Picture, infograph or similar to be included

Undertaking activities in regards to TK or on indigenous people’s lands or territories

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PhytoTrade Africa in brief

- Established in 2001
- Non-profit membership-based trade association from Southern Africa
- Donor funded
- Providers: Nine member countries and approximately 70 trading members
- Value chains: mainly NTFPs (fruits), but also roots, resins, and more recently flowers, leaves, ...
- Users: Global (local, regional and international)
- Implementation and monitoring of ABS processes across the value chain
- Industry focus: Cosmetic, food & beverage, herbal supplements
Value chain development: a bottom-up approach

Objective:

- To alleviate poverty while supporting local biodiversity conservation and sustainable use:
  - To help grow Southern Africa’s natural product industry while ensuring its long term sustainability and the sharing of benefits in a fair and equitable manner.
- Facilitated through supply chain development, product development, and market access and development to meet regional and international market requirements.

Main value chains:
Main assets:

- Transboundary species:
  - increase reliability and offer
  - Manage competitiveness

- NTFP - mainly wild harvested:
  - clear and robust resource management systems

- Seasonal harvests:
  - Diversification of income

- Great source of inspiration:
  - innovations for several industrial Sectors
Value chain development: a bottom-up approach

- Need for reliability and competitiveness to secure market (quality, quantity, availability, etc.)
- Fluctuating demand
- Cultural differences and long distance with main markets
Value chain development: a bottom-up approach

- Ingredients / PhytoTrade’s members

PTA’s members have a strategic position within value chains:

- Direct links with ILCs
  - Benefits Sharing mechanisms

- Direct links with local, regional or international users
  - Long term strategy based on resilience and competitiveness

- Directly impacted by all regulations including on ABS
  - Key VC actor for long term success at all stages

=> They carry most of the “risks”
Value chain development: supply chain / local actors

Supply development: “conservation and sustainable use”

Some actions:

- Resources assessment then management
- Provide value / income
- Community training
- Prospection for new pipeline products
Value chain development: supply chain / local actors

Supply development: “value added locally”

Some examples:

- Baobab powder in Malawi / technology transfer & organic certification
- Vegetable oils throughout our network / capacity building, technology transfer & organic certification
- Devil’s claw in Namibia / GACP & organic certifications
Value chain development: utilization of local Biodiversity

Product development: a “full ownership” approach / sovereign rights

Ownership of an ingredient derived from the Biodiversity

- Composition & physico-chemical data
- Regulatory dossier
- Commercial strategy
Value chain development: utilization of local Biodiversity

➢ Overall value:

❖ value chain (i.e. ingredient) approach to best establish long term commercial strategy and capture potential IP to be shared with local SMEs

❖ Improve the Market stability (decrease dependency)

Some examples:

➢ Baobab powder / Novel Food and GRAS

➢ Vegetable oils throughout our network / REACH and EC 1223/2009

➢ Essential oils from Namibia / GHS, REACH and EC 1223/2009
Value chain development: inclusive and impacts across actors

Market access: long term strategy

Some actions:

- Business planning with diversification objectives
- Increase local value and competitiveness to foster investments
- Raise awareness at International level
- Facilitate market connections (local, regional and international)
Value chain development: inclusive and impacts across actors

Some Impacts over time:

Data from PTA’s M&E report 2015
Fair and equitable share of benefits

=> A flexible and “fit-for-purpose” approach
Questions and answers

The seeds we plant today
Are the fruits of tomorrow
Our future lies in our hands

Thank you

For further information: www.biotrade.org