



# and Biodiversity Conservation



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# IV BIOTRADE CONGRESS

TRADE AND BIODIVERSITY CONSERVATION

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## ACKNOWLEDGEMENTS

The IV BioTrade Congress provided a platform for BioTrade and biodiversity stakeholders from governments, the private sector and civil society to share their experiences and lessons learned in using trade as an incentive to conserve and sustainably use biodiversity while promoting benefit sharing schemes. The Congress was also an opportunity to discuss emerging issues and key trends for developing an enabling policy environment to enhance and develop competitive biodiversity-based sectors and businesses.

This report of the IV BioTrade Congress, *Trade and Biodiversity Conservation* summarizes the discussions, issues and recommendations arising from the Congress. It was prepared by Lorena Jaramillo, Lalen Lleander and David Vivas Eugui (UNCTAD Secretariat), Neiva Rosa and Maria Durleva (UNCTAD consultants), under the supervision of Lucas Assunção, Head of the Trade, Environment, Climate Change and Sustainable Development Branch, UNCTAD Secretariat. Contributors to this publication are Maria Julia Oliva (UEBT), Gunter Viteri (independent consultant), Véronique Rossow (PhytoTrade Africa) and Vanessa Ingar (MINAM). Jean Martial Ntemde (UNCTAD) also supported the preparation of this publication. The publication was edited by Vivien Stone and typeset by Sarah Thompson.

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**Guillermo Valles**  
Director

Division on International Trade in Goods and Services, and Commodities (DITC)

## PREVIOUS CONGRESSES



*Biodiversity:  
The Life of the  
Green Economy*



*Biodiversity and  
Climate Change:  
Integrating REDD+  
into Bio Trade  
Strategies*



*Biodiversity  
and Trade:  
Promoting  
Sustainable Use  
Through Business  
Engagement*



## GUILLERMO VALLES

Director, Division on International Trade in Goods and Services, and Commodities (DITC), United Nations Conference on Trade and Development (UNCTAD)



From an idea, BioTrade has evolved into a reality for around 5 million people who are sustainably managing millions of hectares in over 20 countries in Asia, Africa and Latin America. A €4.3 billion turnover – a significant increase from €35.34 million (US\$ 40 million<sup>1</sup>) in 2003 – has been generated by BioTrade beneficiaries from a variety of sectors, including personal care, food, phytopharma, fashion, ornamental flora and fauna, sustainable tourism and forest-carbon credits.

Under the BioTrade Initiative, we have developed and expanded innovative collaborations with many stakeholders to ensure effective implementation of BioTrade. This has promoted the sustainable sourcing and trade in biodiversity-based products and services, facilitating the access of these products to markets, generating income, improving livelihoods and ecosystems, increasing trade and enhancing the awareness of the value of biodiversity.

For biodiversity-based businesses to flourish, stakeholders need to create an enabling policy framework to sustainably use and trade biodiversity-based products and services, and strengthen technical and financial capacities of value chain actors.

Access to markets is essential for seizing the growing demand for biodiversity-friendly products and

services, but at times companies face regulatory challenges. For example, the European Union (EU) Novel Foods Regulation affected the market access of baobab fruit powder, which was considered “novel food”, as it was not consumed significantly in the EU prior to 1997. PhytoTrade Africa, UNCTAD and other partners launched the application process to obtain market approval for baobab fruit powder. The process lasted three years and cost €250 000–350 000. Today, seven factories operating in five countries in southern Africa are sustainably harvesting and processing baobab value-added products to satisfy the demand that is growing at 30 per cent year on year. We hope to have more of “baobab” experiences over the coming years.

UNCTAD could not have facilitated all this progress on its own. It required the continued trust and active engagement of BioTrade partners and practitioners who believed that trade can be a positive incentive in emphasizing the importance and conservation of biodiversity and in enhancing local livelihoods for the economic growth of countries.

We see a promising future for biodiversity practitioners as an estimated 19 per cent annual growth rate for goods and services with BioTrade potential is foreseen until 2020. This currently represents 4 per cent of world trade (equivalent to US\$ 290 billion).



In moving forward, the implementation of the Aichi Targets, the Sustainable Development Goals (SDGs), and addressing environmental risks such as the loss of species and ecosystems and climate change, enable UNCTAD and other stakeholders to sustainably develop sectors and generate livelihoods through the trade of products and services derived from biodiversity.

The IV BioTrade Congress, “Trade and Biodiversity Conservation” was organized with the support of the Swiss State Secretariat for Economic Affairs SECO. This fourth congress was particularly special as it commemorated 20 years of the BioTrade Initiative, which was launched by UNCTAD in 1996. The initiative was UNCTAD’s response to Agenda 21 and it supports the objectives of biodiversity-related multilateral environmental agreements (MEAs), most notably the Convention on Biological Diversity (CBD) and the Convention on International Trade in Endangered Species of Wild Fauna and Flora (CITES). It was conceived as a pioneer approach to link sustainable trade and investment in biodiversity as an engine for economic growth for developing countries.

“Mainstreaming biodiversity”, the theme of the 13th session of the Conference of the Parties to the CBD, emphasizes the importance of working together to raise awareness on the contribution biodiversity can make to human well-being and the global economy.

In halting biodiversity loss, inaction is not an option, especially when 60 per cent of the world’s ecosystems are degraded or used unsustainably. Initiatives such as BioTrade can contribute to fighting biodiversity loss.

In conclusion, UNCTAD would like to express its deep appreciation and gratitude to the CBD and CITES secretariats and BioTrade partners, such as the ministries of environment in Colombia, Peru and Viet Nam, the Development Bank of Latin America (CAF), Union for Ethical BioTrade (UEBT) and PhytoTrade Africa for their long-standing collaboration with UNCTAD. On behalf of UNCTAD, I would like to specifically thank the Government of Switzerland, particularly the Swiss State Secretariat for Economic Affairs SECO, for its continued support of UNCTAD’s BioTrade Initiative; and, finally, to offer my thanks to the experts for their valuable contribution and to all participants to the IV BioTrade Congress.

<sup>1</sup> The average exchange rate US dollar to euro was US\$ 0.883 to €1.00 (<http://www.canadianforex.ca/forex-tools/historical-rate-tools/yearly-average-rates>).



# IV BIOTRADE CONGRESS: TRADE AND BIODIVERSITY CONSERVATION

**Biodiversity** – the variety of living organisms found in plants and animals, their genes, ecosystems and ecological processes – is the basis of life. Biological resources and ecosystem services play an essential role in addressing the basic needs of people as well as providing inputs to industrial activities.

Biodiversity and trade are interlinked. The Development Bank of Latin America (CAF) estimated that 4 per cent of international trade is based on biodiversity-based products and services. A variety of industries use biodiversity; for instance, by sourcing ingredients that are transformed into value-added products and traded to nature- and socially conscious consumers. Biodiversity is also a source of innovation when new products are traded based on an active ingredient or serves as an inspiration for packaging, marketing and product design.

Trade can support economic growth and development and is recognized as such within the action areas of the Addis Ababa Action Agenda, the 2030 Agenda and the Sustainable Development Goals (SDGs). Trade policies can support and promote biodiversity conservation and sustainable use, tackle over-exploitation, as well as reform subsidies harmful to biodiversity. However, accessing markets, particularly for developing countries' small and medium-sized enterprises (SMEs) could be a challenge due to the regulatory, standards and certification requirements needed. Adding to this complexity, the marketplace and the policy landscape is changing resulting from the implementation of the Nagoya Protocol, the Aichi Targets, SDGs and other international agreements.

During the 14th session of the United Nations Conference on Trade and Development (UNCTAD 14), held in July 2016, in Nairobi, Kenya, UNCTAD Member States adopted the Nairobi Maaifikiano (consensus). It reaffirms the role of UNCTAD

“to promote the sustainable trade in biodiversity products and services to strengthen the sustainability of biodiversity and foster sustainable growth, in close cooperation with other relevant agencies where appropriate”. This role has been reflected in CBD and Nagoya Protocol COP decisions, which highlight the importance of trade as an enabler in mainstreaming biodiversity.

UNCTAD's BioTrade Initiative and its partners have been building the business case for over two decades that trade can be a positive incentive to enhance the importance of biodiversity for economic growth in developing countries, particularly those endowed with rich natural resources (see Box 1). It was a pioneering endeavour that recognizes the linkages between sustainable trade and investment in biodiversity; valuing and generating direct benefits from the sale of biodiversity-derived products in sustaining livelihoods and incentivizing the conservation of biodiversity.

To help biodiversity-based businesses flourish, stakeholders need to create an enabling policy framework to sustainably use and trade biodiversity-based products and services in a variety of sectors, and strengthen the technical and financial capacities of value chain actors (see Box 1). Initiatives such as BioTrade are only part of the solution in enhancing the positive role that sustainable trade and businesses play in mainstreaming biodiversity within the global economy. As with many other initiatives, BioTrade depends on an enabling policy framework and the active involvement of multiple actors, among them government agencies, the private sector and civil society. It needs a strong coordination and robust regulations, and requires transversal policies, including development and planning processes, as well as economic, trade, environmental and sustainable consumption and production policies.

## **Strategic Plan for Biodiversity 2011–2020 and the Aichi Biodiversity Targets and mainstreaming biodiversity**

The Strategic Plan for Biodiversity 2011–2020 and its Aichi Targets form the agreed global biodiversity roadmap. The plan was adopted in 2010 during the 10th Meeting of the Conference of the Parties (COP 10) to the CBD. It is comprised of 20 targets and divided into five strategic goals; CBD Parties

implement it through their national biodiversity strategies and action plans (NBSAPs).

Despite efforts to engage governments, the private sector and other stakeholders, in stressing the importance of the sustainable use of resources, and achievements such as the Nagoya Protocol, the

world still faces biodiversity loss at accelerated rates. After a mid-term analysis of the implementation of the Strategic Plan, the CBD has urged Parties to mainstream biodiversity as a way to improve implementation. Time is running out to achieve the targets by 2020. Conservation organizations (such as

WWF<sup>2</sup> and IUCN<sup>3</sup>) have warned that much more is needed for biodiversity loss to be halted. Considering this and the impact of the productive sector on the environment (as both causes of and solutions to environmental problems), the central theme of the 13th Conference of the Parties (COP 13) to the CBD

<sup>2</sup> <http://www.efeverde.com/opinion/la-biodiversidad-en-el-centro-de-la-agenda-del-desarrollo-por-ximena-barrera-wwf-colombia/>

<sup>3</sup> <https://www.iucn.org/news/un-biodiversity-conference-2016-compromise-pinch-salt>

### BOX 1. BioTrade Initiative (UNCTAD)

UNCTAD launched the BioTrade Initiative as an instrument to enable countries to harmonize economic development with conservation of biodiversity through the trade of biodiversity-based goods and services. Additionally, it contributes directly to the achievement of conservation and sustainable development objectives of multilateral environmental agreements (MEAs) such as the Convention on International Trade in Endangered Species of Wild Fauna and Flora (CITES), with which UNCTAD has collaborated, to promote legal, sustainable and traceable trade in endangered species.

BioTrade refers to the collection, production, transformation and commercialization of goods and services derived from native biodiversity (species and ecosystems) under environmental, social and economic sustainability criteria. To fully develop this concept, UNCTAD, jointly with international and national partners and practitioners, established the BioTrade Principles and Criteria (BT P&C). These, combined with the four distinctive approaches (value chain, sustainable livelihoods, ecosystem and adaptive management), guarantee the sustainability of the interventions. This framework addresses the objectives of biodiversity-related MEAs in the broader context of sustainable development and responsible business. For instance, the BT P&C enable the identification of social, economic and environmental challenges and gaps to be addressed through the implementation and monitoring of customized workplans to guarantee actions are sustainable. UNCTAD and its partners also support governments to address policy gaps and duplications limiting the development of BioTrade activities. Additionally, they develop studies and capacity-building and advocacy initiatives to address trade barriers limiting access to key import markets.

