



Annual Report  
2008

# Swisscontact Annual Report 2008

Swiss Foundation for Technical Cooperation

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Senior Expert Corps

Swisscontact is the organization of the Swiss private sector for development cooperation. Its aim is to promote private economic and social development in selected countries in the South and East through advisory services, training and continuing education. By applying the principle of helping others to help themselves, Swisscontact and its local partners are fighting poverty effectively.



In the five decades of its existence, Swisscontact's work has changed considerably. What has remained constant, though, is the firm belief that the partners in our project countries cannot achieve success unless they act on their own initiative. And it is thanks to our loyal Swiss donors and our extended international network that we are able to support these partners.

# Looking ahead to our jubilee year with confidence

Swisscontact celebrates its 50th anniversary in 2009. Such an auspicious landmark provides us with an opportunity to look back. We should remember that promoting vocational training in the partner countries was particularly important to the founders of Swisscontact. Since those early days, the project work has developed further, as illustrated by this annual report. Just as it was at the outset, however, our work today is still characterised by the conviction that projects cannot be successful unless they are sustained by the partners acting on their own initiative. Ultimately, these partners use their willpower to grasp the opportunities to change their life situations, even under adverse conditions. Swisscontact supports them in this endeavour in keeping with our principle of helping others to help themselves.

The ongoing global financial crisis that started in 2008 poses new challenges for people in developing countries in particular. For this reason, Swisscontact's support is all the more important to enable these people to overcome that hurdle as well.

It is noticeable with our partners from the business world that times are changing; and we at Swisscontact feel this too. It is also pleasing to note that more companies are now opting to make their business activities both environmentally and socially sustainable as well. Moreover, many companies are intensifying these efforts by supporting Swisscontact projects. For the past 50 years, the Swiss economy has been one of our most important partners. Recently, though, international financing has become important for us as well. Since June 2008, Swisscontact Germany has been authorised to take part in calls for tenders by the EU. To add to this, in September of the year under review, we opened an office in the US. Initial contacts with US foundations and companies have revealed that they are supporting ongoing initiatives to promote private enterprise in developing countries – even in times when the economic trends are less favourable. These steps to secure financing are not an end in themselves but help to achieve the goals of our partners, namely the creation of jobs and incomes.

We would like to thank all our partners and those who have contributed for their long-standing loyalty and the excellent working relationship. Through your help we have been able to contribute to the creation of thousands of jobs and smooth the way for young people in developing countries to a better future. Moreover, without the considerable commitment of our board of trustees and staff both at home and abroad, the positive results that we have achieved would not have been possible. May we therefore express our sincere thanks to them – secure in the knowledge that we will be able to count on their loyalty in the future as well.

Peter Grüschow, President  
Urs Egger, Executive Director



Urs Egger, Peter Grüschow

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The present annual accounts were produced in accordance with the accounting recommendations of the Swiss GAAP FER 21 for charitable, social non-profit organisations.

With an income statement produced according to FER 21 recommendations, the key item is Result after changes in funds. The Donors' contributions are allocated directly to funds (allocation to funds affecting the income statement). Under Expenditure on Projects, joint financing projects are included that are again being funded with the assets from these funds (use of funds affecting the income statement).

Revenue was increased by approx. 8% compared with the previous year. This was due both to a strengthening of our positioning in local markets and to the fact that we recorded a further gratifying increase in donations. For both private and institutional donors, the trend is shifting towards making project-specific donations. The effectiveness, efficiency and transparency of the organisation are all key criteria when deciding whether to make a donation or not.

Expenditure on fundraising accounted for 1.59% of total expenditure. The maximum amount recommended by ZEWO (Swiss monitoring agency for charitable fundraising) for this item is 8%.

The turmoil on the international money markets has left its mark on our portfolio as well. As a result, the asset value fluctuation reserve created in previous years was fully liquidated to cover non-realised price losses from investments.

Administrative expenses at the head office accounted for 4.15% of total expenses; this is a clear indication of just how efficiently the organisation is run, as ZEWO's recommended figure for organisations that have international operations is 11%.

The cost structure and apportionment of administrative expenditure, as well as the administrative programme expenditure and direct programme expenditure are in line with the ZEWO recommendations adopted in 2005.

