

Proceedings

International BioTrade Conference Namibia



30 May to 1 June 2012

**Safari Hotel & Conference Centre
Windhoek, Namibia**

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List of Acronyms

ABS	Access and Benefit Sharing
AEM	African Eco-labelling Mechanism
Agribank	Agricultural Bank of Namibia
BAU	Business As Usual
BSLM	Biodiversity and Sustainable Land Management Project
CBBT	Capacity Building for BioTrade Project
CBD	Conservation of Biological Diversity
CBNRM	Community Based Natural Resource Management
CBTF	Capacity Building Task Force
CNA	Competent National Authority
CoC	Chain of Custody
CRIAA SA-DC	Centre for Research Information Action in Africa - Southern Africa Development and Consulting
DBN	Development Bank of Namibia
EbA	Ecosystem-based Adaptation
EMA	Eco Mark Africa
EMA	Environmental Management Act
FSC	Forest Stewardship Council
GDP	Gross Domestic Product
GE	Green Economy
GIs	Geographical Indicators
GIZ	Deutsche Gesellschaft für Internationale Zusammenarbeit (GmbH), <i>German Agency for International Cooperation</i>
HBTL	Himalayan Bio Trade Private Limited
IBPC	Interim Bio-Prospecting Committee
IECN	Integrated Environmental Consultants Namibia
IIP	Infant Industry Protection
INPs	Indigenous Natural Products
IPRs	Intellectual Property Rights
IPTT	Indigenous Plant Task Team
ISLM	Integrated Sustainable Land Management
ISO	International Organization for Standardization
MAPs	Medicinal and Aromatic Plants and Essential Oils
MAWF	Ministry of Agriculture, Water and Forestry

MCA-N	Millennium Challenge Account Namibia
MDGs	Millennium Development Goals
MET	Ministry of Environment and Tourism
MTI	Ministry of Trade and Industry
N\$	Namibian Dollar
NAM-PLACE	Namibia Protected Landscape Conservation Areas
NCCI	Namibian Chamber of Commerce and Industry
NDP	National Development Plan
NGOs	Non-Governmental Organizations
NHTT	National Horticulture Task Team
NPC	National Planning Commission
NTFPs	Non-timber Forest Products
NTIS	Nepal Trade Integration Strategy
PAG	Project Advisory Group
PIA	Poverty Impact Assessment
PPCP	Public Private Community Partnership
PPP	Public Private Partnership
R&D	Research and Development
RTEA	Rapid Trade Environmental and Assessment
SPAN	Strengthening the Protected Areas Network
SPS	Sanitary and Phytosanitary Standards
TBT	Technical Barrier to Trade
TEEB	The Economics of Ecosystems and Biodiversity
TRIPS	Trade-related aspects of intellectual property rights
UNCTAD	United Nations Conference on Trade and Development
UNEP	United Nations Environmental Programme
WTO	World Trade Organization

The International BioTrade Conference in Namibia was organised by the Ministry of Environment and Tourism (MET) with support from MET/GIZ 'Biodiversity and Sustainable Land Management' (BSLM) Project and the Capacity Building for BioTrade Project of the United Nations Environment Programme (UNEP), with funding from the German Federal Ministry for Economic Cooperation and Development (BMZ) through GIZ.



Ministry of Environment and Tourism

Overall conference Objective

Understanding and Framing BioTrade in the context of a green economy, poverty reduction and biodiversity conservation.

The specific objective of the conference was to explore trade opportunities in developing countries associated with a transition to a green economy. The focus was on BioTrade, a key export opportunity. Participants derived a common understanding of the complexity of BioTrade due to sectoral and national/international inter-linkages and recognized the needs for an appropriate institutional and policy framework as preconditions for reducing poverty through employment creation, moving up the value chain, green industrialization, sustainable use and conservation of natural resources. Major international and national lessons learnt were synthesized and indicate future challenges and the way forward for political decision makers, experts, value chain actors and supporting agents.

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Integrated Environmental Consultants Namibia (IECN)



Supported by



About the Capacity Building for BioTrade (CBBT) Project¹

Innovative approaches to business, investment and trade policies are required to successfully address the challenges associated in fighting poverty, unemployment, and the overexploitation of natural resources leading to biodiversity loss and the rapid deterioration of ecosystem services. Promoting the commercialization of biodiversity-based products, or “BioTrade” is being increasingly recognized as a means of providing incentives for the sustainable management of biodiversity while simultaneously creating employment opportunities and livelihoods.

The demand for many biodiversity-based products such as natural cosmetics, medicines, food and food ingredients has grown significantly and shows considerable potential for further growth. In 2002-2003, 80 per cent of new chemicals introduced globally as drugs could be traced back to or were inspired from natural sources. Profits from these developments can be significant; for example, 2006 estimates of the value of anti-cancer agents from marine organisms are up to US\$ 1 billion a year.

In many instances, the supply of biodiversity-based products has failed to keep up with rising demand. At the same time, some developing countries are still unaware of the opportunities offered by BioTrade, and in places where they are aware they face challenges in seizing these opportunities effectively. At national level, further measures are needed to raise awareness of BioTrade opportunities in the private as well as in the public sector.

At the international level, before gaining access to export markets, many biodiversity-based products need to comply with complex technical regulations and standards that address issues such as product safety and consumer-health protection.

Developing countries need support to build institutional and technical capacity for meeting these complex technical requirements and for effectively using voluntary sustainability standards as a marketing tool, including Geographical Indicators (GIs), Intellectual Property Rights (IPRs) and access and benefit sharing (ABS) mechanisms. They also need support for more effective participation in international trade negotiations affecting BioTrade, such as those on Sanitary and Phytosanitary measures (SPS) and Technical Barriers to Trade (TBT).

This initiative takes a two-pronged approach to addressing national and international challenges in promoting BioTrade. The UNEP-UNCTAD Capacity Building Task Force (CBTF) takes the lead in implementing international level activities. The German Technical Cooperation Projects (GIZ) takes the lead in implementing national level activities in three pilot countries, Namibia, Nepal and Peru. This is done in close cooperation with national multi-stakeholder task teams on environment and trade. In Namibia, they work under the Namibia Trade Forum and are endorsed by the Ministry of Trade and Industry. In Peru, they work with the Ministry of Foreign Trade and Tourism. In Nepal, they work with the Ministry of Commerce and Supplies, and the Ministry of Forestry and Soil Conservation.

<http://www.unep-unctad.org/cbtf/BioTrade.asp>

¹ This project is funded by the Federal German Ministry of Economic Cooperation and Development through its Monterrey Fund and implemented by CBTF in partnership with GIZ, an international cooperation enterprise for sustainable development with worldwide operations.

Day 1, Wednesday, 30 May 2012

Session 1: Opening and welcoming (Beginning of official part)

The facilitator of the International BioTrade Conference, Mr. Nickey //Gaseb thanked all the participants for coming to the conference and hoped that participants would work together to achieve the conference objectives. He then called upon the Environmental Commissioner in the Ministry of Environment and Tourism (MET) of Namibia, Mr. Teofilus Nghitila, who was the Director of Ceremony for the official opening.

After the National and African Anthems, Mr. Nghitila welcomed the participants. In his welcoming remarks, he stated that our land should be used for sustainable economic benefits. He further said that BioTrade is a complex matter; therefore what is needed are practical ways of exploring BioTrade opportunities, best practices, lessons learned, and to understand how we can embrace the new opportunities of a potential Green Economy transition. He further highlighted that a conducive environment for BioTrade is as critical as a supporting institutional framework. Finally he welcomed the international and the Namibian delegates and called on the first presenter, Mr. Pierre du Plessis, who delivered the key note address entitled “*Investing in BioTrade to develop a Green Economy: The global potential illustrated through Namibia example*”.

1.1 Investing in BioTrade to develop a GE: The global potential illustrated through Namibia example

Pierre du Plessis (CRIA SA-DC)

Mr du Plessis of CRIA SA-DC elaborated on the question: why do we need to develop a Green Economy? According to du Plessis this is the only sustainable development option as at the Worlds current consumption rate we would probably need three times the size of our planet and associated resources by 2050 (fig 1).

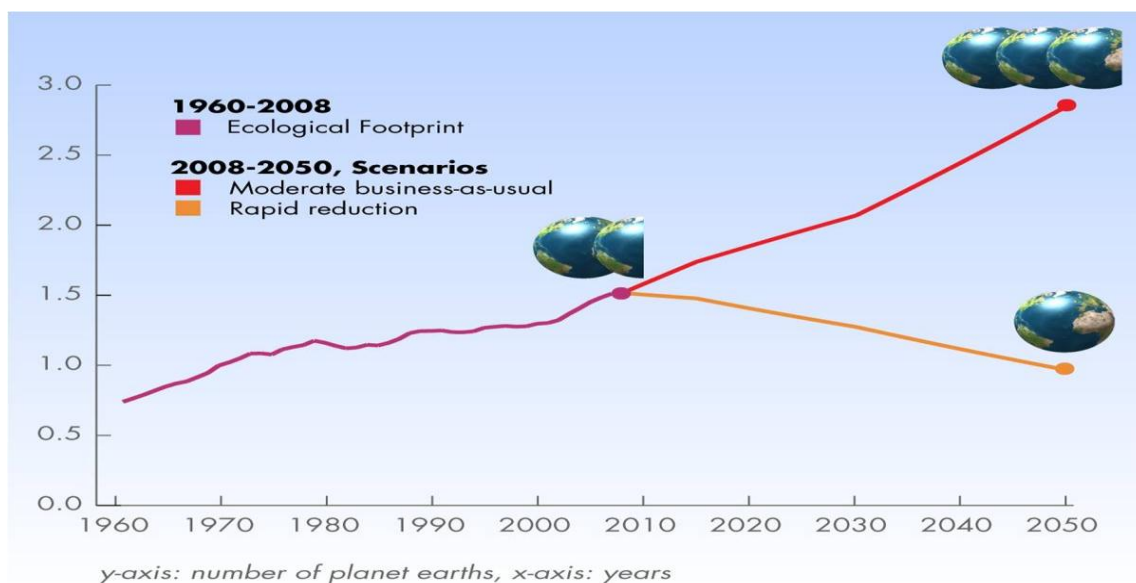


Figure 1: Showing the importance of Green Economy (why do we need to develop a GE).

If we exploit continuously beyond the carrying capacity of the land, we will be led into a catastrophe. The best solution to human misacting and change in behaviour is by communicating positively, because it is scientifically proven that humans respond to constant bad news by “tuning out” – feeling out of control, powerless. *“Awareness raising without empowerment is disempowering”*.

Du Plessis also touched on the issues of soil degradation, fossil fuel consumption, severe deforestation and mineral resources depletion in the near future – all serious global threats. He pointed out the objective of the Conservation of Biological Diversity (CBD) namely: *“Conservation of biological diversity, the sustainable use of its components and the fair and equitable sharing of the benefits arising out of the utilization of genetic resources, including by appropriate access to genetic resources and by appropriate transfer of relevant technologies, taking into account all rights over those resources and to technologies, and by appropriate funding.”* He highlighted the importance of the Conventions’ objective to the BioTrade discourse and then made the link between the global agenda and Namibia’s needs.

BioTrade can be seen as a stepping stone to a Green Economy (GE). BioTrade directly enhances the actual and perceived value of biodiversity, provides incentives for sustainable use, and alleviates conflicts between conservation and socio-economic development. In terms of BioTrade and GE in the context of Namibian economic development policy, he presented the aim of Vision 2030 which is to be achieved by five year National Development Plans (NDPs), one of them is the ongoing NDP4. A Namibian BioTrade success story, the Marula Business of the Eudafano Women’s Cooperative which supplies Marula Oils to The Body Shop in UK was also presented by du Plessis. Apart from Marula oil products, du Plessis also presented some additional potential Marula fruit products (such as Marula juice standardised and stabilised, concentrate from standardised juice, fermented standardised juice, fruit flavours and aroma from fresh fruit, dried skins for cosmetic ingredient, dried skins for health food ingredient) as well as the oil products. Lastly, he reported on the Millennium Challenge Account Namibia (MCA -N) support which aims at understanding Marula fruit chemistry to enable innovative commercial opportunities. According to du Plessis, the way to further develop the BioTrade sector is to invest in research, e.g. looking at where Marula products could fit in the market.

The full presentation² is on a CD

1.2 Official Opening

The Director of Ceremonies called on the MET of Namibia, Honourable Netumbo Nandi-Ndaitwah to officially open the conference. In her opening speech, the Minister said the conference is part of the capacity building process for the sustainable use of natural resources.

