



EUROPEAN UNION



cooperation  
germany – ecowas

ZUSAMMENARBEIT DEUTSCHLAND – ECOWAS

# Promoting Trade in West Africa II

## Improving the efficient movement of goods in the ECOWAS region

### The Challenge

With its young and growing population and natural resources, West Africa has enormous potential for trade development, which is, however, yet to be fulfilled. West African trade is still characterized by a lack of appropriate policy framework and its effective implementation, resulting in high transaction costs, unpredictable tariffs and multiple non-tariff barriers. Additionally, customs connectivity along trade corridors is needed to facilitate the movement of intra-regional trade in West Africa.

The *Economic Community of West African States (ECOWAS)* aims to facilitate intra-regional trade among its 15 member states, leading to the establishment of a common market in West Africa. Support for ECOWAS trade facilitation provided by the Federal Ministry of Economic Cooperation and Development (BMZ) and the European Union attempts to bring coordinated and far-reaching assistance to address the challenges of trade facilitation in the West African sub-region.

### Our Approach

The Action *Promoting Trade in West Africa II (WATIP II)* is part of the larger *Trade Facilitation West Africa Program (TFWA)*, which is a multi-donor initiative to improve the efficient movement of goods in the ECOWAS region by supporting the ECOWAS Commission in the following three technical areas:



Project name	Promoting Trade in West Africa II
Commissioned by	German Federal Ministry for Economic Cooperation and Development (BMZ)
Funded by	Federal Ministry for Economic Cooperation and Development (BMZ) European Union
Lead Executing Agency	Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH
Project region	ECOWAS Commission 15 ECOWAS Member States
Duration	10/2018 – 09/2022
Financial Volume	Total : 19 million EUR EU: 15 million EUR BMZ: 4 million EUR

### 1. Trade facilitation measures improved and more efficiently implemented:

Support the development of regional policies and instruments related to facilitating the implementation of the ECOWAS Customs Code at national levels and to further enhancing the implementation of the ECOWAS Trade Liberalisation Scheme (ETLS).

### 2. More efficient movement of goods along selected corridors:

Support to the establishment of an interconnectivity system that allows for the automated transmission of customs data and data of other border agencies so as to facilitate the movement along selected trade corridors.



Implemented by





Dr. Mareike Meyn  
 Head of Programme  
 Trade Facilitation West Africa  
 Programme  
 Promoting Trade in West Africa II  
 (WATIP II)  
 mareike.meyn@giz.de

*Photo left: ECOWAS Commissioner Trade, Customs and Free Movement, ECOWAS Vice-President, ECOWAS Commissioner Political Affairs, Peace and Security, May 2019*  
*Photo right: Harbour of Benin*

### 3. Barriers for women and small-scale trader reduced:

Strengthening the role and awareness of the private sector and civil society in regional and national dialogues on trade facilitation.

## Partners

The Action provides technical advisory services, process consulting and tailored capacity building interventions in these three technical areas. Beneficiary institutions include the ECOWAS Commission and its departments, national customs administrations, the ETLS National Approval Committees, regional and national business federations as well as small-scale traders, including women, and civil society organizations in ECOWAS Member States.

The Action is fully aligned with ECOWAS priorities and work plans, especially the 2016 - 2020 ECOWAS Strategic Framework to ensure ownership over the outcomes. Analytical reports and other studies, conducted as part of this Action, are processed within partner structures and, hence, will become integral part of the ECOWAS system, thereby contributing to the institutional memory of the ECOWAS.

## Envisaged Impact

The Action is working towards achieving meaningful and sustainable results in each of the three technical areas:

### 1. With respect to trade facilitation:

- Regional trade facilitation policies and instruments are developed and implemented
- Capacities for monitoring and implementation of trade facilitation have been improved

- Common external tariff (CET) application improved and more efficiently implemented
- ETLS improved and more efficiently implemented

### 2. With respect to free movement of goods:

- Establish customs connectivity in one or more corridors
- Regional transit along corridors improved

### 3. With respect to reduced barriers for women and small-scale traders:

- Regional and national advocacy and sensitization system instituted

Though each of the results focuses on one of the three distinct technical areas, the results are also interrelated and complementary. Thus, trade facilitation measures under Result 1 intervene directly at the level of the ECOWAS Commission, while support to ECOWAS interconnectivity and transit under Result 2 targets both, the regional and the national levels. Interventions under Result 3 complete the picture by ensuring that private sector actors, who are directly affected by the implementation of trade facilitation reforms, are sufficiently informed so as to take full advantage of an improved trade regulatory environment. In this way, WATIP II acknowledges the importance of the ECOWAS Commission in coordinating trade facilitation policies while at the same time recognizing the essential role of member states in implementing policies at the benefit of traders, who are the main profiteers of any trade facilitation reform.

Published by Deutsche Gesellschaft für  
 Internationale Zusammenarbeit (GIZ) GmbH  
 Registered offices Bonn and Eschborn, Germany  
 GIZ Office Nigeria  
 Trade Facilitation West Africa Programme  
 Promoting Trade in West Africa II (WATIP II)  
 P.O. Box 5374, Area 10, Garki, Abuja  
 Phone +234 (0) 906 299 07 15  
 giz-nigeria@giz.de  
 www.giz.de  
 As at May 2019

Author WATIP II Team  
 Design Barbara Reuter | Oberursel | barbarareuter-grafik@web.de  
 Photo credits GIZ Nigeria, ECOWAS Commission  
 GIZ is responsible for the content of this publication.  
 On behalf of German Federal Ministry for Economic  
 Cooperation and Development (BMZ)  
 The European Union (EU)  
 In cooperation with Economic Community of West African States  
 (ECOWAS) Commission