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**Midterm Review of the Economic Partnership Agreements (EPAs)**

According to the terms of article 37.4 of the Cotonou Agreement

Independent contribution of the regional networks of farmers' organizations

Synthesis of the regional assessments

Working document

10 December 2006

## Summary of the synthesis of the farmer organizations' mid-term review of the EPA negotiation process

1. The networks of farmers' organizations of five ACP sub-regions (Central Africa, East Africa, Southern Africa, West Africa and the Caribbean) have carried out their own mid-term assessment of the state of progress in the negotiation of the Economic Partnership Agreement (EPA) in order to contribute to the formal review foreseen in article 37,4 of the Cotonou Agreement.
2. The reflections and the comments of the farmers' organizations were directed to (i) an analysis of the structure and the process of the negotiations; (ii) an analysis of the content of the negotiations; (iii) an analysis of the preparatory phase to the introduction of changes in the trade regime.
3. The farmers' organizations note the accumulated delay in most regions in relation to the calendars foreseen in the road maps adopted by the Regional economic communities and the European Commission. They maintain that these delays testify to:
  - a. the deep imbalance in human and institutional capacities between the negotiating parties;
  - b. the under estimation of the scope of the preliminary reforms to be designed, negotiated and implemented both at national and at regional levels in order to create the conditions for an effective participation of the ACP regions in an EPA (customs union, common external tariff, competition and investment policies, measures to facilitate exchanges, harmonization of technical norms, suppression of technical obstacles to trade, harmonization of sanitary and phytosanitary norms, etc.); and, finally,
  - c. the divergences in views between the ACP and the European Commission on certain points, notably the "development content" of the EPAs.
4. The farmers' organizations hold that it would be extremely dangerous to artificially accelerate the formal process of negotiation in order to close them over the coming months at whatever cost and to implement the EPA by the projected deadline of 1 January 2008.
5. The farmers' organizations recall that most of the ACP regions are not lacking in formal texts adopted by their decision-makers, but they note with regret the minimal degree to which they have actually been put into practice, in particular regarding the creation of integrated regional markets: harmonization of public policies, effective suppression of formal and informal obstacles to exchanges, application of harmonized tariffs at the borders, etc. If the EPAs are really to function as instruments to reinforce the regional integration processes, they must first of all look seriously at these obstacles and find solutions to them before considering any liberalization of exchanges. Otherwise the result will not be regional integration, but disintegrated, ungovernable and instable zones.
6. In most regions the negotiations on trade liberalization in the proper sense of the terms have not really begun: the breadth of the liberalization, the rhythm, the selection of sensitive products and the specific treatment to afford them, etc. This is the most critical subject of the negotiation and it is the one which must absolutely not be sacrificed in the interests of meeting deadlines. The future of the ACP production sectors is directly dependent on the conditions of trade liberalization, starting off with agriculture given its predominate role in providing employment and livelihoods, contributing to the GNP and foreign trade, ensuring management of the environment and natural resources.
7. Regarding the agricultural sector, the farmers' organizations advance the major challenges which they expect the negotiators to take fully into account, challenges linked to :
  - a. the effective creation of regional customs unions and the adoption of common external tariffs,
  - b. improving the competitiveness of the ACP agricultures;

- c. liberalization of trade in agricultural and food products imported from Europe;
  - d. improving access to European markets for ACP exports;
  - e. evolutions in customs revenues and fiscal reform;
  - f. an EU-ACP alliance in the multilateral negotiations.
8. The farmers' organisations understand the need to negotiate EPAs in relation to the trade rules of the WTO. However, they insist on the following requirements:
- a. the new regime must substantially improve the trade environment and offer development perspectives both to LDC and non LDC countries;
  - b. the creation of a free trade zone with the EU is totally inappropriate for the agricultural sector given the enormous differences in productivity and competitiveness between the ACPs and the EU, differences which are amplified by the considerable public support from which European agriculture benefits;
  - c. the need for regulation, which most often requires a certain measure of protection of the agricultures taking into account market imperfections, the "public goods" nature of the food sector (food security, protection of the environment and of common resources, etc.), and the uncertainties of production particularly in ACP countries;
  - d. the absolute need to first conclude the Doha Cycle in order to have a multilateral framework which clearly responds to the developing countries' expectations and in accordance with which bilateral agreements (like the EPAs) can be put into conformity.
9. In conclusion, our farmer organization networks put forward four priorities:
- a. Give priority to regional integration : the development of regional markets offers more promising perspectives for the fight against poverty and for economic development than does the hypothetical growth of international markets;
  - b. Define a trade regime based on asymmetry and equity : this is the only way to reduce the gap between the EU and the ACP and to infuse real content into the principle of special and differential treatment, recognized both in the context of the WTO and in the Cotonou Agreement. This asymmetry must absolutely lead to excluding sensitive agricultural products, that is those products imported from the EU which compete with local products in the ACP regions.
  - c. Improve participation by FOs and other actors in the preparation and negotiation of the EPAs : this participation, beyond the principles of democracy included in the Cotonou Agreement, constitutes a guarantee of the relevance of the choices made in the negotiations and a precondition to their effective implementation.
  - d. Take the time and avail the means necessary for thorough preparation : it is necessary to implement the regional policies, to carry out deeper assessments of the impacts of different trade regimes, to strengthen the capacity of each region (decision-makers and civil society actors) to define and defend a negotiating position in conformity with the challenges and the interests of each ACP region;
10. To this end, alternatives to the EPAs must be studied in order to design a trade environment which is resolutely oriented towards the objectives of sustainable development. New impact studies, including environmental and social impacts, need to be conducted in each region, effectively involving the farmers' organizations.
11. Finally, it is opportune to review the negotiation mandate (objectives and structure) and to conceive of the 2020 deadline as an opportunity to assess the effective achievement of the ambitions and the challenges of regional integration of economies, exchanges and societies.

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This note synthesizes the diagnostics and the conclusions of five regional reports prepared under the responsibility of regional farmers' networks in each region (East Africa, Central Africa, West Africa, Southern Africa, and Caribbean). The work has been coordinated by ROPPA, with the technical assistance of the Bureau Issala. The farmers' networks have benefited from the financial support of IFAD and the technical support of IFAD, FAO and the European NGO partners of the "EuropAfrica" campaign (Terra Nuova, Collectif Stratégies Alimentaires, Crocevia and others).

## I. Introductory elements

1. The ACP countries are engaged in the preparation and the negotiation of Economic Partnership Agreements (EPAs) with the European Union. The EPA negotiations are taking place in the context of the reform of the trade regime foreseen in the Cotonou Agreement adopted in June 2000.
2. The negotiations are being carried out on the basis of road maps or action plans defined in 2004 by the European Union and each of the six ACP sub-regions. They are now entering into a decisive phase.
3. In effect, article 37.4 of the Cotonou Agreement foresees that *"The Parties will regularly review the progress of the preparations and negotiations and, will in 2006 carry out a formal and comprehensive review of the arrangement planned for all countries to ensure that no further time is needed for preparations or negotiations."*
4. The 83rd session of the ACP Council of Ministers (Port Moresby, May 28/31, 2006) defined the orientations of the midterm review of the EPAs. The Council affirmed in particular that *"...the review should be all-inclusive and consultative with all stakeholders including non-state actors and parliamentarians and should be conducted at national and regional levels."*
5. The Joint ACP/EU Declaration on the Review of the Economic Partnership Agreements (EPAs) Negotiations (7 July 2006), in its turn, set out elements of methodology. In particular, it indicated that the review would take place at the regional level in the first instance and that the regional reports would subsequently be consolidated at the all-ACP level. It then specified that *"The review shall be comprehensive to include the structure, process and substance of the negotiations and shall assess what progress has been achieved on both trade and development issues (including, inter alia, regional integration, flexible and asymmetric approaches to trade liberalization, effective ACP access to EU markets and rules of origin, capacity building, regulatory issues, safeguard measures, etc.)"*
6. In this perspective, the ROPPA, on behalf of our regional farmers' organization (FO) networks, proposed to the Secretary-General of the ACP Group that the farmers' organizations make an independent contribution to the review. The Secretary-General encouraged the farmers' organization networks to contribute fully to the review process in each region and at "all ACP" level in view of the importance of agricultural and food issues in the negotiation of the new trade regime and, more generally, of the new economic and trade cooperation between the EU and the ACP.
7. The concerted reflections of the FOs focused on:
  - **an analysis of the structure and the process of the negotiations**, including the degree to which non-state actors, and farmers' organizations in particular, have been involved;
  - **an analysis of the content of the negotiations**: is the content of the various texts which have already been finalized coherent with the orientations determined for the negotiations and the mandates which the Heads of State and Government gave to the regional integration institutions? This analysis aims at examining the conformity of the EPAs with the basic orientations and objectives assigned to the Cotonou Agreement and to economic and trade cooperation in this context. These objectives are recalled in article 34: *"Economic and trade cooperation shall aim at fostering the smooth and gradual integration of the ACP States into the world economy, with due regard for their political choices and development priorities, thereby promoting their sustainable development and contributing to poverty eradication in the ACP countries"*;
  - **an analysis of the preparatory phase to the introduction of changes in the trade regime**: here it is a question of examining the reforms and preparatory measures that have to be carried out prior to the introduction of changes in the trade regime: regional integration (establishing a customs union introducing a common external tariff, internal market...); capacity building, etc. Finally, the reports look at the issue of alternatives to the EPA, a question which the Council of Ministers felt should be included in the review and which is of prime concern to our farmers' organizations.
8. Each regional farmers' organization network (PROPAC<sup>1</sup> for Central Africa, WINFA<sup>2</sup> for the Caribbean, SACAU<sup>3</sup> for the SADC region, EAFF<sup>4</sup> for East Africa region and ROPPA<sup>5</sup> for West Africa region), with the help of a consultant who they engaged, produced an evaluation report on the process

