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**UNITED NATIONS
(ECONOMIC COMMISSION FOR LATIN AMERICA
AND THE CARIBBEAN)
and
URUGUAY**

**Technical Cooperation Agreement. Signed at Montevideo on
27 August 1993**

Authentic text: Spanish.

Registered ex officio on 27 August 1993.

**ORGANISATION DES NATIONS UNIES
(COMMISSION ÉCONOMIQUE POUR L'AMÉRIQUE
LATINE ET LES CARAÏBES)
et
URUGUAY**

**Convention de coopération technique. Signée à Montevideo le
27 août 1993**

Texte authentique : espagnol.

Enregistrée d'office le 27 août 1993.

[TRANSLATION — TRADUCTION]

TECHNICAL COOPERATION AGREEMENT¹ BETWEEN THE UNITED NATIONS ECONOMIC COMMISSION FOR LATIN AMERICA AND THE CARIBBEAN (ECLAC) AND THE GOVERNMENT OF THE EASTERN REPUBLIC OF URUGUAY

The Economic Commission for Latin America and the Caribbean (hereinafter referred to as “ECLAC”), represented for this purpose by Rafael Diez de Medina, Special Adviser to the Executive Secretary of the Montevideo Office, on the one hand, and the Government of the Eastern Republic of Uruguay (hereinafter referred to as “the Government”), represented by Ignacio de Posadas, Minister of Economic Affairs and Finance, on the other hand, meeting in Montevideo on 27 August 1993, have decided to conclude the following Agreement.

Article 1

BACKGROUND

I. The Agreement between the Eastern Republic of Uruguay and ECLAC, signed at Montevideo on 27 December 1982,² was approved by Decree-Law No. 15477 of 26 October 1983.

II. This Agreement stipulated that ECLAC, through its Office in the city of Montevideo, would develop cooperation activities between the two Parties in the economic and social fields, in conformity with the Agreement (article 2).

III. Furthermore, article 3 of the Agreement stipulated that, as agreed on a periodic basis by the Parties, and in accordance with the resources available to both Parties, the activities might include the analysis of, *inter alia*, foreign trade; human, natural and environmental resources; agricultural and industrial development; transportation and communication; social development; capital movements and technological development; and technical and economic cooperation among developing countries.

IV. Within the framework of the said Agreement, dated 30 December 1988, a technical cooperation Agreement³ between the Government of the Eastern Republic of Uruguay and ECLAC was established for a period of one year, renewable for four subsequent one-year periods, in which the two Parties agreed that ECLAC, through its Montevideo Office, would provide technical assistance services to the Ministry of Economic Affairs and Finance by preparing studies and reports on various thematic areas of mutual interest to the two entities.

V. Within the framework of the Agreement dated 27 December 1982, and in consideration of the benefits derived from the Technical Cooperation Agreement of 30 December 1988 and its renewals, the Government requests ECLAC to carry out various special studies in addition to the usual activities of that organization in Uruguay in the economic and social fields.

¹ Came into force on 27 August 1993 by signature, in accordance with article 8.

² United Nations, *Treaty Series*, vol. 1478, p. 301.

³ *Ibid.*, vol. 1521, p. 317.

Article 2

PURPOSE

By this Agreement the Government and ECLAC agree that the latter, through its Montevideo Office, shall provide to the Ministry of Economic Affairs and Finance of the Eastern Republic of Uruguay statistical and qualitative data and analyses thereof concerning the subjects indicated below, to be organized under five themes to be covered in separate reports. The following studies will be carried out.

(A) *Export activity and survey of the 100 principal exporting firms in Uruguay*

The proposed study will continue the research undertaken by the ECLAC Office with a view to identifying and analyzing the changes that have been occurring in the Uruguayan export sector and periodically monitoring that sector's performance; a substantial amount of work has been done in this area within the framework of the previous Technical Cooperation Agreement. The initial phase of the study will focus on an analysis of export activity during 1992, the aim being to explain the performance of the various branches of export activity in the principal terminal markets and to identify and analyze the introduction of new products.

As was done for the first time in 1992, at the end of the first half of 1993 a survey will be made of the 100 firms whose exports had the highest value during the preceding year to determine their export results and export prospects. The survey will include, *inter alia*, matters related to the values of exports compared with the first half of 1992; terminal markets and changes in those markets; principal factors favourable and unfavourable to exports; the introduction of new products; the introduction of new equipment or processes; and export prospects for the second half of the year.

The results of the survey will be processed and analyzed and a seminar will be conducted during the first week of September 1993 with officials of the Ministry for Economic Affairs and Finance and businessmen; prospects for the latter will be discussed on the basis of comments by qualified speakers on the document to be presented by ECLAC.

(B) *Research on the determinants of private investment in Uruguay*

The inadequate level of investment over the past three decades is considered one of the clearest signs of the difficulties which the Uruguayan economy has encountered in seeking to achieve sustained growth. With a view to identifying the principal determinants of private investment from the standpoint of entrepreneurial decision-making, data from the third national economic census relating to manufacturing industry, trade and services which have recently been made available will be used for the first time.

The acceleration of the process of trade liberalization and, in particular, of regional integration, will have various effects at the enterprise level. In this context, an analysis from the earlier (microeconomic) point of view serves as a starting point for an evaluation of the consequences of the aforementioned investment process. In a second stage, indicators of the macroeconomic situation will be included in order to evaluate the impact of the global risks of the economy on decisions concerning private investment. It will be possible to identify the various groups of firms affected in different ways in this regard because data broken down by unit are now available