Consolidated profit and loss account for the year 2008

	2008	2007
in KCHF		
<b>Income</b>		
<b>DONATIONS</b>		
Donors contributions	4,594.1	4,129.3
Contributions from municipalities and cantons	1,789.9	1,368.1
Contributions from "Freundeskreis"	114.1	100.9
Swiss Government contributions tied to projects	4,500.0	4,500.0
	10,998.1	10,098.3
<b>INCOME FROM PROJECTS</b>		
Swiss Government mandates	14,242.7	15,594.5
Swiss Solidarity	2,889.7	2,818.3
Local principals	7,887.0	5,071.7
Third-party contracts and sundries	11,608.7	10,325.2
	36,628.1	33,809.7
<b>Total income</b>	<b>47,626.2</b>	<b>43,908.0</b>
<b>Expenditure</b>		
<b>EXPENDITURE ON PROJECTS</b>		
Albania	1,335.5	1,334.2
Bangladesh	7,451.4	7,230.0
Benin	899.1	607.3
Bolivia	2,713.0	2,702.9
Burkina Faso	535.1	1,016.7
Central America, regional programme	1,370.7	1,232.1
Costa Rica	44.5	37.0
East Africa	944.3	794.2
Ecuador	3,295.1	3,047.9
El Salvador	1,177.3	757.8
Honduras	1,018.5	1,124.1
Indonesia	7,305.8	6,165.7
Kenya	81.5	85.0
Kosovo	1,086.3	1,290.7
Mali	758.7	604.0
Moldova	182.4	209.5
Nepal	46.9	290.9
Nicaragua	44.9	111.0
Niger	469.2	443.2
Peru	4,467.6	2,880.7
South Africa	1,088.0	484.1
Sri Lanka	898.5	1,177.9
Tanzania	2,035.8	912.8
Uganda	134.5	72.3
Vietnam	1,248.9	1,621.0
Swiss Research Partnership projects	123.2	199.7
Senior Expert Corps, SEC	643.9	520.2
Other projects	322.0	190.9
Coordination office project countries	964.7	334.7
Subsidiaries	551.6	619.7
Project support	1,626.0	1,684.6
	44,864.9	39,783.0
<b>EXPENSES FOR ADMINISTRATION AND MARKETING</b>		
Coordination office project countries	77.2	553.8
Subsidiaries	488.2	677.0
General administration	1,902.6	1,781.6
Information including fund-raising	760.0	597.4
	3,228.0	3,609.8
Provisions	-369.1	-907.8
<b>Operating result</b>	<b>-97.6</b>	<b>1,423.0</b>
Net financial income	-658.2	195.7
Exceptional result	0.0	0.0
Result before changes in funds	-755.8	1,618.7
Change in restricted funds	-861.6	-330.4
Change in free funds	457.9	-15.2
Result after changes in funds	-1,159.4	1,273.1
Allocation to internally generated designated capital	1,341.4	-1,011.0
<b>Result after allocation to internally generated designated capital</b>	<b>181.9</b>	<b>262.1</b>

	2008	2007
in KCHF		
<b>Assets</b>		
<b>CURRENT ASSETS</b>		
Cash in hand and at bank	8,951.5	11,997.7
Advances to projects	3,879.1	3,832.9
Marketable securities	4,710.4	5,059.7
Other receivables	3,050.1	4,173.3
Receivables due from related parties	21.5	8.1
Accrued incomes	1,316.1	555.8
Credits for participation in projects	3,545.1	3,267.5
	25'473.8	28'895.0
<b>NON-CURRENT ASSETS</b>		
Tangible assets	215.4	227.2
Intangible assets	144.5	81.7
	359.9	308.9
<b>Total assets</b>	<b>25,833.7</b>	<b>29,203.9</b>
<b>Liabilities and Equity</b>		
<b>CURRENT LIABILITIES</b>		
Other liabilities	1,739.0	1,850.3
Accrued liabilities	701.1	1,405.5
Advance payments for participation in projects	10,353.5	11,256.2
Provisions	3,479.3	3,855.0
	16,272.9	18,367.0
<b>NON-CURRENT LIABILITIES</b>		
Other non-current liabilities	11.3	15.3
	11.3	15.3
<b>RESTRICTED FUNDS</b>		
Restricted capital funds	542.6	627.1
Restricted income	3,195.7	2,249.6
	3,738.3	2,876.7
<b>EQUITY</b>		
Trust capital	4,939.8	5,194.1
Internally generated designated capital	209.5	1,551.0
Unrestricted funds and reserves	480.0	937.7
Year-end result	181.9	262.1
	5,811.2	7,944.9
<b>Total liabilities and equity</b>	<b>25,833.7</b>	<b>29,203.9</b>

## To the Board of Foundation of Swisscontact, Swiss Foundation for Technical Cooperation, Zurich

We have audited the consolidated financial statements (balance sheet, income statements and notes) of Swisscontact for the year ended December 31, 2008, from which the summarized financial statements were derived, in accordance with the Swiss auditing standards. In our report dated March 27, 2009 we expressed an unqualified opinion on the consolidated financial statements from which the summarized financial statements were derived.