She emphasised that there is a need to invest in the BioTrade sector. Minister Nandi-Ndaitwah highlighted that the BioTrade sector in Namibia is contributing together more

² These and all other presentation are available on CD either enclosed with this report or available from BSLM Project

than 4% of GDP and mostly contributes to livelihoods of the rural poor. Whilst she stressed that the strong economic development focus of NDP4 is a key priority to the Namibian Government, she also acknowledged the importance of continued support to further developing income opportunities on a scale that really matters to rural people. *“BioTrade is currently the most significant contributor and potential driver to a successful green economy transformation in the country. Namibian products can include Hoodia, Kalahari Melon Seed, Marula, Devil’s Claw, wood, thatching grass, silk and even Mopane worms.”*

She informed the participants that the Namibian Environmental Management Act (EMA) of 2007 is fully operational, and the Environmental Commissioner was recently appointed. She further mentioned that a nationwide consultation process took place in 2011 to finalise the Namibian domestic Access and Benefit Sharing (ABS) legislation. This piece of legislation will serve as a good basis to promote BioTrade for the benefit of our communities. *“It will bring these communities into fair and equitable partnership with the private sector. Such partnership is necessary for development, job creation and will reduce the levels of poverty.”*

Nandi-Ndaitwa concluded that information sharing is critical in this conference; the outcomes should be used to help the rural communities in the respective countries to benefit since they are the custodian of natural resources, so the benefit should be shared for the purpose of conservation. She urged the participants to give the right feedback from the conference to others, thus “we should call ourselves ambassadors”.

The full speech of the Minister is included in Annex 1.

1.3 Officially handing over of the Namibian country study

Asad Naqvi, Programme Officer of UNEP handed over the **“Green Economy sectoral study: BioTrade – a catalyst for transitioning to a green economy in Namibia”** to the Minister of Environment and Tourism. The study was made possible with the funding from German development cooperation through GIZ.



Mr. Asad Naqvi, Programme Officer of UNEP handing over the Namibian BioTrade report to the Minister of Environment and Tourism, Hon. Netumbo Nandi-Ndaitwah (Right).

End of official session

Session 2: BioTrade for Economic Development

The conference facilitator, Nickey Gaseb, briefly took the participants through the program and requested all the delegates to introduce themselves and where they came from. He then called on the first presenter in this session.

Note that all presentations delivered during the conference are available on a CD.

2.1. Promoting sustainable trade opportunities

Asad Naqvi and Giles Chappell (UNEP)

The 40% of the poorest of the world's population produce less than 4% of global income (fig 2). The threat to the planet and inequality go hand in hand, thus inequality is increasing the gap between the rich and poor. The current trends in economic growth are far from ideal and sustainable, thus there is a need for change. A transition to a Green Economy approach renders new opportunities for more sustainable development paths for all nations.

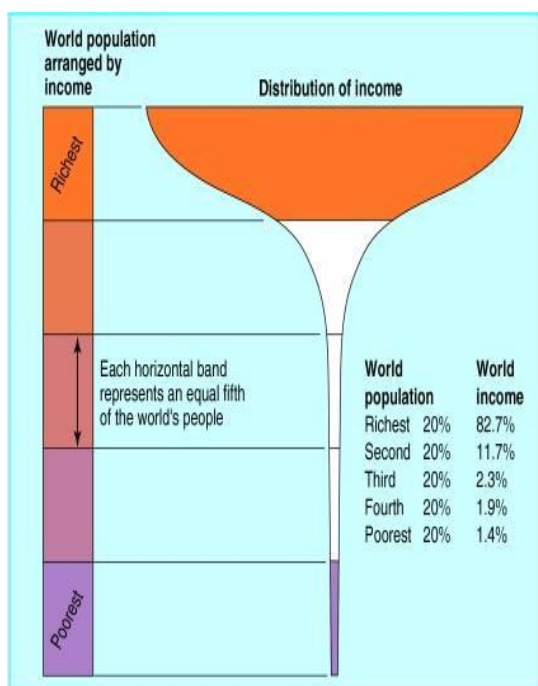


Figure 2: Depicting why there is a need for change toward a Green Economy

According to the UNEP definition, a Green Economy is one that results in increased human well-being and social equity, while significantly reducing environmental risks and ecological scarcities. A Green Economy stimulates growth, exceeding "Business As Usual (BAU)" over time while reducing ecological scarcities and environmental risks.

Naqvi and Chappell posed the question: Why trade as an entry point? Linked to the two main themes of this' years UN Conference on Sustainable Development (Rio+20), which will take place in Rio de Janeiro, Brazil from 20 to 22 June 2012 trade plays a central role. The key theme "a green economy in the context of sustainable development and poverty eradication" tries to pave the way for a renewed and improved development pathway for the World. Key trade linkages are indicated as follows: Export growth can be achieved

through an increase of exports of sustainable food, biodiversity based products and services, and a diversification of the production and service sectors, BioTrade thus creating business opportunities in new industrial and commercial sectors.

The speakers underlined that the Green Economy approach is not aiming at replacing the already existing sustainable development framework, but rather helping it, or focusing it (three pillars of sustainable development are social, economic and environment) particularly the economic component of sustainable development.

The UNEP Green Economy approach identifies “potential green sectors” such as agriculture, fisheries, water, forests, renewable energy, manufacturing, waste, building, transport, tourism, cities and finance. The trade opportunities in key sectors relevant to BioTrade were presented to the participants.

The *domestic enabling conditions (where international support could play a role)* covered in their presentation were:

- Enable exporters to meet standards in export markets
- Create/maintain and enforce a strong domestic standards regime
- Set national targets
- Financial incentives
- Dismantle or redirecting harmful subsidies
- Identify and eliminate non-tariff barriers
- Innovation – support for Research and Development (R&D), Intellectual Property (IP) law
- Good governance
- Joint promotion of activities
- Re-allocate public and private investments to build up or enhance natural capital such as forests and fish stocks

Mr Asad recommended further reading highlights accessible at www.unep.org/greeneconomy and www.teebweb.org.

The full presentation is on a CD

2.2. Overview of the WTO and the TRIPS Agreement & TRIPs: General Introduction

Lauro Locks (WTO)

Locks first gave an overview of the World Trade Organization (WTO), its operations and key organs. The WTO is a forum for agreeing to and monitoring international trade agreements. The WTO is member-driven and rules-based, thus decisions are taken by consensus. He highlighted the main multilateral WTO agreements relevant to BioTrade such as more general agreements on Trade in Goods, and on specific issues such as the Technical Barrier to Trade (TBT) and Sanitary and Phytosanitary (SPS) measures, as well as the agreement on Trade-Related Aspects of Intellectual Property Rights (TRIPS).

He pointed out that “Dispute Settlement” is one of the most important achievements of the WTO. Lock also pointed out that there is a difference between standards, agreements and compliance.

The full presentation is on a CD

2.3. Outstanding Examples of BioTrade

2.3.1. BioTrade – Essential oils: A success story of Nepal

Himadri Palikhe (GIZ, Nepal)

Himadri Palikhe presented an example of BioTrade from Nepal. Himalayan Bio Trade Private Limited (HBTL) was founded in 2000 and is owned by a consortium of community enterprises in Nepal. It is a natural products processing and marketing company.

All of HBTL’s products are responsibly harvested and processed. They adhere to set standards and are certified e.g. under the Forest Stewardship Council (FSC), the Chain of Custody (CoC), and Wildlife Friendly and Organic certifications.

Palikhe further presented an example of a value chain, including the inputs from the company (harvesting training, organic certification, and training distillation) and inputs generated from the Nepal BioTrade project from 2010, such as training on wild collection, quality control documentation, trade fair participation and participation in the German trade fair Biofach 2011 and 2012.

She stated that the organization is self-maintaining and no longer depends on donors. There has been an increase in the income generated and employment created from 2010 to 2012. For instance, the payments made to the Cooperative increased from 81,700 Euros in 2010 to 135,500 Euros in the first quarter of 2012. Employment had increased from 766 in 2010 to 918 in 2011 and 1425 in the first quarter of this year (2012). Market diversification in terms of the number of foreign buyers and countries to where the products are sold also has been on increase since 2010.

Some of the challenges include the difficulty of market entry, environment and labor problems, the volatility in price and demand (because people were supplying more to the company than demand), quality tests attributed to insufficient testing equipments and certification requirements.

Questions and points discussed

- Some of the issues raised during the discussion include how is sustainable harvesting by communities ensured? What are the value of taxes and impacts on the value chain?

The full presentation is on a CD

2.3.2. The Example of Devil's Claw: A success story

Dave Cole, Millennium Challenge Account Namibia (MCA-N)

Dave Cole presented on a case example from Namibia, supported by the MCA-N. He emphasised in his presentation that most people involved in the commercialisation of Indigenous Natural Products (INPs) (e.g. Devil's Claw, Marura oil, Ximenia oil, Kalahari Melon seed oil and Commiphora resin and Hoodia) are the poorest of poor. Through engagement with INPs they receive direct income from the sale of INPs. Out of the people involved, women make up the largest number and many of them can be regarded as the custodians of biodiversity/natural resources.

The export earning of Devils Claw alone was at N\$ 24 million in 2008, N\$ 13.5 million in 2009, and N\$ 12.2 million in 2010. The utilization of Devil's Claw in Namibia started as early as in the 1960's. Devils' Claw is listed a protected species under the Nature Conservation Ordinance of 1975 in 1977. This means that harvesting and export cannot be done without permits and there is a defined harvesting period from 1 March to 31 October. He stated that the area where sustainable harvested Devil's Claw is found has increased considerably and is estimated to extend over 3.5 million hectares. Sustainable harvesting can only successfully happen when the harvesters are empowered, capacitated, and backed up with real benefits e.g. finance.

"Those who do not harvest properly are throwing my life away!" Tsab Tsoua, Harvester (Vergenoeg – Namibia 2000)

Questions and points discussed

- Cole said that the Devil's Claw group/industry needs to be organised in such a way that it is coordinated by one entity/body. Participants felt that perhaps there is a need for an adequate institutional framework e.g. association and membership and an organized industry. This recommendation was based on the opinion that the industry in Namibia is fragmented (e.g. stakeholders doing some activities in isolation), not cooperating and "lack of trust" among others.

The full presentation is on a CD

2.3.3. Villa Andina and Candela: BioTrade-success stories from Peru

Yovita Ivanova, Peru

Two successful BioTrade stories from Peru were presented, i.e. on two entities, Villa Andina (www.villaandina.com) and CANDELA (www.candelaperu.net).

Villa Andina was established in 2007. The company processes native-biodiversity-based products under conservation and sustainability standards. The main products are Golden berries, quinoa, native potatoes, lucuma, maca, yacon. These are 100% natural products, sold as fresh and dried produce. The company created 45 direct jobs (75% of the employed are women), while indirect employment created is about 430 suppliers (approximately 2100 people).

The permanent technical assistance on-site provided included sowing methods, organic fertilizers and cultural ancient methods for plague control among others. Thirty three (33) organic producers were certified with costs assumed by the company. According to Ivanova, one hectare planted with *aguaymanto* (golden beery) can produce approximately 300 kilograms per week. About US\$ 200 are generated from one hectare per week, which translates into a monthly income of US\$ 800.00.

Villa Andina was one of the winners of the National BioTrade contest in 2009, and was awarded support for UEBT certification. It was also exhibited at Perúnatura 2009, 2010 and 2011, and Biofach in 2011 and 2012.

Alternative Trade of Non-traditional Products and Development for Latin America – Peru (**CANDELA**) was formed in 1989 by a group of professionals who were committed and interested in developing association schemes for natural products. The organization deals especially with Brazil Nuts (*Bertholletia excelsa*) which are native to Peru, Bolivia, Colombia, Brazil and Guyana. Other product lines include *sacha inchi oil, goldenberries and maca*.

To demonstrate the value of BioTrade in the rainforest of Peru, Ivanova cited the Organic and Wellness News Magazine 2008: “According to one calculation, a typical hectare in the Peruvian Amazon has a value of \$6,820 if it is kept intact and sustainably harvested. Clear-cut for timber, it’s worth \$1,000 (a sustainable logger, perhaps harvesting nature’s crops, too, would do better long-term). Reduced to pasture, the land would be worth about only \$148 per year.”

The participants also watched a movie on the Peruvian BioTrade product “Camu Camu”. The “Camu Camu” is a bush born fruit which is rich in nutritional value, and grown mainly in flooded areas. The fruit has high ascorbic acid or vitamin C than any other fruit. It is used to make/prepared in juice, nectars, jams, ice cream and yoghurts, as natural sources of vitamin C.