BioTrade is being implemented in a variety of sectors including:

SECTOR	TYPE OF PRODUCT
Personal care	Essential oils, natural dyes, soaps, cream and butters, cosmetics, etc.
Pharmaceutical (phytopharma)	Extracts, capsules and infusions from medicinal plants and algae, etc.
Food	Fruits pulps, juices, jams, biscuits and sauces, spices, nuts, tubers, snacks, food supplements, meat from caiman and fish, etc.
Fashion	Skin and belts, purses from <i>Caiman yacare</i> , etc.
Ornamental flora and fauna	Heliconias, orchids, butterflies, etc.
Handicrafts	Jewellery, decorative objects based on native species, garments, etc.
Textiles and natural fibres	Furniture and decorative objects based on natural fibres, purses, shoes, etc.
Sustainable tourism	Ecotourism, nature-based tourism, community-based tourism, etc.
Forestry-based carbon credit activities	Reducing Emissions from Deforestation and Forest Degradation, conservation, sustainable management of forests and enhancement of forest carbon stocks (REDD+), greenhouse gas (GHG) emissions mitigation strategies for specific value chains, etc.

BioTrade has, over the years, provided for concrete actions to enhance livelihoods and ensure the conservation and sustainable use of biodiversity, including valuing and mainstreaming biodiversity into economic sectors, and enabling improved biodiversity governance. These aims are embodied in the Aichi Targets and the SDGs, and BioTrade brings real possibilities to contribute to the achieving these targets. The work undertaken will contribute to the implementation of almost all SDGs, notably SDGs 14, 15, 17 and 12. Examples of the contribution of the BioTrade Initiative and its partners can be seen in *20 years of BioTrade: Connecting people, the planet and markets* and in Annex 1.

For further information: [www.biotrade.org](http://www.biotrade.org) or [www.unctad.org/biotrade](http://www.unctad.org/biotrade)

was the mainstreaming of biodiversity conservation and sustainability, with particular emphasis on agriculture, forestry, fisheries and tourism.

The CBD supports the theme of mainstreaming biodiversity in its Article 6, subsection b: “integrate, as far as possible and as appropriate, the conservation and sustainable use of biodiversity in plans, programs and sectoral and intersectoral policies”; and in Article 10 (a), calling on the parties to, as far as possible and as appropriate, “integrate consideration of the conservation and sustainable use of biological resources into national decision-making”. The theme is also incorporated into the Strategic Plan, specifically objectives A and B.

The first objective focuses on transversal policies, including development and planning processes, economic policies and sustainable consumption and production; the second on mainstreaming biodiversity in sectors such as agriculture, forestry and fisheries.

This context reinforces that there are opportunities for stakeholders engaged in BioTrade to contribute to achieving the Strategic Plan, and also to the SDGs, as shown in Annex 1. Thus, this initiative benefits business, the environment and society. It is within this context that UNCTAD organized the IV BioTrade Congress focusing on trade as a tool to mainstream biodiversity.

### The IV BioTrade Congress

The IV BioTrade Congress took place on 3 December 2016 in parallel with the Ministerial High Level Segment of the CBD COP 13 in Cancun, Mexico. The Congress provided a platform for environmental policymakers, BioTrade partners, the private sector, academia, interested NGOs and civil society to discuss ways of enhancing the positive role that sustainable trade and businesses play in mainstreaming biodiversity into the global economy. The event was organized in three plenary sessions (see p.7).

Concretely, the Congress promoted substantive discussions on actions and experiences generated in the policy arena and business arena. These covered challenges, opportunities, lessons learned and best practices on how sustainable use and trade in biodiversity has contributed to conservation, the livelihoods of rural communities, the profitability

of industries, and brought prosperity for developing countries. A business-to-business roundtable also fostered innovative approaches and disseminated lessons learned on how trade in biodiversity-based products and services, can help mainstream biodiversity within economies.

Celebrating 20 years of the BioTrade Initiative, the IV BioTrade Congress highlighted the presence of the “founders” of the BioTrade Initiative and thanked them for their important contributions: Rafael Sanchez, an active pioneer and believer in BioTrade, especially in Latin America; Maria Luisa del Rio, senior advisor to the Environment Minister of Peru; Rik Kutsch Lojenga, now the Executive Director of the Union for Ethical BioTrade (UEBT), a spin-off of the BioTrade Initiative; and Lorena Jaramillo who is managing the UNCTAD BioTrade team in Geneva.



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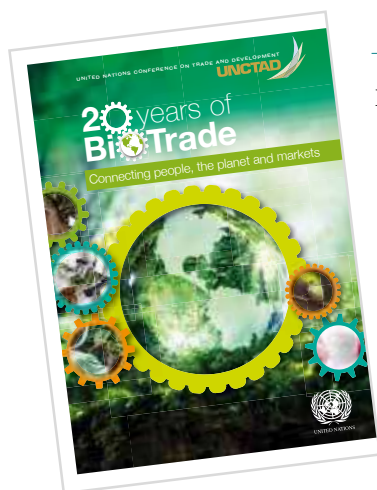


## IV BioTrade Congress

### Trade and Biodiversity Conservation

TIME	SESSION	CHAIR	
09:00	Registration		
09:45–11:00	<p>Welcome remarks and celebration of the 20 years of BioTrade</p> <p>UNCTAD Speakers:</p> <ul style="list-style-type: none"> <li>• Elsa Patricia Galarza Contreras, Minister of Environment, Peru</li> <li>• Marc Chardonnens, State Secretary, Federal Office for the Environment, Switzerland</li> <li>• David Cooper, Deputy Executive Secretary, CBD</li> </ul>	Lucas Assunção, Head of Trade, Environment and Development Branch, UNCTAD	
	Launch of the publication <i>20 years of BioTrade: Connecting people, the planet and markets</i>		
11:00–12:30	<p>Session 1: Using trade and ABS policy to mainstream biodiversity</p> <p>UNCTAD Speakers:</p> <ul style="list-style-type: none"> <li>• Balakrishna Pisupati, Coordinator for Biodiversity MEAs and SDG Programme, UNEP</li> <li>• Nguyen Thanh Vinh, Deputy Director, Biodiversity Conservation Agency, Viet Nam</li> <li>• Vanessa Ingar Elliott, BioTrade Specialist, Ministry of Environment, Peru</li> <li>• Claude Fromageot, Sustainable Development Director, Groupe Rocher and Director, Yves Rocher Foundation, France</li> </ul>	Lorena Jaramillo, Economic Affairs Officer, UNCTAD	
12:30–14:00	Networking lunch		
14:00–15:30	<p>Session 2: Innovation, entrepreneurship and financing for biodiversity</p> <p>UNCTAD Speakers:</p> <ul style="list-style-type: none"> <li>• German Schafer, CEO, BioProcol, Colombia</li> <li>• Mauricio Mira Pontón, Head, Green and Sustainable Business Office, Ministry of Environment and Sustainable Development, Colombia</li> <li>• René Gómez-García Palao, Coordinator, Green Business Unit, CAF</li> <li>• Véronique Rossow, Head, Research and Development, PhytoTrade Africa/UNCTAD expert</li> <li>• Martha Kangandjo, Manager, Eudafano Women's Co-operative, Namibia</li> </ul>	David Vivas Eugui, Legal Affairs Officer, UNCTAD	
15:30–16:00	Coffee break		
16:00–18:00	<p>BioTrade business roundtable: Innovation and ethical sourcing for people and biodiversity</p> <p>(UEBT) Speakers:</p> <ul style="list-style-type: none"> <li>• Annette Piperidis, Manager Sustainable Sourcing, Weleda AG, Switzerland</li> <li>• Angela Pinhati, Director of Industry, Natura Cosmetics, Brazil</li> <li>• Guadalupe Bojorquez, General Manager, Mexialoe Laboratorios, Mexico</li> <li>• Maria Julia Oliva, Senior Coordinator for Policy and Technical Support, UEBT</li> </ul> <p>Roundtable discussion with speakers and other private sector representatives:</p> <ul style="list-style-type: none"> <li>• Marie Marache, Sustainable Development Team, Groupe Rocher, France</li> <li>• German Schafer, CEO, BioProcol, Colombia</li> <li>• Gastón Vizcarra, President/Co-founder, Candela, Peru</li> </ul>	Rik Kutsch Lojenga, Executive Director, UEBT	
18:00–18:45	Closing of the IV BioTrade Congress – UNCTAD		
19:00–20:30	Cocktail to celebrate 20 years of BioTrade		

# 20 YEARS OF BIOTRADE: CONNECTING PEOPLE, THE PLANET AND MARKETS



To celebrate the achievements of the BioTrade Initiative, over the past 20 years, a publication on BioTrade’s contribution to sustainable development was prepared, in collaboration with UNCTAD partners and biodiversity practitioners. The book, 20 years of BioTrade: Connecting people, the planet and markets, demonstrates BioTrade’s impact, best practices and lessons learned through concrete cases on using flora, fauna and ecosystem services sustainably.

The publication illustrates how combining science, biodiversity and trade can:

- Conserve **the planet**, by improved conservation of biodiversity;
- Support **people**, by generating jobs and enhancing livelihoods; and
- Support **market access**, with innovative products,

through enhancing the competitiveness of SMEs and business associations, and by tackling trade barriers.

**Partnerships** are also essential in achieving sustainable development and key selected cases at national, regional and international levels are detailed. Finally, the document also provides a critical view of BioTrade and includes qualitative and quantitative information on its inputs to ongoing processes related to the 2030 Agenda for Sustainable Development and the SDGs, the Strategic Plan for Biodiversity 2011–2020 and the Aichi Targets, MEAs and other international development processes.

A summary of the topics covered and case studies in this commemorative publication are included in Table 1 and the complete document can be downloaded at [http://unctad.org/en/PublicationsLibrary/ditcted2016d4\\_en.pdf](http://unctad.org/en/PublicationsLibrary/ditcted2016d4_en.pdf)

**TABLE 1. Topics and case studies covered in 20 years of BioTrade: Connecting people, the planet and markets**

CONTENT/ARTICLE	TOPICS COVERED
BioTrade – harmonizing trade, biodiversity and livelihoods	<b>BioTrade history and conceptual framework</b> The evolution of BioTrade over the past 20 years is outlined; starting with the creation of the term “BioTrade” and the launch of the BioTrade Initiative by UNCTAD. Featured is a cross-section of organizations and companies in a number of countries and across a variety of sectors – all currently engaged in BioTrade. The relationship of BioTrade with the achievements and objectives of biodiversity-related MEAs (CBD and CITES) and the SDGs is also analysed. Turning BioTrade into a market driver for sustainability has required defining opportunities for BioTrade products, ensuring market access and staying on top of market trends. Looking ahead, a key priority is securing sufficient private sector buy in. Finally, financing for green businesses and BioTrade is a critical factor hindering the development of the sector. The available financial products are limited, and are not adapted to the characteristics of production cycles and BioTrade businesses. Action is needed at different macro-, meso- and micro-levels to address this limitation.
BioTrade: An opportunity for synergy with multilateral agreements	
BioTrade: A market driver for sustainable development	
Reflections on the drivers of economic and financial sustainability in BioTrade initiatives	
BioTrade and livelihoods – a possible synergy	<b>BioTrade and people</b> BioTrade has delivered positive impacts for its beneficiaries in the last two decades. The case studies illustrate the work being promoted by BioTrade practitioners in Asia, Africa and Latin America, in the personal care, phytopharma and food sectors. Beneficiaries are wide ranging, from indigenous communities, women’s associations, product-based associations, to communities who are sustainably transforming their biodiversity into products and services. The trade in BioTrade products and services increases these communities’ incomes and enhances their capacity and ability to compete with differentiated value-added products and services that are traded in national and international markets. Also, innovative approaches and experiences shared demonstrate the strong commitment to respecting, protecting, valuing and compensating the traditional knowledge (TK) of local communities, in line with access and benefit sharing (ABS) principles and the Nagoya Protocol.
Ecoflora Cares: <i>Jagua</i> value chain (Colombia)	
Achuar and Shuar communities and the Chankuap Foundation: Resources for the future (Ecuador)	
Sandalwood: Ethical sourcing of a unique and valued fragrance (Sri Lanka)	
Traditional knowledge as a business model: Takiwasi and Ampik Sacha (Peru)	
Up in the mountains: Traditional herbal remedy improves livelihoods of ethnic minority communities (Viet Nam)	