In our opinion, the accompanying summarized consolidated financial statements are consistent, in all material respects, with the financial statements from which they were derived.

For a better understanding of the Swisscontact's financial position and the results of its operations for the period and of the scope of our audit, the summarized consolidated financial statements should be read in conjunction with the consolidated financial statements from which the summarized financial statements were derived and our audit report thereon.

We further confirm that the relevant provisions of the foundation ZEWO have been observed.

PricewaterhouseCoopers AG

Armin Bantli                      Thomas Wallmer  
Audit Expert                      Audit Expert  
Auditor in charge

Zurich, March 27, 2009

## Appendix to the annual report

### Change in funds

	Opening balance	Income	Allocation	Expenditure	Int. Transfer	Closing balance
<b>RESTRICTED CAPITAL FUNDS</b>						
Social projects	627.1	-38.7	128.2	-174.0	0.0	542.6
Total	627.1	-38.7	128.2	-174.0	0.0	542.6
<b>RESTRICTED INCOME</b>						
Soms	770.5	0.0	0.0	0.0	0.0	770.5
Restricted donations	1,479.1	0.0	5,630.6	-4,684.5	0.0	2,425.2
Total	2,249.6	0.0	5,630.6	-4,684.5	0.0	3,195.7
<b>UNRESTRICTED FUNDS</b>	937.7	0.0	867.5	-1,325.2	0.0	480.0

This financial report of the fiscal year 2008 is a condensed version. The complete annual report with detailed financial statements in accordance with SWISS GAAP FER 21 can be ordered in German from the Head office of Swisscontact or downloaded from [www.swisscontact.org](http://www.swisscontact.org).



## 6 Africa

Swisscontact is supporting an important cornerstone of the economy in West Africa by providing training in manual trades. In East and South Africa, the emphasis is on enabling access to financial services and offering advisory services to small enterprises.

### Projects Africa

(without small projects)

Project	Since*	Expenses 2008
Financing		CHF

#### East Africa

##### KENYA

Promotion of SMEs/Microfinance

Swisscontact/SDC	2005	521,347
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##### TANZANIA

Rural Development

SDC	2005	2,035,843
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##### UGANDA

Promotion of SME/Microfinance

Swisscontact/SDC	2005	422,933
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#### West Africa

##### BENIN

Vocational Training for Young Persons

Swisscontact/SDC	2002	646,896
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Reintegration of Street Children

UNICEF	2008	187,842
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##### BURKINA FASO

Apprenticeship Training

Swisscontact/SDC/Liechtenstein Development Service	2005	535,061
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Project	Since*	Expenses 2008
Financing		CHF

#### MALI

Vocational Training for Young Persons

SDC	2008	758,689
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#### NIGER

Training for Young Unemployed Persons

Swisscontact/SDC/Liechtenstein Development Service	2005	446,325
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#### SOUTH AFRICA

Promotion of SMEs

Swisscontact/SECO	2006	313,315
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Community Development

ADA	2006	116,422
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Access to Finance for SMEs

IFC (International Finance Corporation)	2007	257,830
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Local Economic Development Network

SDC	2008	379,996
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\*Start of current project phase

# Dual vocational training in Burkina Faso

Swisscontact is supporting trades associations and authorities in Burkina Faso to build up a vocational training system with a dual training programme in the workplace and at a vocational school. In 2008, a total of 209 women and 177 men completed apprenticeships in motorcycle maintenance, hairdressing, tailoring and dressmaking, refrigeration and air-conditioning technology, electronics, together with house-keeping and childcare. A total of 386 youngsters (54% of whom were women) attended the second year of training and

By reforming vocational training, Swisscontact is bolstering the trades sector in Burkina Faso.

343 (47% women) have been recruited for an apprenticeship. Anyone wishing to form a small enterprise after their training receives advice and access to credit. Twenty women hairdressers took advantage of this offer in 2008. Over 1200 instructors underwent further technical and didactic training, a quarter of whom were women. The vocational training project in Burkina Faso is sponsored by the Liechtenstein Development Service.

## Project news ●

### Benin

In Benin, Swisscontact has extended the implementation and expansion of its dual vocational training programme to include other parts of the country and other professions. New colleges have been opened for trainee metalworkers and hairdressers in the city of Azové. Together with various trades associations, Swisscontact has also begun developing uniform certificates of proficiency for the whole country for their individual professions.

### Niger

Local partners are working with Swisscontact's support to offer practice-based courses throughout Niger in the most important sectors, namely agriculture, mechanics, metal construction, tailoring, dressmaking, gastronomy etc. In so doing, they are enabling unemployed youngsters to earn an income. When one course in market gardening with 60 graduates was evaluated, it was found that 56 of them had been able to improve their incomes and their food security. The knowledge imparted about environmentally friendly production has since been passed on by word of mouth to the neighbouring communities. The activities in Niger are being sponsored by the Liechtenstein Development Service.