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<sup>1</sup> Sub-regional Platform of Peasant Organizations of Central Africa

<sup>2</sup> Winward Island Farmers Association

<sup>3</sup> Southern Africa Confederation of Agricultural Unions

<sup>4</sup> Eastern Africa Farmers Federation

<sup>5</sup> Network of Peasant and Agricultural Producers' Organizations of West Africa

of the negotiations in the region concerned. Only the Pacific region was not included in this process. The regional investigations and reports have followed a common orientation and methodology proposed by ROPPA as coordinator of the overall process.

9. On 19 November 2006 the representatives of the regional FO networks met in Barbados, where the Joint ACP-EU Parliamentary Assembly was taking place, to discuss and adopt the present general synthesis document which reflects the agreed viewpoint of the agricultural producers regarding the present process of negotiations of the EPAs.
10. The contribution of our professional agricultural organizations has significance only in the measure in which it analyses and evaluates the EPA negotiation with a specific focus on the challenges facing the agricultural sector. For this reason the reports examine the EPAs from the viewpoint of agricultural and rural development issues as well as that of the challenges of food security and the promotion of family farming.
11. In this context Annex 1 discusses some of the specificities of ACP agricultures and the main characteristics exchanges of agricultural and food product exchanges between the European Union and the ACP regions. These elements help to illuminate the gap that separates European agriculture and the ACP agricultures. They thus make it possible to analyse the stakes, the risks and the opportunities for our agricultures, principally family-based, posed by the ultimate creation of a free trade zone between the EU and the various ACP regions. As for the analysis of the evolution of trade exchanges, it highlights the place which agricultural products occupy in the ACP exports to the EU, the high concentration of these exportations on a very few largely unprocessed or only lightly processed products whose prices on the international markets are subject to a long term decline. They demonstrate that most of the exchanges with the EU are accounted for by a very small number of countries – 4 of the 77 ACP countries. Finally, they illustrate the fact that the LDC countries export very little to the EU while, on the other hand, they import European agricultural and food products.

## II. EU-ACP TRADE COOPERATION: EVOLUTIONS AND PERSPECTIVES

12. Trade cooperation between the EU and the ACP is rooted in the Yaoundé Agreements (negotiated just after decolonization) and the Lomé Conventions from 1975 on. The Yaoundé agreements aimed at prolonging the privileged trade relations between the colonial powers and their former colonies in order to ensure European access to certain raw materials while providing the former colonies with dependable outlets. As the European Union expanded, the ACP group grew over time integrating the former colonies of the new EU member States.
13. The Lomé Conventions tried to promote privileged relations between the two groups of countries but in the optic of building a new international economic order. The trade regime was based on trade concessions granted by the EU to the ACP countries, in a period in which the markets of the industrialized countries were far more protected by customs duties than they are today. These non reciprocal trade concessions were based on the principle that engagements and efforts had to be proportional to the level of development. They took essentially three forms :
  - a. Lower customs duties on entry into the European market than those applied to the other non ACP exporters ;
  - b. "Product protocols" guaranteeing export contingents for some ACP countries, for products which competed with European productions: bovine meat, rum, sugar, etc. These contingents were paid at the European price levels ;
  - c. Mechanisms for stabilizing export returns: the STABEX for agricultural products and the SYSMIN for mining products. These mechanisms were intended to compensate decreases of returns due either to a decline in the volumes exported or to a decrease in world prices.
14. Although it offered better tariff conditions for access to the European market than those given to other developing countries, and although the ACP countries were not required to open their markets to European exports, the Lomé trade regime did not produce the expected results and proved to be disappointing.
15. There was a strong decline in the ACP share both of world trade and on the European market. The ACP were not able to resist the emergence of competing developing countries: our products lost ground on

the European market to Latin American countries (coffee, bananas, etc.), Asian countries (oils), and Mediterranean countries (fruits and vegetables).

16. The trade partnership did not promote diversification of our exports or valorization of our raw materials. The ACP essentially export products that are processed only slightly or not at all, generating very little local employment and value added. The products are also those that have been the most sensitive to price erosion and the deterioration of the terms of exchange. Nor did the partnership lead to a variation of destinations: Europe remains the main outlet of the ACP, with products whose consumption undergoes only slight increases per capita. And the European population is rising only slowly. Prospects of increasing European outlets, even if the ACP products should become competitive once again, are thus limited.
17. The system of stabilizing returns entered into crisis when it was no longer a question of correcting conjunctural imbalances (temporary declines of the volume exported or of the prices). In fact, the price decreases of products entered into a long-term cycle. The financial resources foreseen for short term fluctuations were no longer able to correct this long-term tendency.
18. Finally, three important problems emerged: the multiplication of bilateral agreements concluded by the EU, the erosion of preferences and the non compatibility of the Lomé regime with the rules of the WTO :
  - a. The EU entered into a number of negotiations with other regional entities with a view to enacting regional free trade agreements or association agreements. In all cases, it granted trade preferences for access to its market in exchange for facilitated access of its exports toward these new partners. Inevitably this entails a reduction of the "preferential margin" of the ACP, known as preference erosion ;
  - b. The multilateral negotiations at the WTO have embraced agricultural products since the Uruguay Round and the agreement of Marrakech in 1994. As a result, customs duties have generally speaking been lowered in the process of liberalization of exchanges. Whatever reduction of duties the EC grants must be extended to all parties (clause of the Most Favored Nation). This also leads to an erosion of the preferences granted to products originating in the ACP countries;
  - c. Finally, the Lomé regime required a waiver by the WTO since its rules are not compatible with those of the WTO. Why? Because concessions cannot be granted by a country (or a region) to another country (or region), without being extended to all other countries, except in two cases: (i) if the concession is made to an LDC country; (ii) if the concession is reciprocal and is made in the context of a free trade agreement. This is the article 24 of the WTO.
19. The coexistence of LDC and non LDC developing countries is an important source of difficulties so far as the design of a new and appropriate trade regime is concerned, since it makes it necessary to refer to different WTO arrangements.
20. The ACP group (77 countries) consists of LDC countries (40) and developing countries that are not LDCs (37 including South Africa). This is the case in all ACP regions (cf. Table 1 on the composition of the regions). The Lomé regime does not respect the rules of the WTO insofar as the non LDC countries are concerned (discrimination between the non LDCs of the ACP countries and the non LDCs which are not part of the ACP group) and has therefore been brought before the Appellate body of the WTO (ORD).

