

A woman wearing a yellow hard hat, a grey long-sleeved shirt, and an orange safety vest is working with red bricks. She is wearing white gloves and is focused on her task. The background is a lush green forest. In the top left corner, there is a faint, dotted map of Asia. In the top right corner, the Swisscontact logo and name are visible.

swisscontact

Asia
2018/19



Swisscontact's work focuses on inclusive growth driven by an innovative private sector that creates employment and income.



Skills Development

Productive employment and earning an income through market-oriented vocational training and improved labour market access.



Enterprise Promotion

Strengthening productivity and competitiveness of small and medium sized enterprises through sustainable value chain interventions, improved market access and local economic development.



Inclusive Finance

Empowering entrepreneurial people by improving their access to financial products, services and financial literacy trainings.



Climate-Smart Economy

Creating green jobs through efficient use of natural resources and clean production.

In this way, Swisscontact creates the conditions for a socially and ecologically responsible private sector, contributing to poverty reduction.

As an expert organisation, Swisscontact carries out high-quality project work. The cost-effectiveness and efficiency of its services is proven by well-documented, transparent monitoring and quantification procedures. Recurring internal and external checks provide proof of continued, sustainable development of expertise, skills and practical know-how.

Swisscontact was established in 1959 as an independent organisation by prominent individuals from the worlds of commerce and science in Switzerland. It is exclusively involved in international cooperation and since 1961 has carried out its own and mandated projects. Since it was founded, Swisscontact has maintained close ties with the private sector. In 2018, Swisscontact was active in 36 countries with a workforce of over 1 100 people. The organisation is based in Zurich.

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Partnerships for Inclusive Growth



Manish Pandey
Director South Asia



Prashant Rana
Director South East Asia

This year, we are closely approaching our 60-year anniversary of promoting inclusive development around the globe. On this occasion, we are planning learning events in many of our working countries in Asia. It has been a humbling experience, realizing the amount of work that has gone by collaborating with our donors and partners, eliciting lasting changes and improving people's lives in all these years. We have achieved much, however a lot more needs to be done as economic disparities continue to increase.

Partnerships with host governments and the private sector are at the core of our sustainable approach which contributes in improving the lives of our beneficiaries, and this theme binds this publication. We work with governments on registration of healthcare workers in Bangladesh, skills standards in Cambodia, Myanmar and Nepal and establishing dual vocational training (polytechnics) in Indonesia. We have also successfully worked with the private sector in adapting new business models to include disadvantaged sections of society in Bangladesh, Indonesia and Nepal, as well as introducing dual apprenticeship training programs in Myanmar, while raising standards in skills in key sectors such as hospitality in Cambodia, Indonesia, Laos and Myanmar. We have also ventured into construction and garments sector in Bangladesh, and agriculture mechanization in Cambodia through our partnerships.

Our South Asia region covers Bangladesh, Nepal and Myanmar. We have 17 projects and 230 team members across these three countries. In Bangladesh, we have started a Local Economic Development project in 2018

besides continuing our initiatives in Microinsurance, Inclusive Markets and Skills Development. In Nepal, we are continuing to support the sector reform of Technical Vocational Education and Training (TVET), developing inclusive markets in the agriculture sector and will initiate a program in agriculture commercialization. In Myanmar, our apprenticeship program has been received well by the private and public sector, and we have plans to scale it up.

In South East Asia, we will continue our presence in Indonesia, Cambodia, Laos and Vietnam with a portfolio of 20 projects and 170 team members across these countries. We are active in Skills Development, Inclusive Markets, Inclusive Finance, and Tourism as well as providing Entrepreneurship and Technical Assistance to impact investors. In 2018 saw the start-up of two skills projects and one tourism project in Indonesia. We have strengthened our presence in Laos and furthered innovations in agricultural technology in Cambodia while facilitating the development of the tourism industry in all our four countries.

Our Senior Experts Corps (SEC) program is active in Cambodia, Laos and Nepal. The program in Nepal, the largest for SEC, was evaluated in 2018 and was deemed very successful proving client satisfaction and impact.

We thank our donors and partners for their continued cooperation and confidence in our capacity to deliver high-quality work. Lastly, we acknowledge the contributions of our dedicated team members. It is their tireless efforts, dedication and valuable insights that form the basis of what we do.

Highlights 2018

SOUTH ASIA



11,235

Ready-Made Garments workers in Bangladesh now have access to formal financial services through their bank accounts. A total of

USD 5.06 million

was disbursed as salary through bank accounts to the RMG workers.



15,619 poor and disadvantaged

youth have been employed and earning USD 59 or higher per month through 6 districts in Bangladesh. 54% of these people are female.



By providing skills training,

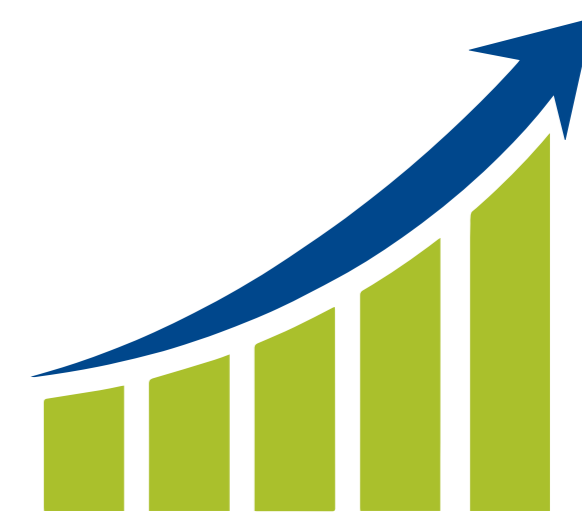
1,061 Bangladeshi youths (19% female)

have been trained out of whom, 73%

graduates have been

employed with an average monthly income of USD\$100.

11,400



small holders (household) have increased annual net income of

USD 1,103,912

during the year 2018 using better services (input, production, output, finance) and improved linkages due to the interventions implemented in riverine islands of Bangladesh (chars).

82,938

people from rural Bangladesh have received primary healthcare services from trained, certified



Community Paramedics

through private partners in 3 remote districts of Bangladesh.

In Nepal, benefited **8,000** farming households were benefitted, out of which 48% are of disadvantaged backgrounds and 40% are women-led production units.

Additionally the project worked with

29 new private sector partners

who co-invested more than

55% of the total cost of interventions.



In Myanmar, around

2,100 disadvantaged or landless beneficiaries

graduated from vocational training courses in 15 occupations with over 1,150 of these benefitting from on-the-job training in companies.

Over **5,800 persons**

were also certified by the Program-supported National Skills Standards Authority (NSSA).

Highlights 2018

SOUTH EAST ASIA



In Cambodia,
132 tourism SMEs have have benefitted from the various interventions while 227 learners have been trained in **hospitality and TVET** skills.