### Mali

In 2008, for the first time ever, the dual vocational training system was fully financed by the Mali government. More than 2200 students, mostly in the trades sector, took advantage of the improved curricula and structures. In order to attract more youngsters from rural farmers' families, Swisscontact introduced practical training courses in these rural areas on the production, processing and sale of fish, vegetables, honey, milk and beef, as well as on bricklaying, carpentry, metal construction, machinery repair and manufacture of agricultural tools.

### South Africa

Swisscontact is supporting SMEs with growth potential that are run by members of disadvantaged groups. In 2008, the 41 supported firms that grow mussels and breed trout enjoyed particular success, with a total of 150 workers benefiting from

these measures. By providing basic training in financial administration and business management, Swisscontact assisted a further 1000 small enterprises to such an extent that they are now able to make their own credit applications.

### Kenya

Swisscontact is making it easier for underprivileged people to gain access to financial services by, for example, supporting groups of 10 to 30 people in the poorest regions who join forces to save together and then lend money to each other from the group's asset pool. In 2008, the number of groups being supported rose from 16 to 45. More than 400 students and bank employees completed one of the university courses in microfinance developed jointly with Swisscontact during the year under review and can now offer their services to the growing microfinance industry as skilled employees.

### Uganda

Swisscontact is supporting micro, small and medium enterprises with a new project in the Luwero District for the production of honey, pineapples and coffee. Some 1000 farmers, together with micro and small enterprises, are obtaining access to new markets and more efficient technologies. Three hundred farmers and a food-processing company are in the process of having their produce certified as organic. Swisscontact and its local partners are passing on know-how and market information to them.

### Tanzania

On the island of Zanzibar, Swisscontact is sponsoring 30 women's groups who produce utensils and ornaments from coconut fibres and coconut shells. The Mnazi Marketing Centre, from where mats, pieces of jewellery, cosmetics and other items are distributed, was inaugurated in July. Tanzania's First Lady, Shadya Karume, attended the ceremony, together with Swiss Agency for Development and Cooperation (SDC) Director-General Martin Dahinden. A savings and credit co-operative was also opened for the women's groups at the same time as marketing centre.



## 8 Latin America

Sustainable tourism and environmental protection can improve the lives of millions in Latin America. Consequently, Swisscontact is promoting these sectors as well as SMEs in general.

### Projects Latin America (without small projects)

Project	Since*	Expenses 2008
Financing		CHF

#### BOLIVIA

Sustainable Tourism		
Swisscontact/SDC	2004	56,037
Promotion of SMEs		
SDC	2005	1,209,527
Urban Ecology		
Swisscontact/SDC//Liechtenstein Development Service		
	2005	588,625
Clean Air		
SDC	2006	707,772

#### ECUADOR

Reduction of Industrial Emissions		
SDC	2005	519,729
Institutional Development of Village Banking		
Swisscontact/SDC/Geneva Global	2005	968,066
Financial Services in Rural Areas		
Inter American Development Bank	2005	849,129
Institutional Promotion of Cooperative Banks		
SDC	2006	911,296

#### PERU

Training Vouchers for SMEs		
Government of Peru/European Union	2004	250,081
Promotion of Sustainable Tourism (South of Peru)		
SECO	2005	553,176
Training Vouchers for SMEs		
European Union	2005	1,393,322
Promotion of the Competitiveness of SMEs		
Government of Peru	2005	243,032
Clean Air		
SDC	2007	901,578
Strengthening of Credit and Savings Cooperatives		
Microfinance Initiative Liechtenstein	2007	286,705

Project	Since*	Expenses 2008
Financing		CHF

School Reintegration for Working Children	2008	92,027
Swisscontact/Medicor Foundation/Optimus Foundation		
Promotion of Tourism in Ancash		
Antamina	2008	302,353

#### Central America

##### COSTA RICA

Ecological Coffee Drying		
Swisscontact/Hilti Foundation	2005	10,622
Promotion of Biogas		
Swisscontact/SDC	2005	44,522

##### EL SALVADOR

Vocational Training		
Swisscontact/SDC	2005	606,220
Analysis and Technical Assistance of SMEs		
European Union	2007	568,118

##### HONDURAS

Marketing of Agricultural Products		
SDC	2005	513,239
Promotion of SMEs		
SDC	2006	810,586
Promotion of Tourism Enterprises		
Inter American Development Bank	2007	262,394
Development of Apiculture		
Swisscontact/Argidius Foundation	2008	242,859

##### NICARAGUA

Modernization of Vocational Training Centres		
KfW Development Bank	2005	44,907
Promotion of SMEs		
SDC	2006	470,022

\*Start of current project phase



# Sustainable tourism in Bolivia and environmental protection

Swisscontact is supporting sustainable tourism in Bolivia through two projects aimed at helping low-income rural communities. A large proportion of the beneficiaries are natives. Working together with local partners, Swisscontact offers courses in the hotel industry and tour guiding. In addition, it is helping various public and private stakeholders in a given region to network, so that they can market their region together. The projects have given rise to four tourism destinations. In 2008, around 350 jobs were created in the tourism sector of the four regions.

