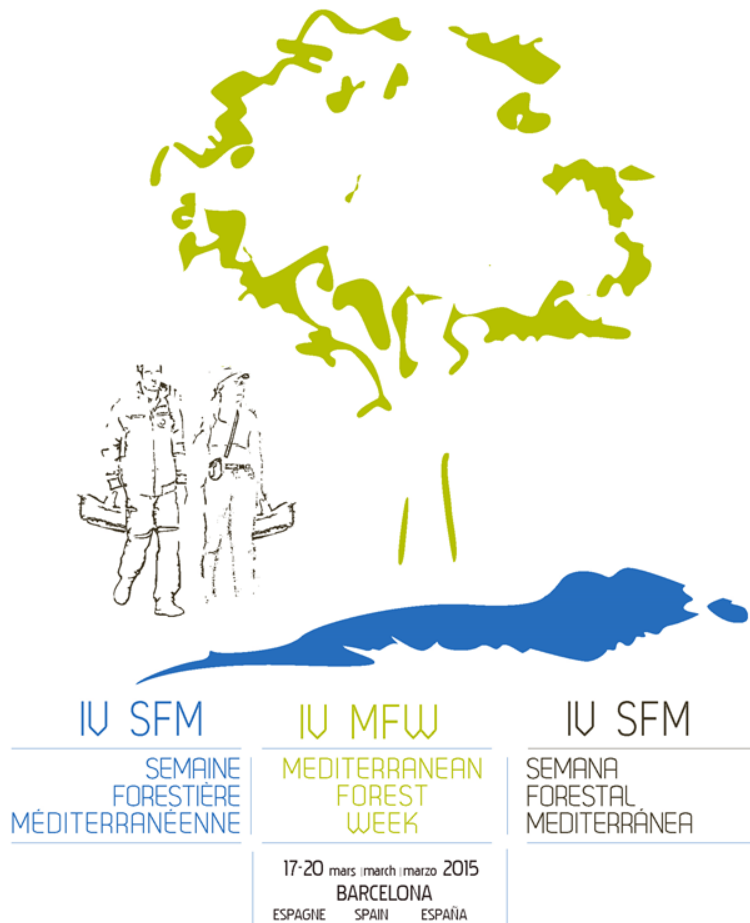


Short introduction to the value chain approach



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giz

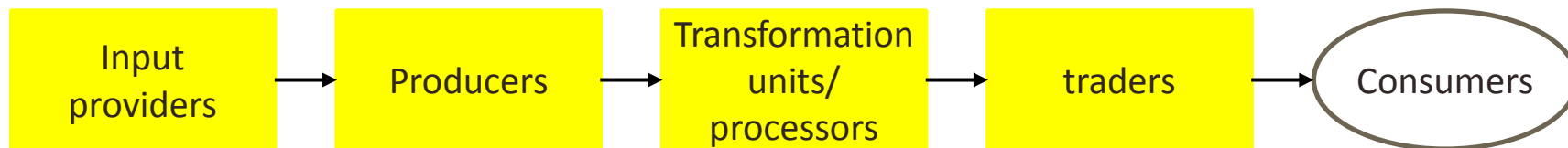


What is a “value chain”?

Basic sequence of **functions** in a value chain



Actors operating in the value chain and their relations

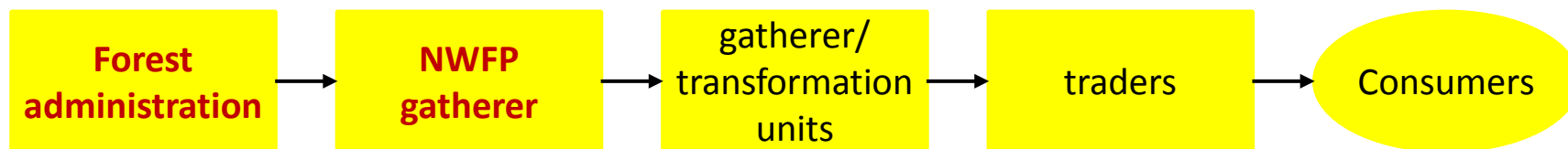


Value chains in the context of NWFP

Basic sequence of functions in a NWFP value chain



Actors operating in the value chain and their relations



Why do we promote NWFP value chains?

economic growth
= more jobs and higher income



Environmental Protection
Sustainable management of
natural resources/ “green
economy”



Poverty reduction
The poor population increases
its income/ has (additional)
employment possibilities

Value Chain selection – key factors

1. Product development needs time and markets are volatile
2. Volumes are generally small
3. Some products require a high level of technology
4. Barriers to entry can be high
5. Question of intellectual property rights
6. Ownership of resources
7. Risk that the market will lead to the exclusion of certain groups from the benefits

Factors for successful value chain promotion

1. Identify the different objectives of the value chain operators
2. Which type of NWFP?
3. Clarification of legal and regulatory frameworks governing the marketing of NWFPs



Creating favorable conditions for the sustainable use of forest resources

1. Taking an integrated view of the value chain → avoid supporting one actor over others
2. Improving the quality and quantity



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Shukran – Merci beaucoup – Thank you – Muchas gracias – Tessekurler