BioTrade and the CBD – supporting conservation and sustainable use of biodiversity	<p><b>BioTrade and the planet</b> BioTrade has benefited and positively impacted biodiversity in different biodiversity-based sectors and regions through the development of methodologies, guidelines, training courses, as well as enhancing governance to support its conservation and use. The articles provide examples of initiatives being promoted by BioTrade practitioners in Asia, Africa and Latin America, working on traceability systems for orchids, sustainably managing non-wood forest products, recovering amphibians through breeding technologies, and forest carbon initiatives. Beneficiaries are using their native biodiversity in a manner that contributes to conservation.</p> <p>The cases described contribute directly to: <b>Aichi Targets:</b> 2, 3, 4, 7, 11, 12, 13, 18, 19, 20 <b>SDGs:</b> 1, 2, 5, 8, 9, 10, 12, 13, 15, 16</p>
Natura and the Suruí Forest Carbon Project (Brazil)	
EcuaFrog, WIKIRI and the amphibian pet trade (Ecuador)	
Sustainability principles and criteria applied to wild collection of non-wood forest products (Kosovo)	
Traceability in orchids: A win-win tool to enhance sustainable trade (Peru)	
BioTrade and market-driven strategies to develop biodiversity-based sectors and businesses	<p><b>BioTrade and markets</b> Through BioTrade, its beneficiaries – companies, associations and projects – are placing their products and services not only in national markets but also regional and international ones across a variety of biodiversity-based sectors. The case studies presented illustrate working with flora and ecosystem services (sustainable tourism) in Africa, Asia and Latin America. Challenges faced and overcome, as well as opportunities for exporting native biodiversity products into international markets are explored. Finally, the initiatives also show how markets recognize the role of community-based initiatives in developing products and tourism attractions while also seizing growing market trends to conserve ecosystems and landscapes.</p> <p>The cases described contribute directly to: <b>Aichi Targets:</b> 1, 2, 3, 4, 7, 16, 19 <b>SDGs:</b> 1, 2, 8, 9, 10, 12, 15</p>
Developing inclusive and resilient indigenous natural products sector in (southern Africa)	
Communitarian ecotourism: An idea full of nature (Colombia)	
Promoting sustainable cocoa (Ecuador)	
Novel food regulation: Beyond a technical protocol? <i>Sacha inchi</i> oil (Peru)	
When all that is needed is a little push (Viet Nam)	
The role of partnerships in unlocking BioTrade potential	<p><b>Partnerships</b> Developing partnerships is essential to achieving sustainable development, and addressing emerging issues that have an impact on biodiversity and BioTrade. For instance, partnerships can help address new developments in MEAs (such as the Nagoya Protocol), the SDGs, peacebuilding, and accessing international markets (e.g. trade agreements, non-tariff measures, commercial partnerships, etc.). Through concrete examples of partnerships being established, a variety of stakeholders are promoting the sustainable use of biodiversity and/or BioTrade in Asia, Africa and Latin America across a variety of sectors, ecosystems and political contexts.</p> <p>The cases described contribute directly to: <b>Aichi Targets:</b> 1, 3, 2, 4, 6, 7, 12, 13, 16, 18, 19 <b>SDGs:</b> 1, 2, 8, 9, 10, 11, 12, 15, 16, 17</p>
The BioTrade Initiative and CITES	
BioTrade – a resilience-building tool: Helping states fulfil the pledge of leaving no one behind	
Vision matters: BioTrade implementation (Viet Nam)	
Biodiversity-based businesses: Leveraging new ecological economies	
Enhancing the sustainability of the python skin trade through innovative partnership	
BioTrade and people	<p><b>Future challenges and opportunities</b> There are trade-related opportunities and limitations when developing biodiversity and BioTrade endeavours, and governments and the private sector are key players in capturing the real economic value of biodiversity. The articles provide a critical view of the impact of BioTrade and biodiversity-businesses on livelihoods, in conserving biodiversity, in accessing environmentally and socially friendly markets, and in capturing the development opportunities arising from the SDGs and the Aichi Targets.</p>
BioTrade as a conservation tool	
Emerging issues on markets for BioTrade and biodiversity-based businesses	
BioTrade and sustainable development	
BioTrade, Aichi Targets and the SDGs	

Source: Extracts from UNCTAD, 2016. *20 years of BioTrade: Connecting people, the planet and markets*. [http://unctad.org/en/PublicationsLibrary/ditcted2016d4\\_en.pdf](http://unctad.org/en/PublicationsLibrary/ditcted2016d4_en.pdf)



# BUILDING LONG-STANDING PARTNERSHIPS TO ACHIEVE SUSTAINABLE DEVELOPMENT

## CHAIR



**Lucas Assunção**,  
Head of Trade,  
Environment and  
Development Branch,  
UNCTAD

## SPEAKERS



**Elsa Patricia Galarza  
Contreras**, Minister of  
Environment, Peru



**Marc Chardonens**,  
State Secretary,  
Federal Office for the  
Environment, Switzerland



**David Cooper**, Deputy  
Executive Secretary,  
CBD

The collaboration of trade, environment and development stakeholders can be a powerful partnership in building the link between biodiversity and development. This was stated during the opening session of the Congress, which focused on the theme of the CBD COP 13, mainstreaming biodiversity, and the celebration of 20 years of BioTrade. Speakers highlighted BioTrade's achievements in supporting sustainable development targets while providing a critical view of the future opportunities and challenges to be faced.

From its origins, UNCTAD conceived BioTrade as a pioneering approach to using trade as a positive incentive in the conservation of biodiversity and fostering economic prosperity for developing countries. This approach is fully embraced in Peru which promotes the creation and consolidation of native biodiversity businesses as an incentive for conservation. "BioTrade is helping companies apply environmental, social and economic sustainability criteria in line with the objectives of the National Biodiversity Strategy and the CBD". Since 2001, many achievements have been made in implementing BioTrade in practice, but continued joint work is needed in scaling up experiences and developing tools for promoting investment in BioTrade, traceability systems, ABS and awareness of trade topics that could affect BioTrade.

Switzerland, through SECO, has also been a long-standing supporter of BioTrade: stating, "BioTrade has assisted Switzerland in fulfilling its own biodiversity commitments under Aichi [Targets], as well as by providing essential services for human and economic well-being... Moreover, in the coming years, the Government of Switzerland will be directly involved in the question of biodiversity and promotion of BioTrade at different levels". It notes cooperation with UNCTAD and other national and regional partners.

The CBD Secretariat stated how UNCTAD's BioTrade Initiative has been recognized in many CBD COP decisions "as an important contribution to achieving the sustainable use of biodiversity components and, by harnessing the commercial interest in using biological resources, generating incentives for biodiversity conservation. BioTrade thus constitutes an important tool for the conservation and sustainable use of biodiversity". This approach has been reinforced by the entry into force of the Nagoya Protocol in 2014, which increases the synergies between BioTrade principles and those of ABS as mutually supportive, contributing to the fair and equitable sharing of benefits resulting from the use of biodiversity, and to broader sustainable development goals. The fourth Global Biodiversity Outlook provides the mid-term review of progress





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of the Strategic Plan for Biodiversity 2011–2020 and its 20 Aichi Targets and, stresses the need to enhance mainstreaming of biodiversity into economic sectors and across society as an important action to achieve the targets. Trade in biodiversity-based products and services, including BioTrade, can be a tool to achieve such mainstreaming of biodiversity but requires an enabling environment with supportive policies and legal frameworks in place to remove trade barriers, while facilitating and streamlining certifications and labelling of products.

During the discussions, the growing consumer awareness of the importance of sustainable consumption of biodiversity-based products and biodiversity conservation was recognized. Furthermore, companies are also becoming more active in promoting biodiversity-friendly initiatives such as corporate social responsibility for sourcing natural products. Taking this fact into consideration, trade in biodiversity-based products and services can be an important tool in mainstreaming biodiversity into different sectors. However, it was also recognized that this remains a niche market and further efforts are needed to enhance the awareness of consumers, businesses and governments regarding the value of biodiversity,

BioTrade congresses are considered by the Peruvian Ministry of Environment to be an outstanding

platform for sharing experiences and lessons learned from various sectors and regions. They also provide opportunities to jointly identify solutions to:

- enhance the livelihoods of local communities;
- generate new value-added products and services;
- participate in niche markets with a high potential for exports; and
- promote sustainable ventures and responsible businesses and business practices.

Echoing this perception, the CBD Secretariat and the Swiss Government expressed the idea that congresses could be a way to inspire further actions based on the BioTrade experiences, by bringing together other countries and actors to further develop an already growing number of partners and implementation of BioTrade programmes.

Finally, participants expressed their congratulations and appreciation to UNCTAD and its partners for 20 years of making BioTrade a real opportunity for developing countries. They reaffirmed their willingness to be partners in sustainable trade and biological conservation – a key approach to safeguarding and sustaining ecosystems and livelihoods of the poor for the next 20 years.

# IV.

## USING TRADE AND ACCESS AND BENEFIT SHARING POLICY TO MAINSTREAM BIODIVERSITY

### CHAIR



**Lorena Jaramillo,**  
Economic Affairs Officer,  
UNCTAD

### SPEAKERS



**Balakrishna Pisupati,**  
Coordinator for  
Biodiversity MEAs and  
SDG Programme, UNEP



**Nguyen Thanh Vinh,**  
Deputy Director,  
Biodiversity Conservation  
Agency, Viet Nam



**Vanessa Ingar Elliott,**  
BioTrade Specialist,  
Ministry of Environment,  
Peru



**Claude Fromageot,**  
Sustainable  
Development Director,  
Groupe Rocher and  
Director, Yves Rocher  
Foundation, France

### Background

Access to markets is essential to capture the growing demand of environmentally and socially conscious consumers. In doing so, companies and SMEs may face regulatory challenges when trading their value-added biodiversity products. Trade policy may or may not support biodiversity by removing or reforming harmful incentives to the production and trade of sustainably sourced products and services in a variety of sectors such as agriculture, forestry,

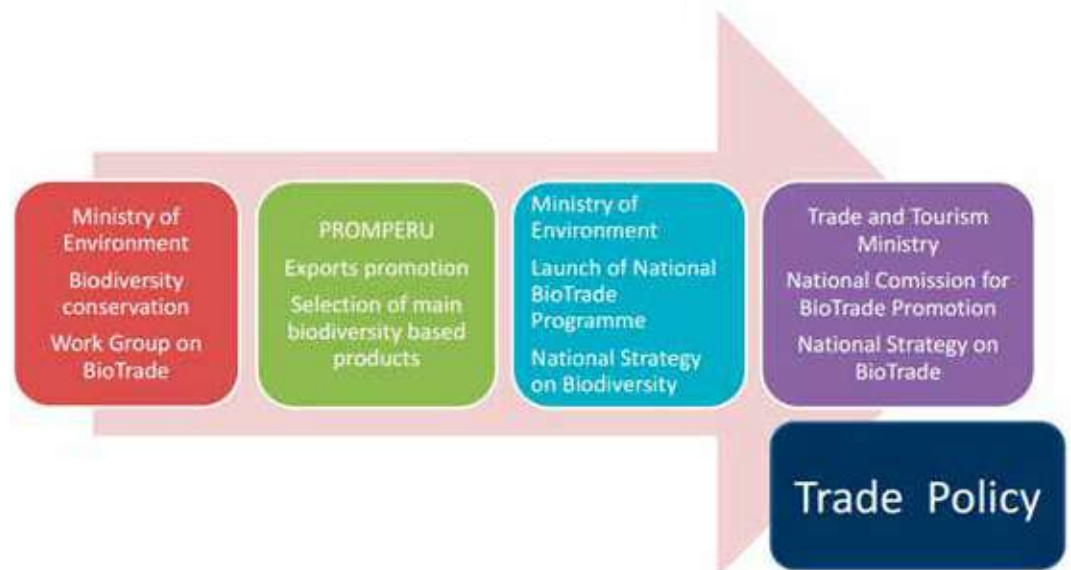
fisheries, biotechnology and energy. Broadening trade records to recognize the economic value and nature of biodiversity products, not just price, may also support enhancing the value and importance of biodiversity. Moreover, trade and ABS policies may stress the importance of sustainable sourcing and developing businesses and products under benefit sharing schemes that fulfil the Nagoya Protocol.