153,409

smallholder farmers built their capacity on basic Good Agricultural Practices (GAP) and certification standard compliances across **10** provinces in Indonesia.



Our training program scaled up to **9 Central and Southern Provinces** in the Lao PDR and delivered a 3-month competency-based skills training programme to **139 people from disadvantaged backgrounds** to support their entry into the tourism and hospitality sector.

Swisscontact provided Technical assistance to the Southern Laos Marketing Task Force to implement a campaign to

promote plastic use reduction.



This Refill-Not-Landfill initiative has led to the establishment of **27 private sector** managed refill stations which has decreased the number of plastic bottles entering the environment by 53,000.

SIPPO Indonesia has been continuing to improve

South to South cooperation



by building a stronger relationship between Indonesia Ministry of Industry and three government operated Business Service Organisations (BSOs) in South Africa, Peru and Tunisia.

In Indonesia, farmers from our agricultural projects have reported the cumulative additional net income of **USD 117,955,657.**



In Indonesia, **447 students** from 10 study programs will benefit in industry-oriented curricula, teacher's training, poly-industry cooperation, accreditation etc.



In Vietnam, The Swiss Entrepreneurship Program/ Swiss EP has facilitated



community building and collaboration

with three ecosystems actors in Hanoi, Ho Chi Minh City and Danang.

Our Partners



Dr. Debashis Paul

Head of Sales & Marketing (Cattle Feed), ACI Godrej Agrovet Private Limited, Bangladesh

“We have been working with ‘Making Markets Work for the Jamuna, Padma and Teesta Chars’ (M4C) project in Bangladesh since 2016. What started off as a small pilot has eventually transformed into a successful partnership: we currently sell more than 300 metric tons

of cattle feed each month in the chars of Sirajganj, Gaibandha and Kurigram. M4C has contributed greatly in identifying and targeting this hard-to-reach market, which we will continue to serve in the future.”



Kim Yorm

Deputy Director of the Department of Standards and Curriculum, MLVT, Cambodia

“The collaboration between the Ministry of Labor and Vocational Training (MLVT) and Skill Development Programme (SDP) is very important in providing possibilities for people with many years of work experience, but who have no formal training. Through the Recognition of Prior Learning (RPL) testing system, they can get a recognized qualification, and pursue further

training and education and have better career prospects. Through this collaboration with SDP, the Ministry was able to implement its policies and guidelines related to assessment and certification. Ultimately, the cooperation has contributed to improve readiness of Cambodian workforces for ASEAN economic integration.”



Basudev Humagain

District Coordination Committee Secretariat (Former), The National Reconstruction Authority, Sindhuli, Nepal

“Skills for Safe Reconstruction Project has been monitoring reconstruction activities together and generating awareness among beneficiaries through household visit programme. On top of that it has also helped create greater understanding of the process to

receive government housing grant as mandated by National Reconstruction Authority. For us, Swisscontact has proven to be the best for collaboration work, even among many other organizations.”



Dr. Mya Thuzar Myint

Head of Department, Electrical Power, Technical Promotion Training Center (TPTC), Ministry of Education, Myanmar

“By completing a training of trainers in life skills, provided by Swisscontact, I can now support other teachers in my institution to learn these skills and apply them in their classrooms. Life skills is increasingly

considered important in the Myanmar education system, with the government now planning to integrate life skills as part of its curricula, starting from kindergarten onwards.”

Donors



Partners





**Trainees in Nepal are
building a house for
vulnerable families.**



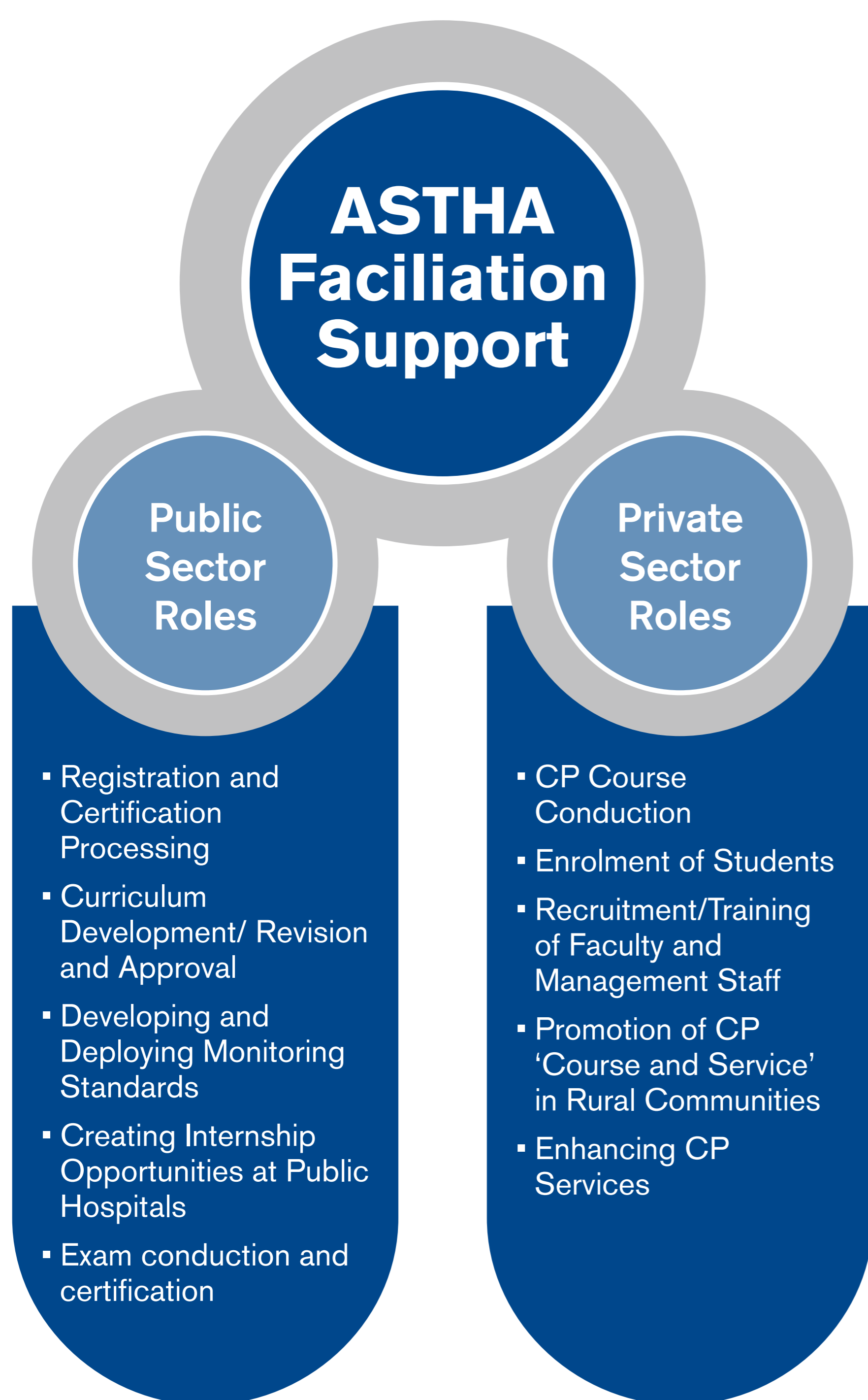
Partnerships with the government and the private sector

Achieving Sustainability Towards Healthcare Access (ASTHA) project in Bangladesh creates skilled Community Paramedics and enhances their services in rural areas of Bangladesh by facilitating privately managed training service providers and government stakeholders in the education and healthcare sectors.



