SECO’s Commitment to Biotrade

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Lima, December 2014
Why does SECO support Biotrade?

• Agriculture as a key driver of deforestation and climate change
• Biotrade: means to stop this trend and promote sustainable development:
  ✓ Promotion of responsible use of native biodiversity
  ✓ Conservation of traditional knowledge and native biodiversity
  ✓ Economic benefits of producers/farmers
## SECO support to national biotrade initiatives

<table>
<thead>
<tr>
<th>Country / Region</th>
<th>Value Chains/Sectors supported</th>
<th>Value added products</th>
</tr>
</thead>
<tbody>
<tr>
<td>Peru</td>
<td>Food and natural ingredients</td>
<td></td>
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<tr>
<td>Vietnam</td>
<td>Natural ingredients, food and pharmaceutical ingredients (herbal medicine products)</td>
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<tr>
<td>Indonesia</td>
<td>Natural ingredients, rattan and ecotourism</td>
<td></td>
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<tr>
<td>Africa</td>
<td>Natural ingredients (&quot;Phytotrade&quot;)</td>
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</table>
SECO Peruvian Experience

Joint Donor Effort
- Under the National Biotrade Promotion Programme (PNPB)
- Together with GIZ

Goals
1. Policy and legal framework
2. Supply-side capacities and product development
3. Market access

Two phases: 2006-2013
Prioritized value chains

PIURA
- Native cocoa
- Carob tree

SAN MARTÍN
- Sacha inchi
- Medicinal plants

CAJAMARCA
- Tara
- Golden berry
## Biotrade practices and principles applied

<table>
<thead>
<tr>
<th>Biotrade principle</th>
<th>Practice applied</th>
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</thead>
<tbody>
<tr>
<td>Sustainable use of biodiversity</td>
<td>Forest management plans</td>
</tr>
<tr>
<td></td>
<td>Organic agricultural system</td>
</tr>
<tr>
<td>Conservation of biodiversity</td>
<td>Technological improvement (Energy source replacement)</td>
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<tr>
<td>Equitable sharing of benefits derived from the use of biodiversity</td>
<td>Socio-environmental monitoring System</td>
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<tr>
<td></td>
<td>Distribution of Non-monetary benefits</td>
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<tr>
<td></td>
<td>Capacity transfer to suppliers</td>
</tr>
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<td></td>
<td>Legal contracts with providers</td>
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<tr>
<td>Socio-economic sustainability</td>
<td>Food Safety Management</td>
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</table>
Biotrade practices

Conservation

Technological improvement (Energy source replacement)
ASPRABOS / Ecobosque (Algarrobo)

Sustainable use

Organic agricultural system
Villa Andina SAC

Sharing of benefits

Legal contracts with providers
Roda Selva SAC
Studies for adaptation to climate change in Biotrade value chains

- Climate change impacts and adaptation measures for the conservation of dry forest and sustainability for the carbon derivates value chain in Piura
- Evaluation of germplasm of Sacha Inchi (volubilis plukenetia l) located in Amazonas, San Martin and Ucayali regions; introduced to the climatic conditions of Alto Mayo
- Economic impact of climate change on cocoa crops in San Martin and Lamas
- Evaluation of climate change impacts and adaptation measures in cocoa farming in Morropón and Huancabamba (Piura)
- Taxonomy identification, life cycle of Tara moths and main natural biological controls
1. Policy and legal framework
   • Verification tool of the Principles and Criteria of BioTrade
   • Model of collaboration between public sector, companies and farmer associations

2. Supply-side capacities / product development
   • Standards: organic; forest management plans; HCCP
   • Establishment of public private partnerships
   • Innovation projects in companies

3. Market access
   • Training on market access and trade fair participation (Biofach, PeruNatura, Mistura, Surquillo bio-fair, etc.)
   • Novel Food dossier for Sacha Inchi oil
### Impact (2nd phase)

<table>
<thead>
<tr>
<th></th>
<th>Companies</th>
<th>Organizations</th>
<th>Farmers</th>
<th>Hectares</th>
<th>benefitted from project support</th>
</tr>
</thead>
<tbody>
<tr>
<td>20</td>
<td>120</td>
<td>3,021</td>
<td>5,682</td>
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</tbody>
</table>

- **106%** Increase in profit margins received by producers
- **73%** Increase in exports by the companies advised by the project (2010 – 2013)
Lessons learned / Challenges

1. Increase linkages among different actors and among different levels of government is crucial.

2. Further product development is required to add value to Biotrade products and improve competitiveness: quality, research and innovation.

3. Develop a set of incentives for companies working with Biotrade approach is necessary.
Thank you

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