The full presentation is on a CD

2.4. Access to genetic resources, associated traditional knowledge and benefit sharing: The Situation and Way Forward for Namibia

Kauna Schröder (MET/GIZ BSLM Project), Namibia

Schroeder stated that the definition of Access and Benefit Sharing is generally based on the following:

- *Genetic Resources of potential use*
- *Access to genetic resources*
- *Benefits accrue fairly to the providers of genetic resources including Technology Transfers*
- *Associated Traditional Knowledge must be respected and valued in the ABS process.*

The Access and Benefit Sharing (ABS) framework is very important globally and for Namibia because it capitalizes on the potential commercial value of genetic resources for sustainable development, i.e. through conservation of biodiversity and fair sharing of benefits. Namibia has been the African key negotiator for ABS under the Convention on Biological Diversity

(CBD) and Namibia has signed the Nagoya Protocol on ABS (2010). Namibia has drafted the national Access to Genetic Resources and Associated Traditional Knowledge (ABS) Bill in 2006, and revised it in 2011; it has yet to be enacted. In the meantime the Interim Bio-Prospecting Committee (IBPC) has been instituted. The IBPC is mandated to deal with all BioTrade and bioprospecting issues including regulating, facilitating, and safeguarding against unlawful harvesting.

Schroder informed the participants that the ABS process and the draft Bill went through a consultative process in 2011. Consultative workshops were held for representatives of all the regions of Namibia and attended by a diversity of stakeholders such as traditional authorities, research institutions, community-based producers' organisations, communal conservancies and community forests, government ministries and other committees and NGOs. A number of awareness materials on ABS were produced and disseminated.

Schroder presented some of the challenges and opportunities with regards to ABS in Namibia. Challenges include an overall lack of awareness on ABS, lack of an institutional set-up to coordinate ABS related work in the country, need for capacity building, and the problem that traditional knowledge is not yet fully recognised as a unique valuable asset to Namibia.

The Namibian Government through the MET envisages the following as a way forward with regard to ABS in the country: gazetting of ABS Act and its regulations, the establishment of the Competent National Authority (CNA) on ABS and Traditional Knowledge within MET, and defined functions of the CNA, development of awareness materials and capacity building on sustainable harvesting and value addition and to improve R&D into Namibia's indigenous genetic resources.

She emphasised how ABS and BioTrade can be combined to further natural resource development goals in Namibia and elsewhere. Both ABS and BioTrade aim to reduce poverty, provide value addition and empowerment of resource users, generate incentives for biodiversity conservation and strengthening the linkages and relationship between international collaboration for better management of natural resource utilization.

The full presentation is on a CD

2.5. Geographical Indicators: The TRIPS Agreement Provisions Work and Negotiations in the WTO

Lauro Locks (WTO)

Lauro Locks highlighted that Geographical Indicators (GIs) can potentially provide opportunities for BioTrade and BioTrade products. GIs are identification tools, which can help develop distinct BioTrade names and "standards" and "trademarks". He differentiated between the individual trademarks namely collective marks and certification marks. Collective marks are those that are owned by an association whose members use them to identify themselves with a level of quality and other requirements set by the association. Certification marks are given for compliance with defined standards. They may be granted to anyone who can certify that the products involved meet certain established standards.

The owner – who is the certifier - cannot use it. More information about this can be found on WTO website: http://www.wto.org/english/tratop_e/trips_e/gi_e.htm

The full presentation is on a CD

2.6. The Potential of BioTrade for Transitioning to a Green Economy, Namibia

Juliane Zeidler (IECN), Namibia

The Namibian BioTrade study concentrated on assessing the role of BioTrade in transitioning to a green economy in the country.

BioTrade - understood as the sustainable use and trade of biodiversity derived products, can serve as an incentive for the sustainable management of biodiversity, whilst creating employment opportunities and supporting (often rural) livelihoods.

The report presented the Namibian BioTrade sector as it was identified, framed and endorsed through numerous consultations (e.g. the Rapid Trade Environmental and Assessment (RTEA) workshop held in 2009, and National workshop – “Exploring the potential of BioTrade to Transition to a Green Economy” held in 2010 in Windhoek).

The study was shaped by five key questions:

1. How significant are BioTrade sectors in Namibia’s economy currently?
2. How relevant is BioTrade for poverty reduction?
3. What are the prospects for growth of BioTrade?
4. What measures are necessary for growth of Namibia’s BioTrade sector?
5. Through growth what is the potential contribution of BioTrade to Namibia’s transition towards a greener economy?

In Namibia, BioTrade contributed about 4.5% of GDP in 2008: Indigenous Natural Products (0.15%), wildlife (1.08%), Agriculture: Indigenous Crops & Vegetables (0.97%), Agriculture: Indigenous Livestock breeds (1.62 %), Indigenous Fisheries and Marine Resources (0.21%), and Timber, Non-timber Forest Products (NTFPs) (0.49%).

The study concludes that BioTrade is extremely relevant to Namibia’s poverty reduction efforts as revenues from some BioTrade products have higher poverty reduction dividends than revenues from other economic sectors. It is important to highlight that several challenges still lay ahead, primarily ensuring that harvesters and other resource stewards receive greater shares of the retail value. Furthermore, BioTrade supports an Ecosystem-based Adaptation (EbA) approach to climate resilience - sustainably managing, conserving and restoring ecosystems, on which the poor depend most directly for livelihoods and survival, so that they continue to provide the services that allow people to adapt to climate change.

Through a pro-BioTrade approach, biodiversity could become an even greater key asset for sustainable, pro-poor development in the country. Adding up the actual value and the expected value after investments of Namibia’s key BioTrade sectors, BioTrade has the

potential to become a significant contributor to the country's transition to a green economy and having a considerable poverty reduction impact in rural areas. Although estimates for growth vary on a product-by-product and sector-by-sector basis, estimates are that BioTrade contributions to Namibia's economy could increase by 50% over the next 10 years, to over 7 to 9 percent of GDP. In terms of poverty alleviation BioTrade has the potential to affect a quarter of a million people through income and over one million through associated benefits in the next decade.

Four key measures that are necessary for growth of Namibia's BioTrade sector were presented, and these are: (i) Promote & strengthen linkages with private sector and financial industries, (ii) investing in green infrastructure, particularly in rural areas, (iii), harmonising BioTrade-related policies, (iv) supporting a dedicated programme of research & development to expand BioTrade.

Namibia's BioTrade sector has grown significantly, but not to a point where it is yet considered a major part of the mainstream economy. Other less green sectors like mining, high external input commercial agriculture and manufacturing, all key sectors in NDP 4 – continue to dominate our economic thinking.

Questions and points discussed

- There was a discussion on percentage of the BioTrade contribution to the GDP, as some participants felt that the current contribution of BioTrade is 5% based on the National Planning Commission. However, this could not independently be verified during the conference, thus it was agreed perhaps it should be reported that BioTrade contribution to GDP is over 4%.
- Furthermore, participants discussed the BioTrade definition with regard to whether all biodiversity based product that are exported are considered? It was thus stated that Namibia's definition of BioTrade is a bit different from Peru's definition which is more restrictive.

Once released, the full report will be available at UNEP website.

The full presentation is on a CD

Closing of Day 1

The facilitator concluded the first day of the conference by asking the participants to give the short reflection on the first day and urged the participants to show up the following day on time as per agenda.

End of Day 1

Day 2, Wednesday, 31 May 2012

Session 3: Reducing Poverty

The facilitator welcomed all the participants and gave a recap on what was discussed the previous day. He then called on the first presenter.

3.1. Developing Value Chains: an introduction to the ValueLinks methodology and considerations for BioTrade

Daniel Bagwitz (GIZ Namibia)

Daniel Bagwitz of GIZ, and economist, presented on the importance of value chains and how they are being derived including for BioTrade products. The basic sequence of functions of an agribusiness value chain presented include: specific inputs (equipments needed, inputs) then translated into a product (growth, harvest), then transformation (classify, process, pack), followed by trading (transportation/distribution) and the last process is the consumption (fig 3)

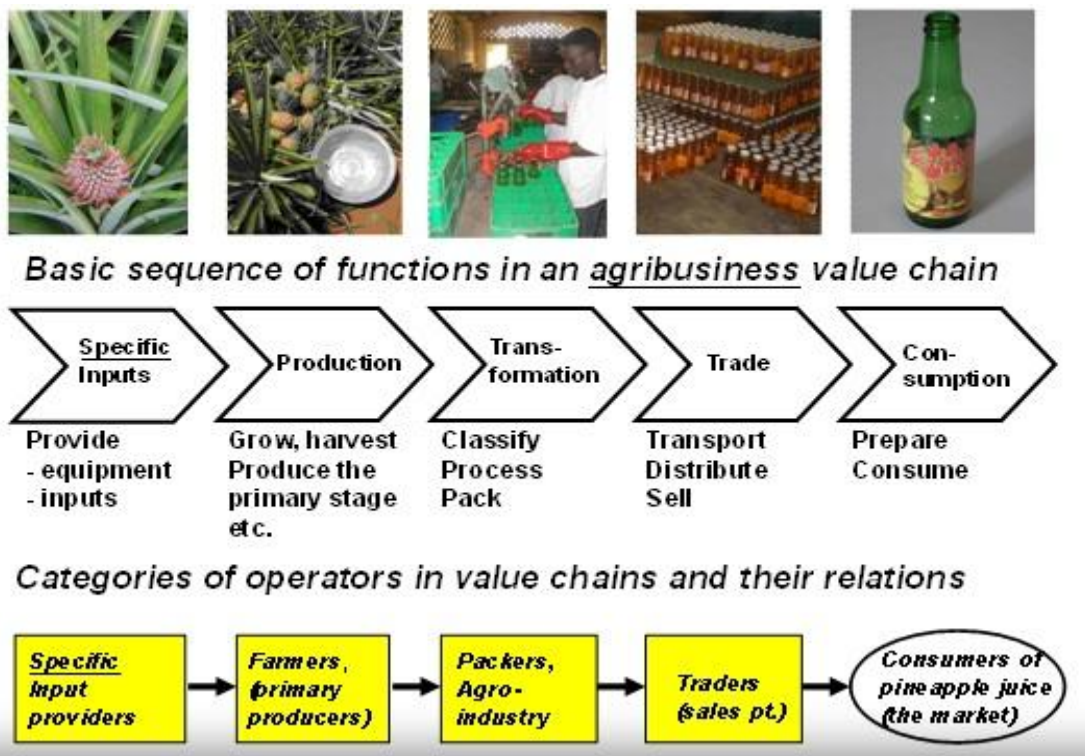
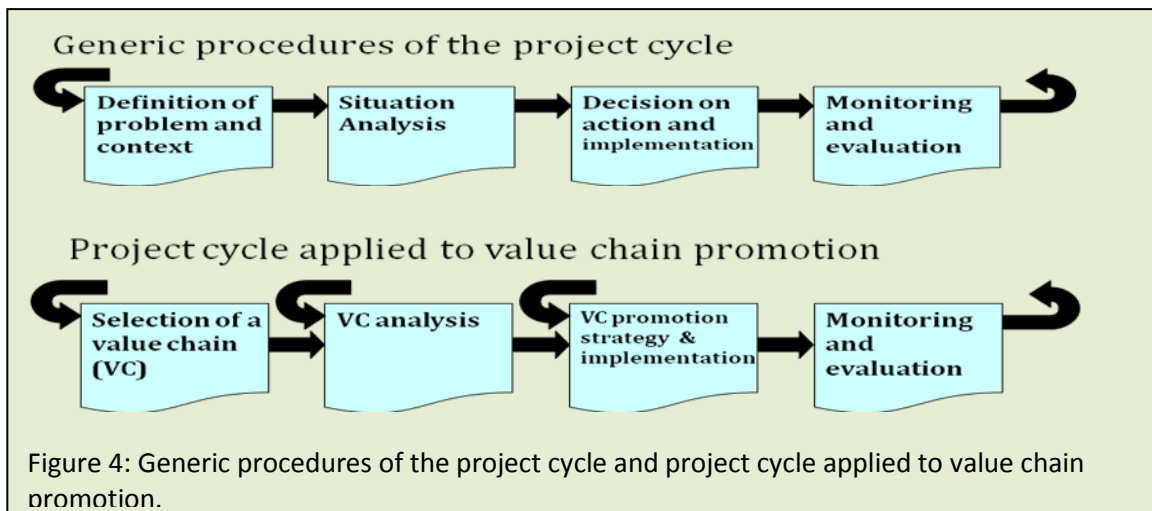


Figure 3: Basic sequence of functions in an agribusiness value chain

The generic procedures of the project cycle and those modified for a value chain are depicted (fig 4).



He presented the specific BioTrade considerations that are important when developing a value chain and these are: open access nature of many primary resources, variable supply of resources, high market development costs, strong lead buyers, regulations, codes of conduct, and branding of BioTrade Value Chains.

Value chain development should be for a small and well defined product or service to ensure that all critical steps and considerations are being included in the thinking and planning process. Bagwitz pointed out that value chain development is a critical element of BioTrade and pointed out available resources for further information.

