



environmental affairs

Department:
Environmental Affairs
REPUBLIC OF SOUTH AFRICA

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INITIATIVE



L'INITIATIVE DE
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POUR L'APA



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Federal Department of Economic Affairs,
Education and Research EAER
State Secretariat for Economic Affairs SECO

Biotrade

9th Stakeholder forum meeting

18 February 2020

funded by



Federal Ministry
for Economic Cooperation
and Development



INSTITUT DE LA FRANCOPHONIE
POUR LE DÉVELOPPEMENT DURABLE
IFDD



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implemented by



Deutsche Gesellschaft
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9th BIOTRADE STAKEHOLDER WORKING MEETING

DRAFT AGENDA

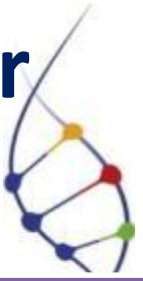


Date: 18 February 2020
Time: Arrival at 10:00 for 10:30 – 15:00

Place: Baobab Room, CSIR campus, Pretoria

Time	Agenda Items	Speaker
10:00	1 Arrival and Registration & service of coffee and tea	All
10:30 – 12:00	2 Welcome and Purpose of the meeting	Adrie El Mohamadi
	3 Revisiting the findings from stakeholder survey presented in August 2019	Adrie El Mohamadi
	4 Moderated discussion on results of meso mapping (incl. recommendations for the forum)	Project Team
	5 2020 BioPANZA Sector Strategy	Preshanthie Naicker
	6 Q&A	All
12:00 – 13:00	7 Lunch	
13:00 – 15:00	8 Case study: making use of the stakeholder map to start a collaborative network to support SMEs	Project Team
	9 Reflection on other potential collaborative initiatives	All
	10 Way forward	All

What is your expectation of the Stakeholder meeting moving forward?



1

Map BSO support measures & receive update o interventions, products & funding

2

Develop collaborative, structured, implementable projects with objectives, outcomes & timelines