### Summary of discussions

Despite the importance of trade, there is limited understanding of how trade policies may affect the conservation and sustainable management of biodiversity. Addressing the lack of interaction and coherence between conservation/environment and trade policies, and enhancing dialogue between the environment and trade communities can be a starting point.

Collaboration and mainstreaming biodiversity into different economic actors, from trade, environment, agriculture, research, universities and the private sector, was shown by the Peruvian experience from its National Commission for BioTrade Promotion and formulation of the National BioTrade Strategy (Figure 1). Under BioTrade, the country addressed trade barriers for selected biodiversity-based products and mobilized efforts from different

**FIGURE 1. BioTrade as a tool to mainstream biodiversity into the economic sectors**



Source: Extract from Vanessa Ingar Elliott presentation at the IV BioTrade Congress, 2016.

stakeholders to support trade friendly measures focused on biodiversity conservation. Efforts are also focused on developing quality standards, product and process information and specifications, and traceability systems that support the sustainable use and trade of selected species,<sup>4</sup> estimated at US\$ 360 million in 2015. This has facilitated market access of native species, including the novel food approval of *sacha inchi* to enter the EU market with the support of BioTrade companies, government advocacy, academia and international cooperation. Finally, Peru has also defined harmonized system (HS) codes that document the trading of biodiversity-prioritized species under BioTrade.

However, UNEP stated that the economic benefits from trade in biological resources are neither optimized nor captured fully by countries, due to a limited value-based export and trade policy systems. For example, trade data, under customs coding and classification, show only price; not the real economic value of biodiversity.

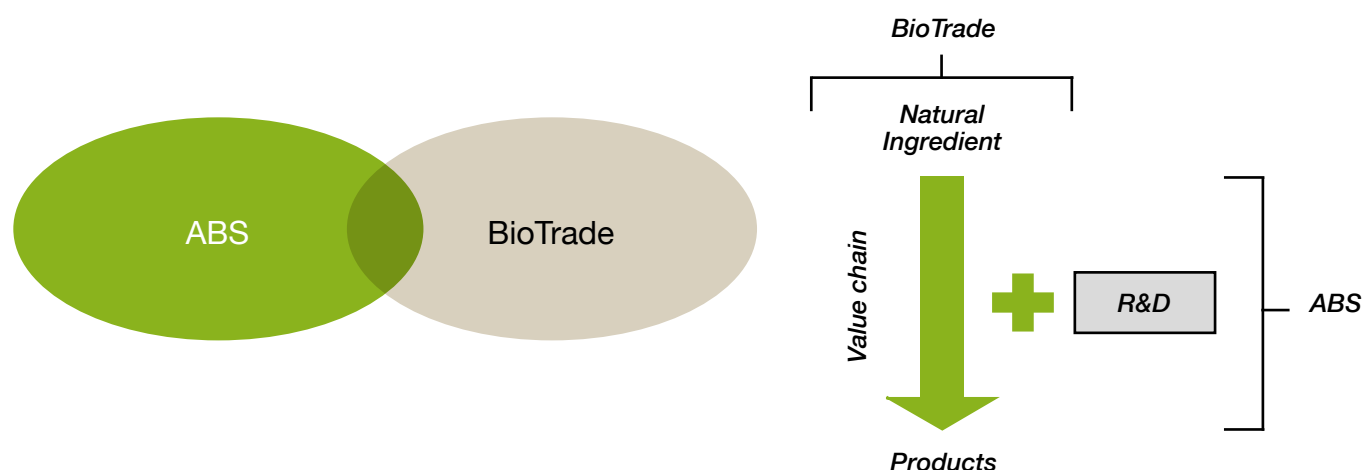
The BioTrade-friendly implementation of the Nagoya Protocol is a key aspect in the development

of biodiversity and BioTrade businesses, and requires implementation and/or adaptation of national ABS legislation. In Viet Nam, the Biodiversity Conservation Agency is implementing the Nagoya Protocol through the drafting of a new ABS decree, as well as defining the interface between BioTrade and ABS (see Figure 2). UNCTAD has supported the Biodiversity Conservation Agency by providing technical assistance, capacity-building activities and technical studies to clarify which research and development activities, particularly those related to BioTrade, need to be undertaken in the licensing procedure required by the new ABS decree. This is not an easy task and the challenges faced are administrative procedures for granting ABS permits, limited experience in implementing ABS agreements and negotiation, limited awareness of consumers and government, among others. Moreover, a BioTrade-friendly ABS legislation is expected to be achieved when the scope of activities between Nagoya Protocol and the Vietnamese ABS laws and the Vietnamese BioTrade programme are aligned. Further clarity is expected with the revision of the Biodiversity Law in 2018.

<sup>4</sup> The species are *achiote (Bixa orellana)*, *cochineal (Dactylopius coccus)*, *kiwicha (Amaranthus caudatus)*, *lucuma (Pouteria lucuma)*, *maca (Lepidium meyenii and Lepidium peruvianum)*, *corn (Zea mays)*, *Brazil nut (Bertholletia excelsa)*, *quinoa (Chenopodium quinoa)*, *sacha inch (Plukenetia volubilis L., commonly known as sacha inchi, inka peanut or just inka nut) and tara (Caesalpinia spinosa)*.

**FIGURE 2. The Vietnamese approach to the interface between ABS and BioTrade**

### Interlink between ABS and BioTrade



*Only BioTrade activities that involve R&D activities have to undertake the licensing procedure required by the ABS Decree*

Private sector companies are also drivers in supporting the CBD. Groupe Rocher shared its experience in connecting economic activities and biodiversity, while raising awareness and mainstreaming biodiversity and the Aichi Targets. Groupe Rocher has formulated a new kind of social commitment at all levels of the company, motivating and driving employees and actors towards sustainable actions and being involved in concrete experiences in the field. These experiences enabled stakeholders to consider a more comprehensive and inclusive approach that goes beyond the traditional supply chain approach. This is necessary in order to understand and implement an economic model to protect biodiversity and favour ABS, and understand

the relationship of its actions with biodiversity. For example, Groupe Rocher established a partnership with ABS authorities in Madagascar, local communities and suppliers of the company's ingredients (e.g. *Aphloia* and *Sigesbeckia*). As a result of this joint work, it has formulated an ABS protocol that can be applied in the research on cosmetics properties. It is essential to demonstrate and disseminate the benefits of this model to generate behavioural change in people towards sustainable development, while continuing to collaborate with a variety of actors, including academia and other companies (SMEs, transnational corporations) in achieving it.

### Key conclusions

- Collaboration, inclusiveness and commitment by a variety of stakeholders may favour implementation, development and adaptation of current trade policies and environmental agreements to mainstream biodiversity and seize the opportunities arising from the sustainable use of biodiversity. Particularly, multidisciplinary collaboration was seen as essential to support these goals.
- An enabling and coherent trade and biodiversity policy, supported by a regulatory framework, can support businesses trading biodiversity-based products and services across a variety of sectors. Moreover, mainstreaming the value of biodiversity into the economy requires the availability of trade-related information, including trade statistics, which capture the value of biodiversity. Formulating a clear definition on trade in biological and genetic resources and ABS in light of the Nagoya Protocol is also critical.
- Given the close relationship between BioTrade, ABS schemes and the Nagoya Protocol, particularly regarding R&D, clarity and understanding are essential when developing national ABS frameworks. This is key in deciding when and which BioTrade activities should be assessed under the Protocol.
- Responsible business actors are leading the way to mainstreaming biodiversity into business practices in a variety of sectors at national and international levels. A company committed to biodiversity conservation, from the CEO to all its employees, builds the business case for biodiversity while promoting behavioural change of people towards sustainable development and accountability related to environmental concern.







# INNOVATION, ENTREPRENEURSHIP AND FINANCING FOR BIODIVERSITY

## CHAIR



**David Vivas Eugui**,  
Legal Affairs Officer,  
UNCTAD

## SPEAKERS



**German Schafer**, CEO,  
BioProcol, Colombia



**Mauricio Mira Pontón**,  
Head, Green and  
Sustainable Business  
Office, Ministry of  
Environment and  
Sustainable Development,  
Colombia



**René Gómez-García  
Palao**, Coordinator, Green  
Business Unit, CAF



**Véronique Rossow**,  
Head, Research and  
Development, PhytoTrade  
Africa/UNCTAD expert



**Martha Kangandjo**,  
Manager, Eudafano  
Women's Co-operative,  
Namibia

## Background

Innovation allows differentiation, discovery of new uses and applications of biodiversity components, and the development of new market-driven products. Entrepreneurship is essential for any start-up in biodiversity as harvesting and production occur in rural areas, where there is a low level of knowledge, security and infrastructure. At the same time, without strong business leadership and constant effort, it is extremely difficult to sustain

operations and, in some cases, ensure peace. In this context, finance is the trigger for starting business and scaling up sales. Yet, low volumes of material available sustainably and high risks impose a need to design and launch market favourable financial products for this particular type of activity, so it becomes economically, socially and environmentally sustainable.

## Summary of discussions

The development of effective policies in accordance with MEAs is necessary to foster international trade in line with sustainable practices, at all scales; benefiting economy, society and the environment. Upscaling and mainstreaming of biodiversity into the economy is crucial in this process, and also requires a focus on innovation, entrepreneurship and financing.

Combining innovation with entrepreneurship, since 2004, BioProcol has conducted advanced research with plants to develop and produce unique natural ingredients from Colombian biodiversity. The company markets them as high

added value compounds for the pharmaceutical, cosmetics and nutraceutical global industries. The company showed its engagement by implementing a vertically integrated operations system with local producers as well as with government entities. Its system is based on good agricultural practices, sustainability, social responsibility and benefit-sharing principles to propagate and harvest the raw materials. Bioprospecting, organic horticulture and bioprocesses are carried out in the Andean region's biodiversity and its genetic resources under a multi-year ABS contract for commercial purposes with the Colombian Government.

**FIGURE 3. Green growth – the tunnel metaphor**



Source: Extracted from Mauricio Mira Pontón presentation at the IV BioTrade Congress, 2016.