The full presentation is on a CD

3.2. Ximenia Oil Value Chain

Katie Beckett (PhytoTrade Africa)

Katie first gave an overview of PhytoTrade Africa, which is a non-profit membership-based trade association whose objective is to foster Southern Africa's natural product industry while ensuring its long term sustainability and social equity (<http://www.phytotradeafrica.com>). It is facilitated through product development, market development and supply chain development. PhytoTrade Africa has five strategic areas namely PhytoServices, PhytoProducts, PhytoBranding, PhytoInvest and PhytoTech.

There are eight species of Ximenia found across Africa of which two species are predominantly occurring in Southern Africa, i.e. *Ximenia americana* L. and *Ximenia caffra* Sond and several varieties. Ximenia fruits, seeds, bark are traditionally used, the seed oil is used for emollient, hair conditioner and skin softener among others. Some of the consumer products are pure oil and in formulation, skin care products, hair care products and cosmetics.

The value chain development process was presented as follow:

1. Progress Producing Associations up the value chain, increase capacity and build business opportunities
2. Artisanal to industrial production: Increase value addition opportunities for Namibian producers:
 - a. Improved technologies and technology transfer
 - b. Decortication methods and oil purification
 - c. Local value adding for consumer-ready products
3. Support Producing Associations to become proficient in sales, marketing and distribution to global customers
4. Derivatives from Ximения fruit and seed
5. Certification
6. Ingredient efficacy trials to deliver further scientific substantiation

Namibian Ximения Oil Value Chain

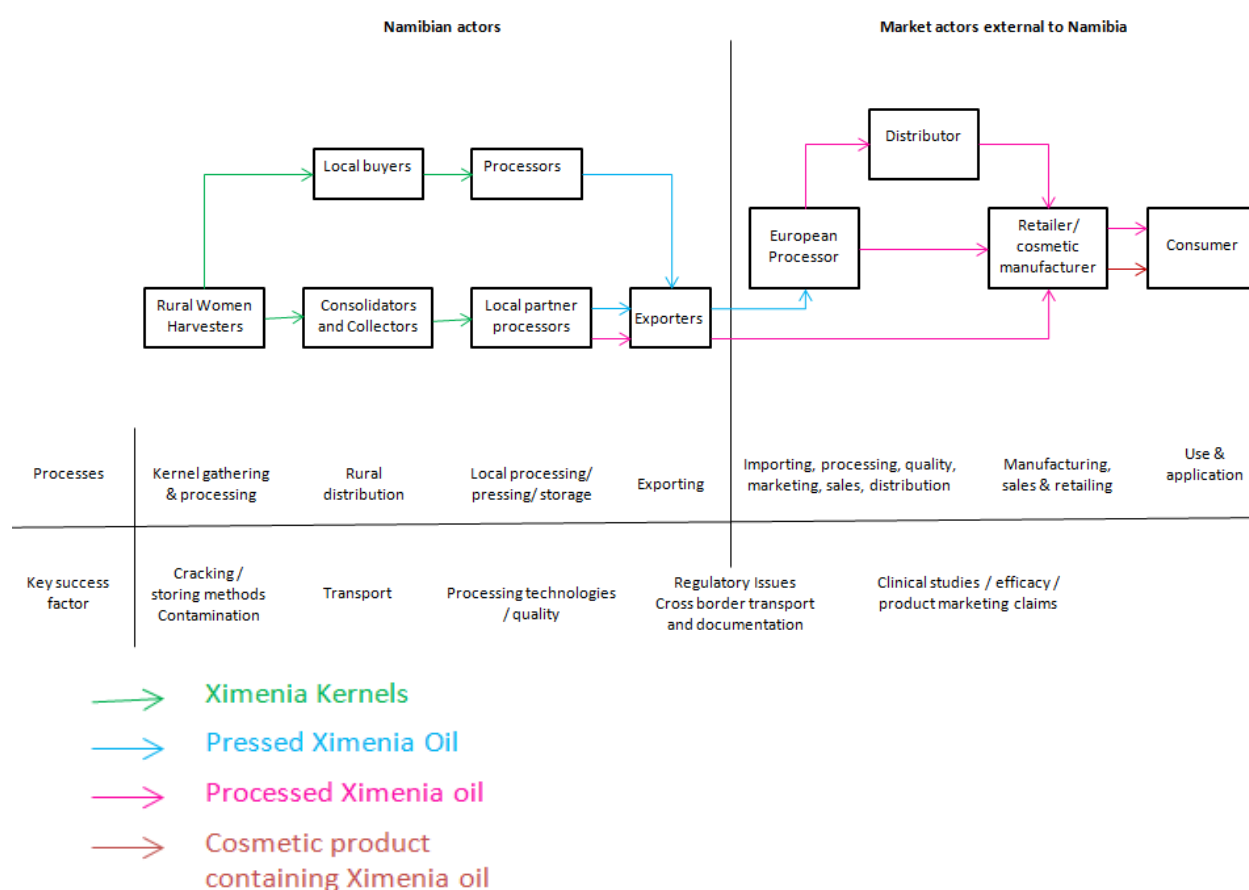


Figure 5: Ximения value chain

Questions and points discussed

- The delegates discussed how Ximения is harvested. Is there a potential to increase the capacity of harvesting through improving the technology? Ximения fruits are collected by hands, but there is a potential to use technology while pressing is done by both machines and manually. It was also discussed that since communities are

directly involved in the process, perhaps the concept of Public Private Partnership (PPP) should be changed to be called Public Private Community Partnership (PPCP).

- One participant wanted to know how it is assumed that the value addition can contribute to additional incomes of women e.g. in Kavango region, Namibia? In Namibia, Ximenia is sold at a rate of N\$ 10.00/Kilogram.
- Other participants were curious to know what PhytoTrade Africa is doing to uplift the communities, since communities are the custodian of natural resources. It was pointed out clearer that they provide technology transfer, skills, and market among others. Potential markets e.g. in Asia can be unlocked by promoting Ximenia and its ingredients.

What is basically needed is the capacity to produce and the capacity of accessing the market, however, at the moment there is no way in Namibia that one can for example access The Body Shop directly.

The full presentation is on a CD

3.3. Namibia Game Meat Industry: Value Chain Analyses and Upgrading Strategy *Diana van Schalkwyk (Food Chain Solution)*

Diana van Schalkwyk presented on the potential of the Namibian game meat industry as a BioTrade product, linking it to the national aspiration such as Vision 2030 and to Article 95 of National Constitution of Namibia. She stated that Namibia is one of the few countries globally with an abundance of wildlife, with the numbers estimated roughly to be similar to the number of cattle or sheep or goats in this country.

There are numbers of steps in Value Links methodology applied for game meat in Namibia:

- Step 1: Analyses of the game meat value chain (value chain mapping, quantification and economic analyses of the value chain)
- Step 2: The chain upgrading strategy (vision, opportunities and constraints, operational upgrading objectives)
- Step 3: The chain development process (the chain promotion project)

Value Chain Mapping

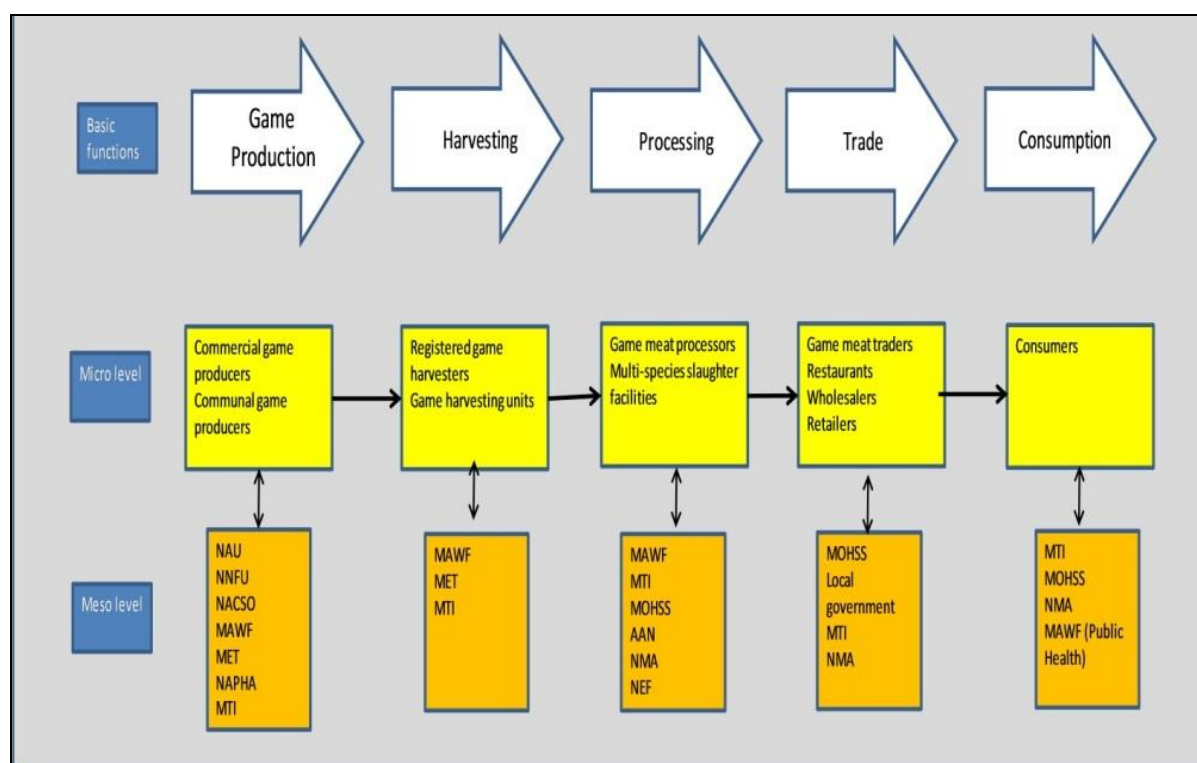


Figure 6: Mapping the game meat value chain

Based on the latest figures of 2011, it is estimated that the number of game species that are suitable for commercial meat sales has been on the increase in both freehold and communal areas (table 1).

Table 1: Shows the number of game found in freehold and communal areas

	Freehold areas (Lindsey, 2011)	Communal areas (NACSO)
Springbok	762 625	121 345
Gemsbok	502 328	20 779
Kudu	449 199	2 9992
Red Hartebeest	186 428	260
Eland	89 800	62
Hartmann Zebra	81 194	27 084
Total	2 071 574	172 522

The actual current value of game meat sale is estimated to be around N\$ 200 million (per annum), but it has a potential to be equal to or even more than N\$ 500 million annually.

An upgrading strategy has been developed and it deals with the needs, constraints as well as opportunities (fig 7) for game meat development in Namibia).

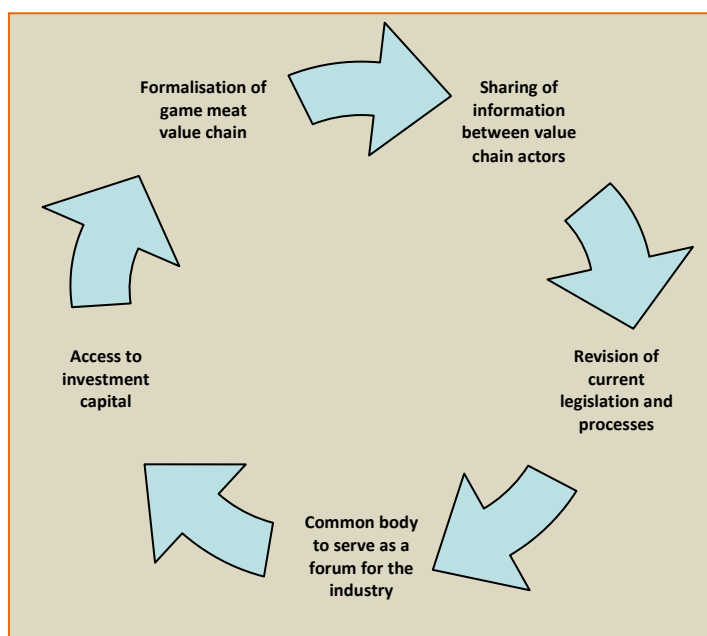


Figure 7: Upgrading strategy to address the needs, constraints and opportunities

The strategy that is put/to be put into place to enable the growth of the game meat industry includes:

- (i) Increase volumes of game harvested and prices obtained for game meat,
- (ii) Investigate new markets and create awareness,
- (iii) Include meat from large game species as an export product, and
- (iv) Support to developing secondary business in the industry.

With regard to the next steps, the industry aims to

- (a) Establish Game Meat Association in Namibia,
- (b) Create awareness of the attributes and trade of game meat, and
- (c) Further formalize the game meat value chain and include pro-poor growth.

The full presentation is on a CD

3.4. General discussion from this session:

What kind of technology transfer are NGOs and other investors providing to the communities? Various examples of technology transfers were given and these include the technology that helps the Eudafano Women's Cooperative to produce Marula oil, and another example is the distillation machinery to Opuwo, Kunene region, Namibia. It was also made clear that technology transfer does not only imply the machineries, but it includes other necessary skills, capacity building, etc. that enables the communities to do their work/business faster and more efficiently.