3

Develop a clear sector concept to be able to support and grow the SMEs/Industry

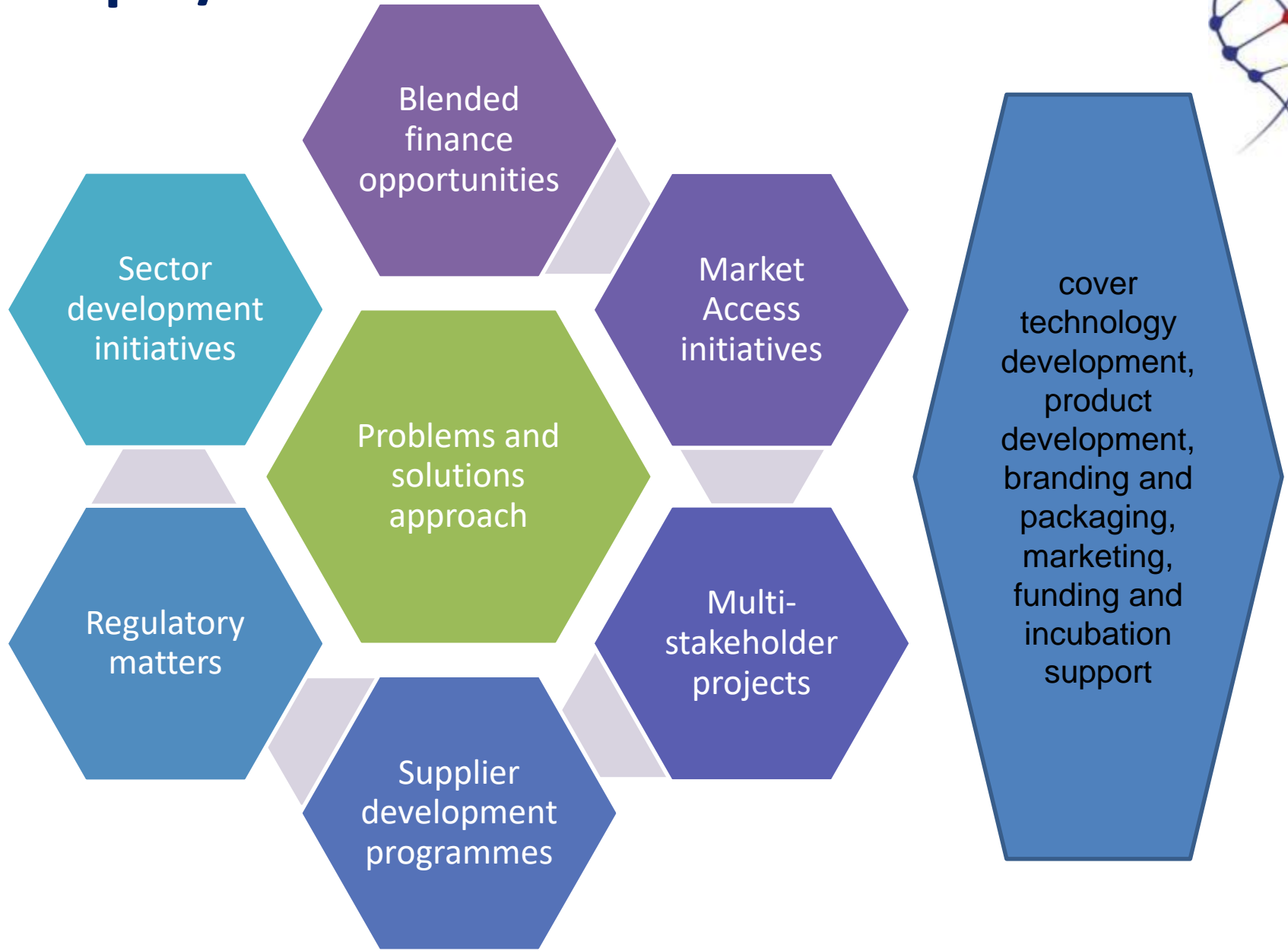
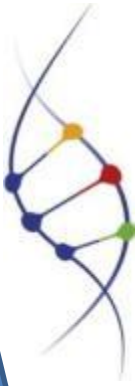
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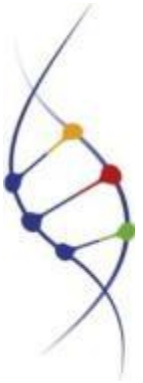
Place of learning, insight, exchange of information, ideas on individual & collective action

5

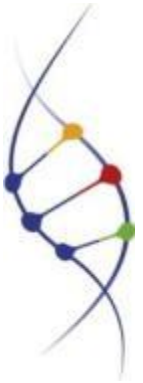
Measure impact, capture successes & lessons learnt

Concepts/ideas for action driven sessions



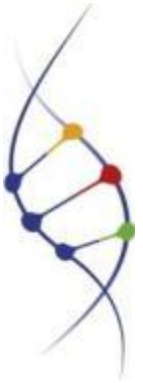


Discussion, views & perceptions



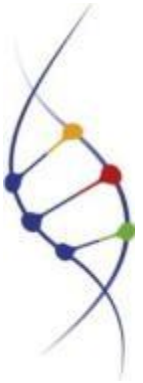
Map BSO support measures

<https://mesopartner.kumu.io/rsa-bio-sector-meso-support-landscape-8th-stakeholder-forum>



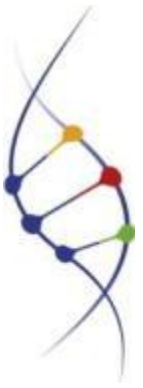
Mesopartner insights and recommendations



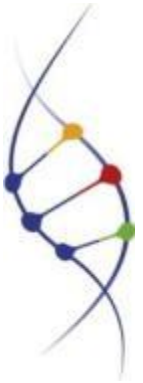


2020 BioPANZA sector strategy





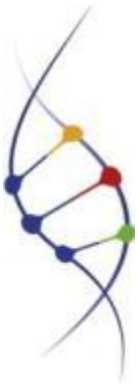
Q&A



Case study

Making use of the stakeholder map to start a multi-stakeholder network to support SMEs (joint ABioSA, UNIDO GQSP & DEFF presentation)

