indian International Leather Fair B2B, with East African companies</li> <li>- Write up Report. Report has to include:               <ul style="list-style-type: none"> <li>o Price levels</li> <li>o Product varieties</li> <li>o Product standards</li> <li>o Indian market demands vis-à-vis other major markets</li> <li>o Potential partners for institutional linkages</li> <li>o Potential buyers (Indian and international) – with contact details</li> <li>o Recommendations for market access to India</li> </ul> </li> <li>- Draft submitted to SITA Leather Task Team Leader</li> <li>- Dissemination of report / key recommendations to COMESA membership via newsletter and other means.</li> <li>- Follow up communication with</li> </ul>	<p>Report on market opportunity in India for East African leather tanners written and disseminated of findings to COMESA membership</p> <p>Evidence of intention of building institutional partnership with Indian institutions (e.g. LOI, draft MOU)</p> <p>Target: 1 Report recommendations disseminated to a min. of 30 companies / 1 LOI or similar document indicating institutional cooperation</p> <p>Expected Completion: 28 February 2017</p>

	<p>Indian institutions and companies that have shown interest for future collaboration with COMESA LLPI Partnership with an Indian institution initiated.</p> <ul style="list-style-type: none"> <li>-</li> </ul>	
<b>2. E-learning course on leather standards</b>	<ul style="list-style-type: none"> <li>- Final review of content of e-learning course content. Feedback on content provided to SITA / ITC team.</li> <li>- Dissemination of e-learning course information and registration details to all COMESA members</li> <li>- 1 Article produced in Newsletter advertising e-learning course</li> <li>- Link to E-Learning Course made available on COMESA LLPI website</li> <li>- Participants registration names / details sent to SITA Leather Task Team Leader</li> </ul>	<p>Tannery technicians from COMESA countries, sign up for the E-learning Course on "Standards and Technical Requirements for the Leather Industry and their importance in International business"</p> <p>Target: min. of 30 technicians signed up for e-learning course</p> <p>Expected Completion: 31 March 2017</p>
<b>3. Investment Promotion</b>	<ul style="list-style-type: none"> <li>- Draft a long (25-30 pages) and a short version (4 pages) of investment profiles for Uganda, Kenya and Tanzania using the SITA provided templates and under the supervision of a SITA investment expert.</li> <li>- Follow up with national sector associations and investment agencies, to collect up to date data and narrative content.</li> <li>- Provide final draft for validation and formatting to SITA Leather Task Team Leader.</li> <li>- Final drafts uploaded to COMESA LLPI website</li> </ul>	<p>2 Sector investment profiles (1 long and 1 short version) for leather written for each of the following countries: Uganda, Kenya and Tanzania</p> <p>Target: 3 Long and 3 short investment profile documents in total.</p> <p>Expected Completion:</p> <ol style="list-style-type: none"> <li>1. Short profiles- 31 December, 2016.</li> <li>2. Long profiles- 31 March, 2017.</li> </ol>

2. ITC undertakes to perform the activities listed below:

- Organisation of participation at the Indian International Leather Fair, including institutional communication and logistical arrangements for east African participants.
- Facilitation of COMESA LLPI participation at the India International Leather Fair.
- Content and design development of the leather E-learning course.
- Technical guidance (Investment expert) to guide COMESA LLPI writers, on format and content coverage of the investment profiles.
- Overall supervisory inputs for the activities listed above.

### **Article 3. FINANCIAL PROVISIONS**

1. ITC will grant, under project A854/SB-002699, an amount up to a maximum of US\$ 20,800 (the "Grant") to the Grantee COMESA/LLPI, subject to the receipt of the corresponding funds allocated to the project from Department for International Development (UK), for provision of the services detailed under Article 2 above, in accordance with the budget and calendar of activities provided in the enclosed Annex I.

