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# Developing countries within agricultural value chains

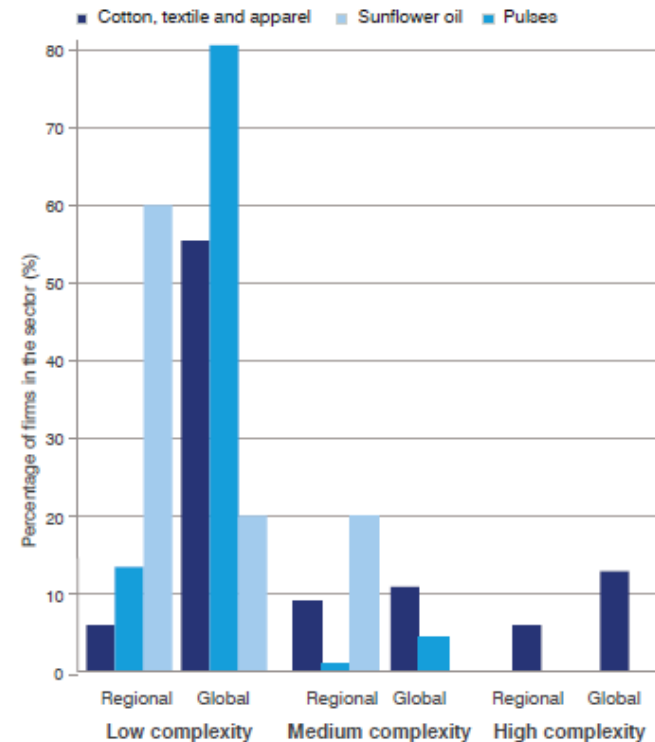
Symposium: Agricultural Policy Landscape  
WTO, 14 June 2018



## Developing country exporters often at the lower end of the value chain

Evidence on cotton, sunflower oil and pulses in Ethiopia, Tanzania and Uganda

FIGURE 8 East African firms' engagement in international value chains, per industry

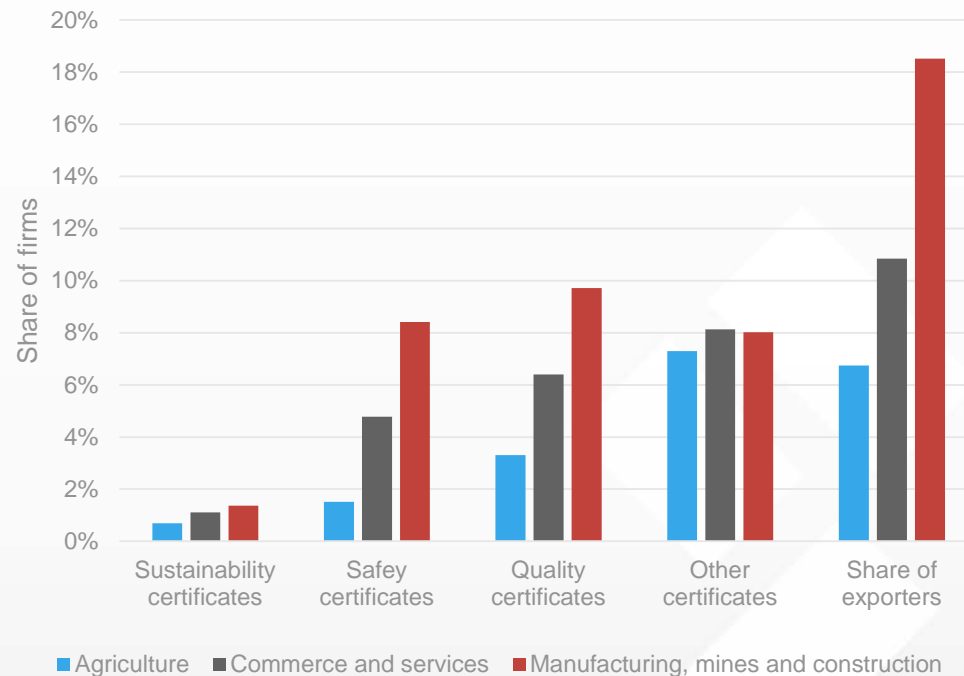


**Note:** Based on the responses provided by 515 firms, located in Kenya (96), Uganda (131), Ethiopia (183) and United Rep. of Tanzania (105), in 2015. The bar lengths show the share of firms engaged in business functions of low, medium or high complexity.