Tourism enables the populations of remote regions to boost their income by using their own initiative. Swisscontact supports them by offering further training, advisory services and networking facilities.

Apart from these activities in the tourism sector, Swisscontact is also carrying out projects in Bolivia aimed at promoting SMEs, reducing air pollution and managing waste disposal. The project to ensure safe disposal of hospital waste, conducted thanks to a substantial contribution from the Liechtenstein Development Service, was completed in 2008 and benefited 635 hospitals and laboratories.

## Project news ●

### Ecuador

In Ecuador, Swisscontact is working in the areas of microfinance and industrial-waste disposal. For ten years, Swisscontact has been conducting a financial services project on behalf of SDC. To mark this anniversary, Swisscontact invited more than 100 specialists to Quito from financial institutions, politics and development co-operation.

In 2008, Swisscontact succeeded in securing three new projects that are being sponsored by noteworthy institutions such as the Inter-American Development Bank and the Andean Development Corporation (CAF). These three new projects are helping agricultural smallholders to increase their incomes through larger harvests and improved access to market outlets.

### Peru

Swisscontact is carrying out projects in Peru in the areas of SME promotion, sustainable tourism, financial services and air pollution control. The latter project took a major step forward in 2008 when the province of Arequipa received 1 million US dollars from the Andean Corporation Board to carry out a feasibility study for an efficient public transportation system. Swisscontact provided further training in traffic management and air pollution control for representatives of the authorities responsible and conducted public-awareness campaigns on the protection of natural resources. The projects, financed by the Microfinance Initiative Liechtenstein to promote rural microfinance institutions in the Peruvian highlands, achieved excellent results. After receiving consulting and further training, five village banks were able to improve their services in 2008 and broaden their client base.

### Central America

The project funded by the Argidius Foundation provides small beekeeping businesses in Honduras with training and technical advice on specialist topics such as breeding queens, as well as promoting the sale of niche products like pollen, royal jelly and beeswax. Four hundred jobs were created through the project and a further 1200 preserved. The positive experiences here have led to a project being submitted to the Inter-American Bank; this will enable the same model to be implemented in Nicaragua as well from next year.

The two former SDC projects to promote SMEs have been reorganised into a single joint project. As before, Swisscontact's work in Honduras and Nicaragua is aimed at generating work and incomes in selected value chains. By expanding existing PET recycling activities to Guatemala and Panama, it has been possible to reactivate two project countries. The experiences gathered by Swisscontact in Bolivia have thus been transferred to new projects in Guatemala and Panama.



## 10 Asia

Swisscontact is committed to ensuring that underprivileged people living on the outskirts of major cities and in remote regions in Asia can improve their situation on their own initiative through better market opportunities.

### Projects Asia

(without small projects)

Project	Since*	Expenses 2008
Financing		CHF

#### BANGLADESH

Promotion of SMEs		
SDC/DFID/CIDA/Dutch Embassy	2003	7,032,030
Social Projects in the Slums of Dhaka		
Charles Vögele Gruppe	2005	67,987
Qualification of Trainers and Suppliers (Social Standards Compliance)		
GTZ	2008	248,360

#### INDONESIA

Promotion of SMEs		
Swisscontact/SDC	2005	290,762
Promotion of Tourism West-Manggarai		
Cardno Acil Pty Ltd, Australia	2005	493,912
Local Economic Development (Flores and Alor)		
Swisscontact/SDC/Cordaid	2005	636,082
SME Recovery in Sumatra		
Swisscontact/SECO/SWS/Chevron	2005	2,573,095
Mobile Training in Construction (Aceh)		
Swisscontact/Swiss Solidarity	2005	446,473
Financial Services for SMEs		
SECO	2005	191,882
Reconstruction after Flooding (Jakarta)		
Swisscontact/SDC	2007	89,420
Rural Economic Development in Aceh Tamiang		
Cordaid	2008	22,575

Project	Since*	Expenses 2008
Financing		CHF

Strengthening of Coffee Industry in Aceh		
UNDP	2008	126,163
Building Up Aceh Polytechnical School		
USAID/Chevron	2008	1,990,249
Regional Economic Development		
GTZ	2008	105,197