The discussion went on with participants who wanted to know why most of the NGOs do not allow the communities to process Marula themselves rather than supplying raw materials only. In case of Eudafano Women's Cooperative, women supply the raw materials to the factory which is owned by them, thus they are involved fully. It should also be understood that the perception that the NGOs make a lot of money through their work is wrong and it needs to be changed, NGOs are just there to facilitate and help the communities to sell their raw materials/products.

3.5. Product Development transforming biodiversity into industry-ready products –A R&D centre for BioTrade and ABS

Cyril Lombard (PhytoTrade Africa)

The five pillar strategy presented by PhytoTrade are PhytoServices (members services, supply chain support, business planning, logistics), PhytoProducts (Catalysing consumer products formulated with PhytoTrade ingredients), PhytoBranding (PR, positioning, certification), PhytoInvest (value chain fund for members, partners), and PhytoTech (New innovative ingredients).

Branding is one of the important components for better promotion of BioTrade products; however this has not been taken up seriously. There is a need to bring this forward as customers associate themselves with branded products.

Questions and points discussed

- How PhytoTrade deals with projects and to whom the results are made available to? Member with good ideas and with funding are considered, and the information is restricted to them only, but they can share the “shareable” inform with the public.
- How the price is agreed e.g. Marula? Usually the price is agreed through discussing with the member country as well as with the customers as how much they will tolerate. Other criteria that are taken into consideration include the cost of production (process and labour) and how much can be generated from raw materials or product?
- How is marketing done, does PhytoTrade deal with a group of clients or individuals? What kind of capacity building (human, money) is lacking? It was pointed out that identifying the most needed capacities for capacity building is the main problem, there is a really need to find a proactive way of indentifying the main priorities of capacity building.

The full presentation is on a CD

3.6. The African Eco-labelling Mechanism (AEM) and its Eco Mark Africa (EMA)

Patrick Mwesigye (UNEP, Regional Office for Africa (ROA), Nairobi)

The African Eco-labelling Mechanism (AEM) is a pan-African political structure and technical framework to enhance market access for sustainable products. The African Eco-labelling Mechanism provides: a certifiable sustainability standard, a benchmarking system for sustainability standards, and a communication tool and product label for Eco Mark Africa

(EMA). The AEM has priority sectors in which it will operate and these are agriculture, fisheries, tourism and forestry, but with the plan to expand to other sectors in future.

The EMA aims to promote intra-African, national and international trade for African products, as it facilitates access and expansion to niche markets that are sensitive to sustainable products. It will enable producers and traders to save costs and time through harmonized standards. Through this, the EMA will introduce practices that promote a Green Economy and enhance progress towards meeting the Millennium Development Goals (MDGs) by facilitating economic growth on a sustainable basis, and hence reduce poverty. Eco Mark Africa is an eco-label that will contribute to the transition to green economies in Africa. Eco-labels are market-driven environmental policy instruments (mark, label) to promote environmentally preferable goods and services. Standards and labels serve as frame of reference for design, production and performance of products and also link the production side with consumption (address rebound effect).

In his presentation, Mwesigye stated that “a successful eco-label is the one which has governmental support, responds to market demand, provides credible information on the environmental performance of a product and service to the consumer and does not create technical barriers to trade but rather enhances trade”.

Questions and points discussed

- What are the costs of certification?
- Where else has this been promoted and what were the costs involved?
- Is there/how is the cooperation between this and ISO?
- Any calculation on the premium that they will be able to get if they use EMA?

It was stated that at this point it was difficult to give precise answers as at the moment because the EMA is busy working out these questions, thus during the capacity building, all the required information will be made available.

The full presentation is on a CD

3.7. Accessing markets: EU Novel Foods and FDA GRAS - The Baobab example

Cyril Lombard (PhytoTrade Africa)

Cyril Lombard commenced his presentation with a description of how the selection of products takes place. He exemplified it in the case of the Baobab where selection is based on the sustainability and abundance considerations, safety (science-based, traditional knowledge-based and food use), potential for commercialisation, patents and chemistry. The Baobab fruit is one the iconic trees of Africa, and it is also found in India, Australia and America.

The fruit of the Baobab tree is used traditionally for flavour for soap, cream of tartar substitute, weaning food for infants (mixed with water and honey), mixed with milk for flavour and thickening, mixed with water to make a drink, raw pulp.

The full presentation is on a CD

Questions and points discussed

- What is seen as acceptance evidence of the product in terms of safety? The acceptance evidence is based on the historical use of the Boabab fruit, chemistry of the product, and threshold that the product is safe to use.

3.8. Poverty Impact Assessment on a BioTrade sector: Medicinal Aromatic Plants, Nepal

Himadri Palikhe (GIZ, Nepal)

Himadri Palikhe of GIZ Nepal presented an approach to undertake a systematic Poverty Impact Assessment of BioTrade in Nepal. She explained that the Medicinal and Aromatic Plants and Essential Oils (MAPs) sector is one of the prioritized sectors of the Nepalese Government under the Nepal Trade Integration Strategy (NTIS) 2010. An action plan for the sector and the implementation of pilot activities was developed by stakeholders under the auspices of GIZ Nepal. A Poverty Impact Assessment (PIA) was conducted on the activities listed in the action plan. The PIA is a participatory tool for the analysis of available evidence on the likely distributional impacts of projects, programmes or policies.

The PIA is very important because it provides a platform for the following:

- Understand the relationship between the intervention and the poverty context
- Understand how the target groups can be differentiated into important groups by income, gender, age, land tenure, assets etc.
- Understand the interests of stakeholders and their pro-poor agenda
- Understand effects of the intervention through the different transmission channels
- Assess qualitative and/or quantitative outcomes for different group
- Assess the key assumptions and identify potential risks that should be monitored;
- Recommend possible improvements in the project's interventions
- Increase the acceptance of the action plan
- Prioritization of activities in the action plan
- Train national key stakeholders in the PIA approach to ensure capacity building to apply PIA in their future activities

After the PIA was conducted, the findings revealed a number of success factors (table 2):

Table 2: Findings (success and constraining factors) of the PIA conducted in Nepal

Success factors	Constraining factors
<ul style="list-style-type: none"> • Participatory approach improves ownership: Project Advisory Group (PAG) with representatives of private sector, government and (international) organizations • All activities are based on NTIS • MAPs value chain has a medium export potential, but a high socioeconomic impact • Predominantly collected and processed in hilly and mountainous areas that have a large number of deprived people • Strongly affected by outbound male migration, leading to a significant number of women-headed households • Collection and processing is labor-intensive and offers a welcome opportunity for additional income. 	<ul style="list-style-type: none"> • Grass root level not represented in PAG • Risk that volatility in price and demand for MAPs and related products undermines poverty-reducing effects of interventions in this sector • Risk that agreed action plan cannot be implemented due to lack of commitment and ownership among stakeholders and insufficient funding for its implementation

The full presentation is on a CD



Some of the group members working on the optimal framework

Session 4: Lessons learnt – Way forward

The session focused on the three countries (Namibia, Nepal and Peru) looking at the institutional and policy framework, implementation and comparing BioTrade success factors in 3 countries. A template for reporting from the three country studies was provided prior to the workshop, to ensure that similar inputs would be generated for the group discussions on the following day.

4.1. Trade policy implementation and BioTrade initiatives in Nepal

Toya Narayan Gyawali (Ministry of Commerce and Supplies, Nepal)

Toya Narayan Gyawali, the Joint Secretary, Ministry of Commerce and Supplies, reported on the Nepal country study.

Nepal is rich in biodiversity and is keenly interested in developing a national capacity to promote BioTrade. BioTrade in Nepal is recognised as an opportunity as the country has a great natural diversity and the development of biodiversity products forms an appropriate production sector, considering the low level of industrial base in Nepal. The existing industrial products are gradually losing preferential market access in world markets, thus this opens up an opportunity for Nepal to become more competitive in the world market with its BioTrade products. BioTrade is seen as a base of a Green Economy approach in the country, with the reduction of rural poverty, employment creation, and income generation particularly for the poor.

The national Trade Policy of 2009, aims (i) to create a conducive environment for the promotion of trade and business in order to make it competitive at international level, (ii) to minimize trade deficit by increasing exports of value added products through linkages between imports and exports trade, (iii) to increase income and employment opportunities by increasing competitiveness of trade in goods and services and using it as a means of poverty alleviation and (iv) to clearly establish the interrelationship between internal and foreign trade, and to develop them as complimentary and supplementary to each other.

The country has also developed the Nepal Trade Integration Strategy (NTIS) in 2010. The strategy aims to enhance “supply side capacity” for Nepal’s space in the global market. Both the NTIS 2010 and BioTrade have common objectives, among others: providing access to foreign markets (strengthening trade negotiation), building capacity of national institutions that support BioTrade enterprises, making an effective contribution to the national economy by diversifying bio-exports and expanding national trading base, maintaining the conservation of biodiversity, improving the living conditions of rural people through biodiversity enterprises (strengthening *supply capacity of “inclusive exports potential”*). Clear strategic linkages between trade and BioTrade are sought for in Nepal.

The full presentation is on a CD

4.2. Exploiting the potential of BioTrade in Peru for a transition to a GE

Yovita Ivanova (Peru)

Yovita Ivanova the author of the Peruvian country study presented key results from their assessment. She pointed out that during 2011 Peru's economy has experienced an unprecedented period of growth, sustained for over 100 months making it the fastest growing economy in the region. The exports have climbed by 28% in 2011 to a record of US\$ 45.7 billion and non-traditional products exports have reached US\$ 10.1 billion. The country's GDP growth is 6.9%, and due to a stable exchange rate and low inflation, GDP per capita has risen to US\$5,600 in 2011. Income inequalities between urban and rural areas remain alarming, and this made Peru to be the third most unequal country in the region.

According to the Ministry of Environment in Peru, biodiversity represents 22 % of the country's GDP. It is a major contributor for various industries such as e.g. agriculture. Approximately 65% of the national agriculture production depends on native biodiversity resources. Tourism, another example, is represented through ecotourism, which is one of the fastest growing industries in Peru, representing US\$ 2 billion per year. Lastly, pharmaceutical uses of biodiversity play a significant role: Peruvian medicinal plants represent the active ingredient of various pharmaceutical products for which global annual sales are estimated to be US\$ 400 billion. The exports of biodiversity-based BioTrade products reached US\$ 318 million for 2010 representing 1% of country's total export - almost 95% of the Peruvian BioTrade production is exported. Last year alone, the production of Cocoa benefited 30,000 families directly and 150,000 indirectly.

The report revealed that Peru has the potential to become a leader and pioneer in the transition to a Green Economy model. The country has a unique product offering and rich natural heritage. BioTrade is not mainstreamed in the political agenda as yet, although BioTrade is creating jobs and reducing poverty in the various regions of the country. Its contribution to the economic growth of the country has a demonstrated positive social and environmental impact. Poor areas can combat poverty through sustainable use of the rich biodiversity in their areas. The enterprises felt that they operate on their own, thus their success is largely attributed to their own effort. Additionally, as long as public investment and funding is limited, it will be difficult to develop an industry that requires large investments in capacity building, promotion and Research and Development (R&D) activities.

Beside the factor that Peru is making progress in BioTrade, there are various barriers to BioTrade identified: limited State resources for the sector, difficult access to financing, scarce investment in new R&D, and insufficient capacity building and training.

With regard to the investment in the BioTrade from 2007 to 2010, public sector's institutions invested US\$ 6.8 million (28%), donor's organization US\$ 6 million (24%), and private sector's investment is US\$ 11 million (48%).

Public policy recommendations: it is recommended that there is a need for the following actions:

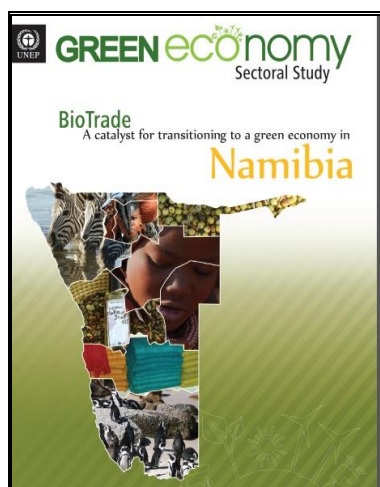
1. **Strengthen the institutional coordination framework** between the Ministry of Economy and Finance and the National BioTrade Commission;
2. **Increase public funding of the sector** through budget reallocation for government institutions related to the sector and provide access to the State investment programs for provision of public goods and services;
3. **Improve the current BioTrade business environment** through new government economic and fiscal incentives for foreign and local companies;
4. **Increase public awareness and take the necessary measures** to reduce the sector's risk perception among commercial banks and other financial entities;
4. **Enhance production and productivity** through investment in R&D activities, prioritizing the development of value-added products;
5. **Expand the financial resources** for capacity building and training of public and private sectors and provide them with adequate, practical, demand-driven support for the development of capacity for integrating BioTrade business into the global natural products markets.]