**Source:** ITC calculations based on ITC SITA firm-level surveys.

[SME Competitiveness Outlook 2017](#), based on SITA firm-level surveys

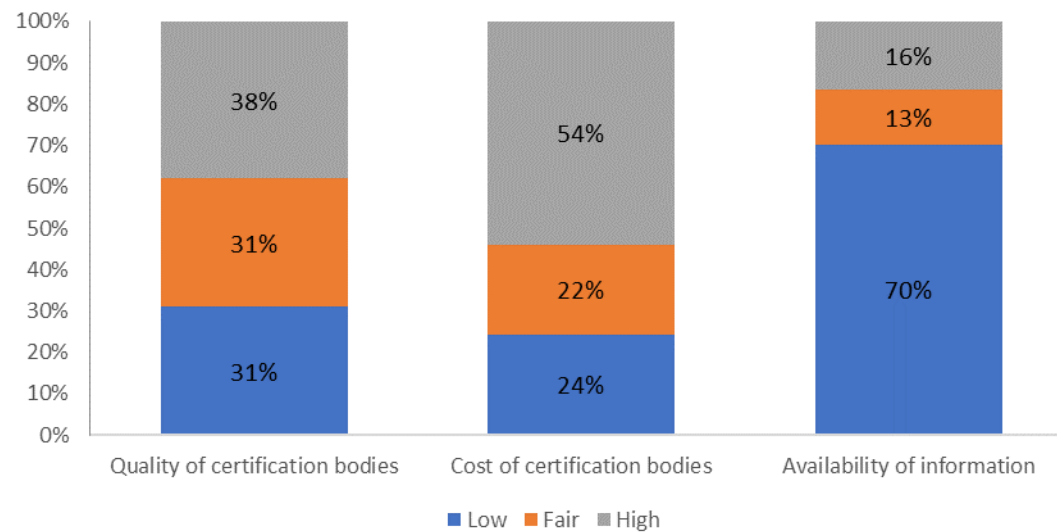
## Complying with niche market certificates helps to move up the value chain, but is not easy for SMEs in developing countries



Source: CPCCAF and ITC [survey](#) of 9396 companies in 17 francophone African countries

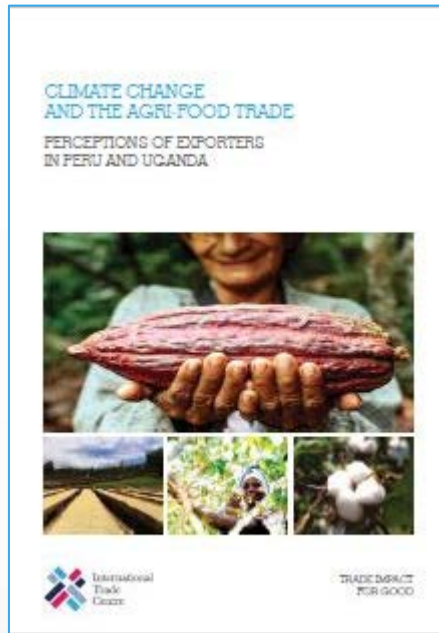
# Availability of information on standards/regulations is low. Costs of certification are high

## Bottlenecks for meeting international standards

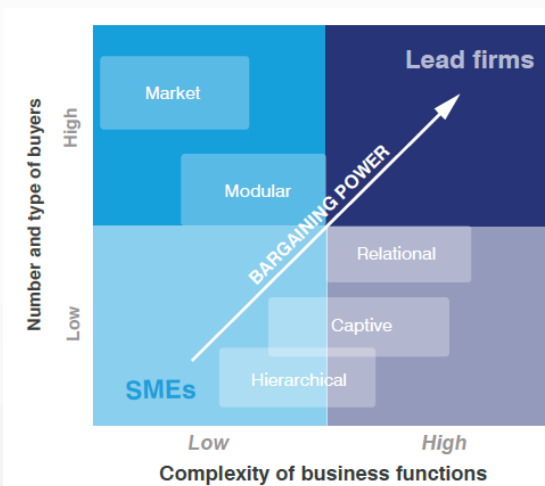


Source: CPCCAF and ITC [survey](#) of 9396 companies in 17 francophone African countries

## Access to information also an issue for managing climate risks



Low bargaining power within value chains contributes to exposure to price and business risks



Source: ITC (2017), [SME Guide to Value Chains](#)

Being part of a value chain makes compliance with standards less costly less costly ...



... but to enter a value chain a minimum level of competitiveness has to be reached first

Source: [SME Competitiveness Outlook 2016](#): Meeting the Standard of Trade