Entrepreneurship has been used to mainstream biodiversity in BioTrade selected countries. In particular, the Colombian Government is working to mainstream biodiversity and entrepreneurship into peacebuilding processes through Colombia's Green and Sustainable Business Generation (GSBG) programme. This programme seeks to “foster and promote green and sustainable businesses as a medium to improve the opportunities of income generation of the businesses and communities involved in green and sustainable businesses, in the context of sustainable use of biodiversity”, as explained through the “tunnel metaphor” (Figure 3). It focuses on two sets of products: sustainable goods and services derived from natural resources; and eco-industrial products. The BT P&C are mostly applied in the context of the first category of products. One of the main indicators of the success of this programme in Colombia has been the emergence and support of around 635 companies over the last four years. The GSBG programme also focuses on social and productive business endeavours in post-conflict areas, showing the importance of green business and BioTrade as tools for the reconstruction of productive structures in conflict-affected areas.

Governments and businesses can also find common points to work on together for biodiversity and development through green investments. In this context, with a multisectoral approach, the Development Bank of Latin America (CAF), demonstrates that financial agencies can respond to the opportunities presented by environmental challenges by expanding and diversifying their financial portfolio towards green investments. The green portfolio focuses on certified products to

which it provides credit lines for green businesses and energy efficiency programmes. CAF has granted more than US\$ 1.2 billion in green credit lines over the last 10 years. This funding is complemented with technical assistance, through the development of capacities of financial institutions for the evaluation of environmental and social aspects of their credit operations. Additionally, it seeks to strengthen green business and energy efficiency markets by supporting the design and execution of public and market policies.

It is always worthwhile to remember that mainstreaming innovation, entrepreneurship and finance should also consider fair and equitable sharing of benefits to foster economic and social development, while conserving the natural resources used. A good example of this was provided by PhytoTrade Africa which has contributed to the development of southern Africa's natural product industry while ensuring long-term sustainability and the sharing of benefits in a fair and equitable manner. PhytoTrade Africa uses a bottom-up, inclusive and adaptive approach and offers innovative products to capture and/or create demand. This approach helps in responding to the evolving challenges presented by fluctuating demand for natural resources, cultural differences and long distances to main markets. According to PhytoTrade Africa, the adaptive approach helps because “not everyone needs the same kind of support at the same time, whereas the objective is the same”.

One of PhytoTrade's members, the Eudafano Women's Co-operative, showed that, in addition to an innovative mindset, there is need for a holistic

**FIGURE 4. Key Eudafano Women's Co-operative products**



**Source:** Extracted from Martha Kangandjo presentation at the IV BioTrade Congress, 2016.

approach, solid partners and regulatory frameworks that bring benefits to both people and nature. It was started by a group of Namibian women in the north-central region with a common goal of harvesting marula fruits, and processing and marketing marula oil as well as Kalahari melon seeds (Figure 4). The cooperative has increased the income of its members supplying raw materials, five-fold, from US\$ 20 863 in 2012 to US\$ 104 712 in 2015.

### Key conclusions

- An innovative approach from governments, support for entrepreneurship, access to green finance and a bottom-up and adaptive management are key success factors in the sustainability of green businesses.
- Companies from developing countries can also innovate by making strategic use of native biodiversity while complying with ABS regulations if governments support them in the relevant administrative applications processes.
- Strategic alliances among local R&D-based companies, universities, government and intergovernmental agencies can provide a solid basis to discover, validate and develop innovative biodiversity-based products.
- Green entrepreneurship and BioTrade can be effective tools for rebuilding economic activities in post-conflict scenarios, providing real opportunities for displaced communities.
- Financial portfolio diversification that incorporates green and clean businesses is essential for diversification of the economic basis of developing countries. Regional development banks have a role in the creation of credit lines that support sustainability objectives.
- When dealing with smallholders and cooperatives, bottom-up and adaptive approaches are needed to respond to diverse and evolving factors such as fluctuating demand for natural resources, cultural differences and long distances to main markets.

The experiences shared in this session showed the importance of dialogue between business and government, to put in place trade policies and incentives while seizing the opportunities presented by growing green global market trends. The social aspect of entrepreneurship should not be forgotten, as financing and innovation can create new demands that may provide incentives for equitable sharing of benefits for all.





## BIOTRADE BUSINESS ROUNDTABLE: INNOVATION AND ETHICAL SOURCING FOR PEOPLE AND BIODIVERSITY<sup>5</sup>

### CHAIR



**Rik Kutsch Lojenga**  
Executive Director, Union  
for Ethical BioTrade  
(UEBT)

### SPEAKERS



**Annette Piperidis,**  
Manager Sustainable  
Sourcing, Weleda AG,  
Switzerland



**Angela Pinhati,**  
Director of Industry,  
Natura Cosmetics, Brazil



**Guadalupe Bojorquez,**  
General Manager,  
Mexialoe Laboratorios,  
Mexico



**Maria Julia Oliva,**  
Senior Coordinator for  
Policy and Technical  
Support, UEBT

### Background

Business engagement in the implementation of the CBD and its instruments is crucial to the achievement of targets established to protect biodiversity, secure resources for present and future generations while ensuring the fair and equitable benefit sharing from its use. BioTrade engagement by companies shows that challenges can be transformed into valuable

opportunities to respect people and environment, and be better positioned in the market. During this session, leading companies shared their experiences on their BioTrade engagement, followed by a roundtable discussion on business and biodiversity.

### Summary of discussions

The importance of business engagement in conservation and the sustainable use of biodiversity – the subject of several CBD COP decisions – was once more reinforced during the Congress. The links between business, innovation, ethical sourcing and respect for the human aspects of biodiversity were presented and discussed.

The Union for Ethical BioTrade (UEBT) promotes private sector engagement in the sourcing of natural ingredients with respect for people and biodiversity. It brings together companies and non-private sector organizations committed to Ethical BioTrade. Companies mainstream BioTrade Principles in their operations and along the supply chain through the Ethical BioTrade Standard.<sup>6</sup>

Weleda, a company that works with over 1000 natural raw materials for medicines and natural cosmetics, is implementing the Ethical BioTrade Standard through a strict UEBT supplier evaluation system, which includes actions to support supplier development and supply chain audits. These actions have shown several benefits, including the reduction of (reputational) risks, assured supply and stable prices, improved quality and relationship with suppliers and broader international recognition for their efforts. Challenges moving forward include addressing the variety and complexity of the supply chains of raw materials and mitigating the adverse effects of climate change.

The role of certification schemes to support the sustainable use of biodiversity and compliance with ABS schemes were also discussed. Certification of ingredients and supply chains in the context of

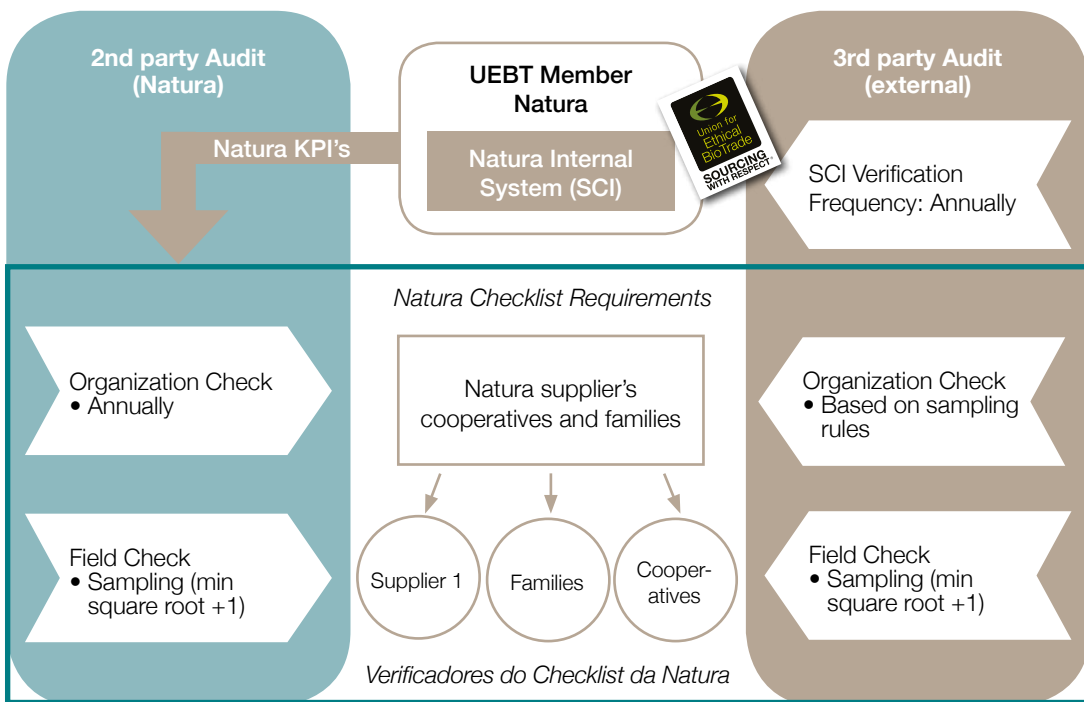
the Ethical BioTrade Standard, is advancing the development and implementation of management and traceability systems, promoting environmental conservation, and generating new tools for raising awareness. Natura Cosmetics, has developed, jointly with UEBT, an innovative supply chain management programme to comply with the Ethical BioTrade Standard, ensuring the traceability of ingredients, enabling the company to certify its supply chains and its ingredients (Figure 5). The UEBT partnership is an opportunity for Natura to accomplish its objectives on the sustainable use of biodiversity, and optimize and reduce the costs of its process with a robust audit and verification system. This partnership guarantees information integrity and good production practices in supply chains, reducing the complexity of monitoring multiple certification system (e.g. Forest Stewardship Council, Organic, Fairtrade, etc.) and promoting a good environment for innovation. The programme involves 30 communities with 2 250 families and ensures that harvested Amazon ingredients are traceable and ethically sourced.

In the Ethical BioTrade Standard, dialogue plays a key role in ensuring fair and equitable benefit sharing (Figure 6). Tools developed by UEBT, including a methodology for “biocultural dialogues”, are used by companies to support transparent, inclusive and constructive engagement with local producers and their communities. This methodology aims to establish a solid basis for collaboration between business and local actors, as a way to define equitable prices, to ensure contribution to local development goals, and to comply with ABS

<sup>5</sup> This section is based on the inputs and notes prepared by Maria Julia Oliva and Rik Kutsch Lojenga, UEBT, and personal communications with Gunter Viteri.

<sup>6</sup> Further information on UEBT and the Ethical BioTrade Standard can be seen at: <http://ethicalbiotrade.org/>

**FIGURE 5. Natura UEBT scheme for certification and verification**



Roundtable discussion with speakers and other private sector representatives:



**Marie Marache**, Sustainable Development Team, Groupe Rocher, France



**German Schafer**, CEO, BioProcol, Colombia



**Gastón Vizcarra**, President/Co-founder, Candela, Peru

Source: Extracted from Angela Pinhati presentation at the IV BioTrade Congress, 2016.

**FIGURE 6. Importance of dialogue in the Ethical BioTrade Standard**



Source: Extracted from Guadalupe Bojorquez and Maria Julia Oliva presentation at the IV BioTrade Congress, 2016.



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rules and best practices. Mexialoe Laboratorios, the largest producer of organic aloe vera in Mexico for cosmetics, food, pharmaceutical and nutraceutical industries, illustrated how this tool was applied to enhance collaboration with their suppliers. Dialogue and fair and equitable benefit sharing are key to addressing sustainability issues along the supply chain. In addition, it helps people visualize that biodiversity is related to their culture, traditional knowledge and ancient practices.

