

TRADE



IMPACT

FOR GOOD



International
Trade
Centre

The International Trade Centre

The International Trade Centre (ITC) is the only development agency that is fully dedicated to connecting small and medium-sized enterprises (SMEs) to global markets. SMEs create the vast majority of jobs and are proven engines of growth, in particular for women, young people and poor communities.

To foster inclusive and sustainable development through trade in developing countries and transition economies, ITC prioritizes support to least developed countries, landlocked developing countries, small island developing states, sub-Saharan Africa and post-conflict countries.

Established in 1964, ITC is the joint agency of the United Nations and the World Trade Organization.



Working with partners

ITC partners with the business community, governments, policymakers, development agencies, international and regional organizations, trade and investment support institutions, SMEs and other stakeholders in the public and private sectors.

ITC connects SMEs in developing countries with major players in the private sector — such as Bosch, DHL and several top fashion houses — to provide them with training and expertise so that they can enhance their efficiency and ability to tap into international value chains.

Customized solutions for clients

ITC's work is structured under six focus areas:

- Providing trade and market intelligence;
- Building a conducive business environment;
- Strengthening trade and investment support institutions;
- Connecting to international value chains;
- Promoting and mainstreaming inclusive and green trade; and
- Supporting regional economic integration and South-South links.

Within these focus areas, 15 programmes carry out activities tailored to meet the specific needs of ITC's clients.



Constant innovation

ITC acts to ensure that it is responding to the evolving world of business, trade and investment. It has implemented the E-Solutions Programme to remove technical and logistical obstacles preventing SMEs from engaging in international e-commerce.

The Sustainability Network allows farming and agribusiness SMEs to connect to global buyers through an online public platform and to report compliance with sustainability standards. The Network uses geolocation technology to contribute to traceability across agriculture value chains.

The ITC Refugee Employment and Skills Initiative was introduced in 2015 to support refugees and displaced persons in acquiring commercially-viable skills and contributing to the economies of host countries and countries of origin.

Achieving the Global Goals

ITC's mission directly contributes to achieving the United Nations Global Goals for Sustainable Development (SDGs), focusing on trade as a tool to eradicate poverty and promote inclusive and sustainable growth.

ITC directly supports 10 of the 17 Global Goals. It does so by enabling diversification, value addition, youth employment, women's economic empowerment and environmental sustainability through trade-related development projects.

ITC has systems in place to monitor its results and assist the global community to track progress towards the Global Goals.



Key products and events

In 2015, ITC launched the *SME Competitiveness Outlook*, an annual flagship report that analyses the competitiveness of SMEs across countries and regions and provides guidance on where best to concentrate reforms to boost countries' SME sectors.

One of ITC's principal knowledge products is a suite of free online market intelligence tools that companies around the world can use to discover promising trade and investment opportunities. There are half a million registered users of these global public goods.

Each year, ITC hosts the World Export Development Forum, a global event for policymakers and business leaders to explore trade-related issues, identify best practices to increase the competitiveness of SMEs and foster business-to-business (B2B) deals.

It also hosts the Women Vendors Exhibition and Forum, the Trade for Sustainable Development Forum and the biennial Trade Promotion Organization Network World Conference and Awards.

Structure and staffing

ITC's headquarters, staffed by around 300 employees from some 80 nationalities, is located in Geneva, Switzerland. For large projects, ITC employs local experts and works out of country-based project offices. Its current Executive Director, Arancha González, has led the organization since September 2013.





Impact

Over half a century, ITC has made significant contributions to international development. With help from both funders and contributions from the private sector, ITC has been able to deliver 'trade impact for good'. Amongst many examples, this has meant generating \$50 million of export opportunities for women entrepreneurs since 2010, enabling \$300 million worth of trade in 2015 through free market intelligence tools, and delivering over \$100 million of technical assistance in 2015, up from \$50 million a decade ago.