Enhancing skills in the Bangladeshi health sector

ASTHA has worked with the Ministry of Health and Family Welfare (MoH&FW) to establish the 2-year community paramedic (CP) course that is governed by the Bangladesh Nursing and Midwifery Council (BNMC) and offered by privately owned training service providers. The project supports the training institutes and BNMC to enhance training quality, and to continuously produce CPs. To retain practicing CPs in rural areas, ASTHA also facilitates their promotion at community level and professional development by partnering with local NGOs and certified doctors.



ASTHA leveraged government resources to build the capacity of Community Paramedic Training Institutes (CPTIs) including revision of course curriculum and development of standard operating procedure (SOP) for CPTIs. To promote CP services at the community level ASTHA conducts awareness activities in collaboration with local NGO partners on a cost sharing basis. To enhance service provision of CPs, ASTHA arranges Health Camps and Scientific Seminars where certified

doctors invest their labour by mentoring CPs on practical methods and contemporary medical topics. The project also collaborated with a tech partner Jeeon to develop an e-learning platform for CPs. A number of government orders (GO) and approvals have been influenced by the project, contributing to the improvement of training service and CP service delivery, e.g. approval of an improved curriculum as well as GO mandating CPs to take a refresher training at least once in 5 years to renew their licenses. ASTHA influenced the Department of Mother and Child Health (MCH) to ensure paramedics' participation in the recruitment of Nursing Attendants as a result of which, 37 paramedics out of a total 100 positions, have become national "Nursing Attendants" for the very first time. Working with government stakeholders particularly BNMC has been a challenging journey for ASTHA due to their limited resources. This discrepancy has led to the delay in approval of the revised curriculum, but with persistent advocacy efforts the project successfully acquired the approval by the end of 2018.



“ I have earned a reputation in serving the community because of my enhanced skills. The training that I received from the course and particularly the internship period has been immensely helpful. The Scientific Seminars are still helping me to learn new topics and establish helpful contacts.

Fatema Moni

Self-employed Community Paramedic, Poshchim Hetalia, Patuakhali

Promoting skills for disadvantaged youths in Cambodia

The Skills Development Programme (SDP) in Cambodia aims to increase the income and employment opportunities for disadvantaged young women and men in three rural provinces of Cambodia: Preah Vihear, Stung Treng and Kratie. To achieve this, the programme provides access to market-relevant skills training in occupational areas where there are job opportunities.



Skills Development Programme (SDP) works with Kubota (a prominent Japanese tractor and heavy equipment manufacturer) to support the Provincial Training Centre in Preah Vihear Province.

Among other focus of SDP is to strengthen the Provincial Training Centres (PTC) run by the Government and help them to design their courses that are demand based. SDP also supports these PTCs in linking them to the private sector so that the graduates can undergo a 2-month traineeship at the end of the 4-month training at the PTC.

In line with the strategy, SDP continuously searches for private sector partners, from larger companies to small workshops. Through this search, SDP partnered with a Kubota dealer from Preah Vihear city, who has recruited SDP learners for traineeships and hired graduates from the small engine repair course. Being satisfied with the skills and performance of the trainees, Kubota Cambodia decided to provide assets such as two tractors, one engine and a set of tools to the PTC. They have also included training on the use and maintenance of the equipment by Kubota experts. This activity has also attracted attention from other businesses which have declared their willingness to cooperate, to provide in-kind contributions and to employ SDP graduates.

A crucial part of this program is the partnership with Ministry of Labour and Vocational Training on Recognition of Prior Learning (RPL). SDP supports the Ministry of Labour and Vocational Training (MoLVT) in the design and operationalization of the Recognition to Prior Learning (RPL) framework. These establishments are in an alignment with the government's national policy and Technical and Vocational Education and Training (TVET) reform, aiming ultimately at bringing vulnerable and disadvantaged young men and women from unskilled and low-skilled labor market back to formal TVET and officially recognizing career pathways. SDP supports the assessment and certification system by working with the National Committee for Tourism Professionals (NCTP) of the Ministry of Tourism, and the DGTVET of the MoLVT. SDP facilitated the establishment of two technical working groups as well, one with NCTP and one with DGTVET, to collaborate on the introduction and piloting of RPL. The technical working groups reviewed the RPL implementation and developed a road map. SDP is continuing to maintain strong collaborations with the public and the private sectors.

Promoting dual VET system in Indonesia



SKILLS FOR COMPETITIVENESS / S4C, is collaborating with Indonesian line ministries and industry to establish dual Vocational Education and Training (VET) system through five polytechnics/community academy in selected economic sectors (metal, manufacture, food, and wood) which are the key contributors to the national development.

The S4C project through their partnership with the government and private sector is assisting the government's polytechnic industry in establishing Dual Vocational Education & Training system by engaging sectors which need qualified graduates to propel business development. It is aligned to national strategies and based on clear demand from the Government of Indonesia. The project is facilitating the establishment of an innovation centre at Poly Morowali,

which will benefit metal industry through advanced technology and product development. The Knowledge Sharing Event on Competency based Training/ CBT helped the partner schools have a better understanding on CBT implementation, which is in line with the government's requirement that poly students should gain at least one competency certificate prior to graduation.

Another key feature of S4C is to promote access for students to intern in partner industry. Upon completion of the internships, some have been hired directly, others have found jobs elsewhere or started their own business. Many of these students come from low income families. S4C helps those schools provide quality education which will improve employability of the graduates. DACUM (Develop A Curriculum) method has been applied to assist partner schools in developing industry-oriented curricula. Both government and industry representatives are involved during these DACUM workshops. S4C through its various initiatives is working to fulfil not just the government's requirements but also meet the industry standards.



“

S4C has implemented very useful programs for development of POLIJE as a vocational university, particularly curricula development which will contribute to the quality of graduates. This kind of curricula development program needs to be further developed and expanded for all study programs in POLIJE.