Current relative activities taking place



1. BioPANZA **market access cluster** strategic & operational planning – tangible projects under discussion
2. Mapping of the biotrade meso-level stakeholders

ABioSA

1. **EU regulation** gap analysis of SME compliance findings and recommendations available
2. **Marula** sector development plan meetings + 5 other species
3. **20 ABioSA SMEs** (our captured market for support, but not limited to these)

UNIDO GQSP

1. Support to the development of national standards (SANS – physical and chemical profiles) prioritising species'; **Lippia, Rose Geranium, Baobab & Marula.**
2. Support to SMEs on **Quality Management Systems** (3 SMEs) & QMS training
3. Support to **the accreditation for laboratories for physical and chemical properties** ±(mid/end April 2020).

Multi stakeholder project:

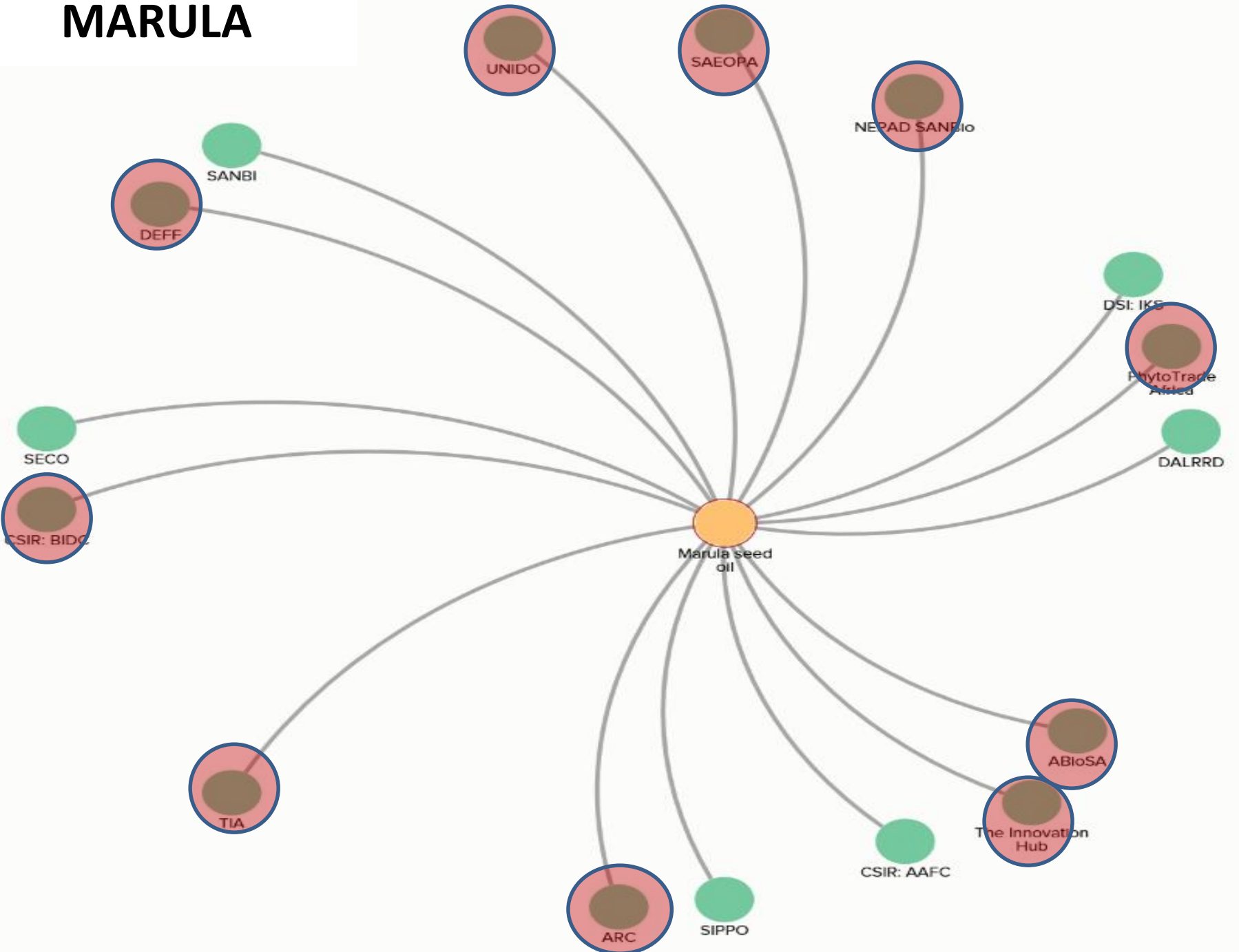


The initiation of a national network of laboratories, implementing agencies etc. to provide support to SMEs to achieve greater sector compliance with EU regulation

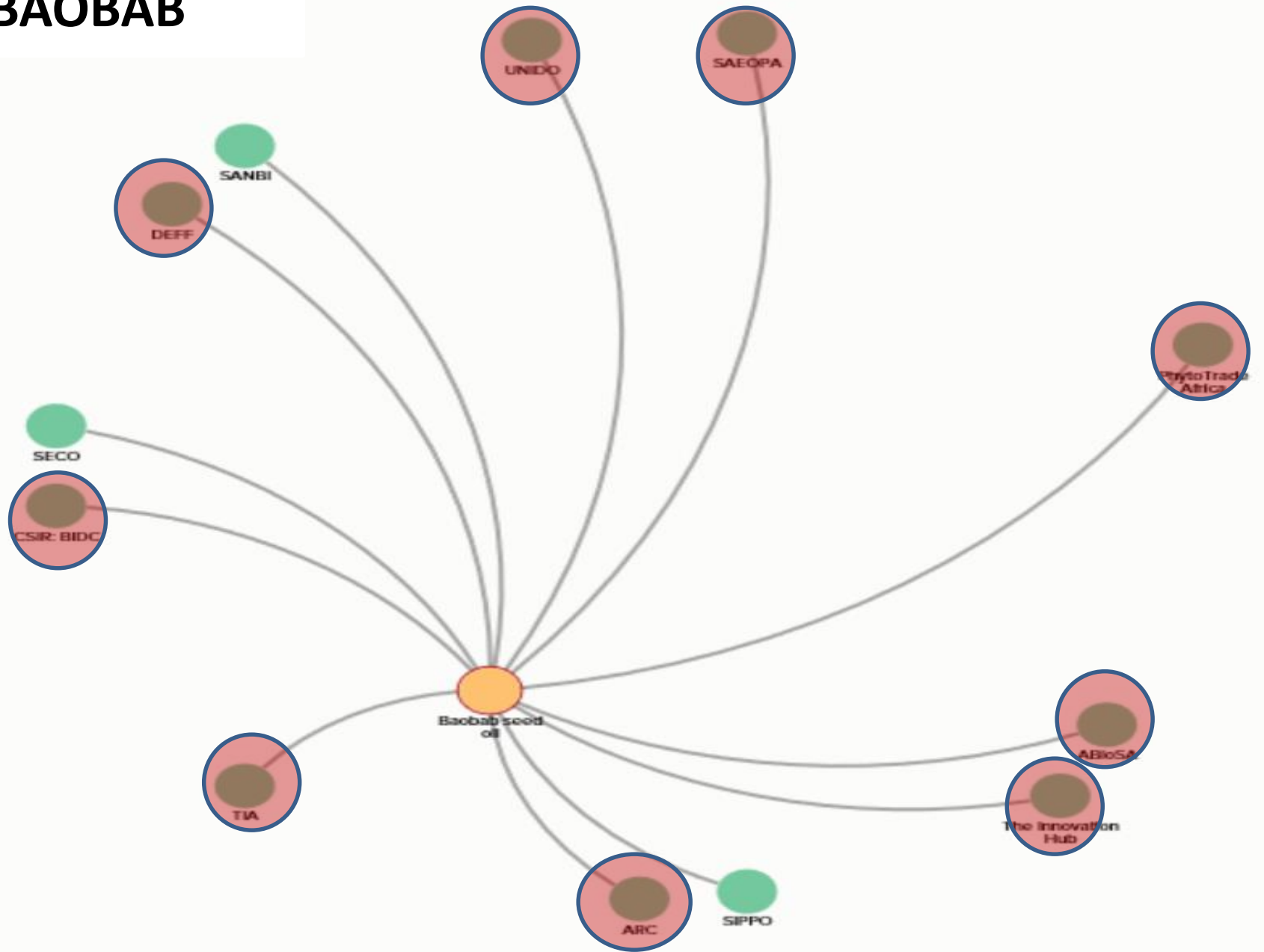
1. Identification, mapping, strengthening and capacitating the network of labs & institutions
2. Technical support which includes claims and matching analyses/labs, looking at exact regulatory requirements and advising accordingly for regulatory compliance
3. Support the clustering of a group compliance initiative based on the most prominent identified species/substance
4. Use the BioPANZA platform to engage with relevant SMEs and make the network visible.
5. Draw other biotrade stakeholder members in where expertise are needed and/or hand over