#### SRI LANKA

Local Economical Development		
Swisscontact/SDC	2005	275,976
Local Economical and Social Development		
Swisscontact/Swiss Solidarity	2007	325,204
Peace Advancement		
SDC	2008	213,717
Improvement of pottery kilns		
Infrassure	2008	34,189

#### VIETNAM

Clean Air		
SDC	2004	675,357
Promotion of Vocational Training Centres		
Swisscontact/SDC	2005	560,912

\*Start of current project phase

# Completion of vocational training project in Vietnam

Swisscontact's vocational training programme in Vietnam came to an end in 2008 after 14 years. Following the country's integration into the global economy, the demand for a specialised workforce grew. At the same time, though, there was increased risk that certain groups (women, ethnic minorities, the disabled and people without formal qualifications) would be unable to gain a foothold in the job market and thereby miss out on a chance to better themselves economically. To counter this, the project assisted 37 vocational training centres to adapt their courses to the demand on the labour market, i.e. by offering courses mainly lasting no more than a year and subdivided into complementary modules. Being able to

Swisscontact assisted 37 vocational training centres in Vietnam to raise the quality and relevance of their training programmes and to make them more accessible for those who need them most.

join the labour market swiftly was vital for those threatened by poverty. The main focus of Swisscontact's activities was developing curricula, supplying technical equipment for the centres, offering courses for those founding companies and providing ongoing further training for the teaching staff. Particular attention was always paid to ensuring that the courses offered were geared to the target group's requirements. Each year, around 100,000 people have benefited from the improved vocational training at one of the 37 centres.

Swisscontact remains committed to its cause in Vietnam and is involved in an air pollution control project on behalf of SDC.

## Project news ●

### Indonesia

In 2008, Swisscontact supported projects in Aceh, Northern Sumatra, Java and East Indonesia, focusing on local economic development, promotion of SMEs and environmental protection. On Flores Island, Swisscontact is assisting 1,000 farmers who produced 350 tonnes of organic cashew nuts in 2008 and sold them through local trading companies. The project for rebuilding SMEs in Aceh hit by the tsunami helped 79 small and 330 micro firms to get back into business and enabled 162 new enterprises to be founded. Together, these provided 3365 men and women with an income. The project on Java to facilitate access to credit for SMEs was completed in 2008. Since 2005, more than 9000 micro, small and medium enterprises were granted credits totalling 17 million US dollars, allowing them to create over 12,000 jobs.

### Bangladesh

Swisscontact is supporting farmers, micro and small enterprises in Bangladesh in the city and countryside in various economic sectors. One of these is maize farming in Rangpur. Through Swisscontact's involvement, some major maize buyers passed on expert knowledge to the farmers on better cultivation methods as well as offering them purchase guarantees. In 2008, 200 agreements were concluded between the farmers and the purchasing companies, and the first successes were soon evident: In the last harvest season, the yields from the maize farmers in Rangpur filled 134 trucks, well up on the previous year's figure of just 71. Moreover, because the farmers were using higher-quality seeds and had better access to information, their harvests increased by an average of 30 %.

### Sri Lanka

In Sri Lanka, Swisscontact is pursuing its goal, together with local governments, of strengthening the administration and improving services for individuals and companies. In so doing, a major obstacle to economic development is being removed. More than 800 public servants in seven administrative districts attended workshops in 2008 aimed at improving procedures within the administrative departments. Particular emphasis was placed on the motivation of the staff working in the administration.

The "Development and Peace – Sri Lanka" project offers Sinhalese, Tamil and Muslim youngsters a sensible alternative to becoming involved in conflicts, while boosting their opportunities to earn an income. Swisscontact is training instructors at community level who offered career guidance and life counselling to around 500 youngsters in 2008. Three hundred of these then attended one of the project-specific further training courses.



## 12 Eastern Europe

Sound vocational training is a first step towards a life without poverty, and Swisscontact is assisting public- and private-sector education-system stakeholders with specialist knowledge and experience.

### Projects Eastern Europe (without small projects)

Project	Since*	Expenses 2008
Financing		CHF

#### ALBANIA

Development and Reform of Vocational Training

SDC	2007	1,335,475
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#### KOSOVO

Promotion of Women Entrepreneurs

SDC	2006	344,172
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Promotion and Modernization of the Vocational Training

SDC	2007	742,139
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Project	Since*	Expenses 2008
Financing		CHF

#### MOLDOVA

Assistance to Educational Reforms

SDC	2006	182,426
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\*Start of current project phase

## Qualified professionals for Albania

Swisscontact is assisting Albania on behalf of SDC to adapt its vocational training system and bring it into line with European standards. In 2008, the project worked together with 25 state and private education and training providers. The emphasis was on questions of organisation and quality development, improving curricula, equipping the training centres and training the school management and teaching staff.