Dr. Nanang Dwi Wahyono

Director of State Polytechnic of Jember (POLIJE)

”

“

The cooperation between S4C and AKOM Bantaeng has been very helpful, particularly in curricula development through DACUM method and industrial cooperation development.

Mr. Zainal Abidin

Director, Bantaeng Community Academy of Manufacturing Industry (AKOM Bantaeng)

”

Tailor-made training program in Laos to improve the tourism and hospitality sector



The Pheun Than Heng A Sip (PTHAS) Training Programme in Laos includes over 120 training units, each tailor-made to address the poor service quality in tourism and hospitality businesses. In 2018, PTHAS expanded into 9 southern and central provinces and formed the basis of a new industry training programme which will prepare people from disadvantaged backgrounds to have access to various employment opportunities.

an intensive training of trainers (ToT) preparation course at the Lao National Institute of Tourism and Hospitality (Lanith).

They deliver skills training to new students in technical areas of food and beverage service, housekeeping, maintaining front office and good kitchen practice. It also includes life skills, employability, and communication skills. Integrating private sector knowledge and expertise is key to the curricula design, trainees' selection, industry matching workshops and internships. Its ultimate aim is to contribute to an increased income for people from a disadvantaged background in Lao PDR.

PTHAS with its approach of public-private sector collaboration is developing market-led skills in the tourism industry. PTHAS's innovative modality has been designed to maximize students' employability and prepare them for a successful entry into the labour market. The programme is delivered by teachers from public TVET schools. The trainers have participated in

Strong partnerships in Myanmar is contributing to improved livelihood opportunities



Vocational Skills Development Program (VSDP) in Myanmar is working to improve livelihood opportunities by collaborating with public and private institutions that deliver vocational training and uses evidence-based results to improve TVET systems through regional and national-level dialogue.

VSDP engages with private sector training providers to deliver vocational training, in cooperation with selected Government TVET institutions. It collaborates with Government on strengthening of vocational short-course delivery, as well as legal and policy frameworks related to TVET. It works with private sector hotels in tourism destinations to deliver hospitality training in the workplace, and to strengthen their internal training systems. It facilitates partnerships between



public training institutions and companies to implement dual apprenticeship training. Through these strong partnerships, VSDP has achieved the following results:

- In partnership with private sector hotels, the capacity of 196 (44% women) hotel supervisory staff was developed to deliver 6-week long hospitality courses to 919 (51% women) disadvantaged learners and 428 (43% women) hotel line staff.
- Through a local training provider (whose capacity was developed), over 373 (51% women) disadvantaged learners received a 3-month long vocational training in seven different occupations in South East Myanmar. Of these learners, 92 (60% women) were trained by the training provider at Government technical institutes.
- The Program is working with 17 companies and two public training institutions to establish dual apprenticeship training in two occupations.

In Nepal, public-private partnerships are benefitting smallholder farmers



The Sahaj project in Nepal has collaborated with 58 private partners and will work with 7 government agencies to facilitate increased engagement of smallholder farmers in commercial agriculture.

Sahaj follows the Inclusive Markets approach. In partnership with different market actors from the government and private sector, it analyses the constraints facing poor farmers and addresses the root-causes of the constraints in these sectors with targeted interventions. Sahaj adopts an indirect approach to implement interventions and enables the market actors take the lead to facilitate sustainable change. In many cases, Sahaj works as the bridge between the public and private sector market actors and facilitates public-private partnerships. Through its partnership with the private sector by December 2018, over 9,500 farmers have benefitted with average additional income of 10,000 Nepalese Rupees. Sahaj is supporting the Ministry of Land Management, Agriculture and Co-operatives in Province 1 to develop an auctioning guideline and conduct an assessment on cold room/storage for vegetables and fruits. Sahaj has been supporting Paicho Pasa Pvt. Ltd., (one of its private sector partners) to recruit staff locally. Sahaj is also collaborating with a prominent poultry and cattle feed company to work with poor farmers to produce maize with a buy back arrangement. The company wants to expand its farmer base by nearly 20 folds. Sahaj has faced certain barriers since a few prospective private sector partners expected the programme to pay for the cost of activities. However, within a relative short period of 2 years Sahaj has been successful in a

collaborating with both the private and public sector institutions through a facilitation approach.



Sahaj aims to include women in commercial agriculture. The programme helped guide me on better goat farming practices.

Kopila Karki

Thulemohar Krisi Farm, Sunsari, State 1, Nepal



The start-up network in Vietnam is expanding

The Swiss Entrepreneurship Program (Swiss EP) is operating in 6 countries including Vietnam focuses on strengthening the entrepreneurial ecosystem by supporting relevant startup organizations in improving their business models and acceleration programs and thus enhance their sustainability and performance. Growth-oriented early stage entrepreneurs will profit from this holistic approach by receiving state of the art services through those ecosystem organizations in order to grow and sustain their business, and ultimately, create jobs.



Swiss EP works with privately funded start-up organisations, universities as well as government funded or supported programs with the aim to make the local ecosystem stronger.

Swiss EP worked intensively with leading start-up investor networks in Vietnam and brought in international investors to work with the Vietnamese start-ups on deal sourcing, due diligence topics and investment strategies.

