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SECO's Commitment to Biotrade

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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

Country / Region	Value Chains/Sectors supported	Value added products
Peru	Food and natural ingredients	 <p>Cosmetics</p> <p>Food</p> <p>Pharmaceuticals</p>
Vietnam	Natural ingredients, food and pharmaceutical ingredients (herbal medicine products)	
Indonesia	Natural ingredients, rattan and ecotourism	
Africa	Natural ingredients (“Phytotrade”)	

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

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



Biotrade practices



Sustainable use

Organic agricultural system
Villa Andina SAC

Conservation

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



ACUERDO COMERCIAL ENTRE LOS PRODUCTORES DE SACHA INCHI DE BELLAVISTA (APROSIB) Y RODA SELVA S.A.C.

Conste por el presente documento, el Acuerdo Comercial entre: la Empresa **Roda Selva S.A.C.** con RUC 20366203401 representado por su Gerente de Operaciones la Srta. Candy Morales Sánchez, identificada con DNI N° 40488311, con domicilio legal de la empresa en Carretera Marginal Sur Km. 4.5 Banda de Chiclayo y de otra parte la Asociación de Productores de Sacha Inchi de Bellavista con siglas "APROSIB" con N° de partida en Registro Público N° 11056552 representado por su Presidente el Sr. Ubaldino González Huaman identificado con DNI No 4902574, cuyo domicilio se encuentra situada en el Centro Poblado de Bellavista, Distrito de Pinto Recodo, Provincia de Lambayeque, que para efecto del convenio se denominará "APROSIB" en los términos y condiciones siguientes.

CLÁUSULAS

PRIMERA.- FINES

- Es objeto del presente Acuerdo Comercial, en establecer un marco de colaboración entre ambas instituciones para desarrollar objetivos comunes y el desarrollo de actividades conjuntas en beneficio de los productores sacha inchi de la comunidad de Bellavista comprendida del distrito de Pinto Recodo, Provincia de Lambayeque.

SEGUNDA.- ANTECEDENTES

- **Roda Selva S.A.C.** Es una empresa dedicada a la Extracción de Aceite de Sacha Inchi, actualmente viene comercializando aceite de Sacha Inchi a nivel nacional y a mercados internacionales como Europa y Japon.
- **APROSIB.** Es una Asociación de productores dedicados a la producción de Sacha Inchi que desarrollan diversidad de productos agropecuarios, en beneficio de los agricultores de la asociación.

TERCERA.- ACUERDOS.

- Mediante el presente documento, las partes convienen acordar una compra venta de Sacha Inchi, las cuales deben cumplir los términos y condiciones siguientes:
 1. Programar con anticipación las entregas estimadas por la asociación APROSIB, por cada 20 días.
 2. Condiciones de Entrega:
 - Semilla: Sacos de polietileno de 50 kg.

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 derivatives value chain in Piura
- Evaluation of germplasm of Sacha Inchi (*volubilis plukenetia*) 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



Outputs

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)

20 120 3,021 5,682	Companies Organizations Farmers Hectares	} benefitted from project support
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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