**Table 1: Composition of the regions**

Region	LDC	Non LDC
SADC	Angola, Lesotho, Mozambique, Tanzania	Botswana, Namibia, Swaziland
Caribbean	Haiti	Antigua and Barbuda, Bahamas, Belize, Dominique, Grenada, Guyana, Jamaica, Barbados, Dominican Republic, St. Kits and Nevis, Co Lucie, St. Vincent, Surinam, Trinidad and Tobago
West Africa	Benin, Burkina, Cap-vert, Gambia, Guinea, Guinea Bissau, Liberia, Mali, Mauritania, Niger, Senegal, Sierra Leone, Togo	Ivory Coast, Ghana, Nigeria
ESA	Burundi, Comoros, Djibouti, Eritrea, Ethiopia, Madagascar, Malawi, Uganda, Rwanda, Somalia, Sudan, Zambia,	Kenya, Maurice, Seychelles, Zimbabwe
Central Africa	Equatorial Guinea, Republic centrafricaine, RDC, Sao Tomé and Principle, Chad	Cameroon, Congo, Gabon
Pacific	Salomon islands, Kiribati, Samoa, Occidentales, Tuvalu, Vanuatu	Fiji, Island Cook, Island Marshall, Micronesia, Nauru, Niue, Palau, Papua NG, Tonga
Number of country	40	36

21. The option that was chosen to deal with this difficulty was to negotiate economic partnership agreements that aim ultimately to create free trade zones between each ACP sub-region and the European Union..
22. As regards the issue of conformity, article 34 indicates that *"the economic and trade cooperation is implemented in perfect conformity with arrangements of the agreement instituting the WTO, including a special and differential treatment taking into account the mutual interests of the parties and their respective level of development"*. Article 35 comma 3 spells out in this regard that *"the economic and commercial cooperation takes account of the different needs and levels of development of the ACP countries and regions. In this context, the parties reaffirm their attachment to guarantee a special and differential treatment to all ACP countries, to maintain a particular treatment in favor of the LDC ACP States and to take account of the vulnerability of small landlocked and island countries "*.
23. The economic and trade cooperation foreseen for the EPA aims at the following objective: *"to promote the progressive and harmonious integration of the ACP States into the world economy, in the respect of their political choices and their priorities of development, encouraging their sustainable development and contributing to the eradication of poverty. The economic and trade cooperation must allow them to respond to the challenges of globalization and to adapt progressively to the new conditions of international trade, facilitating their transition toward the liberalized world economy."* (Article 34 of the Cotonou Agreement).
24. The negotiations of these agreements started at the end of 2002. During the first phase they dealt with general questions debated at the "all ACP" level. Subsequently, the negotiations shifted to the level of each sub-region. They were launched in each region starting in October 2003, on the basis of a mandate accorded by the Heads of State of the region and a road map adopted jointly by the European Commission (EC) and each ACP region. These negotiations are planned to end at the end 2007 with a view to implementing the agreement from 1 January 2008 over a period of 12 years until 2020.

### III. The stakes of the EPAs for the agricultural sector

25. The EPA will introduce significant changes into the trade environment of agricultural producers and agro-food commodity chains. Farmers' organizations hold that the EPAs pose serious threats to the agricultures and the economies of the various ACP regions. The challenges they face can be classified in the following way:
26. *Challenges linked to the creation of customs unions and the establishment of common external tariffs at the frontiers of the customs unions.* The preliminary step to the establishment of a free trade zone with the EU is the creation of a customs union equipped with a common external tariff. This is the starting point for the dismantling of tariffs on exchanges with the EU. The creation of these customs unions is an important issue for agricultural producers for two reasons:
- (i) regional integration and the elimination of customs barriers within the regional territory offers the prospects of broader outlets for producers and more stable regional markets. This regionalization of markets can be a motor for agricultural modernization and development;
  - (ii) the adoption of a common trade policy, harmonized among the countries of the region, is indispensable in order to increase the effectiveness of agricultural and trade policies (avoid trade diversion and contraband). The acceleration of regional integration processes linked to the negotiation of EPAs can be a good thing for agricultural producers. But in some cases the external tariffs that have been chosen have proved to be too low considering the level of productivity of the ACP agricultures and the phenomena of unfair competition linked to the exportation of public subsidized products from the EU and some other exporters.
27. *Challenges linked to the improvement of the competitiveness of ACP agricultures;* It is essential to improve the competitiveness of ACP products, particularly because ACP consumers have low income levels. We recognize that ACP producers must be able to furnish products which are sufficiently low cost to be accessible to all sectors of the population. This challenge is not specific to the EPAs but it is important to the extent to which EPAs foreseen the dismantling of border protection for products originating in the European Union. Market protection must not create situations in which prices become inaccessible particularly for the most vulnerable sectors of the population. So far as export crops are concerned, it is evident that trade preferences cannot replace efforts to attain competitiveness in terms not only of prices but, increasingly, of the quality of the products, their traceability, the production methods, etc.
28. *Challenges linked to the liberalization of trade in agricultural and food products imported from the EU;* this is one of the major challenges which EPAs pose for the agricultural sector. Opening markets to importations of European origin involves a very serious risk for the agricultures of the ACP countries, taking into account the two interlinked phenomena:
- o the difference in productivity and competitiveness of the products due to the respective levels of development of the two types of agriculture;
  - o (ii) the existence, for a number of years to come, of significant levels of public support which affect the competitiveness of the European products and facilitate their penetration into the ACP markets. Already a majority of the imports concern products which compete with ACP production chains (cereals, milk, meat, vegetables, processed products, etc.) that constitutes the basis of our populations' food consumption. There is thus a serious challenge in terms of food sovereignty.
29. *Challenges linked to the improvement of access to the European markets for the exports of the ACP countries.* The EPAs were conceived as a means of maintaining as broad as possible access to the European market for products exported by the ACP countries. Otherwise, conformity with the WTO rules would mean pegging the importations from non LDC ACP countries at the levels of the regime applied to the other developing countries (GSP). But beyond the issue of preferential tariffs, which is valid only for a few

products such as bananas, flowers, etc... (see Table 2), access to the European market is increasing dependent on other factors: norms, certification, technical obstacles to trade, etc. All of this leads to the consideration that the challenge is less one of “access to markets” than of supply side capacity, on the one hand, and the capacity to be effectively present on the EU markets on the other.

30. *Challenges linked to the evolution of customs duties and the reform of the tax system.* The dismantling of custom tariffs would lead to a loss of customs revenue which constitutes the most substantial source of funding for the State budgets. Two problems are posed for the agricultural sector: State capacity to finance public policies, on the one hand; on the other, the impact of the transfer of taxation from frontier to internal taxation on the competitiveness of formal sector enterprises, particularly the entire sector of agro-food processing.
31. *Challenges linked to the EU-ACP alliance in international negotiations.* The Cotonou Agreement foresees a concerted position in the negotiations, at the WTO in particular, developed in the context of a joint ministerial committee. A number of themes should be the object of common approaches and positions and the alliance between the 25 European countries and the 77 ACP countries should make it possible to influence the rules of international trade in the direction of the developing countries’ interests: (i) the reform of article XXIV regarding free trade zones (a reform making it possible introduce a significant degree of asymmetry into regional agreements associating developed countries and developing countries); (ii) taking development concerns into account in trade; (iii) treatment of sensitive or special products and special safeguard mechanisms; (iv) sanitary and phytosanitary norms; (v) modalities for regulating commodity markets.