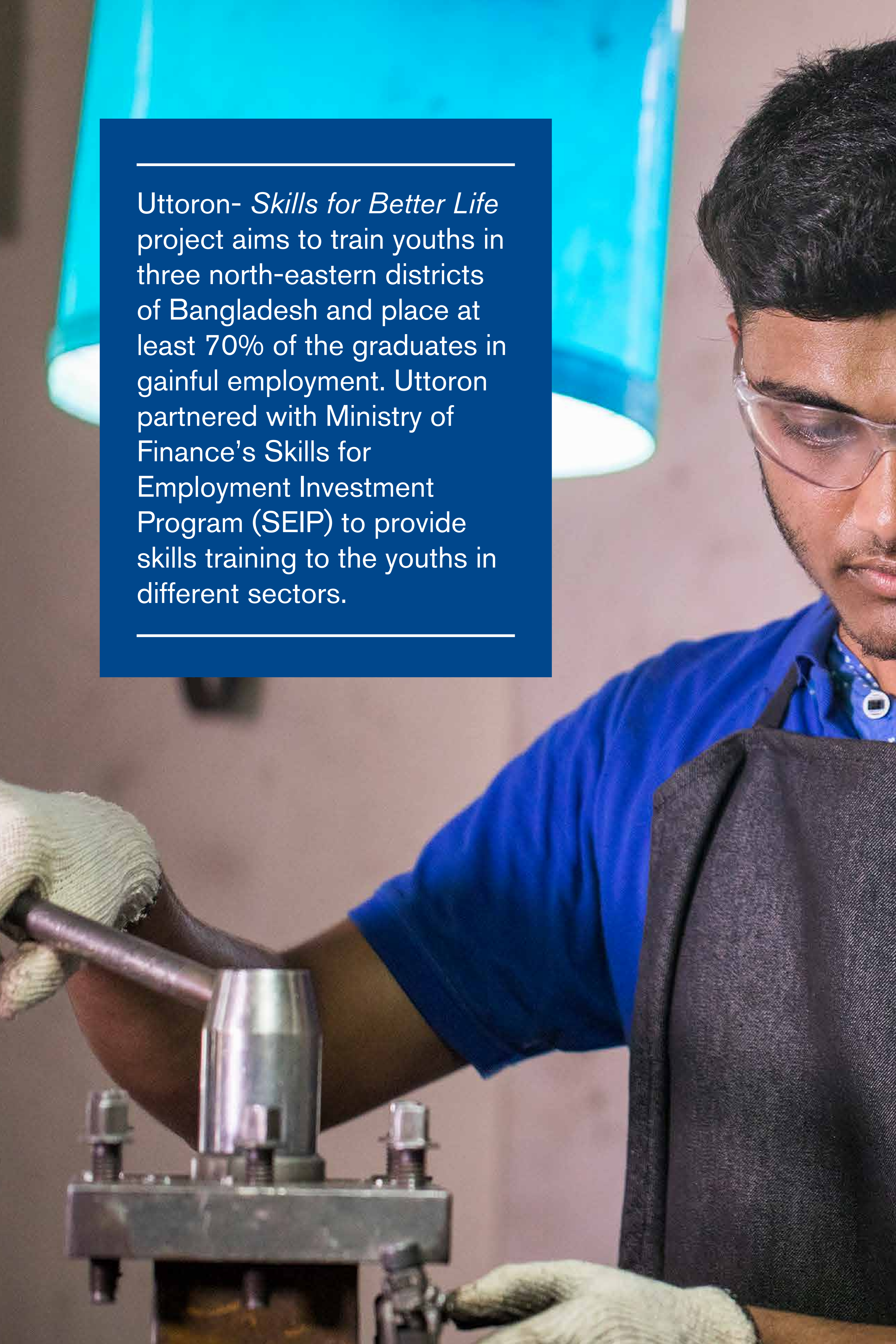
Startup experts brought in by Swiss EP worked with various partners to develop value proposition, enhance business models as well as enhance existing programs. As a result of which, 12 strong graduates emerged, with 8 reporting revenue growth over 100% per year, 2 of which are expanding internationally and the other 6 raising a total of \$810,000 within 6 months of graduation.

Swiss EP also gives support to partner organisations to enhance their mentor capacities as well as facilitate match making between experienced entrepreneurs who want to give back to the next generation. In 2016, the Vietnam Mentor Initiative (VMI) was born, a country-wide platform that helps startups getting the right mentor.

Thank to Swiss EP, SVF has approached and supported much more startups than our expectation. As of June 2018, SVH has initiated and engaged in entrepreneurship activities in 12 provinces as well as connected to 8 countries. More than 100 startups and thousands of entrepreneurs have received various services and training courses by SVF.

Phạm Duy Hieu
CEO Startup Vietnam Foundation

Uttoron- *Skills for Better Life* project aims to train youths in three north-eastern districts of Bangladesh and place at least 70% of the graduates in gainful employment. Uttoron partnered with Ministry of Finance's Skills for Employment Investment Program (SEIP) to provide skills training to the youths in different sectors.





'The teachers from Uttoron project helped me to understand the concept and career prospect of different trades. It was also a reality check for me. Uttoron has showed me a direction to follow in my career as well as life'.

Al-Imran

Lathe Machine Helper
Pran RFL (Plastic), Habiganj

Partnerships with the private sector

Making Markets Work for the Jamuna, Padma and Teesta Chars (M4C) project aims to increase accumulated income of CHF 6 Million for 25,000 poor char households comprising 100,000 women, men and children by reducing the vulnerability and increasing wellbeing of char dwellers.



Partnerships with the private sector are benefitting vulnerable char dwellers in Bangladesh



The longstanding partnership between M4C and Auto Crop Care Limited (ACCL) has been driving transformation in the northern-char input market.

Partnership with the private sector has been pivotal to the success of M4C. However, while initiating partnerships with private sector, the project team had to invest significant amount of time and resources to convince the partners to expand their footprint to the chars. These private companies were initially very hesitant since they considered investing in char regions as a very risky venture. Therefore, M4C project collaborated with these private companies through a co-financing mechanism.

Agro-input companies (AIC) have been the key driver of M4C's intervention to improve supply of quality agro-inputs and production services in char regions. Among these partner Agro-input companies of M4C project, Auto Crop Care Limited have been a leading partner since the inception of this project. In Phase I, the focus of the partnership was on promotional activities, in order to generate awareness among farmers. Through co-financing with Swisscontact Bangladesh, ACCL

undertook several marketing activities such as training and demonstration, to generate awareness on agro-inputs for specific crops i.e. maize and chilli.

One major learning from Phase I's partnership was that 'awareness' would not just translate to the purchase of quality agro-inputs, since demand for such was created, there were issues to consider, such as availability of inputs, gaps in distribution, insufficient planning etc.

During Phase II, the focus shifted towards sales and ACCL has experienced a massive surge in sales growth since then. This also would not have been possible, if the project had not invested significantly in setting up distribution channel for the partner companies. It has been estimated that by the end of 2019, ACCL will have experienced 222% sales growth from the three char districts (Sirajganj, Kurigram, Gaibandha) over the course of Phase II.



Auto Crop Care Limited (ACCL) expanded to the char markets with support from M4C project back in 2012-13. Over these years, ACCL experienced a phenomenal growth in char input sales. Seeing the business incentives, we have also increased our cost share contribution from 16% to 30% in case of our collaboration with M4C. Miracle, Titan, Cabriotop, Solubor, etc. received very good response among the seeds, micronutrients and crop protection solutions promoted in the chars. I am grateful to M4C for helping us to establish our business in the untapped char markets and also improving char farmers' access to quality inputs.

Md. Humayun Kabir
Sales Manager (North),
Auto Crop Care Limited, Bogura

My distribution business with Auto Crop Care Ltd. (ACCL) had a 56% growth since last year. Most of the sales is coming from the char areas. It would not have been possible without the excellent efforts from ACCL staff. I am glad that char markets are now getting quality agro-inputs through my business.

Md. Tarek
Owner of Hazi Traders,
Nageshwari Bazar, Kurigram

Promoting financial inclusion of Bangladeshi RMG workers

Sarathi - Progress through Financial Inclusion aims to build an ecosystem where wage digitization and access to formal banking services promotes financial inclusion of Ready-Made Garments (RMG) workers, while benefitting RMG factories and building a commercially-viable business model for the commercial banks that participate in the process.