During the roundtable discussions one topic addressed by companies was the opportunity provided by the implementation of the Nagoya Protocol to commit more companies to ethical sourcing of biodiversity, but also the potential challenge of it becoming a barrier for biodiversity-based commercial activities. ABS favours more balanced relationships between users and providers. However, companies may be faced with uncertainties and complex procedures related to national implementation and compliance under the Protocol – which are still evolving and vary greatly from country to country. Rules that are clear and practical are important in preventing too burdensome consequences for innovation. In addition, clarity in terms and definitions is essential to arriving at solid commercial contracts. In this regard, technical support on ABS, including recent documents developed by UNCTAD with the inputs of UEBT and PhytoTrade Africa, should contribute to addressing this challenge.

On how to upscale BioTrade and get more buy in from companies, opinions among participants varied greatly. For some participants, the focus is on increasing private sector engagement and awareness in relation to the BioTrade concept and its approaches such as ecosystem and landscape management. Others considered that the emphasis should be on scaling up the engagement of local supplier companies and civil society. Consumer awareness was also mentioned as critical for the BioTrade concept to amplify its impacts and scope. Increased communication and raising awareness about the importance of ethical sourcing of biodiversity is crucial in this regard. This will mean it is the consumers putting companies under pressure on ethical sourcing of biodiversity.

Additionally, companies engaged in BioTrade need to “walk the talk” and show leadership in becoming an example to other companies and suppliers. Challenges discussed were the need for technical and financial resources for companies to comply with legislation and market requirements. Participants also raised the issue of support from government, which currently favours sectors and industries that are not necessarily linked to ethical and environmental responsibility. Enhanced advocacy activities are required to tackle this challenge and influence policymakers in taking decisions favourable to BioTrade. More environmentally conscious consumers could also play an important role here.



## Key conclusions

- Biodiversity is recognized as a pillar in sourcing and innovation in a number of sectors. Moreover, sustainability values can be a powerful differentiator for a product or service. Yet BioTrade products and services still face challenges in areas such as technical and financial capacity, regulatory frameworks and market uptake.
- UEBT certification reinforces the commitment with Ethical BioTrade and strengthens traceability and information exchange along supply chains. As a result, companies benefit from increased brand value and reputation, while local producers provide added value ingredients, in addition to receiving social, economic and environmental benefits. Other tools, including the UEBT biocultural dialogues methodology, also facilitate and promote ethical sourcing practices and bring producers and companies together to reflect on and respect environmental, economic, social and cultural aspects in their relationships.
- Market trends provide an opportunity for BioTrade moving forward. Demand for ingredients derived from biodiversity continues to increase, as does the need and interest in ensuring these ingredients are sourced through ethical practices. The adoption of the SDGs and the Nagoya Protocol on ABS are also having an impact.
- Enhancing awareness and advocacy for BioTrade and sustainable biodiversity with the public sector and consumers is essential. Raising awareness through topics such as climate change is a way to get more industries involved – an example provided on communicating on biodiversity was the reforestation initiative of the Rocher Group. A growing number of consumers that value companies committed to ethical sourcing can put companies and governments under pressure to respect environmental rules and adopt more sustainable production practices.
- As UNCTAD celebrates 20 years of BioTrade, the panel debated the importance and relevance of the concept going forward. It was agreed that the BioTrade concept remains important for companies, in light of the challenges of the loss of biodiversity and environmental degradation, and because of the opportunities brought about by market demand and ABS regulations around the world. At the same time, the panel noted that increased private sector engagement is required to achieve wider adoption of the BioTrade concept. Without increased involvement of local supplier companies and civil society, the concept will not have significant impact. Increased communication about the importance of ethical sourcing of biodiversity is also essential. To increase the uptake of the BioTrade concept, the Congress called upon organizations, including those present, to continue to join forces and collaborate more.
- The issue of ABS has become a key point of attention for business since the CBD adopted the Nagoya Protocol. The panel noted that ABS is seen as an opportunity to engage the private sector in responsible sourcing, but various participants warned that it could also become a significant barrier to biodiversity-based sourcing and innovation if ABS regulation is too burdensome. Calls were made on UNCTAD, UEBT and other supporting agencies promoting compliance to keep a reality check on ABS procedures.



# VII.

## CONCLUDING REMARKS

Since 2012, UNCTAD has organized the BioTrade Congress to generate knowledge, create a platform for sharing of information and experience among biodiversity practitioners, and foster cooperation to enhance the conservation and sustainable use of biodiversity and the fair and equitable sharing of its benefits.

The IV BioTrade Congress focused on discussing the basis of BioTrade, using trade as a tool to mainstream and sustainably use biodiversity and contribute to sustainable development. Finally, key conclusions and recommendations (Box 2) were shared and validated by all participants. Experts and speakers during the IV BioTrade Congress showed practical and innovative approaches in sustainably using native biodiversity and transforming and trading it in national and international markets. The experiences and discussions presented brought forward concrete examples on how trade and biodiversity can be harmonized to mainstream biodiversity within economies.

Moreover, participants discussed the real and potential achievements and challenges faced by BioTrade practitioners that may be replicated by other biodiversity and BioTrade partners and practitioners. For instance, private sector representatives discussed the benefits of implementing BT P&C, including compliance with good production practices, enhancing collaboration with supplier communities, improved management systems, opportunities for certification, and access to tools and guidance for responsible sourcing.

Trade can be a positive incentive for the conservation of biodiversity, and trade policy can help countries achieve environmental objectives. However, the challenge of valuing what cannot be measured and the limited recording of the value of biodiversity in trade (see Box 2) may affect trade policies, the definition of government priorities and the mainstreaming of biodiversity into the economy. Nevertheless, BioTrade has been recognized as an approach that enables governments, companies and other actors to enhance the value of biodiversity



and translate trade policy objectives into practices that favour sustainable development. To seize the opportunities of the growing markets for sustainable value chains and innovative approaches that support economic and social growth, an enabling policy environment should be accompanied by specific technical and financial assistance, targeting the needs of SMEs working in the biodiversity and BioTrade sectors.

Biodiversity and BioTrade businesses need to continue generating knowledge through applied research on local biodiversity resources for developing and trading final products. Commercializing valued-added products changes the perspective of providers of ingredients but also opens the opportunity for companies to capture higher prices. On the other hand, trading products with higher value added may mean fulfilling higher market requirements which may be more complex to comply with and require additional knowledge and financial resources, such as preparing dossiers and carrying out (pre-) clinical tests. From this

perspective, developing countries should provide an enabling policy environment for businesses to scale up their products in the value chain and be more competitive in developing products based on their native biodiversity in light of the Nagoya Protocol.

Engagement of governments, multilateral organizations and the private sector is key for biodiversity and BioTrade businesses and value chain success. In addition, involving and engaging local communities is essential in business and commercial partnerships, and the basis through which to generate trust among value chain stakeholders.

Congress participants also concluded that BioTrade is part of the solution to current environmental, economic and social problems, and evolving ABS rules around the world. It will most definitely be needed for the next 20 years! In this framework, participants called upon organizations, including those present, to continue to join forces and enhance collaboration in order to increase uptake of the BioTrade concept.



# UN BIODIVERSITY CONFERENCE

**COP13**-COPMOP8-COPMOP2  
CANCUN, MEXICO 2016

MAINSTREAMING BIODIVERSITY FOR WELL-BEING



## BOX 2. Action points and recommendations considered at the IV BioTrade Congress

### Welcome session and celebration of the 20 years of BioTrade

1. BioTrade partners, including Switzerland and Peru, reaffirmed their commitment to contribute to the upscaling of BioTrade.
2. UNCTAD has been supporting its partner countries, such as Switzerland, in fulfilling its own biodiversity commitments under Aichi Targets.
3. Peru, as an early proponent and beneficiary of UNCTAD's BioTrade Initiative, highlighted the advantage of using BioTrade as a tool for developing new and supporting existing sustainable value chains.
4. CBD reaffirmed the role of the BioTrade concept and experience as an effective path for the sustainable use and protection of biodiversity and the need to involve more countries.
5. UNCTAD's achievements in the last decades have been directly related to the active engagement of BioTrade partners and practitioners in the public, academic and private sectors.
6. UNCTAD believes that jointly with BioTrade practitioners and businesses, biodiversity can be mainstreamed through trade, which can be a development engine and a positive incentive for the conservation of biodiversity.

### Session 1: Using Trade and ABS policy to mainstream biodiversity

1. Participants engaged in an interactive discussion on how the trade regime, particularly the harmonized system (HS codes), is giving a limited view on how biodiversity-based products are recorded and valued in trade statistics/trade flows.
2. Viet Nam shared its experience in implementing the Nagoya Protocol by simplifying procedures and clarifying the relationship with BioTrade, which will be developed through a specific ABS decree with the support of UNCTAD.
3. Biodiversity conservation is not exclusively an environmental issue. Trade policy can help countries achieve environmental objectives. Peru demonstrated how trade and environment ministries are cooperating to enable access to international markets for native species under BioTrade.
4. Through case studies, Groupe Rocher showed how businesses are increasingly involved with a renewed physical and personal relationship with the earth (*Gaia*).
5. There is a need to differentiate between trade in commodities/biological resources and trade in genetic resources. This differentiation can be made by explicitly stating the purpose of the user of the resource (as a raw material with/without R&D) in light of the Nagoya Protocol.
6. It is important to realize that "we cannot value what we cannot measure" particularly in trade policy.

### Session 2: Innovation, entrepreneurship and financing for biodiversity

1. The real case studies demonstrated the possibility to innovate around native biodiversity in developing countries. Nevertheless, it is important for businesses to generate knowledge through applied research on local plants and other species, in order to move from production and trading of ingredients to final marketable products.
2. There is a need to develop natural, effective, safe and sustainable (NESS) products to scale up the value chain and be competitive.
3. Green business represents an important opportunity for growth, local empowerment and peace building. Green financing may support businesses in the start-up phase by providing seed capital. However, technical assistance needs to encompass scientific knowledge and market intelligence in order to consolidate a company's position in the market and ensure the economic sustainability of its value chains.
4. Green business is a positive and growing consumer trend in global markets. Financial agencies are responding to this opportunity by expanding and diversifying their financial portfolio towards greener investments as illustrated by CAF and the ministries of the environment in Colombia and Peru.
5. It is important to identify and work with solid partners and develop new holistic models that encourage ownership by local entrepreneurs such as the cases of PhytoTrade Africa and Eudafano Women's Co-operative.

### BioTrade business roundtable: Innovation and ethical sourcing for people and biodiversity

1. BioTrade is an approach that the private sector can use to translate international policy objectives, such as the SDGs, the CBD, into practice.
2. Through UEFT, companies have been able to successfully implement the BioTrade Principles in their operations and supply chains, generating benefits for people and biodiversity.
3. The challenge for the next 20 years of BioTrade is to get more companies to commit to the approach and thus to increase its impact.



# ANNEX 1: UNCTAD'S BIOTRADE INITIATIVE AND ITS CONTRIBUTION TO THE AICHI BIODIVERSITY TARGETS

BioTrade has provided concrete actions to ensure basic needs and the maintenance of biodiversity and therefore, for basic elements and services, valuing local resources through the development of value chains on native biodiversity, and enabling guidance and inputs for biodiversity governance. More than resources and services, it has helped to preserve cultural, religious and recreation values, in addition to promoting equitable distribution of resources and benefits. The BioTrade Initiative brings real possibilities to contribute to the Aichi Targets as shown below.

