

**SOUTH EAST ASIA  
REGION**

CAMBODIA  
INDONESIA  
LAOS  
VIETNAM

2021  
2022



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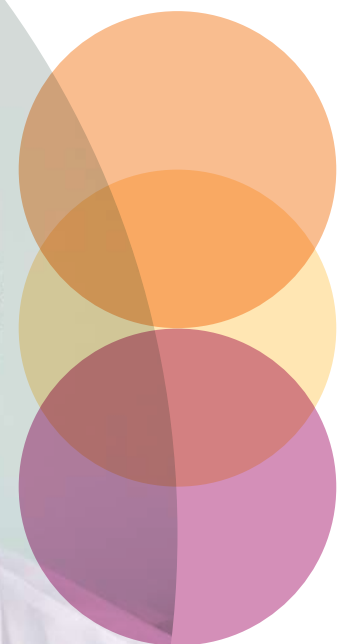
## ABOUT US

We are a leading organisation in the implementation of international development projects.

Founded in 1959 and registered under Swiss law, we are an independent non-profit organisation. We are politically and denominationally neutral.

Swisscontact implements 122 projects across 40 countries in Africa, Asia, Latin America, the Middle East and Eastern Europe.





PEOPLE

ENTERPRISE

ECONOMY

## OUR MISSION

We promote inclusive economic, social and ecological development to make an effective contribution towards sustainable and widespread prosperity in developing and emerging economies.

With this objective in mind, we offer economically and socially disadvantaged people a chance to improve their lives on their own initiative.



# OUR OBJECTIVE

Swisscontact works in one of the most dynamic regions of the world. South East Asia has experienced long periods of economic progress and poverty reduction. Despite this progress, the relevance of our mission remains. Poverty, exclusion and inequality persist, climate change will significantly affect the region, and skills gaps at several levels hamper local employment generation and global competitiveness. Regional prosperity is based on private sector growth, foreign investment and outward looking policies on trade, tourism and migration. All have been massively impacted by Covid-19 and huge recovery effort will be required.

Swisscontact contributes to the Sustainable Development Goals (SDG)s through a variety of pathways focusing on private sector development in partnership with host governments and stakeholders. Private Sector Engagement (PSE) and Public Private Development Partnerships (PPDPs) are key elements of our approach. We support the private sector in going beyond Corporate Social Responsibility (CSR) and philanthropy to promote “shared value” initiatives and altering traditional ways of doing business. Through our work, small, medium and large private companies as well as commercial farmers and agri-businesses are bringing new technologies and innovation to markets and creating additional jobs and opportunities. These themes are central to the case for covid recovery in the short-term and climate change beyond.



## OUR WORK

We are a longstanding development partner in the region with activities in Indonesia since 1971. Our expansion to the Mekong started with Laos in 2013, Cambodia and Vietnam in 2016, and regional projects from 2018 onwards. Our 200 strong team implements 20 projects in our focus countries, and we provide technical advice to key programmes in SE Asia.

The need to modernize agriculture and prepare for climate change guide our focus on regenerative (conservation and sustainable intensification) agriculture in Cambodia. Additional workstreams include skills systems development for disadvantaged youth, trade facilitation and promotion for small business, and promoting an entrepreneurial ecosystem through technical assistance to impact investors and social funds.

Our work in Indonesia is geared to supporting its global competitiveness. We promote the dual vocational training model in industry specific polytechnics, sustainable tourism development, and ensure competitiveness for export promotion. We implement inclusive value and supply chains and landscape approaches to enhance environmental and social benefits.

In Laos, we work on matching skills to the labour market which is an urgent need for increasing employment and competitiveness. Tourism is an important sector, and we are active in sustainable tourism and hospitality skills. We work on converting waste to value as an early investment in cleaner cities.



# OUR WORK

In Vietnam, our projects contribute to enhancing its economic integration and global competitiveness. We promote exports of selected products and support dynamic start-up hubs by strengthening an entrepreneurial ecosystem around them of venture capitalists, angel investors and mentors.