Sarathi facilitates collaboration amongst commercial banks, RMG factories and international RMG buyers to implement wage digitization of RMG workers in RMG factories. The project assists commercial banks to develop appropriate financial products, establish enough financial access points and collaborate with RMG factories to provide financial literacy training to the RMG workers and their communities.

The City Bank Ltd., one of Sarathi partner commercial banks, is doing wage digitization of RMG workers for the first time with Sarathi. The project does not directly contribute in creating employment. However, in the process of establishing alternative delivery channels like ATM booths, RMG digital Banking booth- employment opportunities are created.

Through financial inclusion, beneficiaries are now experiencing higher amount of savings, access to services that enable better financial management and hence, less vulnerability to financial crisis and so on.

Thanks to Sarathi, 11,235 Ready-Made Garments workers in Bangladesh now have access to formal financial services through their bank accounts. A total of USD 5.06 million was disbursed as salary through bank accounts to the RMG workers and 7,460 RMG workers received financial literacy training. These achievements are part of Sarathi's aim for financial inclusion which is a strong enabler of SDGs.

The project initially faced difficulties in partnering with commercial banks as the business case for wage digitization is not definitive. Lack of evidence on profitability and high resource exhaustion were major concerns. On top of that, financial literacy of this target group is very weak.

To overcome the challenges, Sarathi is helping commercial banks to pilot an effective service delivery model for wage digitization and sharing monetary risk for the first year to implement this model.

In addition, Sarathi is assisting commercial banks to collaborate with RMG factories and is working with a professional training agency to impart financial literacy training to RMG workers.



I had expected withdrawing money using a Debit Card to be difficult but I have just experienced how easy it is. I am very happy with this service and look forward to availing more banking services.

Mst. Jhorna

Junior Foldingman, Ananta Jeanswear Limited



Partnerships with the government

Nepal Vocational Qualifications System (NVQS) has a partnership with National Skills Testing Board (NSTB)/ Council for providing Technical Education and Vocational Training (CTEVT).



Enabling disadvantaged men and women in Nepal get access to increased employment



The project's overall goal is envisaged as a key contribution to systemic changes in the Technical and Vocational Education and Training (TVET) system that will enable women and men including disadvantaged groups to get access to increased employment and to perform at higher productivity levels. This, in turn, shall lead to higher income, enhanced livelihood and resilience, and thus combat poverty and promote inclusive growth. Through their Public-Private Partnership (PPP) strategy, NVQS does the following:

- Developing process, standards for National Skill Testing Board (NSTB)/ Council for Technical Education and Vocational Training (CTEVT);
- Long term human resource development (for example sending 4 CTEVT/NSTB staffs for Masters in sought after TVET program);
- Development of National Vocational Qualifications Framework (NVQF) and making it compatible with National Qualifications Framework (NQF) in Nepal;
- Work as a bridge between NSTB & industry sector.

NVQS was also involved in the establishment of model

skill assessment centers & training as per revised package. This center is now able to certify aspiring migrants so that they are able to secure better jobs abroad.

The development of suitable NVQF and its implementation guide are the key elements of the National TVET reform process.

NVQS will be one of the priorities of the Nepali government as it will increase our national output and the development of entrepreneurship while bringing prosperity to the families.

Bishwo Prakash Pandit
former Education Secretary

Swisscontact Working Areas 2018



Nepal | 7 States | 47 Districts

- Nepal Vocational Qualifications System (**NVQS**) Project
- Youth Employment Project (**YEP**) Phase II
- Skills for Safe Reconstruction Project (**SSRP**)
- Sahaj: Nepal Agricultural Market Development Programme (**NAMDP**)
- Senior Expert Corps (**SEC**)

Bangladesh | 8 Divisions | 51 Districts

- Building Skills for Unemployed and Underemployed Labour (**B-SkillIFUL**)
- **Uttoron**, *Skills for Better Life*
- Achieving Sustainability Towards Healthcare Access (**ASTHA**)
- Making Markets Work for the Jamuna, Padma and Teesta Chars (**M4C**)
- Bangladesh Micro-insurance Market Development Program (**BMMDP**)
- **PRABRIDDI**-Local Economic Development (**LED**)
- Progress through Financial Inclusion (**SARATHI**)
- Skills and Employment Programme Bangladesh (SEP-B) (**Sudokkho**)
- Agri-business for Trade Competitiveness Project (ATC-P), **Katalyst**
- Action Research on Energy Efficiency (**AREE**)

Myanmar | 6 States | 16 Townships

- Vocational Skills Development Program (**VSDP**)
- Linking Laputta to Markets (**LLM**)
- Making Vegetable Markets Work (**MVMW**)

Vietnam | 7 Provinces

- Swiss Import Promotion Programme (**SIPPO**)
- Swiss Entrepreneurship Program (**SWISS EP**)

 *In the pdf version, click the project's name for details

South Asia & South East Asia



Laos

9 Provinces

- Pheun Than Heng A Sip (**PTHAS**) Training Programme
- Mekong Inclusive Growth and Innovation Programme (**MIGIP**)
- Senior Expert Corps (**SEC**)

Cambodia

12 Provinces

56 Districts

- Skills Development Programme (**SDP**)
- Mekong Inclusive Growth and Innovation Programme (**MIGIP**)
- Regional Investment Support for Entrepreneurs (**RISE**)
- Cambodia Horticulture Advancing Income and Nutrition (**CHAIN 2**)
- Senior Expert Corps (**SEC**)

Indonesia

30 Provinces

153 Districts

- Skills for Competitiveness (**S4C**)
- Tourism Development for Selected Destination in Indonesia (**WISATA II**)
- Indonesian-Swiss Intellectual Property Project (**ISIP**)
- Sustainable Tourism (**SusTour**)
- Sustainable Tourism Education Development (**STED**)
- Technical Assistance to Promoting Rural Income through Support for Markets in Agriculture (**PRISMA**)
- Sustainable Cocoa Production Program (**SCPP**)
- Technical Assistance to Tertiary Irrigation Technical Assistance (**TIRTA**)
- SWISS IMPORT PROMOTION PROGRAMME (**SIPPO**)
- Sustainable Indonesian Patchouli Program (**SIPP**)
- Technical Assistance to Strengthening Agricultural Finance in Rural Areas (**SAFIRA**)

Project Overview

SKILLS DEVELOPMENT

B-SkillFUL (Building Skills for Unemployed and Underemployed Labour)

Country	Duration	Donors/Partners
Bangladesh	2015 - 2020	Donors: Swiss Agency for Development and Cooperation (SDC) and European Union (EU) Partners: Bangladesh Women Chamber of Commerce and Industry (BWCCI), National Association of Small Cottage Industries of Bangladesh (NASCI), Informal Sector Industry

Improving the skills of poor and disadvantaged men and women to access the labour market.