**Table 1 : Preferential margins for certain agricultural and food products**

Products	ACP origin preferences with regard to ... (En %)	
	To non-ACP Countries	To Developing Countries / SPG
Cut flowers	8,5	5
Avocados	4	0
Prepared or canned pineapple	5,8	2,3
Fresh or refrigerated whole fish		
- Whole tuna, mackerel, herring	0	0
- sardines		
	15 - 23	11,5 - 19,5
Filets de fresh, refrigerated, or frozen		
- filets of tuna ; swordfish, mackerel , dorado, sea-perch	18	14,5
Prepared and canned fish :		
- tuna	24 (12 under quota)	20,5
- mackerel filets	25	17,5
- Sardine	12,5	9
Sea food	12,5 (6 under quota)	4,3
Fresh or refrigerated vegetables – green beans	10,4	6,9
Cocoa paste	9,6	6,1
Cocoa butter	7,7	4,2
Chocolate and other preparations containing cocoa	8 (a)	2,8 à 4,5 according to the product (a)
Fruit juice	33,6 (b)	30,1 (b)
Bananas	176 euros/T	-
Plantain bananas	16	12,5
Coffee		
- not roasted et not decaffeinated	0	0
- not roasted and decaffeinated	8,3	4,8
- roasted and not decaffeinated	7,5	2,6
- roasted and decaffeinated	9	3,1

Source: Bureau Issala according to 2006 data of the European Commission/ Export Helpdesk for developing countries

- a) *all origins including ACP origins are subjected to a custom tax of 25,2 to 41,9 euros / 100 kg according to the degree of processing of the product*
- b) *all origins including ACP origins are subjected to a fixed tax of 20,6 euros / 100 kg.*

#### **IV. The Present State of the Negotiations and how the Farmers' Organizations view them**

- 32. In most regions, the negotiations have run into serious delays as compared with the initial calendar. These delays are due to the institutional weaknesses of the entities charged with the negotiations, to the breadth of the reforms that have to be defined and implemented and, finally, to the disagreements that subsist between the parties, above all regarding the question of the "development content" of the EPAs.
- 33. Additional time appears absolutely indispensable to carry through the negotiations, particularly now that they are entering the phase of discussions about dismantling customs tariffs (size and rhythm of liberalization, coverage of the products) and financing the measures of adjustment or of upgrading.
- 34. But above all, it appears that a number of texts have been, or are being, adopted with a view to creating customs unions, setting up common external tariffs, reforming legislations on customs, investments, competition, etc., that is on all those issues on which structural reforms have to be in place before the changes in trade regimes can be introduced. However, the difficulty resides in the degree to which these measures have actually been implemented, which is very far from being satisfactory. The funds of the 9th EDF that ought to have served to prepare the entry in force of the EPAs have encountered serious delays in commitment.
- 35. Finally, a deep divergence subsists between the EU and the regions regarding the development content of the EPAs.
  - a) The EC considers that trade is the best means to create the foundations for development. The instruments that must be put in place regard the application of reforms, good governance, struggle against corruption, assisting enterprises to conform to norms...The Commission judges that it is opportune to use the EDF to facilitate and accompany EPA implementation.
  - b) On the side of the ACP regions, the concern is to fully integrate development challenges into the EPAs, in particular by supporting sectoral policies and funding programmes to develop production sectors.

#### **V. Analyses and proposals of ACP Farmers' Organizations**

- 36. The farmers' organizations recall that agriculture is the major economic sector in most ACP countries insofar as its contribution to the gross product is concerned. The livelihoods of the majority of the population depend on agricultural production and related activities. Agricultural products represent an essential component of ACP exports, particularly towards the European Union. These exports generate foreign exchange, contribute to the trade balance and assure revenues for economic operators in the concerned commodity chains. Many countries depend on the exportation of one or two products to the European market. Agriculture plays an essential role in household food security in developing countries in general and the LDCs in particular, in land settlement, in the conservation and valorization of natural resources and the environment. Finally, it acts as one of the principal motors of regional integration by providing most of the raw materials exchanged within the regional economic entities.
- 37. Our farmers' organizations - which have built up their structures considerably over the past 10 years in the different ACP regions - judge that the EPAs constitute a central challenge at various levels: (i) the implementation of more equitable trade relations; (ii) the strengthening and the realization of regional integration processes; (iii) the implementation of agricultural policies and development policies at national and regional levels capable of promoting a more substantial transformation of agriculture in the ACP countries and contributing to the fight against poverty, a massive phenomenon in rural areas.

38. In this context the dimension and the impacts of the reform of the EU-ACP trade regime and the EPA negotiations on the agricultural sector are critical for the agricultural producers that we represent.
39. The FOs hold that, given the importance of agriculture in employment, gross product, exports, regional integration and land settlement, it should be considered as the spear-head, and the motor of regional integration..
40. We note that most of the ACP sub-regions involved in the EPA negotiations are faced with two major problems to which clear and pragmatic solutions must be found: the coexistence within the same region of LDC and non LDC countries, on the one hand, and the lack of consistency between the integration entity (the present customs union) and the negotiation entity.
41. The FOs maintain that the ACP countries should negotiate a trade cooperation based on equitable rules which do not contrast with the food sovereignty of their peoples and which, at the same time, ensure a greater effective presence of ACP products on the European market. To this end the ACPs should:
  - a. give priority to regional integration
  - b. define a trade regime based on asymmetry and equity
  - c. improve the participation of FOs and other actors in the preparation and negotiation of the EPAs
  - d. take the time and avail the means necessary for thorough preparation

#### **A. Give priority to regional integration**

42. The FOs note with surprise that the configurations selected to conduct the negotiations are not always in line with the regional integration blocks within which the ACP countries are actually evolving. Thus, West Africa includes Mauritania, which is not a member of ECOWAS and is not involved in the establishment of the Customs Union and the fixing of a Common External Tariff. The same condition pertains to Central Africa with the Democratic Republic of Congo. The situation is also very confusing in the other economic spaces, notably the SADC region, in the Caribbean and in Southern Africa.
43. The FOs feel that the ACP countries should be more concerned with building solid, functioning and sustainable regional economic communities before considering the liberalization of exchanges with the European Union. They are convinced that so far as the fight against poverty is concerned, trade centered on regional markets offers more promising prospectives than that based on international markets.
44. Given the present level of intra-regional trade exchanges, the new trade regime under negotiation should foresee a modulated and regulated opening of the ACP borders to importations from Europe with a view to consolidating the process of regional integration. In order to protect the interests of the agricultural producers and the consumers of the ACP countries, regional integration should be considered an indispensable precondition in order to build EPAs oriented toward development objectives.
45. The FOs take note of the many pertinent texts adopted by the ACP States with a view to establishing functional and credible regional economic communities. However, they maintain that to realize integration requires that the texts be effectively applied, that good governance prevail at all levels, and that the investments necessary to the creation of dynamic regional markets be undertaken (transport and opening up, economic and trade information systems, energy infrastructure, etc.)
46. The FOs recall the necessity of urgently undertaking environmental impact studies of liberalization agreements in all the ACP countries, island countries in particular, in conformity with the dispositions of the Cotonou Agreement. In fact, the development of trade exchanges has a significant ecological cost which impacts on energy resources and warming of the planet. The ACP countries are in the front line of those affected by the warming phenomenon and their means of adaptation and protection are limited. This question is particularly serious for the islands, since one of their major resources - tourism – is directly threatened by the environmental and climatic evolutions in course. Taking into account the

environmental impacts of trade liberalization agreements should be among the dispositions to be negotiated in the context of the new trade regime.