Top 7 species for sustainable harvesting	Top 25 species for cultivation	National list	ABioSA/UNIDO selected 12/13 value chains	ABioSA 6 Sector Develmnt Plans	ABioSA SMEs
Marula		Marula	Marula	Marula	7
Baobab		Baobab	Baobab	Baobab	10
Aloe Ferox		Aloe Ferox	<i>Aloe ferox</i>	Aloe ferox	1
Buchu	Buchu		Buchu	<i>Buchu</i>	2
	Ximenia		Ximenia		5
	Lippia Javanica	Lippia javanica	Lippia javanica	<i>Lippia javanica</i>	3
			Helichrysum	<i>Helichrysum</i>	3
			Cape camomile	<i>Cape camomile</i>	3
			Rose geranium		2

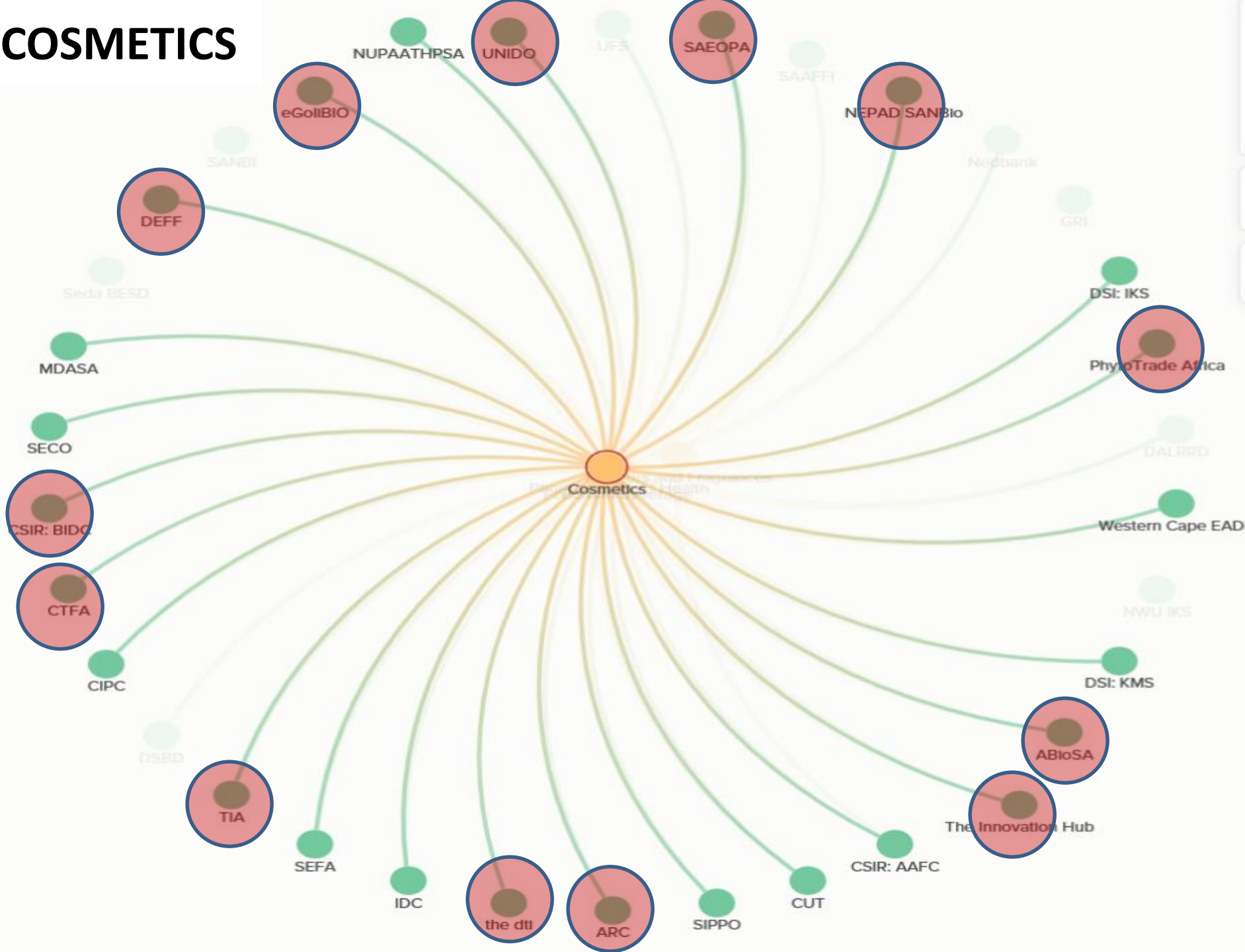
MARULA



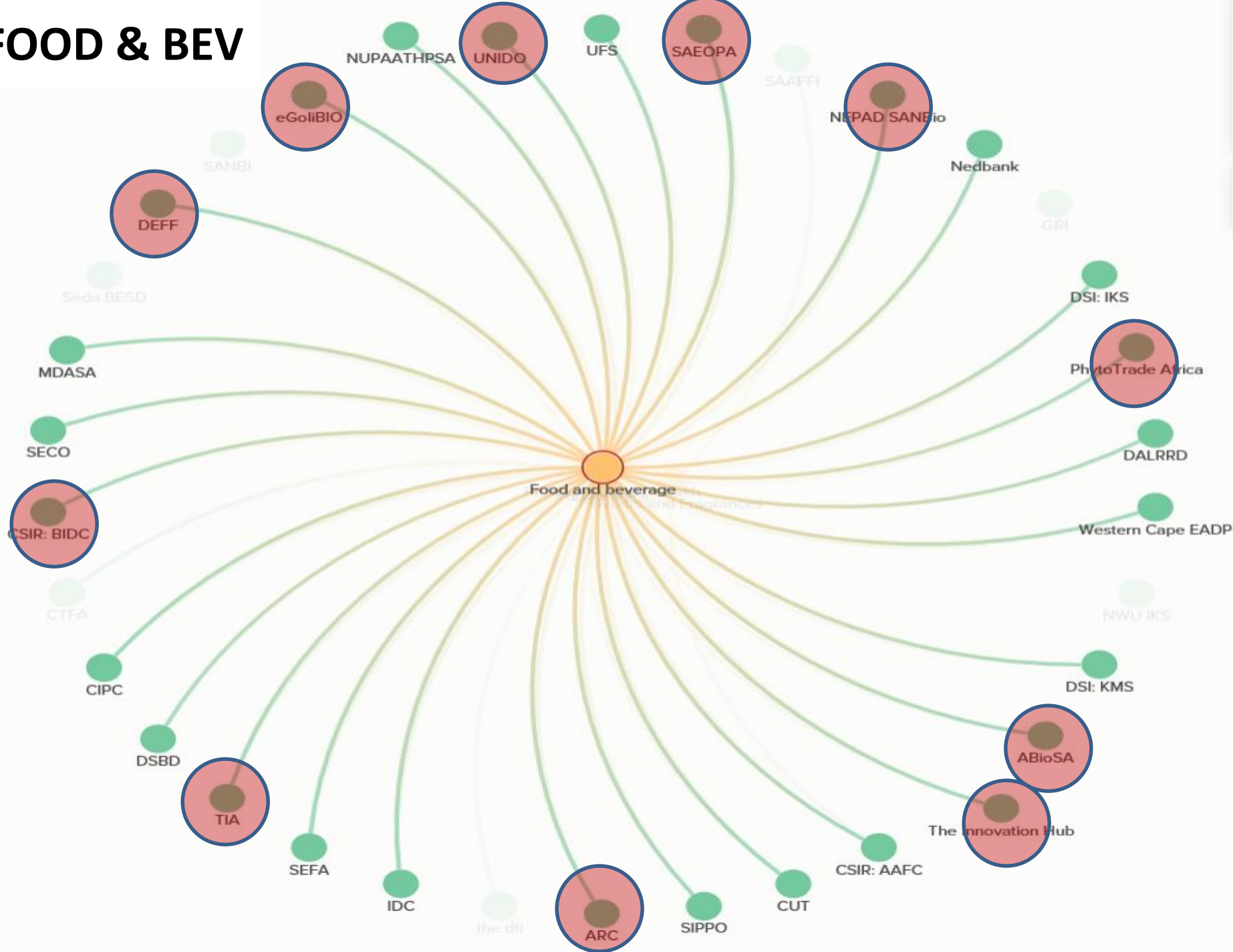
BAOBAB



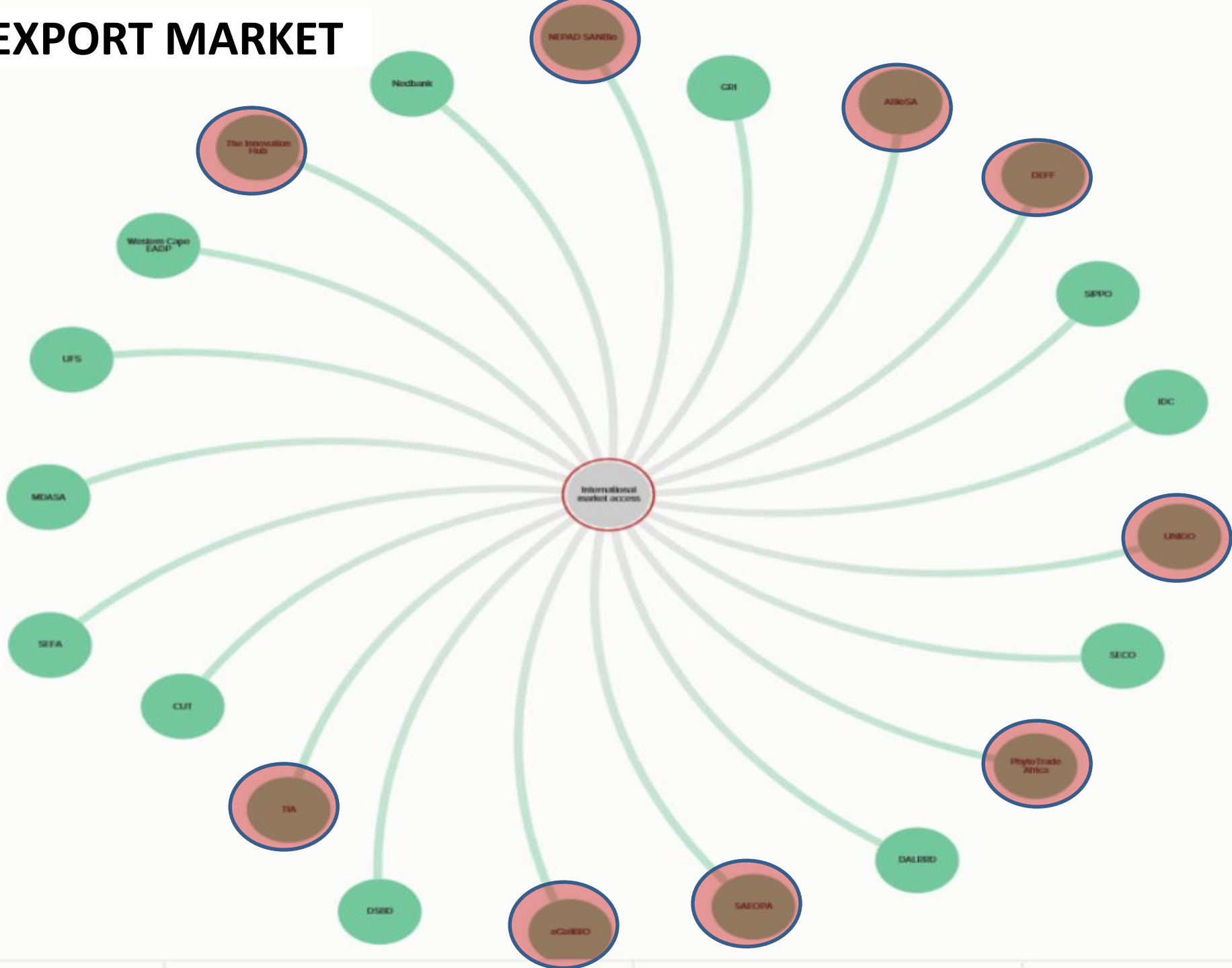
COSMETICS



FOOD & BEV



EXPORT MARKET



Re-occurring agencies

1. DEFF/the dti/DSI = BioPANZA

2. ABioSA

3. UNIDO GQSP

4. CSIR BIDC

5. TIA

6. Phyto Trade Africa

7. SAEOPA

8. CTFA

9. ARC

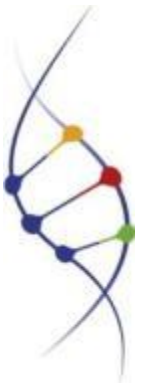
10. EgoliBIO

11. NEPAD SanBio

Re-occurring agencies