Achieving Sustainability Towards Healthcare Access (ASTHA)

Country	Duration	Donors/Partners
Bangladesh	2015 - 2020	Donors: Novartis, Julius Baer Foundation and Swiss Agency for Development and Cooperation (SDC) Partners: Ministry of Health and Family Welfare (MoH&FW), Bangladesh Nursing and Midwifery Council (BNMC), Jeeon

Providing high-quality training to health workers and comprehensive support to community paramedic graduates in their efforts to find jobs in their home country.

Uttoron - Skills for better life

Country	Duration	Donors/Partners
Bangladesh	2016 - 2019	Donors: Chevron under Bangladesh Partnership Initiative (BPI) Partners: Skills for Employment Investment Programme (SEIP), Thengamara Mohila Sabuj Sangha (TMSS), CARITAS, Bangladesh Association of Construction Industry (BACI), Bangladesh Engineering Industry Owners Association (BEIOA)

Enhancing gainful employment opportunities for the youths by providing industry-demanded skills training.

Sudokkho, the Skills and Employment Programme in Bangladesh

Country	Duration	Donors/Partners
Bangladesh	2015 - 2020	Donors: Department for International Development (DfID) and Swiss Agency for Development and Cooperation (SDC) Partners: Palladium and British Council

Sudokkho creates strong, inclusive private sector training markets for the RMG and construction sectors. Working with industry partners and private training providers, the programme seeks to facilitate the training of more than 100,000 people from disadvantaged groups.

Nepal Vocational Qualifications System (NVQS) Project

Country	Duration	Donors/Partners
Nepal	2015 to 2019 (Phase I)	Donors: Swiss Agency for Development and Cooperation (SDC) Partners: Council of Technical Education and Vocational Training (CTVET), National Skills Testing Board

Establishing a National Vocational Qualification (NVQ) Framework and a corresponding authority to ensure an improved and inclusive TVET system.

Project Overview

SKILLS DEVELOPMENT

Youth Employment Project (YEP) - Phase II

Country	Duration	Donors/Partners
Nepal	2017 - 2020	Donors: Swiss Agency for Development and Cooperation (SDC), Symphasis Foundation and Kanton of Zurich

Increasing access to jobs for disadvantaged young people through demand driven skills training and employment support.

Skills Development Programme (SDP)

Country	Duration	Donors/Partners
Cambodia	2016 - 2020	Donors: Swiss Agency for Development and Cooperation (SDC) Partners: Inbas

Establishing technical, vocational, education and training systems in Cambodia to create employment opportunities for disadvantaged young women and men.

Pheun Than Heng A Sip (PTHAS) Training Programme

Country	Duration	Donors/Partners
Lao PDR	2017 - 2021	Donors: Government of Lao PDR, Swiss Development Cooperation (SDC), Grand Duchy of Luxembourg

Training people from disadvantaged background to promote employment in the tourism and hospitality sector.

Vocational Skills Development Program (VSDP)

Country	Duration	Donors/Partners
Myanmar	2018 - 2022	Donors: Swiss Agency for Development and Cooperation (SDC) Partners: Ministry of Education (MoE), Ministry of Labour, Immigration, Ministry of Agriculture, Livestock and Irrigation (MoALI) and Inbas as partners and Population (MoLIP) and Ministry of Hotels and Tourism (MoHT)

Contributing to improved livelihood opportunities for women and men in target areas and occupations in Myanmar.

Linking Laputta to Markets

Country	Duration	Donors/Partners
Myanmar	2015 - 2019	Donors: LIFT Fund (multi donor fund) Partners: Ministry of Border Affairs (MOBA)

Promoting diverse off-farm employment to landless women and men.

Project Overview

SKILLS DEVELOPMENT

Sustainable Tourism (SusTour)

Country	Duration	Donors/Partners
Indonesia	2018 - 2022	Donors: State Secretariat of Economic Affairs (SECO), Ministry of Tourism Indonesia

Supporting the development of competitive, sustainable and inclusive destinations, focusing on the islands of Flores and Wakatobi.

Tourism Development for Selected Destinations in Indonesia (WISATA II)

Country	Duration	Donors/Partners
Indonesia	2014 - 2018	Donors: State Secretariat of Economic Affairs (SECO), Ministry of Tourism Indonesia

Contribute to economic development through sustainable tourism, creating employment and income to improve the livelihood of the local population.

Indonesian-Swiss Intellectual Property Project (ISIP) Phase II

Country	Duration	Donors/Partners
Indonesia	2017 - 2021	Donors: State Secretariat of Economic Affairs (SECO), Directorate General of Intellectual Property (DGIP) under Ministry of Justice and Human Rights

Securing the intellectual property rights to improve the competitiveness and value of selected Indonesian products.

Skills for Competitiveness (S4C)

Country	Duration	Donors/Partners
Indonesia	2018 - 2022	Donors: State Secretariat of Economic Affairs (SECO) Partners: The Bern University of Applied Sciences (BFH-CDC), the Association for Swiss International Technical Connection (SITECO), Centre for Industrial Education and Training (CIET) of the Ministry of Industry (MoI) the Directorate for Higher Education (DIKTI) of the Ministry of Research, Technology and Higher Education (RISTEK).

Aligning industry needs by matching qualifications which are obtainable through Vocational Education and training.

Skills for Safe Reconstruction Project (SSRP)

Country	Duration	Donors/Partners
Nepal	2017 - 2019	Donors: Swiss Solidarity

Contributing to the reconstruction and job opportunities for the disaster affected youth.

Sustainable Tourism Education Development (STED)

Country	Duration	Donors/Partners
Indonesia	2018 - 2022	Donors: State Secretariat of Economic Affairs (SECO) Partners: Ministry of Tourism Indonesia, Swiss Hotel Management Academy Lucerne

Aims to contribute by working towards a better qualified workforce with relevant skills for the tourism sector.

Project Overview

ENTERPRISE PROMOTION

Making Market work for Jamuna, Padma and Teesta Chars (M4C)

Country	Duration	Donors/Partners
Bangladesh	Phase I: 2011 - 2016 Phase II: 2017 - 2019	Donors: Swiss Agency for Development and Cooperation (SDC) Partners: ACI Crops, Auto Crop Care Limited (ACCL), NAAFCO, Petrochem, PRAN, ACI Godrej, NDP, GUK, SKS, BRAC, United Finance, Char Development and Research Center

Facilitating market systems to enhance employment opportunities and income generation of poor households in Northern Bangladesh.