## **B. Define a trade regime based on asymmetry and equity**

### **Designing a trade regime which responds to the interests of both LDCs and non LDCs**

47. The FOs are well aware of the difficulties the ACP negotiators encounter in defining a new trade regime with the EU that would not only avoid prejudicing the development of regional exchange but would also be equitable for all the countries and for all economic actors.
48. The FOs would like to recall that following the expiry of the waiver granted to the EU-ACP trade regime by the WTO, that is on 1 January 2008, the trade regime between the EU and the 40 LDCs will remain compatible (according to the present WTO rules). Only the trade regime between the EU and the non LDC ACP countries could be cited before the competent court as discriminatory.
49. The differential treatment of countries accorded by the WTO in function of their level of development implies the necessity of observing solidarity and equity within the various ACP regions in the process of negotiating an appropriate new trade regime. The question is how to conserve the preferential regime from which some countries benefit:
  - a. For Central Africa it is a question of maintaining a preferential regime from which Cameroon benefits for a few agricultural products (Gabon and Congo do not export any agricultural products which benefit from preferential margins).
  - b. In West Africa it is a question of maintaining preferential margins on some products for Ivory Coast, and Ghana (Nigeria exports essentially oil, which is not covered by the preferential trade regime).
  - c. In East Africa it is essentially a question of maintaining the exportations of Kenya and, to a lesser degree, of Mauritius since the preferential regime for sugar is a special case.
50. Very few products still benefit from preferential margins on entry into the European market. It is only with regard to these products that, in the absence of an EPA, the regime would become less favorable, most likely joining the ranks of the general system of preferences (GSP or GSP+). The ACP countries concerned would then have the same regime as the other developing countries so far as access to the European market is concerned. Some impact studies (cf. Ivory Coast) suggest that the preferential margin is no longer a determining element in obtaining market access, given the importance of norms, certification questions, etc.
51. Thus, the FOs are not convinced that the EPAs will boost ACP exports to the EU significantly and are even less convinced that they will improve the position of the ACPs in the world market.
52. On the other hand, the dangers inherent in the establishment of free trade zones between the ACP and the EU are real and serious. Putting into competition two agricultures with such enormous differences of productivity and which benefit from equally divergent policies and public support represents a major threat for the ACP agricultural economies and, in the first instance, for the economies of family farms. Most of the agri-food importations coming from Europe are food products which compete with local productions. There is well-documented evidence of the negative effects of the subsidized exports of the European Union (beef, milk, chicken, etc.) on the regional markets and the economic situation of the producers (bankruptcy, unemployment, exodus, etc...)
53. The ACP FOs maintain that trade liberalization must be considered with a great deal of prudence. On the one hand, insofar as the issue of conformity with the WTO rules is concerned, the farmers organizations consider that the stalling of the WTO negotiation (Doha cycle) makes it impossible to advance in the negotiation of the EPAs: how could one put a trade regime into conformity with multilateral rules whose short-term evolution is not yet known? The FOs suggest that the two parties – EU and ACP – should:

a. pick up again their discussions of the major questions under negotiation in the Doha Round and take or associate themselves with initiatives in the direction of re-launching the negotiations.;

b. request an extension of the waiver and make the signature of a new trade agreement between the EU and the ACPs conditional on the existence of a new multilateral trade agreement which provides clear answers to the questions raised by the two parties, in particular regarding the definition of article XXIV and asymmetry for regional agreements including LDCs, and which make it possible to conceive an EPA compatible with a multilateral regime which is recognized by all of the negotiating parties.

54. The FOs felt that the fragility of the agricultural economies should lead:

- a. the two parties to seriously study the trade regimes alternative to the EPAs (GSP, GSP+, Everything But Arms at regional level, association agreements).
- b. the EU to propose serious alternatives to the suppression of the protocols, which endangers the economies of a number of ACP countries (sugar, bananas and rum in particular).
- c. the ACP countries to make trade opening conditional on attaining a certain number of results in terms of economic and social development (cf. ESA).

55. Regarding the nature of the trade regime to be negotiated, the FOs hold that:

- a. opening the borders should be excluded for products which compete with regional agri-food chains. Sensitive products should be excluded from liberalization and less sensitive products should not be liberalized without a reform of the EU Common Agricultural Policy ensuring the dismantling of internal and export subsidies which modify the competitiveness of products. In the absence of such a reform the FOs maintain that a liberalization of importations of agricultural products would be inconceivable and contrary to the interests of the ACP countries, that is detrimental to the rural economy, to the livelihoods of the rural households, to food security and to the equilibrium of national economies, etc...

b. new investigations should be undertaken, with serious in-depth impact studies, taking in consideration the entire range of parameters that make it possible to judge the risks and the opportunities of different scenarios of trade opening. The farmers' organizations hold that they must fully be associated with the conduct of these studies.

### **C. Improve participation of FOs and other actors in the preparation and the negotiation of the EPAs**

56. The degree of participation by civil society and the private sector varies in the different regions. In some regions such as SADC it is very difficult to obtain access even to impact assessments. A "culture of secret" dominates. In most of the regions the FOs have not been involved in these studies. Participation in national workshops is extremely heterogeneous. Often the producers' representatives are chosen on an individual basis by the Trade Ministries but are not leaders of the organizations. In other cases the farmers' organizations are too weak (as in Central Africa at regional level) and their capacities have not been strengthened in order to enable them to participate effectively (mastering the dossiers, capacity to formulate and defend proposals, capacity to participate in a series of meetings at national and regional levels...).

57. In other regions (Caribbean, West Africa) the networks of farmers' organizations are involved in the overall process. Nonetheless, they do not possess sufficient means to enable them to consult among their membership in preparation for the major regional events.

58. There is a serious need for capacity building of human and institutional resources in order to enable FOs not only to become more actively involved in the negotiations (in particular the negotiation of liberalization, selection of sensitive products, etc.) but also to contribute to preparing the region for the change in trade regime. Here it is above all a question of involvement in the formulation and

implementation of upgrading programs in the agricultural and agro-industrial sectors; the formulation and implementation of accompanying measures, etc.

59. Capacity building needs are not limited to farmers' organizations. We note that the entire process of the negotiations has been adversely affected by the weakness of the ACP institutions. So far as the agricultural sector is concerned, capacity building is indispensable for the Ministries of Agriculture/Rural Development whose capacities were dismantled under the structural adjustment regimes. The weakness of the agricultural institutions and their human resources makes it difficult to ensure that agricultural interests and challenges are taken into account in the negotiations (led by the trade administrations without the support of effective inter-ministerial consultation mechanisms) as well as in the planning and the implementation of sectoral upgrading programmes. Finally, strengthening the capacities of the negotiation structures is indispensable in order to introduce some balance into the negotiations.
60. The FOs underline the fact that the agricultural actors of the EU (agricultural unions, cooperatives, distributors, etc.) have not mobilized themselves and gotten involved in the negotiations. They feel that their presence is indispensable in order to design trade agreements which would make it possible to abandon the terrain of competition between the EU and ACP economic spheres and imagine innovative forms of trade cooperation taking into account the interests of both sides.

#### **D: Take the time and avail the means necessary for thorough preparation**

61. It is indispensable to avoid precipitous signature of new agreements, in order to give the negotiations the full significance they warrant and to fully involve the FOs. The EPAs will engage our regions, our agricultures and our partnership with the EU for a very long time to come. It is fundamental that they be based on a very broad participation of our societies and notably our farmers' organizations, beyond that of the leaders. An agreement is a set of common rules. If these rules have not been defined with the effective involvement of the economic and social forces, these forces will not understand them and will not be in a position to benefit from them. In this case, the agreements will not be able to transform our realities and to provide a stimulus toward the modernization and development of our peasant agricultures. This is true for the ACP countries, but also for Europe, where it seems to us to be indispensable that the agricultural producers' organizations and citizens be more actively involved in the negotiations.
62. It is indispensable to bring about a real improvement in the trade environment of the ACP countries, by evaluating the opportunities offered by the different trade regimes and being careful to assess the risks which EPAs entail, if they are seen as a free trade zone. One question alone should dominate the discussions : which trade agreement can best contribute to the development of the agricultures of the ACP countries?
63. It is indispensable that the EU's vision of the "development dimension" of the EPAs become more pragmatic and in line with the realities of our national economies and the specific characteristics of our agricultures. Our agricultures respond to a variety of functions and cannot be reduced to the trade dimension alone. It is imperative to conserve this multifunctionality, a characteristic of family or peasant agricultures, given the particular context of the ACPs: the necessity of maintaining a significant agricultural population which can draw its livelihood from the fruits of its work, the necessity of developing production systems which respect the generally fragile ecosystems on which they are based (islands, semi-desert zones, tropical zones, etc.); the necessity of preserving agriculture productions which make it possible to respond to the objectives of the food security of the rural and urban populations, etc. In this context, it is indispensable that dogmatic approaches fade away and be replaced by an analysis of reality. For the agricultural sector, an EPA oriented towards development signifies:
  - a. priority to regional integration, with sufficient protection to guarantee security for investments in the modernization of agriculture;
  - b. support for the definition and the implementation of regional and national agricultural policies which respond to the stakes and the challenges of regional agricultures and, finally ;

- c. support for the modernization of family-based agriculture and for the development of local agro-food chains which make it possible on the one hand to respond to the evolving demand of consumers and, on the other, to create employment and value added at local level.
64. It would be very dangerous to think in terms of a bilateral agreement with the European Union so long as progress has not been accomplished in the context of the WTO (content of article XXIV, consideration for special products and special safeguard mechanisms...). Only under this condition would it be possible to ensure conformity of the EPAs with multilateral rules. In the same way, it is essential that the EU indicate clearly how it intends to translate into concrete practice the special and differential treatment recognized by the WTO and cited in the Cotonou Agreement.
65. Given the overall balance-sheet of the negotiations, the farmers' organizations demand that the deadline of 31 December 2007 be reconsidered. It is opportune to review the negotiation mandate regarding the objectives to be attained and the structure of the negotiation: stronger involvement of socio-economic organizations and of the private sector; stronger role of the administrations responsible for economic and development sectors, and not only those dealing with trade.
66. The date of 2020 should be seen as an occasion to verify the implementation of the preconditions to an eventual trade opening: regional economies which are effectively integrated; modernization and development of rural and agricultural economies; organization of international markets of agricultural and food products.