We build on our focus countries and provide our expertise to contribute to development innovation in the region. The topics include, harnessing the potential of agroecology to transform food systems towards sustainability, market systems development in Asia and the Pacific across a wide range of sectors, providing Technical Assistance to impact investors, and strengthening entrepreneurial ecosystems for start-ups.

Our Senior Experts Contact (SEC) programme is active in Cambodia and Laos providing Swiss experts directly to companies based on demand. We work closely with Swiss businesses particularly through SwissCham in Indonesia and the Swiss NGO-Business-SDC Partnership in Cambodia.

We thank our donors, especially SDC and SECO, 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.



# OUR WORKING AREAS



Initial Vocational Education and Training



Upskilling and Reskilling



Labour Market Insertion



Entrepreneurial Ecosystem



Green Cities



Sustainable Agriculture



Trade



Sustainable Tourism



# INITIAL VOCATIONAL EDUCATION AND TRAINING

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In Cambodia, we are supporting the Ministry of Labour and Vocational Training through the Provincial Training Centres (PTCs) in Kratie, Strung Treng, Preah Vihear, Rattanakiri and Modulkiri to enable predominantly disadvantaged youth to access the formal vocational training system. Similarly in Laos, we implement short training courses in Oudomxay, Xayaboury, Xiengkhuang, Khammuane and Saravane. They will be combined with a secondary school equivalency programme to equip disadvantaged groups and early school dropouts with market relevant skills and help them rejoin the formal education pathway. In Indonesia, we have worked with a model vocational school in Bali (SMKN 3 Denpasar) to pilot the application of sustainability practices at 3 schools, 2 in Flores, Labuan Bajo, and Wakatobi.



## UPSKILLING AND RESKILLING

In Indonesia, we support the introduction of dual Vocational Education and Training (VET) in industry specific polytechnics. This includes polytechnics on metal, furniture and wood processing, manufacturing industry, and food processing. In Laos, we implemented an innovative fee-based upskilling programme for the hospitality sector. Hotel and restaurant associations lead the training implementation and industry trainers pass on their skills to SME staff. In Cambodia, we support upskilling and certification processes for low-skilled workers in the hospitality sector under the brand name HoKa. The certification process is aligned with the ASEAN-training standards and the Cambodian Qualifications Framework and leads to national accreditation of HoKa training. In addition, we promote Public Private Partnerships (PPP) to foster in-company training.



## LABOUR MARKET INSERTION

In Laos, an innovative coaching cycle (C4EE) approach supports labour market insertion of disadvantaged groups and early school dropouts through facilitating access to training and internships opportunities that match with their interests and labour market demand. In Cambodia, poor and disadvantaged youth and low-skilled workers are provided with labour market-oriented training and employment information to increase their employability. After completing the training, the participants are supported to integrate into the labour market or to become self-employed. In Indonesia, we improve linkages between the vocational schools and the tourism industry, including enhanced exposure of teacher and students through internships, to match graduate competences with industry demands.





# SUSTAINABLE AGRICULTURE

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In Cambodia, along with other partners, we are one of the conveners to take forward the agenda for regenerative agriculture in Cambodia. We work to support the national coordination platform Conservation Agriculture and Sustainable Intensification Consortium (CASIC) under the Ministry of Agriculture, Forestry and Fisheries (MAFF). We work on bridging the research to commercialization gap to introduce new agricultural technologies; support multi-stakeholder coordination and collaboration, and support *MetKasekor* a public-private extension model. Beyond Cambodia, our work is based on the twin pillars of enhancing sustainability in global commodity supply chains; and using a market systems approach to unlock the potential for inclusive growth through several value chains.





# SUSTAINABLE TOURISM

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We have been actively promoting destination management in Eastern Indonesia for more than a decade. We promote sustainable tourism in Wakatobi and Flores working with the private sector and local government. To enhance the level of formal skills in tourism, we work with the Tourism Polytechnic in Lombok, and others to implement industry-based curriculum and teaching.



