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Innovations Session N°23

Opportunities in cross-border
value chains for entrepreneurs



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SERIES



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Opportunities in cross-border value chains for entrepreneurs

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- PRESENTATION OF THE ROPPA
- CONTEXT
- OPPORTUNITIES - DYNAMICS -
LEVERS OF CROSS-BORDER TRADE
- CHALLENGES AND OBSTACLES
- RECOMMENDATIONS

WHAT IS IT?

Nombre d'exploitations familiales

30 788 641

Nombre de fédérations membres

128

Nombre de plateformes membres

15

Nombre de projets en cours

22

Nombre de femmes

16 944 993

Nombre de jeunes

14 854 348



Sector managers (rice, livestock, fisheries, cereals & horticulture)
Espace femmes & jeunes (women's and young people's colleges)

WEST AFRICA CONTEXT

- Regional Integration - ECOWAP - PAU
- Crises: food, security, geopolitics, nutrition
- Climate change
- Demographic growth
- Innovations - involvement of young people & women in food systems

INTRA-REGIONAL TRADE DYNAMICS IN WEST AFRICA (1/3)

- ECOWAS - UEMOA trade policies: CET
- Trade in roots and tubers, dried cereals, rice, fish products, live cattle, vegetable oils and market garden produce (onions, potatoes).
- More and more processed products: fruit juices, flour, meat, etc.
- Market size: **USD 10 billion**

INTRA-REGIONAL TRADE DYNAMICS IN WEST AFRICA (1/3)

- Dynamic market: 54 million urban consumers in 1990 - 435 in 2050
- 70% non-cocoa and coffee exports between countries in West Africa
- Women = 70% of jobs in food systems & 90% in food processing (OECD)
- In 2020, more than **USD 60.5 billion** in food imports, and USD **13.2** billion in intra-African trade (UNCTAD).

Some cross-border markets

- Mali Mauritania Corridor
- Mali-Senegal corridor - Burkina-Niger corridor
- Gulf of Benin corridor (Benin, Togo, Niger, Nigeria, Ghana) - Niger-Chad corridor

Some ASPHF products: (processed and unprocessed) dried cereals, rice, fruit and vegetables (local vegetables), livestock, poultry; oilseeds; non-timber forest products; re-exported agricultural products....

OPPORTUNITIES - DYNAMICS - LEVERS OF CROSS-BORDER TRADE (2/3)

- Growing population concentration and urbanisation in cross-border areas: demands - relays with cities
- Social networks - cultural mixing - levers
- Community texts - policies - strategies for cross-border areas
- Strengthening the decentralisation process: communes
- Trade measures States (onions, potatoes, cashew nuts, etc.)
- Stakeholder dynamics: CSOs - women - young people

OPPORTUNITIES - DYNAMICS - LEVERS OF CROSS-BORDER TRADE (3/3)

- Complementary production areas
- **Cross-border areas:** increased demand for food products - supplying towns and cities
- Dynamics of positive factors favourable to the transformation of production and marketing structures: support for young people's and women's entrepreneurship; ICT - networking between young people and women - financing mechanisms (MFI - BC dynamics)
- **Cross-border markets:** infrastructure - governance...

ROLES - IMPACT OF CROSS-BORDER TRADE (3/3)

- Essential for the economic activities, food security and livelihoods of local people in cross-border areas - particularly women and young people;
- Essential for supplying towns and determining eating habits
- Cross-border trade affects economic activities and eating habits in towns (e.g. local products);
- Conflict and risk management in cross-border areas

CHALLENGES - OBSTACLES

- ECOWAS trade and tax policies
- APE - OMC - ZELEAF
- Access for women and young people to productive resources
- Business capacity and competitiveness
- Energy/inputs - land

RECOMMENDATIONS (1/2)

- In-depth integration: ECOWAS Free Trade Area - FTAA - trade and tax policies
- **Strengthening support for women and young people:** better coordination of initiatives; accelerating the agri-food transformation supported by this group; making the most of ICTs and innovations;
- Rethinking EU-AU agricultural cooperation
- Improving access to energy and land
- Taking better account of climate change and agro-ecology

RECOMMENDATIONS(2/2)

- Promote local/regional purchasing programmes - source of food aid to create markets for farmers
- Enhancing and supporting the role of local authorities in promoting cross-border trade
- Developing greater coherence between trade and agricultural policies;
- Strengthen market information mechanisms, insurance mechanisms and access to finance
- Strengthening cross-border markets



Thank you