## **VI. Annex 1: ACP agricultur5es and EU-ACP exchanges**

### **A. Some data on ACP agricultures**

1. Agriculture contributes to the gross product of the ACP countries by an average of 16%, all regions combined (FAO). But this proportion rises to 30% in West Africa and drops to 8,5% in the Caribbean.

2. Although the share of agricultural employment in total employment in the ACP countries tends to diminish, it remains significant. The proportion is estimated at 60% for all ACP countries. Only in the Caribbean countries is agricultural employment less than 25% of the total.

3. The share of agriculture in foreign trade is also significant, an indication of the agricultural specialization of the ACP countries and their dependence on exportation of agricultural products. Leaving aside exportation of oil products, the share of agricultural products is even larger. For the ACP countries as a whole agricultural exports represent 24% of total exports, but this average masks a large range of situations: from 11% in Central Africa to 14% in the SADC zone, 30% in West Africa and the Caribbean, and 68% in East Africa.

4. The performances of agriculture continue to be rather mediocre and have tended to worsen over the past 40 years. Evaluated in terms of production per capita, the situation has become degraded in the various ACP regions while it has improved in developing countries taken as a whole. According to FAO, this discrepancy can be attributed to a smaller proportion of irrigated land, a lower use of fertilizers, low levels of investment in human resources, lack of infrastructure, weakness of research and extension systems, etc. These factors combined lead to low levels of productivity and of value added by agricultural worker. Nonetheless, there are wide variations in the evolutions even within the agricultures of the same region, according to the commodity chain concerned; to the degree to which farmers have access to training, means of production and credit; to whether or not there are stable and remunerative markets, etc. These disparities in the evolution of agricultures illustrate the producers' capacity to adapt when the external environment provides the necessary conditions for a transformation and a modernisation of agricultures.

5. Apart from a few productions based on industrial farming (for example rubber in West and Central Africa and the horticultural sector in Kenya), most of the agricultural production and exportation of the ACP countries is based on small-scale family farms using family labour forces. These forms of agriculture are extremely sensitive to price fluctuations and require a sufficiently secure economic and trade environment to be able to invest in improving their productivity and competitiveness (intensification). Faced with excessive economic risks, these farm units refrain from investing in the modernization of their farming systems. As a result they are led to over-exploit the only two resources available to them: natural resources (over-exploitation of renewable resources, penalizing the future) and family labour (under-remuneration of labour).

6. In this context the family units are facing increasing difficulties in producing sufficient marketable surpluses to cover their monetary needs. They are often obliged to market their food supplies, although they are necessary to ensure their household food security. The drop in commodity prices on the international markets renders the peasant economies even more fragile (the cases of coffee, cocoa, cotton, etc.). Farmers are obliged to increase the volumes of production in order to maintain their revenues and their capacity to reimburse debts, to the detriment of improving their revenues and their food production. As a result, the food supplies of the urban centres depend increasingly on food imports whereas the rise in urban demand (due to population increase and phenomena of urbanization) should represent a promising outlet for ACP producers.

### **B. Some data on EU-ACP exchanges**

7. The ACP countries (including South Africa) represent only 4,3% of the exports of the European Union and 4,4% of its imports. These 77 countries thus constitute a relatively minor trade partner for Europe. Close to 65% of the ACP imports and 60% of the ACP exports are accounted for by South Africa and West Africa. Considering the fact that within this latter region Nigeria, Ivory Coast and Ghana account for most of the exchanges with the EU, there is clearly a very heavy concentration of EU-ACP exchanges on a very small number of non LDC developing countries (cf. graph n°1): 4 of the 77 ACP countries account for more than 66% of ACP trade with Europe.

8.ACP exportations of agricultural products to the European Union amount to a value of 11, 2 billion euros. Excluding South Africa, the figure drops to 9,14 billion of which 76% is accounted for by non LDC countries.

9.ACP imports of agricultural products from the European Union amount to 4,5 billion euros. Excluding South Africa the figure drops to 4,1 billion, half of which is accounted for by the LDCs and the other half by the non LDC countries.

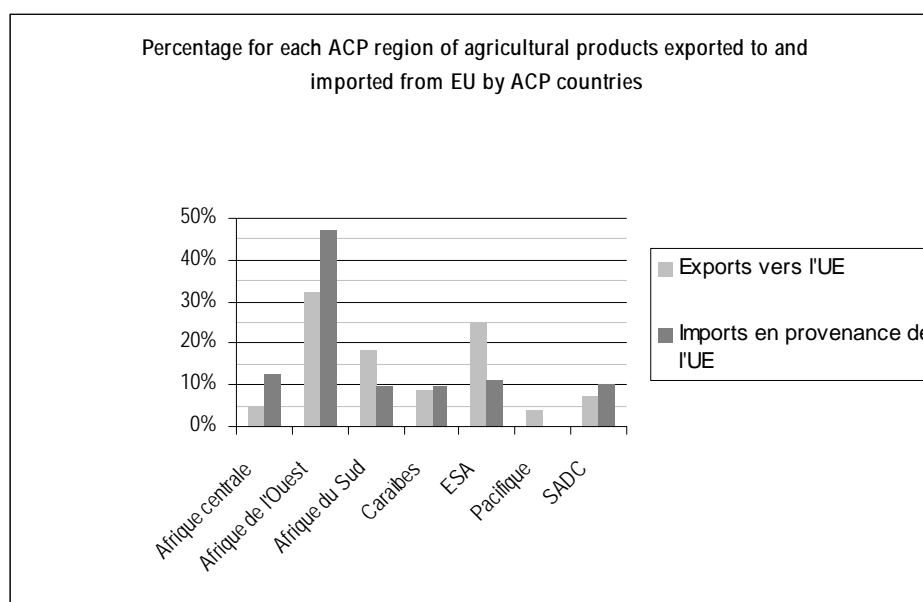
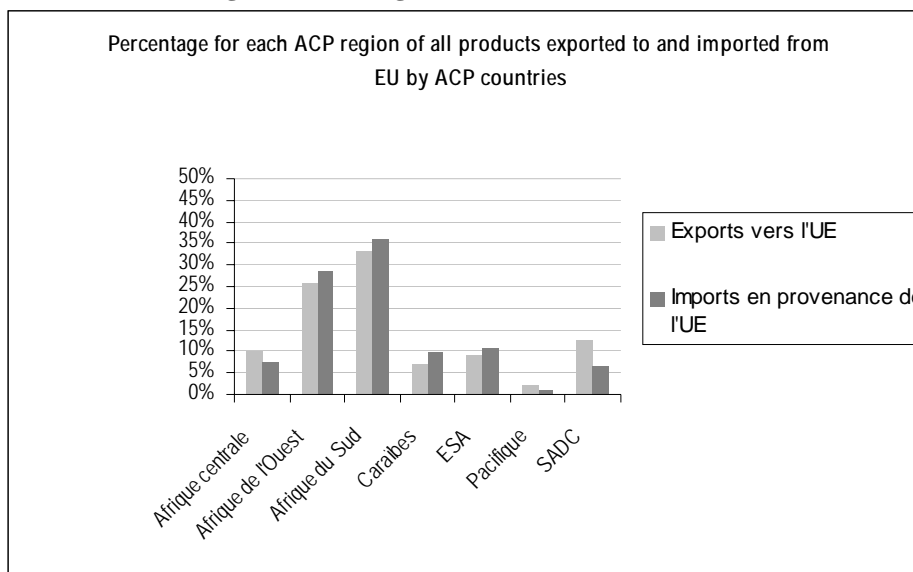
10.Agricultural importations (excepting South Africa) represent 14,5% of total ACP imports from the EU. Agricultural exports represent 29% of total ACP exports to the European Union. The agro-food balance is thus in favour of the ACP countries (5 billion euros) whereas the global balance of the exchange of all products shows a surplus of only 3,4 billion euros.