The full presentation is on a CD

4.3 The potential of BioTrade for Transitioning to a GE, Namibia (2nd part of the Namibian Study)

Laudika Kandjinga (IECN), Namibia

Laudika Kandjinga, one of the co-authors of the Namibian country study presented the Namibian situation. In the presentation, he pointed out that Namibia has unspoiled and stunning natural beauty, well conserved wildlife and is blessed with mineral resources. The country has about 4300 plant species of which nearly 700 are endemic. A number of Indigenous Plant Products (INPs) are already harvested and marketed e.g. Hoodia, Marula and Devil's Claw, among others. This natural endowment favours the promotion of a BioTrade approach.



Namibian BioTrade Country Study

He highlighted that the current NDP3 has been putting emphasis on the rural development and environmental-based development while the upcoming NDP is focusing on economic

development. The NDPs are the corner stone of the country's development, and they are facilitating the attainment of Vision 2030 which aims at making Namibia to be a fully industrialized country by year 2030.

The study was a first approach to try and define the combined economic impacts and magnitude of the "BioTrade" sector, which was already explained in Juliane Zeidler's presentation at day 1. The economic data summarized for the report are displayed in table 3.

Table 3: Shows the summary of the BioTrade sector in Namibia

Sector	Value (USD)	Year	% of GDP*	Investments**	Predicted growth	No. ppl engaged (est.)	Poverty reduction potential	No. beneficiaries	World Bank, World Development Indicators***
INPs	13,659,100	2005	0.15%	8,057,000	High	9993	High	42,720	GRN 2007
ICVs	90,007,200	2008	0.97%	660,000	Low	45,000	Medium / High	Est. 180,000	MAWF 2005
Indigenous Livestock Breeds	150,012,000	Est.	1.62%	47,000,000	NA	32309.75	Medium / High	129,239	pers. Comm.; MAWF
Wildlife (inc eco-tourism)	100,000,000	2010	1.08%	95,000,000	High	135,000	Medium / High	Est. 540,000	Barnes et al 2009
Indigenous Fisheries and Marine Resources	19,446,000	Est.	0.21%	1,140,000	NA	NA	NA	Est. 100,000	Meyn et al 2005
Timber and NTFPs, Other	45,202,500	2005	0.49%	NA	NA	NA	NA	NA	Mendelsohn and el Obeid 2005
TOTAL (est.)	418,326,800		4.52%	151,857,000		222,303		991,959	

NB: Since data are not gathered nationally on the basis of BioTrade sectors or biodiversity-related values, proxies are used to assist with the comparability of data. Therefore, the conclusions are indicated to have low to moderate certainty, the best possible with current available information.

*USD 9,26 Billion (based on GDP 2008 72,946 Million NAD, NPC 2011)
 ** Cf section 3
 *** Sources
 NA=not available

Four groups of **opportunities** were identified and these are:

1. Supply side capacity,
2. International demand,
3. Governance and support for BioTrade in Namibia, and
4. International support and interest in BioTrade.

As it is always normal to have opportunities, there will be also some challenges that may hinder the growth of the sector, and **the challenges identified are:**

- a) Organization of the supply chain and "trickle down" effect,
- b) Meeting regulations, certification and quality standards, and
- c) Limited access to credit, inadequate infrastructure and
- d) Variable climatic conditions.

All these groups of opportunities and challenges are explained in more detailed in the main Namibian report and briefly touched upon in the presentation.

The Namibian Government has put into place the platform for enhancing the BioTrade sector. There are various initiatives that are helping to devise ways to bring forward the sector. The Constitution lays a foundation for appropriate policy developments and legislations.

Already existing is the Indigenous Plant Task Team (IPTT) which is a multi-stakeholder coordinating body chaired by the Ministry of Agriculture, Water and Forestry (MAWF). The IPTT seeks to promote the production and trade of indigenous plants and natural products, and provide advice, technical inputs to the INP. The Adherence to ABS and IBPC (see 2.4), National Horticulture Task Team (NHTT) and Infant Industry Protection (IIP) are some of the initiatives relevant to BioTrade. Other notable projects helping the conservation of biodiversity and promotion of tourism include, for example, the Strengthening the Protected Areas Network (SPAN), Namibia Protected Landscape Conservation Areas Initiative (NAM-PLACE) and Community Based Natural Resource Management (CBNRM) as well as newly developing tourism related policies.

Towards the consolidation of BioTrade in Namibia: Recommendations

- 1. Harmonisation of policies:** It is believed that a coordinated approach will help the growth of BioTrade, reducing fragmentation and enhance mutual policies and goals. Formulation of BioTrade policy is crucial in achieving harmonization of different initiatives. Just as it is important to have policy coordination, it is also critical to designate an institution that will coordinate and deal with all the BioTrade related activities and issues.
- 2. Investments - engaging the private sector:** Engagement of the private sector is essential for further development of BioTrade, because equipment, storage facilities and infrastructure will require investment, just as it has been emphasised by the Minister in her opening speech of this conference.
- 3. Infrastructural investments and reforms:** Inadequate infrastructure is quite a significant barrier to BioTrade, thus there is a need to improve the infrastructure that will stimulate the sector.
- 4. Awareness raising and dissemination of information:** Awareness is a powerful tool in sensitizing communities and decision makers about the importance and potential value of biodiversity-based products. There is a greater need for “aggressively” awareness particularly to the international consumers to be able to recognise products from Namibia, and thus become willing to pay a premium price.
- 5. Research and development:** Namibia needs to properly assess ecosystem services to determine their true value, so as to alert decision makers of their importance and call for policies and programmes that take these services into account and ensure sustainability. A dedicated programme for R&D that will examines markets, new product development, possible innovative ownership and financing is critical in order to move from niche sector and mainstreamed into country’s economy.

The full presentation is on a CD

End of Day 2

Day 3, Thursday, 01 June 2012

Session 5: Lessons learnt – Way forward

5.1. World Café: 3 Countries, one goal

On the last day of the conference, the participants were divided into three groups by the facilitator. These three groups were established to discuss the following three areas:

- 1) **Optimal framework (institution and policies)**
- 2) **Capacity needs (focusing on the area of capacity building and beneficiaries)**
- 3) **Success factors (good to have or must have)**

The expected output from the “world café” was for the delegates to come up with “best practice”/guidelines for successful implementation of BioTrade initiatives based on the findings (Day 2) and the world café results. The deliberations and collection of ideas from the working groups are reproduced in detail in annex 2. A synthesis of the discussions is provided in the following.

1. Optimal framework (institution and policies)

a) *BioTrade definition*

- **Scope of BioTrade definition:** Initially a discussion on the best definition for BioTrade arose. It was discussed whether it would be more useful to use a broader or narrower definition. Different views are reflected in the following.

Elements of and views on a **broad definition of BioTrade** included:

- The definition should include all biodiversity products and services, and sustainability issues, thus reducing risk of overexploitation of resources;
- Broad definition results in a higher economic impact;
- A focus on sustainability and Fair Trade is needed;
- Adequate institutional capacity is required for such a broad definition;
- Employment creation or improved livelihoods of rural communities through indigenous natural production will be particularly highlighted.

Elements of and views on a **narrow definition of BioTrade** included:

- In many instances BioTrade is equated with Indigenous Natural Products (INP);
- This definition only demonstrates a relatively confined and low economic impact. However, it also clearly demonstrates a niche which can be useful for commercialisation of the products and services, and also to demonstrate specific community level impacts.
- **Pragmatic handling of the definitions:** The participants felt that the broad definition is mainly to get a proper framework in place, demonstrate impacts to policy makers and for international negotiation purposes, whilst the narrow definition is applicable to the level of local communities, e.g. when explaining what BioTrade can mean. Both definitions are important and should be applied in the relevant context.

b) BioTrade Policy

- **Stand-alone national BioTrade policy or mainstreaming?** Participants discussed if there is need to have a BioTrade policy as a standalone or if relevant considerations should be integrated and mainstreamed throughout existing and emerging cross-sectoral policies. Different views were voiced.
- **Why stand-alone?** Preparing national policies on BioTrade can be useful to actually set out a strategy on how to promoting and unlocking BioTrade potential. A stand-alone policy does not forego the opportunity to mainstream relevant aspects in relevant sectoral and national development instruments, but provides a relevant visibility to critical BioTrade issues.
- **Why mainstreaming?** Mainstreaming critical BioTrade issues throughout relevant sectoral and national development policies will be useful to ensure that BioTrade is not side tracked as a “BioTrade only” issue. It is important to find ways to integrate BioTrade concerns into national trade, agriculture and other instruments. Mainstreaming can facilitate ownership at all relevant levels and promote addressing BioTrade by various responsible institutions.
- **Need for specific policy reviews:** An ongoing mechanism for monitoring and evaluation, especially of the existing environmental and trade policies is needed. It is critical that we understand what the status quo in terms of including BioTrade considerations is, to make proposals for improvement and then to M&E implementation and impact. Some review elements include:
 - Policy must ensure biodiversity products are sustainably exploited;
 - Have distinct investments which makes inter-linkages with the promotion, mainstreaming, needed laws, regulations etc;
 - Implementation of the policy – “lessons learned”.

c) Policy Coordination is essential- who takes the lead?

- **Generally – who should take the lead?** Discussions revolved around the general problem in all countries to find the competent lead institution. In Nepal, the Ministry responsible for Trade is taking a lead, whilst in Namibia the Environment Ministry is spearheading BioTrade matters. It was discussed that it does not necessarily need to be a government institution that takes on the lead role because many BioTrade actors are private business and industry. On the other hand it is critical that national policies provide an enabling environment. The advantage to have a Trade Ministry in the driving seat is that the critical business and trade environment can be more directly influenced. However, if that Ministry is not fully sensitised and on board, it may not give BioTrade the level of importance it needs to thrive.
- **In Namibia specifically – who should take the lead?**
 - It was acknowledged that the MET is currently showing the strongest ownership of BioTrade. BioTrade issues could potentially be dovetailed with ABS efforts in the country;
 - In the past it was attempted to establish a Namibian Trade and Environment Forum under the National Trade Forum. Only mixed successes were registered, which gives indication to the fact that a new approach may need to be thought of;
 - The potential roles of the National Planning Commission Secretariat and the Ministry of Agriculture, Water and Forestry were mentioned. NPC as a key

coordinating mechanism for cross-cutting and national development planning was seen to be a strategic institution for policy mainstreaming. However, considering the importance of convening the private sector and industry it was also considered that the National Chamber of Commerce and Industry could be taking a lead in furthering and coordinating the BioTrade efforts in Namibia.

2. Capacity needs (focusing on the area of capacity building and beneficiaries)

Key areas for capacity development of different target groups were identified as follows:

a) Resource management

The capacity needs and target groups in term of resource management identified and discussed include:

- Communities/producers as key target group as well as CBNRM institutions and support institutions. Support organizations, international players, NGOs must also be considered for capacity support;
- Technical skills for all aspects of sustainable utilization are needed i.e. for local private sector and industry;
- Domestication and cultivation are two major topics to be included in capacity building efforts;
- Traditional knowledge transfer is a critical topic;
- Technologies for sustainable resource management must be better promoted and should be a key feature in capacity building efforts ;
- It would be desirable to specifically identify and disseminate information on successful national interventions/practices, as these are particularly well adapted to national circumstances and may have a high adsorption level;
- An important concept to consider is “Managing for certification”. Local level producers must be knowledgeable about such certification schemes and what it means to adhere to them.

b) Community bio-cultural dialogues

- It is critical that the private sector understand community needs and vice-versa. Capacity building efforts in the private sector and industry should specifically be geared towards establishing meaningful dialogues for better outcomes for the local communities. Local communities need basic understanding of the market economy as well;
- It is also critical to sensitise and educate the private sector about accepting resource limitations and sustainable harvesting issues;
- It is important that it is recognised that they are all actors in a value chain; it is critical that there is a clear understanding of roles and responsibilities within the value chain by all actors.

c) Business Skills

a) **At the individual level**, it was thought that the business skills should encompass of the following key skills and knowledge:

- Marketing skills (individual);
- Value addition and product development;

- Strategic planning (business planning);
- Contract negotiations and deal making.

b) At the national level, it should encompass the following:

- Regulatory export market access;
- Researching on possible markets, and;
- IPRs.

d) Enabling environment for capacity building

The enabling environment for capacity building should include the following points among others in order to make meaningful contribution and enhance the BioTrade growth:

- Help desk or clearing house for BioTrade;
- Capacity building for adequate R&D on BioTrade aspects;
- University courses on BioTrade related projects;
- Capacity building for laboratory technicians in different sectors;
- Institutional capacity building for organizational development.

e) Broader capacity building that is crucial to others clusters

Participants felt that the above capacity needs identified will only be realised if the following points are met, thus these are crucial to other clusters of capacity needs above:

- More local BioTrade experts;
- Communication skills;
- Awareness on BioTrade (all levels);
- Capacity building based on the needs and direct application.

f) Follow up

- Need a pragmatic well targeted capacity development plan and strong implementation commitment
- Institutional: MTI or NCCI or NETF or IPTT lead?
- Phytotrade specific Namibia.