# TRADE

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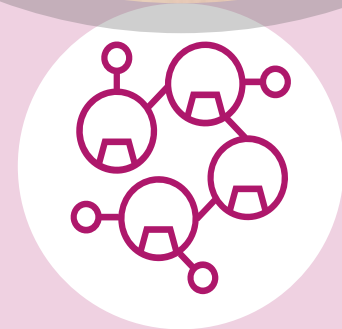
Through the SECO global programme on import promotion we work with business support organisations in Indonesia on fish and seafood, in Vietnam on value added textiles, and technical wood and natural ingredients in both countries. We work in Cambodia with the World Economic Forum's GATF programme to enable trade in small packages exports for SMEs.



# ENTREPRENEURIAL ECOSYSTEM

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Through the SECO global programme on promoting entrepreneurial ecosystems, we are active in Vietnam working with local incubators, accelerators, angel networks with entrepreneurs and the government. In Cambodia, building on our work of providing Technical Assistant (TA) to impact investors, we convened a platform (RISE) and implement the Entrepreneur Ecosystem Building project to support the development of the entrepreneurial ecosystem.





## GREEN CITIES

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In Laos, we support the greening of the service sector through trainings on food and plastic waste reduction for hotels, restaurants and cafes as well as linking them to key players in the waste value chain for waste processing and recycling. In addition, we strengthen the business performance and workplace safety of informal waste pickers that play a key role in the waste value chain for sorting and collecting recyclables.