11.During the past 15 years, ACP agricultural exports increased by 150% whereas the exports of all products increased at a higher rate, of the order of 165%. There has thus been a reduction of the weight of agricultural products in the overall exports of the ACP. However this general tendency masks different regional evolutions. Agricultural exports rise more rapidly than those of all products for South Africa and West Africa and, to a lesser degree, East Africa. On the contrary, agricultural exports increase far more slowly than all products in Southern Africa, the Pacific and the Caribbean (cf. table in Annex).

12.Over the same period, the agro-food imports of the ACP countries as a whole rise by 155% whereas the imports of all products from the EU double. The ACP agro-food dependence with regard to the EU has thus been reduced as compared to its global dependence. Only Central Africa's agricultural imports rise appreciably more quickly than global imports. In all other regions agricultural imports progress at a slower rhythm.

13.The LDC countries succeed in maintaining an even agro-food balance at the all-ACP level, whereas the balance is distinctly positive for the non LDC countries. The 40 LDCs export and import agro-food products for a respective value of 2,2 and 2 billion euros. So far as all products are concerned the LDCs export for a value of 9,2 billion and import for a value of 11,3 billion euros. They therefore record a slight surplus in their agro-food balance and a high deficit in their global balance. The non LDC countries, on the other hand, have a big surplus in their agro-food balance (4,9 billions) and a surplus of 5,5 billion euros in their global balance. In other words, agricultural products play an essential role in the trade balances of these two groups of countries.

**Graph 1: Shares of the different regions (including South Africa) in trade with the EU**



14.As regards the products exported, there is a very strong concentration on a small number of products. Cocoa, fish, sugar, coffee and bananas account for more than 55% of the ACP exports (cf. table n°2).

15.Most countries export products which have undergone little or no processing and thus have little added value.. For example only 25% of the exported cocoa undergoes some degree of local processing. Despite the fact that a number of "tariff escalations" (increasing custom duties on entry into the European market according to the degree of processing) have been progressively removed, this phenomenon still explains to a large degree the continued specialization of ACP economies on the export of agricultural raw materials.

16.Cocoa represents close to 22% of all ACP exports of agricultural products with two countries, the Ivory Coast and Ghana, accounting for 82%. Fish accounts for 17,4% (including fish products), reasonably well distributed among several origins (West Africa, SADC, South Africa, East Africa) but 60% of the unprocessed fish comes from only 5 countries (Namibia, Tanzania, Senegal, Madagascar and South Africa). Fish conserves allow Seychelles, Mauritius, Ivory Coast and Ghana to position themselves in the export market. Sugar is the object of a protocol and is in the midst of a reform of the European sugar sector. It represents today 7,4% of the ACP exports but concerns only three countries: Mauritius, Guyana and Jamaica. Coffee represents a little less than 5% of the total exports but essentially only East Africa is concerned, with Ethiopia, Uganda and Kenya. Finally,

bananas, are exported by three regions and four countries: Cameroon, the Dominican Republic, Belize and Ivory Coast.

17. During the last 15 years, the exportations of agricultural products experienced a variety of evolutions. Coffee, skins and leathers, cotton, saw a very weak growth of exports to the EU (in the case of cotton, most of the exports from the producer zone producer in West Africa are directed to Asia). A series of products experienced moderate growth. This is the case of fruit and vegetable preparations, oleaginous products, oils and fruits. On the other hand, some products record spectacular growth: exports of flowers have been multiplied by six, drinks by close to eight. These are two categories of products that were previously relatively insignificant but now represent an important portion of the exports. But again, in the case of these "dynamic productions" the phenomenon of concentration applies. Flowers are exported almost exclusively by Kenya (half of the ACP exports), and so far as drinks are concerned, the statistics are skewed by the entry of South Africa with wine exports.

18. In conclusion, one notes that exports toward the EU originate in a limited number of countries, most of which are non LDCs. These exports concern a small number of products (most of the exporting countries export only one or two products) at a low stage of processing with little added value, and subjected to the continuous decrease of the world prices for agricultural raw materials and the deterioration of the terms of exchange. This set of considerations result in a marked vulnerability of ACP agricultural economies and significant difficulties of insertion into international exchanges, despite the systems of trade preferences applied under the successive Lomé conventions governing the entry of ACP products original into the European market.

**Table 3: Shares of the main products in ACP exports (including South Africa)**

Value of the exports of the ACP groups (x1000 euros) group			
Product	2003-2005	Share of the products	Growth 2003- 05 / 1988-90
Cocoa and processing	2 439 425	21,8%	232,3%
Fruits	1 702 839	15,2%	181,5%
Fish and seafood	1 422 220	12,7%	284,4%
Sugars and sweets	877 473	7,8%	125,3%
Drinks and alcohol	776 109	6,9%	786,8%
Coffee, tea	758 701	6,8%	48,0%
Meats and fish processing	530 926	4,7%	292,7%
Flowers	427 687	3,8%	620,1%
Tobaccos	357 605	3,2%	143,3%
Skins and leathers	299 509	2,7%	83,0%
Vegetables, roots and tubers	281 877	2,5%	302,2%
Seeds and animal and oil plants	257 992	2,3%	109,8%
Cotton	237 364	2,1%	49,2%
Preparations of vegetables and fruits	217 616	1,9%	129,7%
Seeds and oil fruits; Indus. plants, etc.	148 616	1,3%	149,8%
Other products	0	0,0%	
<b>Total</b>	<b>10 735 959</b>	<b>95,9%</b>	<b>149,4%</b>

**Table 4: Share of the principal products in ACP food and agricultural imports**

Products	Average 2003-2005	Share of food and agricultural products
Cereals, preparations and flour-milling industry	954 974	21,1%
Milk and milk products	633 192	14,0%
Drinks and alcohol	592 282	13,1%
Fish and sea food	319 057	7,0%
Various food preparations	303 113	6,7%
Vegetable and fruit preparations	262 436	5,8%
Tobacco	260 765	5,8%
Meat and offal	227 970	5,0%
Animal et vegetable fats and oils	192 440	4,2%
Cotton	156 164	3,4%
Sugars and sweets	140 007	3,1%
Vegetables, roots and tubers	95 289	2,1%
Meat and fish preparations	88 424	2,0%
Other products	305 615	6,7%
<b>Total</b>	<b>4 531 727</b>	<b>100,0%</b>