1. DEFF	The BioPANZA market access cluster supports the offering of quality natural and manufactured finished products to local, regional and international markets in order to improve South African economy by creating sustainable employment for South African communities.
2. The dti	
3. DSI	
4. ABioSA	Support the coordination of responding to the gaps identified during the gap analysis to ensure greater sector compliance of SMEs with EU market access regulation
5. UNIDO GQSP	Support the accreditation for laboratories (to be selected mid/end Apr'20 capable of testing the physical and chemical properties of the chosen oils.
6. CSIR BIDC	Development of quality, standardised product/processes that conform to regulatory requirements.
7. TIA	Active funding of related projects and/or programme and playing the facilitation and connector roles.
8. Phyto Trade Africa	Support member SMEs to develop new supply chains, products and markets, complying with ABS and other regulations
9. SAEOPA	Grow the industry in terms of; number of growers, volumes produced, improving quality levels, establishing standards, processing, and exports.
10. CTFA	To assist organisations become and remain compliant within the legislative/regulatory framework of the bioprospecting/biotrade sector
11. ARC	Research in natural products
12. EgoliBIO	Incubate from primary phase so our services covers the whole ecosystem. If we don't have the resource inhouse we will link the client with relevant partners.
13. NEPAD SanBio	Provide networking opportunities through events and workshops, and mentoring & access to R&D equipment in the SADC region

Next steps for this network



1. Taking into consideration the identified needs of SMEs, set up a meeting with interested institutions in order to finalise the modalities of implementation such as resources, roles and responsibilities, objectives, timeframes & M&E etc.
2. Incorporate the activities within the BioPANZA market access cluster
3. Identify the relevant SMEs for the network and prioritise interventions offered
4. Craft terms and conditions for support
5. Engage with SMEs with one voice and message
6. Share learning at the Biotrade Stakeholder forum meetings

What could be other networks/platforms be?

Supplier development programmes

Mentoring & Incubators

Capacity and skills development

Business, Financial planning and access to Finance support

Market presence, trade promotion, market access support

Laboratories, R&D, Innovation & TK & IP (becoming more narrower the further down the value chain)

QC, QA and standards development support

Technology & Product development/assistance

Legislative & regulatory requirements support (challenge of working with small companies rather collobarates)

Monitoring and Evaluation

Primary material
cultivation & wild
harvesting

Component
extraction

Formulation and
Production

Packaging,
logistics &
Branding

Local retail and
Export

Communication, knowledge management, sharing of good practice

Value
Chain



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Thank you!

Questions?

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