Strategic goals and Aichi Targets	UNCTAD BioTrade Initiative contribution for 2015–2016
Strategic goal A	<p><b>UNCTAD BioTrade Initiative</b></p> <p>Support the development of an enabling policy and institutional environment for trade in products and services derived from the sustainable use of biodiversity. Development of markets for products and services derived from the sustainable use of biodiversity.</p> <p>Mainstreaming BioTrade (hence the sustainable use and trade of biodiversity products and services) into development policies and strategies.</p>
Target 1	<p><b>UNCTAD BioTrade Initiative:</b> Raise awareness within business and policy actors working in the sustainable use of biodiversity sector, particularly through publications, events (BioTrade congresses, high-level dialogues, etc.) and technical meetings.</p> <p>It is worth mentioning the following meetings where UNCTAD contributed to raising awareness of the importance and economic potential of biodiversity in trade-related events, including:</p> <ul style="list-style-type: none"> <li>• <b>Briefing on implementing the Sustainable Development Goals: Trade in biodiversity-based goods and services</b> on 25 November 2016, Geneva, Switzerland. This provided Geneva-based trade representatives and other participants with increased understanding of the opportunities and challenges that would emerge from the SDGs in relation to trade, biodiversity and livelihoods development, focusing on SDGs 1, 2, 12, 15 and 17.</li> <li>• <b>BioTrade for inclusive growth: What works and what challenges persist (WTO public forum)</b> on 2 October 2015, which presented successful case studies on how trade and biodiversity conservation can be mutually supportive.</li> <li>• <b>From trade to sustainable and creative livelihoods: Biodiversity and design</b> special event held at the UNCTAD 14th Ministerial Conference. This event was organized to raise awareness among trade-related representatives of the development opportunities to be seized through the biodiversity-based sectors such as the personal care, food and fashion industries. A fashion show was organized and captured the attention of trade-related delegates on how biodiversity (e.g. fibres, dyes) is being used to foster development in countries. It highlighted the strategic potential of design in generating new jobs and incomes, and improving livelihoods as well as promoting sustainable use of biodiversity.</li> <li>• <b>IV BioTrade Congress: Trade and Biodiversity Conservation</b> on 3 December 2016 in the margins of CBD COP 13/BBF which presented how trade, particularly BioTrade, can help achieve several of the Aichi Targets. It also showed how the private sector is working on sustainable use and trade in biodiversity (see <a href="http://unctad.org/en/pages/MeetingDetails.aspx?meetingid=1233">http://unctad.org/en/pages/MeetingDetails.aspx?meetingid=1233</a>).</li> </ul> <p><b>UNCTAD's commemorative publication, 20 years of BioTrade: Connecting people, the planet and markets</b>, a compilation of case studies and information on the achievements, methodologies and approaches implemented by practitioners to conserve and sustainably use biodiversity. Finally, to further mainstream BioTrade, UNCTAD supported the development of the 2016 Peruvian Biodiversity Barometer of UEBT, jointly with CAF, launched on 28 June 2016, in Lima, Peru.</p>
Target 2	<p><b>UNCTAD BioTrade Initiative:</b> Practical experiences and case studies from BioTrade programmes and practitioners are being implemented and lessons learned documented, demonstrating the values of biodiversity in different sectors and countries across the globe.</p> <p>At the 14th Ministerial Conference of UNCTAD in Nairobi in July 2016, Member States agreed on how the institution should contribute to achieving the 2030 Agenda for Sustainable Development and its SDGs. In the Conference's outcome document, the Nairobi Maaikiano, Member States agreed specifically to "promote sustainable trade in biodiversity products and services to strengthen the sustainability of biodiversity and foster sustainable growth, in close cooperation with other relevant agencies where appropriate". The agreement marks a new milestone in the evolution of BioTrade and the work on trade and biodiversity in UNCTAD.</p>

Strategic goals and Aichi Targets	UNCTAD BioTrade Initiative contribution for 2015–2016
<p><b>Target 3</b></p>	<p><b>UNCTAD BioTrade Initiative:</b> Under this target, two specific areas are being implemented:</p> <p><b>1) Positive incentives to conserve and sustainable use biodiversity</b></p> <p>UNCTAD will continue developing BioTrade, which promotes the conservation and sustainable use of biodiversity within value chains in harmony and consistent with the CBD and other relevant international obligations. Specific positive incentives and case studies are being developed, implemented and documented by BioTrade partners and practitioners across the globe in a variety of sectors.</p> <p><b>2) Mapping of non-tariff measures and barriers limiting the trade of BioTrade and biodiversity-related products in the personal care, food and phytopharma sectors</b></p> <p>Many developing countries are taking advantage of the positive market trends for environmentally and socially friendly products in developed country markets. Compliance of exporters with market requirements from key markets, such as sanitary requirements and good standards, is essential for accessing these markets. Furthermore, tariff liberalization and trade agreements due to the integration of the global economy through trade have contributed to reduce tariff barriers in the past years. On the other side, the use of non-tariff measures (NTMs) has increased significantly in countries adopting these measures and in their variety. Some NTMs are used as commercial policy instruments (e.g. subsidies, trade defence measures), while others stem from non-trade policy objectives (e.g. food safety and environmental protection) (UNCTAD, 2014: <a href="http://unctad.org/en/PublicationsLibrary/ditctab2014d5_en.pdf">http://unctad.org/en/PublicationsLibrary/ditctab2014d5_en.pdf</a>).</p> <p>In general, the identification, awareness and understanding of the impact of NTMs is challenging, and even more so when dealing with biodiversity and BioTrade products. Identifying and mapping relevant NTMs that hinder BioTrade will allow different actors to focus their efforts on addressing more harmful NTMs. To tackle this gap, UNCTAD, with the support of SECO, carried out a comprehensive mapping of NTMs applicable to biodiversity and BioTrade products from Colombia, Peru and Viet Nam in the personal care, food and phytopharma sectors. The mapping included the revision of local documents (e.g. laws, norms, procedures, sanitary requirements and gazettes, among others) in the target markets (China, European Union, Japan, Switzerland and United States of America) to identify the measures applicable to the identified HS codes. Furthermore, through a NTMs company survey and national workshops in export countries, UNCTAD identified the most challenging NTMs and constraints that are affecting companies and sectors when exporting/importing these sustainably produced biodiversity-based products. The results will be published in the first semester of 2017 and will include: NTMs factsheets on the five target markets as well as an online NTMs database.</p>
<p><b>Target 4</b></p>	<p><b>UNCTAD BioTrade Initiative:</b> Raise awareness within business and policy actors working at all levels in the sustainable use of biodiversity, particularly through publications and the IV BioTrade Congress (<a href="http://unctad.org/en/pages/MeetingDetails.aspx?meetingid=1233">http://unctad.org/en/pages/MeetingDetails.aspx?meetingid=1233</a>). In addition, capacity building was also done through the development of methodologies to include sustainable practices into value chains and sourcing processes, business practices and promoting an enabling environment that fosters the sustainable use and consumption of biodiversity. (See <i>20 years of BioTrade: Connecting people, the planet and markets.</i>)</p>
<p><b>Strategic goal B</b></p>	<p><b>UNCTAD BioTrade Initiative:</b> Support the sustainable use of biodiversity in selected value chains. Development of guidelines, compilation of best practices and other materials to support the sustainable use of biodiversity by the private sector, government and other biodiversity practitioners.</p>
<p><b>Target 5</b></p>	<p><b>UNCTAD BioTrade Initiative:</b> Case studies, best practices and methodologies to conserve and sustainably use biodiversity are being developed, which include, for instance, the implementation of the UNCTAD guidelines on management plans (2008) and resource assessments (2012) for non-timber forest products by SMEs as well as transnational companies. Examples of how flora management guidelines were implemented in Kosovo, sustainable sourcing programmes in Sri Lanka, Colombia and traceability systems in Peru are documented in <i>20 years of BioTrade: Connecting people, the planet and markets.</i></p>
<p><b>Target 7</b></p>	<p><b>UNCTAD BioTrade Initiative:</b> Case studies, best practices and methodologies to conserve and sustainably use biodiversity are being developed by UNCTAD and partners. (See Annex 1 and <i>20 years of BioTrade: Connecting people, the planet and markets.</i>)</p>
<p><b>Target 9</b></p>	<p><b>UNCTAD BioTrade Initiative:</b> As BioTrade promotes the use of native species, marginal information might be available on the species promoted by BioTrade partners.</p>
<p><b>Target 10</b></p>	<p><b>UNCTAD BioTrade Initiative:</b> In 2015–2016, UNCTAD launched several publications on the linkages between biodiversity and climate change, particularly (a) Climate change, biodiversity and livelihoods (UNCTAD/DITC/TED/2015/3); and (b) Training manual on developing Joint BioTrade and REDD+ projects (UNCTAD/DITC/TED/2015/1).</p>

Strategic goals and Aichi Targets	UNCTAD BioTrade Initiative contribution for 2015–2016
Strategic goal C	<p><b>UNCTAD BioTrade Initiative</b></p> <p>Support the development of initiatives that sustainably use and trade products and ecosystems services (sustainable tourism) considering an ecosystem, adaptive and livelihood approach. (See <i>20 years of BioTrade: Connecting people, the planet and markets</i>, and the different websites of the IV BioTrade Congress, e.g. <a href="http://unctad.org/en/pages/MeetingDetails.aspx?meetingid=1233">http://unctad.org/en/pages/MeetingDetails.aspx?meetingid=1233</a>, UNCTAD and from BioTrade partners.)</p>
Target 11	<p><b>UNCTAD BioTrade Initiative:</b> The BioTrade Initiative does not directly promote the establishment of protected areas, but there is a very close link between BioTrade products and services, and conservation areas and their buffer zones. Practical examples are being developed by BioTrade partners mainly in buffer zones, and in some protected areas with sustainable use of ecosystem services such as communitarian ecotourism in Colombian Natural parks. (See <i>20 years of BioTrade: Connecting people, the planet and markets</i>.)</p>
Target 12	<p><b>UNCTAD BioTrade Initiative:</b> Jointly with CITES, selected CITES Management and Scientific Authorities and national BioTrade counterparts, UNCTAD is supporting the inclusion of sustainable practices of CITES species within biodiversity value chains, for example by developing technical studies, toolkits and guidelines on selected species. Furthermore, UNCTAD, in collaboration with the CITES Secretariat, has developed two traceability studies. The first covers ornamental plants in Latin America with an emphasis on the Andean Region. The second covers medicinal plants in the Greater Mekong subregion. These UNCTAD studies provide an analysis of the use of traceability systems as a tool to strengthen existing CITES processes (legal acquisition findings and non-detriment findings) for non-timber plant species of the following countries and species:</p> <ul style="list-style-type: none"> <li>• Ornamental plants (Cycadaceae, Orchidaceae, Bromeliaceae and Euphorbiaceae) from Andean countries (Plurinational State of Bolivia, Colombia, Ecuador and Peru) and selected Latin American countries (Argentina, Brazil, Chile, Costa Rica, Guatemala, Mexico, Panama and the Bolivarian Republic of Venezuela); and</li> <li>• Medicinal plants (<i>Aquilaria crassna</i> – agarwood, <i>Gastrodia elata</i> and <i>Dendrobium nobile</i>) from the Asian region with an emphasis on the Greater Mekong subregion countries: Cambodia, China, Lao People's Democratic Republic, Myanmar, Thailand and Viet Nam.</li> </ul> <p>In addition to key findings, the studies provide generic principles for traceability of CITES-listed species, capacity-building needs for actors to implement a traceability system, and outline further analysis of the key issues for traceability frameworks for CITES-listed non-timber plant species and recommendations on how traceability systems could be implemented. Finally, a technical summary of traceability systems for medicinal and ornamental plants is available. It is important to note that the studies consider other potential internationally accepted and used traceability methodologies and strategies, which could be adapted to the species and countries studied.</p> <p>For further information, please see: Applicability of traceability systems for CITES-listed medicinal and ornamental plants (Appendices II and III) – Preliminary assessment: key findings (UNCTAD/DITC/TED/2016/5) which compiles the results of both studies, as well as both studies: (a) Applicability of traceability systems for CITES-listed ornamental plants (Appendices II and III) – Andean and other Latin American countries: Preliminary assessment ( UNCTAD/WEB/DITC/TED/2016/8); and (b) Applicability of traceability systems for CITES-listed medicinal plants (Appendices II and III) – Greater Mekong: Preliminary assessment ( UNCTAD/WEB/DITC/TED/2016/7).</p>
Target 13	<p><b>UNCTAD BioTrade Initiative:</b> Case studies and methodologies on sustainable production practices and initiatives with domesticated species within selected value chains that are being supported by BioTrade partners. (See Annex 1 and <i>20 years of BioTrade: Connecting people, the planet and markets</i>).</p>
Strategic goal D	<p><b>UNCTAD BioTrade Initiative</b></p> <p>Provide methodologies and guidelines to guarantee the distribution of benefits linked to the sustainable use of biodiversity (species and ecosystems). Document lessons learned and successful case studies to demonstrate the benefits generated. (See <i>20 years of BioTrade: Connecting people, the planet and markets</i> and the different websites of the IV BioTrade Congress, e.g. <a href="http://unctad.org/en/pages/MeetingDetails.aspx?meetingid=1233">http://unctad.org/en/pages/MeetingDetails.aspx?meetingid=1233</a>, UNCTAD and from BioTrade partners.)</p>
Target 14	<p><b>UNCTAD BioTrade Initiative:</b> Case studies, manuals and other documents on the work implemented in selected value chains and by BioTrade beneficiaries, which document the implementation of conservation and sustainable use practices using the ecosystem approach, hence promoting and integrating management of landscapes/ecosystems.</p> <p>Furthermore, information through the BioTrade impact assessment system can also be used to demonstrate how actors are contributing to this target.</p>



