

UNITED NATIONS CONFERENCE ON TRADE AND DEVELOPMENT

UNCTAD



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Business partnerships and sector approaches

Friedrich zur Heide



Biodiversity based value chain model from the field to the product

Natural environment



Ingredients



Consumer products



European and African partners (so far)



THE BODY SHOP

L'ORÉAL GROUPE

PARCEVAL



MartinBauer

LEADING THE BOTANICAL WAY.



GIVAUDAN FOUNDATION
For communities & nature

Aldivia



International Organization
of the Flavor Industry



THE INTERNATIONAL
FRAGRANCE ASSOCIATION



Herbs-Aplenty®
Since 1993
Specialists
in Organic botanicals



SAEOPA
Southern African Essential
Oil Producers' Association



MANE



DICOT



UEBT
SOURCING
WITH RESPECT

KAZA
natural oils



M.G.P

WELEDA

Since 1921

symrise



UEBT
SOURCING
WITH RESPECT



ROOIBOS COUNCIL



IRDNC

MADAGASCAR GREEN PRODUCT



Aroma forest



RAVINA
Plants for your well-being

NATUREX
part of Givaudan

floribis
Extraits de Nature

gustavheess
group of companies since 1897

MADA HERBS



Scents of
Namibia
essential oils & natural products



25 and 26 March, 2024
Palais de Nations | Geneva

Valorized resources



Marula



Buchu



Centella



Manketti



Tetrapleura



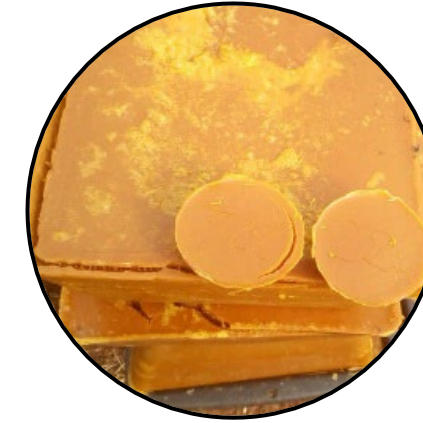
Saro



Ylang Ylang



Colophospermum mopane



Beeswax



Honeybush



Rooibos



Mondia



Devil's Claw



Commiphora wildii

Enabling environment to address market barriers at sector level

Challenges

Market Info



Supplier Info & Docs



Local Compliance



Market Compliance



Business & Financial Acumen



Reponses

Manuals, Guidelines, Templates

Especially, GMP/GACP, export guides, ABS Agreements, sustainability standards and labels

Planning & Product / Market Testing

- Raw material, ingredients & end-product testing for quality, dossiers, PIFs
- Market intelligence

Training and procedures

- Focused on production process and productivity
- Compliance, especially local rules, standards
- Mentorship/coaching

Exchanges, Networking, Exposure

- Strengthen partnerships
- Visit to important markets
- Assist to establish new partnerships

Business & Financial Acumen

- Entrepreneurial capacity building
- Access to finance
- Re-visit financing mechanisms
- Bankable models

Cross-cutting **Institutional capacity development (across sector)** **Sector level**

Public-private dialogues, multi-actor formats, SDPs

Embed into policies and plans (incl. NBSAPs)