

EU TRADE RELATED ASSISTANCE FOR MONGOLIA (TRAM)

NEWSLETTER



Монголын Худалдааг Дэмжих Төсөл

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TRADE POLICY

On 17 August 2020 EU TRAM met the newly appointed Minister of Foreign Affairs, Mr N. Enkhtaivan. The team explained the project's achievements to date and the planned activities, and underlined the strong need to adopt a trade policy concept paper and implement regulations on various trade policy measures. The Minister expressed his commitment to support TRAM in achieving its goals.

In August 2020 TRAM started working with MFA to answer over 100 questions addressed to Mongolia by the WTO Secretariat in relation with the 2021 examination of Mongolia's Trade Policy within the WTO. The questions covered all economic sectors of the country and aimed at observing how Mongolia fulfils its WTO commitments. The WTO examination will take place in February 2021.

TRAM drafted a glossary on trade policy terminology in the Mongolian language. It is considered a valuable tool in ensuring that all stakeholders involved in drafting and implementing trade policy measures have a common understanding.



TRADE FACILITATION

TRAM, in collaboration with the local company Maxima Consulting, launched a public awareness campaign on the WTO Trade Facilitation Agreement in August 2020. The WTO agreement entered into force in 2017. When Mongolia fulfils all its obligations in terms of legal, administrative and procedural amendments, all economic operators, in particular SMEs, will be able to reduce dramatically the time and cost of trade.



In July and September 2020 TRAM organised training on the WTO Trade Facilitation Agreement provisions for customs officers at the Uvs, Bayan Ulgii and Dornogobi border crossings. The training covered new concepts, such as simplified customs procedures, rules of origin, advance ruling and implementation of the EU REX system.

EXPORT DEVELOPMENT

TRAM supported the joint stand of four export clusters at the UB Partnership Expo, which was organised by MNCCI at the Mishell Exhibition Centre on 24-27 September 2020. It enabled all supported export clusters to present their products to the Mongolian market for the first time. The experiences gained in preparing, setting up and maintaining the 250 sq. m stand will help the cluster members benefit from international trade fairs in the future. Participation in the UB Partnership Expo also compensated partly for the COVID-related cancellation of international trade fairs in 2020 e.g. for cosmetics and leather, where TRAM had intended to support joint cluster stands. The new Export Clusters logo also premiered at the UB Partnership Expo; the logo was developed with TRAM support and will foster the marketing efforts of the export clusters.



TRAM and MNCCI co-organised a series of technical trainings for textile and leather product designers as members of the supported export clusters. Due to COVID-related restrictions, the trainings were delivered via video by renowned resource persons from Italy and Germany. In total 45 designers learned about contemporary designs of new products in response to consumer demand in the EU countries, as well as how to improve product quality. This is expected to help improve the perspectives of products from two important export sectors in the EU and other markets.

IMPLEMENTED BY THE FOLLOWING CONSORTIUM:



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PROFILES



B. OCHGARID

"Agriculture is one of the most important strategic sectors of Mongolia. Fibres of animal origin are abundant and renewable resources for value added and high quality products. Their increased export is of paramount importance for the country. Yaks and camels are environment friendly livestock, and our export cluster aims at advocating these innovative and rare products for the world market"

Basic information

Title: Deputy Director of Sor Cashmere LLC and Chairman of Mongolian Yak and Baby Camel Hair Export Cluster

Nationality: Mongolian

Years of experience: 10+

Mr B. Ochgarid graduated from the Hartford Institute Finance Department in 2008 and from the Finance and Economic Institute in Ulaanbaatar in 2013. He obtained an MBA from the Finance and Economic Institute in 2019. He started his career at Sor Cashmere LLC in 2008, where he gained experience in the procurement of raw materials and manufacturing of textile products for the Mongolian market. Since 2012 he has advocated Mongolian yak and baby camel hair as a valuable resource and is engaged in marketing the related products to the European and US markets. Mr B. Ochgarid was elected Deputy Chairman of the Yak and Baby Camel Hair Export Cluster in 2019 and its Chairman in 2020. Set up with TRAM support, this export cluster currently has 26 members, including herder cooperatives as raw material suppliers, manufacturers, scientific organisations and the government, which cooperate to improve the products and facilitate their access to the world market.

UPCOMING EVENTS

- 26-27 October 2020: EU Trade Day and EU GSP+ Hub Conference with 250 expected participants from the public and private sectors
- October 2020: Training on non-food product safety law for GASI inspectors
- October 2020: Customs and Business Forum in support of public-private dialogue
- October 2020: Training of facilitators on export-related subjects for MNCCI and export cluster representatives
- October 2020: Training on Good Manufacturing Practice for SME members of Cosmetics Cluster
- Oct-Nov 2020: Video training on how to improve designs and product quality for textile product designers
- Oct-Nov 2020: Training on ISO standards and WTO Trade Facilitation Agreement
- November 2020: Support for MFA in preparing for EU-Mongolia Trade and Investment Subcommittee and Joint Committee meetings
- November 2020: National Forum of Sea Buckthorn Cluster to discuss perspectives and challenges for further development

OTHER ACTIVITIES

Activity 1: Organisation of training on ISO 14001 for MASM representatives (8-9 July 2020). A European expert explained the requirements for an environment management system, environmental performance, compliance obligations and environmental objectives.

Activity 2: Presentation of findings of the research study 'Options for Export Financing of Mongolian SMEs' prepared by EuroChamber with TRAM support (8 July 2020 & 28 August 2020). The study recommended the establishment of an Export Credit Guarantee Agency, which was supported by many public and private stakeholders, and a respective policy paper was handed over to the Prime Minister.

Activity 3: Organisation of trainings for staff of MNCCI and export cluster members on export-related subjects, such as taxation, negotiations, business innovations, and data analysis for market research (July-August 2020). The 'training of facilitators' format was also applied to ensure sustainability of training provision after TRAM ends.

Activity 4: Organisation of workshop on WTO notifications on subsidies for agriculture (28-29 September 2020). Participants from MFA, MoFALI, GASI, MNCCI and MASM learned from WTO experts which subsidies are allowed under WTO rules to support farmers and agricultural land and traditions.

Activity 5: Continued support to the establishment and management of a European Information and Trade Promotion Centre (ITPC) in Berlin, Germany, which is expected to attract investors and facilitate access of Mongolian products to the EU market. IHZM GmbH, a company established in May 2020 by interested Mongolian members of the Mongolian German Business Club, will run the ITPC and its enclosed retail shop and internet sales platform.