Agri-business for Trade Competitiveness Project (ATC-P), Katalyst

Country	Duration	Donors/Partners
Bangladesh	2002 - 2018	Donors: Department for International Development (DFID), Swiss Agency for Development and Cooperation (SDC) and Danish International Development Agency (DANIDA)

Enhancing private and public sector business services, coupled with an improved enabling environment to have more competitive enterprises, sustainable economic growth and ultimately – poverty reduction.

Bangladesh Micro Insurance Market Development Programme (BMMDP)

Country	Duration	Donors/Partners
Bangladesh	2017 - 2021	Donors: Swiss Agency for Development and Cooperation (SDC) Partners: Syngenta Foundation for Sustainable Agriculture (SFSA) and Palli Karma-Sahayak Foundation (PKSF)

Building the capacity of public, civil society and private insurance sector stakeholders and developing pro-poor business models for crop and livestock insurance products.

PRABRIDDI - Local Economic Development (LED)

Country	Duration	Donors/Partners
Bangladesh	2018 - 2020 (inception phase)	Donors: Swiss Agency for Development and Cooperation (SDC) Partners: Jashore and Shibganj local municipality

It focuses on building the capacity of an urban or rural territory to create a competitive advantage for its enterprises through a broad set of activities and improve the economic well-being of its people and workers.

Making Vegetable Markets Work (MVMW)

Country	Duration	Donors/Partners
Myanmar	2014 - 2018	Donors: LIFT Fund (multi donor fund) Partners: Mercy Corps, East-West Seed International

Improving vegetable markets in two geo-political contexts for learning and for better policies.

Project Overview

ENTERPRISE PROMOTION

Nepal Agricultural Market Development Programme (Sahaj)

Country	Duration	Donors/Partners
Nepal	2016 - 2019 (Phase I)	Donors: Swiss Agency for Development and Cooperation (SDC) Partners: Center for Environmental and Agricultural Policy Research, Extension and Development (CEAPRED)

Making agriculture markets work for the poor farmers in Nepal by enhancing competitiveness, productivity and marketing.

Senior Expert Corps (SEC) Nepal

Country	Duration	Donors/Partners
Nepal	1991 - Present	Donors: Swiss Agency for Development and Corporation (SDC)

Transferring skills to SMEs in Nepal.

Mekong Inclusive Growth and Innovation Programme (MIGIP)

Country	Duration	Donors/Partners
Cambodia & Lao PDR	2017 - 2020	Donors: Swiss Agency for Development and Cooperation (SDC), Kuoni and Hugentobler Foundation, Kanton of Zurich and Happel Foundation

Contributing to poverty alleviation through income generation opportunities in tourism and agriculture.

Cambodia Horticulture Advancing Income and Nutrition (CHAIN 2)

Country	Duration	Donors/Partners
Cambodia	2017 - 2020	Donors: Swiss Agency for Development and Corporation (SDC) Lead Implementor: SNV

Facilitating an inclusive and sustainable income increase for horticulture farming families in target rural provinces.

Regional Investment Support for Entrepreneurs (RISE)

Country	Duration	Donors/Partners
Cambodia	2017 - 2021	Donors: USAID Partners: Nexus for Development, Phitrust Asia, UBERIS Capital

Creating impact for the base of the pyramid through providing inclusive and sustainable technical assistance to Small and Medium enterprises (SMEs) with high potential for positive social, economic, and environmental impact.

Senior Expert Corps (SEC)

Country	Duration	Donors/Partners
Cambodia	1979 - Present	Donors: Swiss Agency for Development and Corporation (SDC), Donations

Transferring skills to SMEs in Cambodia.

Project Overview

ENTERPRISE PROMOTION

Sustainable Indonesia Patchouli Program (SIPP)

Country	Duration	Donors/Partners
Indonesia	2017 - 2019	Donors: State Secretariat of Economic Affairs (SECO), Private Sectors (Givaudan), MCA-Indonesia

Strengthening the Patchouli oil supply chains to improve producer livelihoods and promote environmental sustainability.

Technical Assistance to Promoting Rural Income Through Support for Markets in Agriculture (PRISMA)

Country	Duration	Donors/Partners
Indonesia	2013 - 2018 (Phase I) 2019 - 2023	Donors: The Australian Department of Foreign Affairs and Trade (DFAT) Government of Indonesia Counterpart: The National Development Planning Agency (Bappenas)

Spurring growth by reducing constraints and barriers to farmer productivity, performance and market access.

Sustainable Cocoa Production Program (SCPP)

Country	Duration	Donors/Partners
Indonesia	2016 - 2020	Donors: State Secretariat of Economic Affairs (SECO), Private Sectors (Cargill, Mars, Mondelez, Nestle, JB Cocoa, and Barry Callebaut)

Increasing farmer household income from cocoa by 75% and reducing greenhouse gas emissions from the cocoa sector by 30%.

Swiss Import Promotion Programme (SIPPO)

Country	Duration	Donors/Partners
Indonesia & Vietnam	2017 - 2020	Donors: State Secretariat of Economic Affairs (SECO)

Integrating transition countries into world trade.

Technical Assistance to Tertiary Irrigation Technical Assistance (TIRTA)

Country	Duration	Donors/Partners
Indonesia	2015 - 2018	Donors: The Australian Department of Foreign Affairs and Trade (DFAT) Government of Indonesia: Ministry of Public Works and Housing

Increasing access to water for poor farmers by encouraging investments in water management by the private sector.

Swiss Entrepreneurship Program (Swiss EP)

Country	Duration	Donors/Partners
Vietnam	2015 - 2019 (new phase approved running until 2023)	Donors: State Secretariat of Economic Affairs (SECO)

Aim is to create jobs by strengthening the entrepreneurship ecosystem in six target countries.

Project Overview

FINANCIAL SERVICES

Sarathi- Progress through Financial Inclusion

Country	Duration	Donors/Partners
Bangladesh	2018 - 2020	Donors: Metlife Foundation and SDC

Facilitating Ready-made Garment's workers access to formal financial products and services

SAFIRA - Technical Assistance to Strengthening Agricultural Finance in Rural Areas

Country	Duration	Donors/Partners
Indonesia	2015 - 2018	Donors: The Australian Department of Foreign Affairs and Trade (DFAT) Government of Indonesia Counterpart: The National Development Planning Agency (Bappenas)

Enhancing value chain financing.

CLIMATE SMART ECONOMY

Action Research on Energy Efficiency (AREE)

Country	Duration	Donors/Partners
Bangladesh	2016 - 2018	Donors: Swiss Agency for Development and Corporation (SDC)

Promoting market uptake of improved rice parboiling system among SME rice mills.



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Cover: Trainee participating in on-the-job masonry training in Nepal
Project: SSRP
Photos: Swisscontact Nepal
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