Swisscontact issues training vouchers for practice-based short courses for unemployed youngsters, which give them

Swisscontact's main focus in Albania is on improving formal vocational training and practice-based short courses for unemployed youngsters.

the opportunity to rapidly gain a foothold in the job market. The wide range of courses offered stretches from building professions, food processing and gastronomy right through to tailoring and dressmaking, hairdressing and vehicle mechanics. In 2008, 5,000 young men and women completed a short training programme. Unemployment among this age group is considerably lower than the national average.

## Project news ●

### Republic of Moldova

Swisscontact's activities in the Republic of Moldova to assist with reforming the vocational training system came to an end in 2008 after the first phase of the project. SDC had planned to make a contribution to the continuation of the project as well. However, the difficult working relationship with the Moldovan authorities and ministries and a lack of clarity among the other donors delayed implementation of the project; SDC thus opted to withdraw from any further involvement. The German partner that Swisscontact had been working with on the project will be continuing to do so with the local team for one more year, albeit in a reduced form.

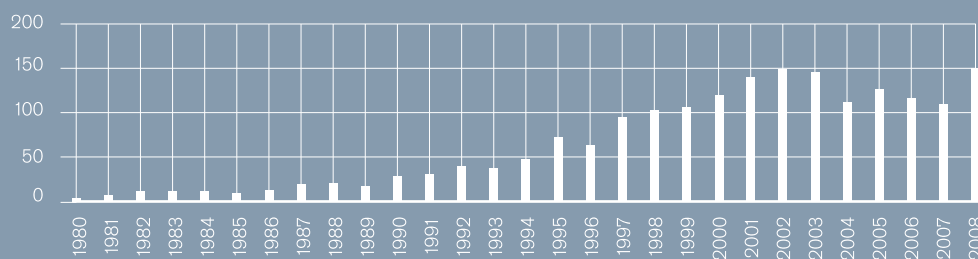
### Kosovo

The project to encourage businesswomen in Kosovo came to a close in 2008 after five years. Its aim had been to train young women further so that they are able both to participate in the economic development in Kosovo and help to shape it. Businesswomen were given assistance with the further development of their companies and with the implementation of new business ideas. One hundred company founders received a credit facilitated by Swisscontact's project to start up their small enterprises. In addition, as a way of boosting women's chances on the job market, providers of further

training courses received specialist support. Swisscontact devised a programme of courses together with these providers that is constantly being adapted to meet the current demand for skilled employees. This programme ranges from health counselling via journalism right through to training for customs assistants or insurance agents, to name just a few examples. Fifty percent of the women who were unemployed prior to the course subsequently found work.

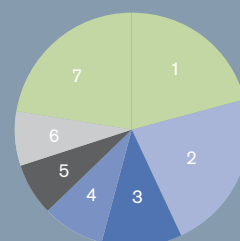
Swisscontact's vocational training project in Kosovo is continuing and in 2008 received a visit from Swiss Federal Councillor Micheline Calmy-Rey and a parliamentary commission. The local collaborators showed the Swiss delegation the virtual practice firm in the business school in Pristina and explained the project's practice-based approach. Through Swisscontact's support, it has also been possible to open the greenhouse that was erected at the agricultural college in Pristina. The corresponding training courses have now begun and are shaping up to the satisfaction of both instructors and students.

## CONSULTING MISSIONS 1980 – 2009



## POOL OF EXPERTS BY PROFESSIONAL CATEGORY

1 Marketing and management consultants 2 Electrical, civil and mechanical engineers 3 Hoteliers and tourism specialists 4 Food experts 5 Education and training specialists 6 Craftsmen 7 Miscellaneous: Doctors and health experts, agronomists and forestry engineers, construction engineers, chemists and pharmacists, media workers, banking specialists



## 14 Senior Expert Corps

The Senior Expert Corps is an important extension to Swisscontact's work. In 2008, the team of retired experts carried out more consulting assignments than ever before. A new form of the ongoing transfer of knowledge has started with the bank training project in Ukraine.

Since 1979, retired experts have been passing on their experience and knowledge to small and medium enterprises in developing countries and Eastern Europe as members of the Swisscontact Senior Expert Corps. These consulting assignments are carried out on a voluntary basis and usually last for one month. The qualified practitioners advise the companies on aspects such as optimizing production processes, developing new products or marketing. In so doing, the experts are contributing to the creation of jobs and incomes. At present, more than 600 men and women are registered in the pool of experts. In 2008, 150 assignments were conducted in 28 countries in a broad range of sectors – more than ever before.