Strategic goals and Aichi Targets	UNCTAD BioTrade Initiative contribution for 2015–2016
<b>Target 15</b>	<p><b>UNCTAD BioTrade Initiative:</b> Focus of work, for the time being, will be on BioTrade and REDD+ projects, by implementing activities with public and private actors to raise awareness on the linkages and develop training material (including workshops and e-learning course on BioTrade and REDD+). Particularly, the following documents relevant to this target are:</p> <ul style="list-style-type: none"> <li>• Climate change, biodiversity and livelihoods (UNCTAD/DITC/TED/2015/3).</li> <li>• Training manual on developing joint BioTrade and REDD+ projects (UNCTAD/DITC/TED/2015/1).</li> <li>• Strengthening the capacity for integrating REDD+ projects into BioTrade strategies in Colombia (UNCTAD/WEB/DITC/TED/2014/5).</li> <li>• Strengthening the capacity for integrating REDD+ projects into BioTrade strategies in Ecuador (UNCTAD/WEB/DITC/TED/2015/2).</li> </ul>
<b>Target 16</b>	<p><b>UNCTAD BioTrade Initiative:</b> UNCTAD, under the BTFP III and with the support the Secretariat of the CBD, has contributed to the advancement of Aichi Target 16 and SDG 15.6 by expanding the understanding and mapping of policy options on certain aspects of the implementation of the Nagoya Protocol on ABS on BioTrade. It has produced a scoping paper entitled “Facilitating BioTrade in a challenging access and benefit sharing environment” and organized two training workshops on the “Interphase between BioTrade and the implementation of the Nagoya Protocol and ABS regimes” at the national level in Peru and Viet Nam in cooperation with the CBD in 2016. Further information on the workshops can be found at <a href="http://www.unctad.org/biotrade">www.unctad.org/biotrade</a></p> <p>UNCTAD has also produced several publications facilitating ABS and benefit sharing rules and BioTrade:</p> <ul style="list-style-type: none"> <li>• Facilitating BioTrade in a challenging access and benefit sharing environment (UNCTAD/WEB/DITC/TED/2016/4).</li> <li>• UNCTAD study on facilitating ABS and benefit sharing rules and BioTrade in Viet Nam (UNCTAD/WEB/DITC/TED/2016/9).</li> </ul>
<b>Strategic goal E</b>	<p><b>UNCTAD BioTrade Initiative</b></p> <p>Case studies, technical studies and information that support the implementation of NBSAPs and RBSAPs from BioTrade partners and practitioners.</p> <p>Funding from international cooperation as well as the private sector is channelled in specific value chains. (See 20 years of BioTrade: Connecting people, the planet and markets and the different websites of the IV BioTrade Congress, e.g. <a href="http://unctad.org/en/pages/MeetingDetails.aspx?meetingid=1233">http://unctad.org/en/pages/MeetingDetails.aspx?meetingid=1233</a>, UNCTAD and from BioTrade partners.)</p>
<b>Target 17</b>	<p><b>UNCTAD BioTrade Initiative:</b> An NBSAPs web forum was jointly organized by UNEP and UNCTAD on “Clarifying BioTrade and ABS – What countries need to avoid while developing national ABS regimes” on the 18 of October 2016 (see: <a href="http://unctad.org/en/pages/MeetingDetails.aspx?meetingid=1225">http://unctad.org/en/pages/MeetingDetails.aspx?meetingid=1225</a>).</p>
<b>Target 18</b>	<p><b>UNCTAD BioTrade Initiative:</b> Case studies and publications that support this target, are developed by UNCTAD and its partners, such as the management plans guideline and BT P&amp;C.</p>
<b>Target 19</b>	<p><b>UNCTAD BioTrade Initiative:</b> Case studies and information on the trade and income generated by biodiversity within BioTrade practitioners is shown <i>20 years of BioTrade: Connecting people, the planet and markets</i> as well as in the different websites of the IV BioTrade Congress, e.g. <a href="http://unctad.org/en/pages/MeetingDetails.aspx?meetingid=1233">http://unctad.org/en/pages/MeetingDetails.aspx?meetingid=1233</a>, UNCTAD and from BioTrade partners.</p>
<b>Target 20</b>	<p><b>UNCTAD BioTrade Initiative:</b> UNCTAD and BioTrade can support the mobilization of funding from private actors in specific value chains, as well as from international cooperation and non-traditional environmental actors.</p>

**Source:** UNCTAD, 2016. UNCTAD updates on its contribution to supporting the achievement of the Aichi Biodiversity Targets established in the CBD Strategic Plan for Biodiversity 2011–2020 (COP decision X/2) for the biennium 2015–2016.

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# ANNEX 2: CBD COP 13 OUTCOMES

UNCTAD's work under BioTrade was considered in two Decisions related to the CBD COP 13 and the second meeting of the Parties to the Nagoya Protocol, as well as in notes prepared by the Executive Secretary. This is shown below.

## **CBD COP 13 decisions**

Decision XIII/23<sup>7</sup> on capacity building, technical and scientific cooperation, technology transfer and the clearing-house mechanism, in the annex related to Agenda item 12 on short-term action plan (2017–2020) to enhance and support capacity building for the implementation of the convention and its protocols. This decision considers UNCTAD as a possible partner in cross-cutting capacity-building support activities, tools and services to be implemented /coordinated by the Secretariat.

Decision XIII/24 §18<sup>8</sup> on cooperation with other conventions and international organizations in Agenda item 13, UNCTAD is considered among the organizations to work in close collaboration with the Biodiversity Liaison Group to strength the work related to the synergies among the biodiversity-related conventions as well as the Strategic Plan for Biodiversity 2011–2020 and respective follow up to the strategic plan.

## **Decisions of the second meeting of the Parties to the Nagoya Protocol**

Decision 2/8 §2<sup>9</sup> on measures to assist in capacity building and capacity development and related support implementation of the strategic framework for the effective implementation of the Nagoya Protocol. Similar to above, UNCTAD is considered a partner to enhance the capacity of Parties in the implementation of the Nagoya Protocol.

## **Notes by the Executive Secretary (for the second meeting of the Parties to the Nagoya Protocol)**

NP 2/6 2§,<sup>10</sup> item a, on cooperation with other conventions, international organizations and initiatives, which express continued cooperation with UNCTAD “on issues related to the implementation of the Nagoya Protocol during the intersessional period” through collaborative work on the peer review of two publications developed by UNCTAD:

- Facilitating BioTrade in a challenging access and benefit sharing environment.
- Guide for BioTrade and ABS policymakers and regulators: From concept to practice.<sup>11</sup>

NP 2/6 26§ mentions video presentations on the main features of the Nagoya Protocol and the status of implementation by the Secretariat of the CBD as a contribution to workshops organized by UNCTAD on the intersection between the Nagoya Protocol, ABS and BioTrade, in Hanoi in June 2016 and Lima in September 2016.

NP 2/INF/7<sup>12</sup> on the overview of ABS capacity-building tools and resources, once more the above-mentioned UNCTAD publications are listed in a table (4) of tools and resources primarily focused on providing technical guidance on ABS.

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<sup>7</sup> <https://www.cbd.int/doc/decisions/cop-13/cop-13-dec-23-en.doc>

<sup>8</sup> <https://www.cbd.int/doc/decisions/cop-13/cop-13-dec-24-en.doc>

<sup>9</sup> <https://www.cbd.int/doc/decisions/np-mop-02/np-mop-02-dec-08-en.pdf>

<sup>10</sup> <https://www.cbd.int/kb/record/meetingDocument/110554?RecordType=meetingDocument>

<sup>11</sup> Forthcoming publication.

<sup>12</sup> <https://www.cbd.int/kb/record/meetingDocument/110692>

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## ANNEX 3: ACRONYMS

<b>ABS</b>	access and benefit sharing
<b>BRDRs</b>	biodiversity-related disclosure requirements
<b>BT P&amp;C</b>	BioTrade Principles and Criteria
<b>CAF</b>	Development Bank of Latin America
<b>CBD</b>	Convention on Biological Diversity
<b>CITES</b>	Convention on International Trade in Endangered Species of Wild Fauna and Flora
<b>COP</b>	Conference of the Parties
<b>DITC</b>	Division on International Trade in Goods and Services, and Commodities
<b>FSC</b>	Forest Stewardship Council
<b>EU</b>	European Union
<b>ITC</b>	International Trade Centre
<b>GEF</b>	Global Environment Facility
<b>IUCN</b>	International Union for Conservation of Nature
<b>NBSAPs</b>	National Biodiversity Strategies and Action Plans
<b>MEAs</b>	Multilateral Environmental Agreements
<b>MoU</b>	memorandum of understanding
<b>NESS</b>	natural, effective, safe and sustainable
<b>NGO</b>	non-governmental organization
<b>NTMs</b>	non-tariff measures
<b>PCP</b>	Python Conservation Partnership
<b>Nagoya Protocol</b>	Nagoya Protocol on Access to Genetic Resources and the Fair and Equitable Sharing of Benefits Arising from their Utilization to the Convention on Biological Diversity
<b>PROMPERÚ</b>	Comisión de Promoción del Perú para la Exportación y el Turismo
<b>R&amp;D</b>	research and development
<b>REDD+</b>	Reducing Emissions from Deforestation and Forest Degradation, conservation, sustainable management of forests and enhancement of forest carbon stocks
<b>SDGs</b>	Sustainable Development Goals
<b>SECO</b>	State Secretariat for Economic Affairs (Switzerland)
<b>SMEs</b>	small and medium-sized enterprises
<b>TK</b>	traditional knowledge
<b>UEBT</b>	Union for Ethical BioTrade
<b>UN</b>	United Nations
<b>UNCTAD</b>	United Nations Conference on Trade and Development
<b>UNEP</b>	United Nations Environment Programme



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