

NATIONAL EXPORTS STRATEGY PRESENTATION

**NATIONAL WORKSHOP ON "LEVERAGING AGRICULTURAL TRADE FOR
SUSTAINABLE RURAL DEVELOPMENT AND FOOD SECURITY"**

National Exports Strategy I (2013 – 2018)

- The strategic goal of NES I was for long-term export trend to match the long-term import trend. The target was to raise exports as a share of imports from 51.5% in 2011 to 75.5 % in 2017 and 93.4 % in 2022
- Sectoral development :
 - Develop 3 priority clusters of (1) Oilseed Products (2) Sugarcane Products (3) Manufacturing
 - The oilseed sector includes the three products of the Harnessing Agricultural Trade for Sustainable Development study. These are: -Groundnuts, Sunflower and Soybean products.
- The target in the Oilseed product cluster was to achieve export target of oilseed products of 7% by 2017 against what was achieved (1.9%).

Oilseed Technical Working Group

- Interventions in the oilseed sector under the NES are driven by the Oilseed Technical Working Group which is part of the TIPSWAp implementation mechanism
- The six areas of focus of the TWG
 1. Irrigation – *to encourage winter irrigation of the oilseeds*
 2. Processing and marketing - *Export Procedures*
 - Developed a manual on Rules of Origin;
 - Decentralization of issuing of Certificates of Origin – District Commissioners to be given mandate.
 3. Processing and marketing – Skills gap (Skills Gap Program)
 - Address the skills gaps existing right across the oil seed value chain.
 - Memoranda of Understanding (MoUs) between companies and institutions are signed to ensure sustainability for example Peacock Seed signed with Chancellor College and LUANAR.
 - Results : Permanent jobs to graduates and attachments to students.
 4. Seed
 - Approval of the Seed Bill. Currently at Ministry of Justice pending clearance.
 - Study to ascertain sunflower seed demand – NAIP Secretariat - MoAIWD
 - **Reforming of the Seed Certification System. Technical support to the Seed Services Unit.**

Oilseed Technical Working Group

5. Extension

Problem: poor quality of extension services as a major drawback to increasing oil seed exports.

Establishment of the Oil Seed Extension Coordination Platform to address the challenge of lack of coordination on extension services for oilseed crops.

6. Diversification driven by **The Agricultural Research and Extension Trust (ARET)**

- Since its establishment in 1995, ARET focussed on tobacco only. The NES encouraged ARET to extend its mandate to oilseed crops as well.
 - Mounting demonstration plots
 - Review of Mwimba College curriculum to include Oilseeds

7. Other issues

- The Ministry is facilitating the establishment of the Malawi Oilseed Producers and Processors Association (MOPPA).
- Malawi Bureau of Standards (MBS) attained accreditation to *ISO/IEC 17025:2005* in testing services covering the scope *Chemical Analysis – Cereals, pulses and related products*.

The Review of NES I and Design of NES II

- NES Review Process

- Review of the first NES

- Key issues that came up from the review which relate to the project: -

- Malawi's export basket remains narrow, with over dependence on export of agricultural and agro-processed products (tobacco, tea, sugar, sowing seeds, pulses, mining products).

- Trade Policy related concerns

- policy coherence and institutional alignment
 - Export issues should transcend inter-ministerial settings
 - The product base should be enlarged based on a carefully planned industrial diversification policy for agriculture, manufacturing and value-added services industries.
 - optimization on the opportunities of RVCs as well as GVCs
 - optimization on the preferential market accesses offered to Made in Malawi products and services;

- Development of the successor National Exports Strategy

- NES II design is currently ongoing and among other things will identify priority sectors - Oilseed products might be priority or not (?)

National Trade Policy

Policy Priority Areas

- Market access for Malawi's exports
 - Facilitate direct support for exporters of NES priority cluster products by implementing the national trade facilitation action plan including the Malawi Programme for Aflatoxin Control (MAPAC)
- Improve the business operating environment
- Narrow productive base : Investment and Skills
- Promoting and reducing entry costs to pro – poor trade
- Trade mainstreaming and support
 - Agricultural policy (esp. food security), fiscal and monetary policies are often in conflict with trade policy.

Thank you