3. Success factors (good to have or must have)

The success factors are those that are perceived that they are necessary to enable the growth of BioTrade sector in the countries:

a) Rights to access

Having right to access the BioTrade related products is crucial, thus the participants felt that the following points are of greater importance:

- **Must have:** Biodiversity use effectively and sustainably, legal certainty for investors in partnership, sustainable resource management, fair and equitable benefits sharing
- **Good to have:** Certification management, and community resources ownership.

b) Good promotion

It is important to promote those less known BioTrade products to become known products in order to sensitize the markets about the value and quality of the products:

- **Must have:** Political and institutional stability, supportive fiscal policies, and political will support.

- **Good to have:** Media involvement: simplified extension/communication messages and materials, harmonised policies on trade and environment, coordinated common implementation strategy, and pro-active change management.

c) Ability to attract investments

Investments are crucial to the success of BioTrade, and throughout the conference, the issues of investment have been mentioned prominently, it is thus important to have products that will be used as catalyst to attract investment for better BioTrade growth:

- **Must have:** Access to finance and business service, business plan, deal making ability, skilled personnel, legal certainty for investors, good investment climate and business environment, national investment in R&D and infrastructure and technology R&D.
- **Good to have:** Product diversification, proper incentives and public financing structure, ease of doing business/little red tape, documented success stories, and attractive products, local and regional markets.

d) Attractive products

Attractive products are always in demand and can stimulate the demand and high premium prices:

- **Must have:** Market demand, strategic and applicable value addition, reliable commercial supply, regulatory compliance, quality assurance and control, consumer awareness and marketing, and marketing strategy.
- **Good to have:** Capacity building of stakeholders, market diversifications, certification (organic, sustainable), value addition to production, and intellectual property rights defined.

e) Research and development

Another successful factor is research and development (R&D), it unlocks the potential of BioTrade growth, values of biodiversity based products and potential markets. Research is one of the key ingredients of BioTrade, and came out more prominently throughout the conference deliberations, thus it should be a **must have:** Comprehensive development strategy, and expertise based on scientific research and traditional knowledge.

Lastly, the participants discussed that it should be a must to have an **“Umbrella association/industry bodies & organised groups” (must have)**, dedicated to deal with all the issues of BioTrade.

5.2. Panel discussion on BioTrade: Discussion by invited panellists

The facilitator of the conference, Nickey //Gaseb requested the panellists to introduce themselves to the delegates.

Panellists were:

- 1) Mr. Joseph Hailwa (Director of Forestry in the MAWF), Namibia
- 2) Dr. Michael Humavindu (Manager of Research, Development Bank of Namibia), Namibia
- 3) Mr. Patrick Mwesigye (UNEP, Nairobi, Regional Office for Africa (ROA) Kenya
- 4) Ms Margreth Hoases (Agribank), Namibia
- 5) Mr. Toya N Gyawali (Joint Secretary, *Ministry of Commerce and Supplies*), Nepal

The facilitator requested Martha Kangandjo (Eudafano Women Cooperative, Namibia) and Pierre du Plessis (CRIAA SA-DC) to deliver key messages from the workshop as feedback to the panelists. The key messages and recommendations emanated from the first two days of the conference and the results of the “world cafe” on day three. After the briefing, the facilitator asked the panellists about their “take” on BioTrade. The following statements were made by the panellists:

- BioTrade involves making the less known products to be known and to mainstream them into the country’s economy, thus contributing to the GDP e.g. forest products. There is a need to be aggressive in marketing the products particularly in Namibia. An example was given that Marula juice can be sold throughout the year rather just used once a year. The utilization of the resources needs to be protected and regulated. This is the role of the Forestry Department of the MAWF. They try to contribute to sustainable resource management of the resources especially by local communities. Another key ingredient is the collaboration of all stakeholders for achieving sustainability in resource utilization.
- The Development Bank of Namibia (DBN) provides finance for viable enterprises and sustainable initiatives that contribute measurably to the development of Namibia. Tourism and natural products are some of the sectors that the DBN considered as developmental portfolios. They do not provide microfinance, but they look at the institutions that deal with that e.g. cooperative. However, the Bank does research analysis in value chains, understanding the opportunities, identifying risks and financing needs for their development.
- Capacity Building in BioTrade is crucial, “Namibia should do more to take its BioTrade to another level” e.g. as in Peru and Nepal. It is also important that the definition of BioTrade should be broad so that it can be taken up by international communities especially during negotiations and cooperation discussions, it should not be narrowed. At the Rio+20 Conference, Green Economy in the context of poverty alleviation is the key topic to be discussed; this will present an opportunity for further development of the sector. The GIZ in Namibia could collaborate with the GIZ in Nairobi with regard to the issues of eco-labelling. Perhaps banks can call for the proposals from entities/NGOs and so forth on how to promote BioTrade in the

country. The banks can then consider the best proposal and make that proposal a reality by funding it.

- The Agricultural Bank of Namibia (“Agribank”) is mandated by the Agricultural Bank of Namibia Act to advance money to persons or a financial intermediary for the development of agriculture and activities related to agriculture e.g. fisheries. It also supports processing and harvesting of vegetables and forestry products. It further also assists developing business plan in the related field. There could be strategic linkages to BioTrade products of indigenous plant crops and livestock breeds.
- Agribank finances the whole value chain and assists people with collection and with regard to the rates at which they charge when giving loans. The interest rate is always depending on the product, duration and the type of entity (commercial and communal) being charged differently.
- Investing in BioTrade is critical in order to create surplus, once there is surplus, one can start to market. With Namibia aiming to attain its Vision 2030, this BioTrade conference was essential for the planners and decision-makers. BioTrade success stories of Villa Andina and Candela were highlighted as some of the successful value chain and value addition, one can learn from them, because without value chain and addition, there is no BioTrade. BioTrade presents an unrealised potential between the three countries e.g. medicine in Nepal. BioTrade can reduce the negative impacts of climate change; it is therefore part of the solution.
- Sustainable BioTrade will only be possible if people are “aggressive” in protecting biodiversity resources and sustain them by perhaps increasing them, depending on the nature. Perhaps there is a need to start planting more. Research and Development (R&D) is essential. It is not only important for marketing purposes, but also to increase and explore the potential of BioTrade e.g. in Ximenia and other natural plants. ABS should be taken up more seriously to ensure that the promotion of less known products/sectors takes place. There is a need to provide incentives. With regard to the institutional arrangements that should deal with BioTrade in Namibia, there are various possible ways namely: the National Planning Commission (NPC) could take on a stronger role, or we could try to use the current format under leadership of MET.
- **BioTrade** was then defined in an “innovative” way as:
 - B** : Better coordination
 - I** : Incentives
 - O** : Organization support
 - T** : Testing, certification quality and control
 - R** : Research and Development
 - A** : Allocation of resources and funding from government
 - D** : Define BioTrade
 - E** : Enabling policy environment.

The deliberations and collection of ideas resulted in the following proposals/recommendations:

- Enhance value chain and addition to stimulate more interest in the sector by all actors. There is a real need for Namibia to increase/improve the processing of BioTrade products rather than sending the raw materials to be processed elsewhere; this will increase the value addition particularly to rural communities. In terms of Marula and Ximenia, for example, purification and filtration of the oils could be done as value addition in country. Relevant investments into industrial type developments are needed.
- Invest in the BioTrade sectors, and in research and development to unlock further the potential of Biotrade; the findings should be used to lobby the decision and policy-makers' interest in the sector.
- Create more awareness on the value of biodiversity and building capacity particularly in rural areas.
- Share the best practices (e.g. Eudafano Women's Cooperative) with a wide range of stakeholders to demonstrate the potential of the BioTrade Sectors.
- There is a great need to work out the policy and institutional coordination of BioTrade in the country (Namibia).
- Building a strong Public Private Community Partnership is essential and needs specific investments. It is critical to try and establish an enabling environment that attracts private investors. Favourable immigration laws, tax environments etc. are all part and parcel of this.

Official Closure

The facilitator concluded the discussions of the conference and thanked all the participants for their contributions and commitment throughout the meeting. He then handed over the floor to Teo Nghitila to officially close the Conference on behalf of the Hon. Minister of Environment and Tourism, Netumbo Nandi-Ndaitwah.

In the closing speech, Nghitila thanked all the delegates, both Namibian and international for being active participants in the Conference. He said that he hoped that the conference objectives were met and challenges to BioTrade were explored and interrogated in more details. Best practices, lesson learnt were shared among the participants as well what needs to be put in place to enable the growth of the BioTrade sector. He pointed out that the generated recommendations from the conference will be looked into, for decision making process and also how the sector can be further developed.

In conclusion, he thanked the GIZ and UNEP/CBBT for making the International Conference possible in Namibia. He officially closed the three day conference.

End of the conference

Annexes

Annex 1: Opening speech by the Namibian Minister of Environment and Tourism



Ministry of Environment and Tourism

Statement

By

**Hon. Netumbo Nandi-Ndaitwah, MP
Minister of Environment and Tourism**

On the Occasion of the international BioTrade Conference in Namibia

**30 may 2012
Safari Hotel & Conference Centre**

Director of Ceremonies
Members of the Business Community present
Representatives from Civil Society Organisations,
Media Representatives,
Distinguished invited guests,
Ladies and Gentlemen,

Firstly, allow me to welcome you all to Namibia and to this very important Conference. This International Conference on BioTrade marks yet another milestone in our efforts to address the challenges of poverty alleviation and food security through the sustainable utilization of our natural resources.

This international Conference on BioTrade, which is organized by UNEP, in partnership with GIZ, forms part of the Capacity Building for BioTrade Project (CBBT). I have been informed that this Project is not only being implemented in Namibia, but also in Nepal and Peru, and those two countries are represented at this conference, my special welcome to them, to the Land of the Brave.

BioTrade project seeks to build national capacities for the sustainable use and trade of biodiversity-based products, which is simply referred to as BioTrade. A set of complementary activities include the South-South exchange of information and expertise, capacity building events and national reports on BioTrade were conducted in each country as part of the Project. The Namibian report will be made available official today.

The Namibian report builds on the macro-scale Rapid Trade and Environment Assessment (RTEA) that was undertaken in 2008. Following a desktop analysis and a situation assessment, the National Stakeholder Workshop, *Exploiting the Potential of BioTrade for Transitioning to a Green Economy*, held in Windhoek, August 2010, identified four BioTrade sectors for further examination. Those sectors are Indigenous Natural Products (including Non-Timber Forest Products or NTFPs), Wildlife (including ecotourism), Indigenous Crops and Livestock, and Indigenous Fisheries and Marine Resources.

The report highlighted the importance of BioTrade to the Namibian Economy. This sector contributes an estimated 4.5% to the national GDP. Furthermore, BioTrade was found to be a critical sector that should be nurtured and supported in order to contribute to national poverty reduction programmes. To mention there are many people in Namibia the majority of which women who are directly benefiting from Omarula and Devils claw.

Namibia's poor depend heavily on the country's unique blend of ecosystems for their livelihoods and survival, and thus the sustainable management, conservation and restoration of these natural assets is of vital importance. Through a pro-BioTrade approach

at equal footing, biodiversity could become an even greater asset for sustainable, pro-poor development in the country. A package of policy reforms and financial investment from the public and private sectors targeted at Namibia's key BioTrade products and services have the potential to increase this sector's contribution to national GDP and to catalyse a transition to a Green Economy.

A number of measures were identified which could further grow Namibia's BioTrade sectors. These include promoting and strengthening linkages with the private sector and financial industries; investing in green infrastructure, particularly in rural areas; harmonizing BioTrade-related policies; and supporting a programme of research and development to expand BioTrade. These reforms and measures to promote BioTrade will also support the transition to a greener economy.

If implemented, these measures could help increase the contribution of BioTrade to Namibia's economy by 50% over a 10-year period, to 7% of GDP. In terms of poverty reduction, BioTrade has the potential to improve the livelihoods of a quarter of a million people and can derive benefits to around one million Namibian in the next decade. BioTrade is of course only one form of greening Namibia's economy; however it is currently the most significant contributor and a potential driver for a successful Green Economy transformation in the country.