### Bank training in Ukraine

A highlight of the year was the start of the bank training project in Ukraine, where retired banking specialists passed on practical banking knowledge to both students and instructors. The training takes place in the form of lectures at which topics such as risk management, asset management, regulations and compliance are taught using concrete case studies. In 2008, two Senior Experts completed a corresponding assignment. The project is financed by the Credit Suisse Foundation and the main partners are institutes of the National Bank of Ukraine, a university and an NGO. The project will probably last for two to three years. Men and women Senior Experts are thus making an important contribution to developing the private banking sector in Ukraine, which is still in its infancy.

### Consulting by Senior Expert Corps (without small projects)

Project	Since*	Expenses 2008
Financing		CHF

#### DEVELOPMENT COUNTRIES

Promotion of SMEs		
Swisscontact/SDC	2005	584,381

#### EASTERN EUROPE

Promotion of SMEs		
Swisscontact/SDC	2007	59,530

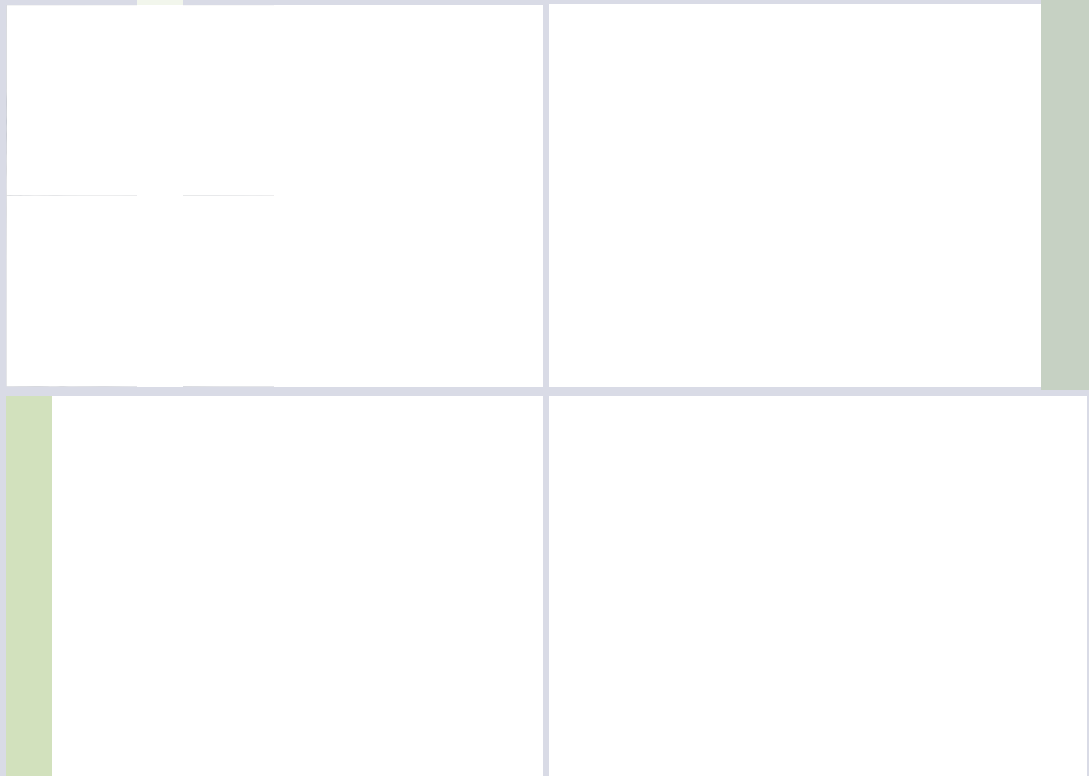
\*Start of current project phase

### 150 assignments according to individual sectors

Sectors	Assignments 2008
Food processing	43
Tourism and hotel sector	37
Management	19
Banking	4
Vocational education	14
Machine and metal construction	6
Health, chemistry, waste management	9
Agriculture and forestry	2
Wood and rubber processing	4
Construction, minerals	3
Textile, wood and leather processing	8
Transportation	1

"Charles Vögele has counted on its partnership with Swisscontact since 2005. Two of the social projects successfully conducted by Swisscontact in Bangladesh have been repeatedly extended, while a further project is being continued after the initial project phase and is now self-financing. Charles Vögele greatly appreciates the competence, professionalism and commitment that characterize Swisscontact's work – values that are essential for sustainable CSR projects."

VANESSA BÜHRER  
SOCIAL COMPLIANCE OFFICER  
CHARLES VÖGELE



Your donation makes a difference!

Thanks to you, Swisscontact can support poor people who are economically active by providing consulting, further training and contacts. Together we can enable them to overcome poverty by their own efforts.

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