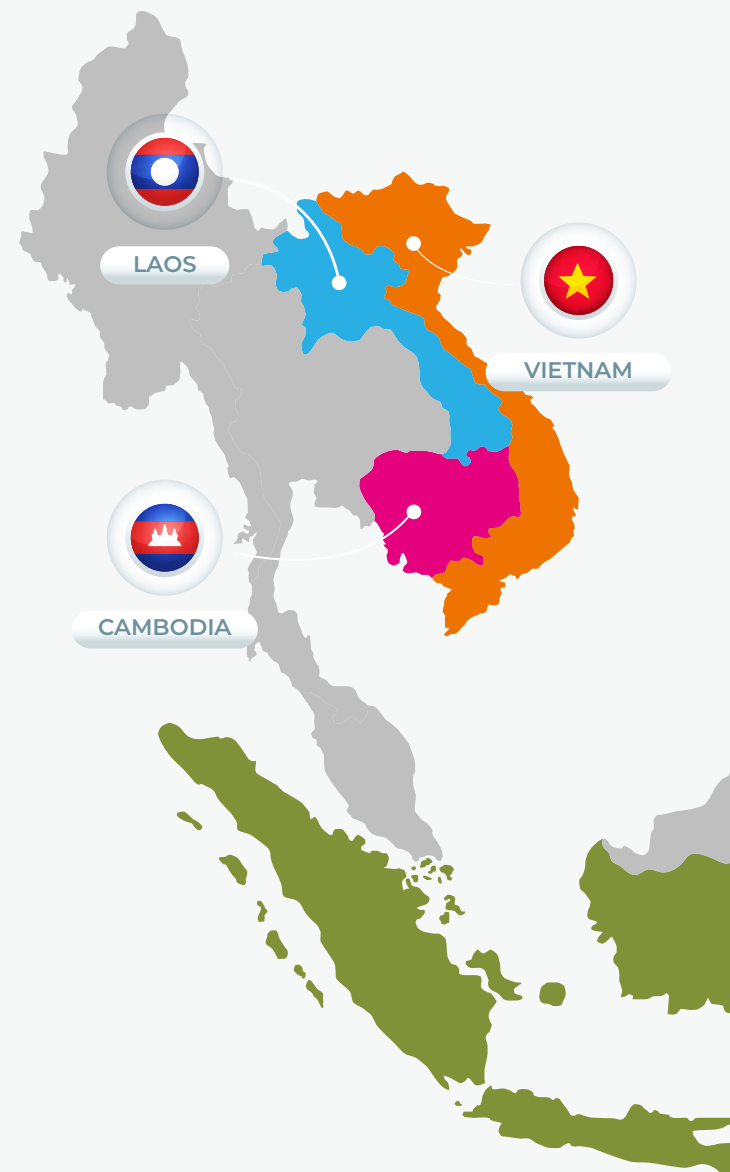




# OUR PROJECTS

## CAMBODIA

- 1 Appropriate Scale Mechanization Consortium (**ASMC**)
- 2 Conservation Agriculture Service with a Fee (**CASF**)
- 3 Cambodia Horticulture Advancing Income and Nutrition project (**CHAIN**)
- 4 Credit Suisse - **Swisscontact Initiative to promote entrepreneurship and innovation**
- 5 Entrepreneurial Ecosystem Building (**EEB**)
- 6 Global Alliance for Trade Facilitation (**GATF**)
- 7 Improving Small Package E-Trade for SMEs (**SeT4SME**)
- 8 Innovation for Sustainable Agriculture (**ISA**)
- 9 Scaling Suitable Sustainable Technologies (**S3**)
- 10 Senior Expert Contact (**SEC**)
- 11 Skills Development Programmeme (**SDP**)



## LAOS

- 1 Pheun Than Heng A Sip Training Programmeme (**PTHAS**)
- 2 Senior Expert Contact (**SEC**)
- 3 Vocational Training and Employment Support Services (**VTESS**)
- 4 Waste to Value (**W2V**)

## INDONESIA

- 1 Skills for Competitiveness (**S4C**)
- 2 Sustainable Tourism Education Development (**STED**)
- 3 Sustainable Tourism Destination Development (**SUSTOUR**)
- 4 Swiss Import Promotion Programmeme (**SIPPO**)

## VIETNAM

- 1 Swiss Import Promotion Programmeme (**SIPPO**)
- 2 Swiss Entrepreneurship Programmeme (**Swiss EP**)

## REGIONAL PROJECTS

- 1 Agroecology and Safe food System Transitions (**ASSET**)
- 2 Market Development Facility (**MDF**)
- 3 Regional Investment Support for Entrepreneurs (**RISE**)





### BUSINESS PROMOTION

**609,100** (45% female-led)  
smallholder farms and non-agri MSMEs  
accessed improved products and services

**510,800** (43% female-led)  
smallholder farms and non-agri MSMEs  
benefited through increased incomes

**40,973,900 CHF**  
additional income generated and 359  
jobs created by smallholder farms and  
non-agri MSMEs



### PRIVATE SECTOR LEVERAGE

More than **CHF 3.8 million**  
leveraged by implementing partners  
from the private sector through  
cash and in-kind contributions






### SKILLS DEVELOPMENT

**5,000** people (43% female)  
have accessed and completed  
programmes in skills development

**300** people (58% female)  
found employment or started  
self-employment and generated  
an additional annual income of  
**356,800 CHF**

# OUR WORKING PRINCIPLES & SUSTAINABILITY CRITERIA

Working Principles	
Inclusive Systems Development 	Learning Culture 
Cooperation with the Private Sector 	Evidence-based Adaptive Management (MRM) 

Sustainability Criteria	
Good Governance 	Gender Equality & Social Inclusion 
Environmental Responsibility 	Financial Inclusion 





# PARTNERSHIPS

Swisscontact builds and strengthens solid partnerships which are essential to achieve the best possible and sustainable outcomes for our beneficiaries.

Partnerships with the private sector and host governments are at the core of our inclusive systems development approach in our projects. We work with governments on regenerative agriculture, trade and export promotion, skills standards, promoting dual vocational training polytechnics and sustainable tourism.

We work with the private sector in adapting new business models in their value and supply chains to include disadvantaged sections of society, raising skills standards in key sectors such as hospitality, agriculture mechanization, entrepreneurship promotion and impact investment.



## REGIONAL MANAGEMENT



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Regional BA Coordinator - SEA



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Country Director Laos



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# OUR DONORS



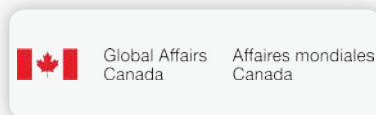
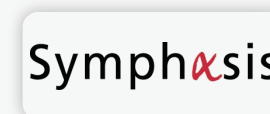
Swiss Confederation

Federal Department of Economic Affairs,  
Education and Research EAER  
State Secretariat for Economic Affairs SECO



Schweizerische Eidgenossenschaft  
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*We create opportunities*