SHAPING A FUTURE-FIT INVESTMENT
BIOPROSPECTING INDUSTRY

Sector collaboration and business development – keys to unlocking the potential in the future
WHAT DO WE DO?

• Business and sector development services
• Private and public sector clients
• Southern Africa and internationally

www.skaa.co.za

FOCUS:

1. Implementation of social, economic and environmental standards
2. Development of sustainable value chains
3. Capacity building of all actors in these value chains
CBI Programme for Sustainable Exports: Natural Ingredients for Health and Cosmetics 2015-2018

Export Coaching Program
- Training of 20 companies
- Development of export marketing plans
- Coaching by sector experts
- Trade fair participation

Business Support Organization
- Sector needs analysis
- Regional strategic workshops
- National strategic workshops
- Sector Strategy
- Strengthening industry organizations

Market Intelligence
- Country sector profile
- Specific markets
- Specific products
- [https://www.cbi.eu/market-information/natural-ingredients-cosmetics/](https://www.cbi.eu/market-information/natural-ingredients-cosmetics/)
Potential to Produce Natural Ingredients

• Hotspot of global significance into Biodiversity
• Climatic zones allow for cultivation of wide variety of raw materials
• Research and development capacity stand out in the region
  BUT gaps in safety and efficacy testing
• Level of human and financial resources relative to the region
• SA legislation and buyer requirements based on international standards
  BUT there is a lack of knowledge on legislation
What makes South Africa Interesting?

• Interesting products
• Connotation of South Africa
• Traditional knowledge
• Business culture
• Infrastructure
Benefits of Investing in Natural Ingredients Sector

For Public Sector
• Support sustainable use of biodiversity
• Provide export income (from finished products and ingredients)
• Generate rural income and create employment

For Private Sector
• High quality innovative ingredients
• Opportunities to expand production (more ingredients, increased volumes)
• Add value through improved process and product documentation, research, audits and certification
Factors Limiting Potential

• **Small size of many companies** – difficult to move from pilot to commercial level; to meet international standards; to afford safety and efficacy testing; to develop capacities for export marketing

• **Lack of sector organization** - lack of cooperation on supply chain development, product development and marketing

• **Lack of sector support** - public sector interest is growing, the sector still lacks dedicated support and business-enabling policies

• **Lack of market knowledge and export knowledge** – both companies and public institutions are lacking
Making the most of the potential

1. Legislative alignment and certainty
2. Strengthening the business enabling environment
   a) Industry Organizations
   b) Public Sector
3. Streamlining sector support and funding for businesses to progress up the value chain
4. Communication
1. Alignment of Regulatory Environment

- National Environmental Management: Biodiversity Act (NEMBA)
- Intellectual Property Laws Amendment Act (IPLA)
- Indigenous Knowledge Systems Bill (IKS)
2. Strengthening the business enabling environment

Industry Organizations

Public Sector

BioPANZA

Academic and Other Research Institutions
3. Streamlining support and funding to the sector along the value chain

- Biodiversity Business Ideation
- Business Incubation
- Business Development
- Export Development
- Export Growth
4. Communication

• Place
• Diversity
• Quality
• Safety
• Sustainability