Based on the study, Namibia's BioTrade sector has grown significantly, but not to the point where it is yet considered a major part of the mainstream economy. Other less green sectors like mining, commercial agriculture and manufacturing continue to dominate the economy. The study report, which is to be discussed here, represents the first significant effort at measuring the contribution of BioTrade to GDP. However, further research and monitoring of BioTrade are crucial to ensure those BioTrade influences decision-makers' agendas in the years to come.

Ladies and gentlemen

Since our independence, Namibia has demonstrated a clear commitment to sustainable development at the highest level. This is evident through Namibia's ratifications of 1992 Rio Summit major outcomes including the Conventions on Climate Change, Desertification and Biodiversity. This commitment will be renewed in the upcoming Rio +20 Summit in June 2012.

In line with our national constitution, Namibia has developed a number of progressive environmental policies in recent years. We passed the landmark Environmental Management Act in 2007 and we completed a nationwide consultation process in 2011 to finalise our domestic Access and Benefit Sharing legislation. Once this piece of legislation is passed, it will serve as a good basis to promote BioTrade for the benefit of our communities.

It will bring these communities into fair and equitable partnership with the private sector. Such partnership is necessary for development, job creation and will reduce the levels of poverty. The national law on Access and Benefit Sharing will also enable us to implement the Kyoto Protocol on Access and Benefit Sharing. Under the Kyoto Protocol parties have to ensure that the communities who are the custodian of our biodiversity have a balanced share when BioTrade takes place. Fair benefited of the community is necessary for conservation purpose so that our biodiversity can be used by both current and future generations.

Ladies and Gentlemen

Information sharing is central to this conference, I therefore, urge participants to exchange information amongst each other. Learning from one another on what works and what has not worked, is the best way for us to move forward as developing countries facing similar challenges and opportunities. It is very crucial that what you get from this conference must be used to make a difference in the life of people in rural areas in your respective countries.

Before I conclude, let me thank the GIZ for funding this conference thus giving the participating countries a valuable opportunity to share information and for its continued support to the Ministry of Environment and Tourism in Namibia.

As you may know, I am also responsible for tourism in Namibia, let me invite you to use your being in Namibia to discover the beauty of our country the land of contrast by visiting other parties of the country.

Once again welcome to Namibia and I wish you successful deliberations

I THANK YOU.

Annex 2: World cafe discussion points

Annex 2.1: Optimal framework (institutions and policies coordination) (reproduced work)

Broadest definition	Narrowest definition	BioTrade Policy (Integrated, stand alone, other options)?	Policy Coordination is essential- who takes the lead?	Institutional coordination mandates- National
<ul style="list-style-type: none"> • All biodiversity products and services • High economic impact • Risk of overexploitation of resources • -Focus on Sustainability and their Trade • Broader definition including concept of sustainability in country context • Adequate institutional capacity • Sustainability of our biodiversity • Employment creation or improved livelihoods of rural communities through indigenous natural production 	<ul style="list-style-type: none"> • Broad for integration locally Broad for integration locally specific action • In Namibia Bio trade is known as INP which is only now beginning to be understood. "Bio trade" will sound like something different • Low economic impact • Trade in bio products that lead to poverty reduction for the community who are the custodians of these resources through ABS something different • Reduction in harmful waste products • Sustainable use of natural resources • Must be clear for protected rights and legal certainty • Scope of definition must be clear • Be honest about definition, no misleading of companies • Bio trade definition should link to green economy • Should be broad for showing impact but must be specific and unique enough. 	<ul style="list-style-type: none"> • Policy review (M&E) • BioTrade policy should be integrated • Integrated approach, including environmental policies in general trade policies • Policy must ensure biodiversity products are sustainably exploited • Have distinct investments which makes interlink ages in promotion, mainstreaming, need laws, regulations etc. • Strict policy implementations 	<ul style="list-style-type: none"> • Policy coordination should be done by all stakeholders, however the government should take the lead • Need for harmonisation and coordination of policy • National vision and strategy: form bio trade top green economy • Designated Lead organisations Versus Recognised champions • Perhaps National Planning commission • Environment and Trade forum, not as part of Namibian trade forum • Market access for bio trade products • New product development through Research& Development • Ensure sustainable harvesting • Ensure equitable benefit sharing 	<ul style="list-style-type: none"> • Fisheries • MTI with support from MET and MAWF

International Biotrade Conference in Namibia, 30 May to 1 June 2012

Annex 2.2: Areas of capacity needs to enhance the growth of the sector (reproduced work)

Resource Management	Community bio-cultural dialogues	Business Skills		Enabling environment for capacity building
		<ul style="list-style-type: none"> • Management bodies in communities • Local regional International markets 		
		Individual	National	
<ul style="list-style-type: none"> • Communities/producers • Technical skills for all aspects of sustainable utilization • CBNRM institutions and support • Domestication and cultivation • Traditional knowledge transfer • Support organizations international players, NGOs • Technology • Technical skills for (local) private sectors • Managing for certification • National interventions 	<ul style="list-style-type: none"> • Private sector should understand the resource/sustainable harvesting • All actors in VC • Understanding of community needs by private sector • Clear understanding of roles and responsibilities within the value chain • Basic understanding of the market economy 	<ul style="list-style-type: none"> • Marketing skills (individual) • Value addition and product development • Business planning • Contract negotiations and deal making 	<ul style="list-style-type: none"> • Regulatory expert market access, market research, IP 	<ul style="list-style-type: none"> • Help desk or clearing house for BioTrade • Capacity building for adequate R&D on BioTrade aspects • University courses on BioTrade related projects • Capacity building for laboratory technicians in different sectors • Institutional capacity building organizational development • Photochemistry discovery patenting commercial agreement, finance, investment skills

Broader capacity building that is crucial to others clusters	Follow up
<ul style="list-style-type: none"> • More local BioTrade experts • Communication skills • Awareness on BioTrade (all levels) • Capacity building based on the needs and direct application 	<ul style="list-style-type: none"> • Need a pragmatic well targeted capacity development plan and strong implement commitment, use game meat as vehicle • Institutional • NCCI or NETF or IPTT lead? • Phytotrade specific Namibia • With support from MCA, CRIAA SA-DC?

International Biotrade Conference in Namibia, 30 May to 1 June 2012

Annex 2.3: Success factors (that are good to have and must have) that are crucial to BioTrade growth (reproduced work)

Rights to access	Good Promotion	Ability to attract investments	Attractive products	Research and development	Umbrella association/industry bodies & organised groups
<p>Must have:</p> <ul style="list-style-type: none"> • Community resource ownership • Biodiversity use effectively and sustainably • Legal certainty for investors in partners • Fair and equitable benefit sharing • Sustainable resource management <p>Good to have:</p> <ul style="list-style-type: none"> • Certification management 	<p>Must have:</p> <ul style="list-style-type: none"> • Political and institutional stability • Supportive fiscal policies • Political will support <p>Good to have:</p> <ul style="list-style-type: none"> • Media involvement: simplified extension/communication messages and materials • Harmonised policies on trade and environment • Coordinated common implementation strategy • Pro-active change management 	<p>Must have:</p> <ul style="list-style-type: none"> • Access to finance and business service • Business plans • Deal making ability • Skilled personnel • Good investment climate and business environment • Infrastructure • National investment in R&D and infrastructure • Legal certainty for investors • Technology R&D, <p>Good to have:</p> <ul style="list-style-type: none"> • Proper incentives and public financing structure • Ease of doing business/little red tape • Documented Success stories • Attractive Products • Local and regional markets • Product diversification 	<p>Must have:</p> <ul style="list-style-type: none"> • Strategic and applicable value addition • Market demand • Reliable Commercial supply • Marketing strategy • Consumer awareness and marketing • Regulatory compliance • Quality assurance and control <p>Good to have:</p> <ul style="list-style-type: none"> • Capacity building of stakeholders • Market diversifications • Certification (FT, organic, sustainable) • Value addition to production • Intellectual property 	<p>Must have:</p> <ul style="list-style-type: none"> • Comprehensive development strategy • Expertise based on scientific research and traditional knowledge 	

Annex 3: Agenda

Draft Agenda

INTERNATIONAL BIOTRADE CONFERENCE NAMIBIA

Ministry of Environment and Tourism (MET)

30 May to 1 June 2012, Venue: Safari Hotel & Conference Centre



Overall Objective: “Understanding and Framing Biotrade in the context of a green economy, poverty reduction and biodiversity conservation”

The specific objective of this meeting is to explore trade opportunities in developing countries associated with a transition to a green economy. The focus will be on biotrade, a key export opportunity. Participants derive a common **understanding of the complexity of biotrade** due to sectoral and national/international inter-linkages and recognize the **needs for an appropriate institutional and policy framework** as preconditions for reducing poverty through employment creation, moving up the value chain, green industrialization, sustainable use and conservation of natural resources. Major international and national **lessons learnt** will indicate future challenges and the **way forward** for political decision makers, experts, value chain actors and supporting agents.

<i>Time</i>	<i>Session</i>	<i>Proposed Speaker</i>
<i>Day 1</i>		
<i>Wednesday, 30 May</i>		
08:30	Registration	
Introduction		
Beginning of Official Part		
09:00	Welcome	Teofilus Nghitila, Environmental Commissioner, MET/DEA; Master of Ceremony
09:15	“Investing in biotrade to develop a green economy: The global potential illustrated through a Namibian example”	Pierre du Plessis CRIAA SA-DC
09:45	Opening Speech	Netumbo Nandi-Ndaitwah Minister MET
	Short handing over ceremony of the Biotrade Report to the Minister by UNEP, GIZ and authors	
End of Official Part		
10.10	Coffee/Tea Break	
10.40	Introduction to the Workshop	Facilitator

Biotrade for economic development

11.00	Promoting sustainable trade opportunities	Asad Naqvi and Giles Chappell UNEP
11.30	Biotrade in International Trade Issues related to TBT (Technical Barriers to Trade) and SPS (Sanitary and Phytosanitary Measures) Agreements	Lauro Locks WTO
12.00	Outstanding Examples of biotrade	Dyutiman Choudhary, Nepal Yovita Ivanova, Peru Dave Cole, Namibia
13.00	Lunch	
14.00	Access and Benefit Sharing (ABS) Introduction - National Process and Status Quo for the ABS and Traditional Knowledge Bill	Kauna Schröder MET/GIZ BSLM Project
14.45	TRIPS (trade-related aspects of intellectual property rights) and Biotrade	Lauro Locks WTO
15.30	Coffee/Tea Break	
16.00	“The Potential of BioTrade for Transitioning to a Green Economy” Country study for Namibia	Juliane Zeidler, IECN
17.00	Closing Remarks Day 1	Facilitator

Day 2

Thursday, 31 May

Reducing Poverty

8.30	Value Chain Promotion: Introduction to ValueLinks	Daniel Bagwitz, GIZ Namibia
	Ximenia Value Chain	Katie Beckett, Phytotrade
	GameMeat Value Chain	Diana van Schalkwyk, Food Chain Solutions

10.00 **Coffee/Tea Break**

10.30	Product Development Transforming biodiversity into industry-ready products – A R&D centre for Biotrade and ABS	Phytotrade
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11.00	Market Access - Overcoming barriers to trade Trade in environmental goods in southern and eastern Africa.	Willemien Viljoens Researcher at Tralac Africa Trade Law Centre
	Accessing markets: EU Novel Foods and FDA GRAS – The Baobab example	Phytotrade

12.00	Impact and Good Practice Measuring success: Nepal - Poverty Impact Assessment in the medicinal and aromatic plants sector	Himadri Palikhe, Nepal
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13.00 **Lunch**

Lessons learnt – Way forward

14.00	3 Countries, one goal (institutional and policy framework, implementation) Comparing biotrade success factors in 3 countries	Biotrade policy experience in Nepal. Mr. Toya Narayan Gyawali, Joint Secretary MOCS Yovita Ivanova, Peru
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15.30- **Coffee/Tea Break**

16.00	Continuing : 3 Countries, one goal.	Juliane Zeidler, IECN, Namibia
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16.45-17.00	Closing Remarks Day 2	Facilitator
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Day 3

Friday, 1 June

Lessons learnt – Way forward

08.30	World Café: 3 Countries, one goal. Comparing biotrade success factors from 3 countries and good practices	All
	<u>Expected Output:</u> “Best practice”/ guidelines for successful implementation of biotrade initiatives based on the findings (Day 2) and the world café results	
10.00	Plenary Discussion – Identification of priorities	
11.00	Coffee/Tea Break	Facilitator
11.30	Presenting key messages to decision makers and experts	
11.45	Feedback from decision makers and experts, Q&A	
12.45	Official Closure	Netumbo Nandi-Ndaitwah Minister MET
13.00	Lunch	

Annex 4: List of Attendees

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International Biotrade Conference in Namibia, 30 May to 1 June 2012

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