Source : Comext

**Tableau 2: Main origins of ACP exported products to EU**

All agricultural products	Export Values (1000 €)	Percentage of products	Main export region
	11 189 118		
Cocoa	2 439 425	21,8%	Afrique de l'Ouest = 89% (Côte d'Ivoire = 57,9%, Ghana = 24%)
Fish and sea food	1 422 220	12,7%	SADC = 30,1% (Namibie = 55,5%, Tanzanie = 29,4%), Afrique de l'Ouest = 27,6% (Sénégal = 43,8%), ESA = 20,1% (Madagascar = 40%), Afrique du Sud = 16,4%
Gross sugar cane	827 396	7,4%	ESA = 45,9% (Maurice = 73,7%), Caraïbes = 27,5% (Guyana = 40,1%, Jamaïque = 29,6%)
Fish processing	528 041	4,7%	ESA = 54,4% (Seychelles = 53,2%, Maurice = 23,6%), Afrique de l'Ouest = 37,2% (Côte d'Ivoire = 55,5%, Ghana = 33,4%)
Coffee	514 127	4,6%	ESA = 65,3% (Ethiopie = 33,7%, Ouganda = 26,7%, Kenya = 20,5%)
Bananas	491 170	4,4%	Afrique centrale = 36,7% ( Cameroun = 100%), Caraïbes = 34,5% (République dominicaine = 39,4%, Belize = 23,6%), Afrique de l'Ouest = 28,7% (Côte d'Ivoire = 98,5%)
Flowers	427 687	3,8%	ESA = 85,4% (Kenya = 62,7%)
Wines	423 489	3,8%	Afrique du Sud = 99,9%
Tobacco	357 605	3,2%	ESA = 72,5% (Malawi = 30,8%, Zimbabwe = 30,3%)
Rum	313 454	2,8%	Caraïbes = 99,8% (Bahamas = 73,8%)
Skins and leather	299 509	2,7%	Afrique de l'Ouest = 48,1% (Nigéria = 42,3%), Afrique du Sud = 27,8%
Agrumes (oranges = 58%)	283 996	2,5%	Afrique du Sud = 88,8%
Grapes	263 578	2,4%	Afrique du Sud = 94,7%
Animal and vegetable fat and oil	257 992	2,3%	Pacifique = 74,7% (Papouasie Nouvelle Guinée = 71,3%)
Cotton	237 364	2,1%	Afrique de l'Ouest = 39,2% (Mali = 34,7%), ESA = 29,1% (Zimbabwe = 31,5%), Afrique centrale = 21,7% (Tchad = Cameroun = 46,9%)
Vegetable and fruit processing	217 616	1,9%	Afrique du Sud = 45,7%, ESA = 37% (Kenya = 90,1%)
Apples and pears (apples = 2/3)	214 493	1,9%	Afrique du Sud = 100%
Tea	161 952	1,4%	ESA = 91,1% (Kenya = 80,5%)
Pineapples	150 621	1,3%	Afrique de l'Ouest = 93,4% (Côte d'Ivoire = 61,1%, Ghana = 36,4%)
Pea, bean (Bean= 72,6%)	146 615	1,3%	ESA = 85,6% (Kenya = 82,3%)

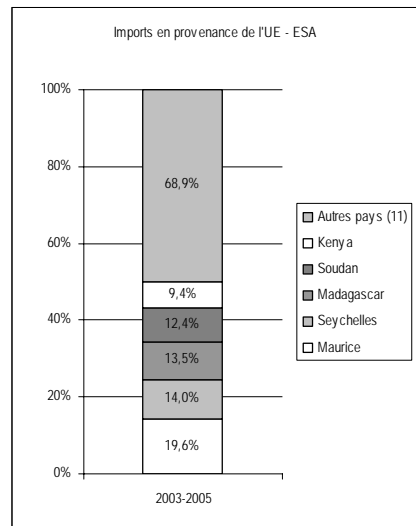
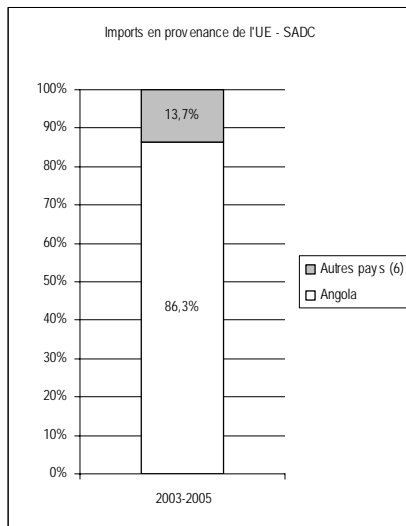
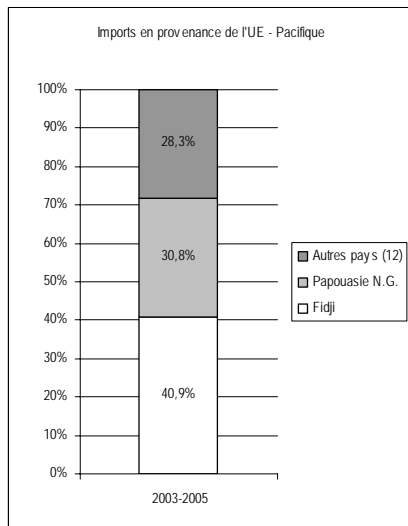
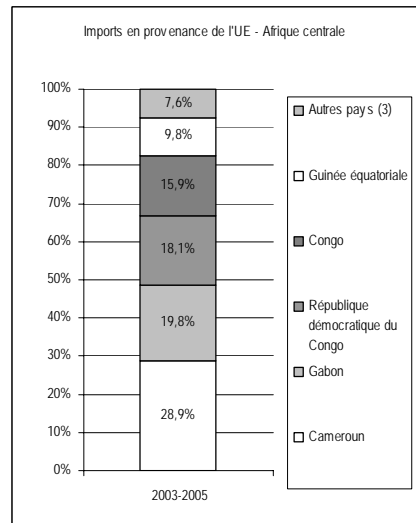
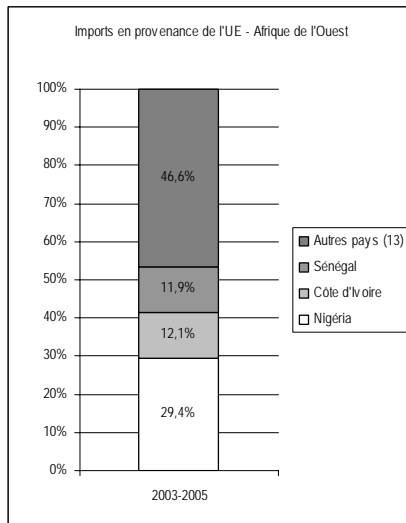
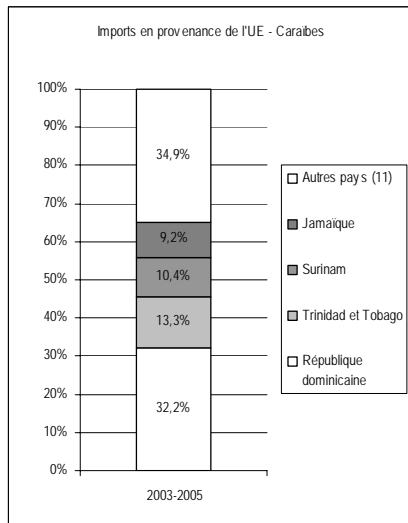
Source : Comext

**Table 6: Evolution of imports and exports by region**

Sum Value (x1000 euros)					
Partner	Produced	Flux	1988-1990	2003-2005	Evolution 1988-1990--2003-2005
ACP	All products	Imports from the EU	22 452 895	43 927 951	195,6%
		Exports toward the EU	28 560 687	47 243 306	165,4%
	Agricultural products	Imports from the EU	2 921 909	4 531 727	155,1%
		Exports toward the EU	7 487 905	11 189 118	149,4%
Central Africa	All products	Imports from the EU	2 789 697	3 326 296	119,2%
		Exports toward the EU	4 232 115	4 728 181	111,7%
	Agricultural products	Imports from the EU	419 563	558 810	133,2%
		Exports toward the EU	651 990	558 033	85,6%
West Africa	All products	Imports from the EU	6 818 286	12 607 251	184,9%
		Exports toward the EU	8 330 247	12 266 969	147,3%
	Agricultural products	Imports from the EU	1 164 825	2 128 752	182,8%
		Exports toward the EU	2 258 781	3 604 047	159,6%
South Africa	All products	Imports from the EU	5 633 365	15 819 200	280,8%
		Exports toward the EU	8 878 505	15 731 914	177,2%
	Agricultural products	Imports from the EU	251 369	442 410	176,0%
		Exports toward the EU	1 011 810	2 044 817	202,1%
Caribbean	All products	Imports from the EU	1 232 333	4 224 678	342,8%
		Exports toward the EU	1 383 404	3 318 117	239,9%
	Agricultural products	Imports from the EU	250 783	433 190	172,7%
		Exports toward the EU	680 387	955 511	140,4%
ESA	All products	Imports from the EU	3 701 154	4 723 046	127,6%
		Exports toward the EU	3 446 152	4 381 413	127,1%
	Agricultural products	Imports from the EU	439 944	504 088	114,6%
		Exports toward the EU	2 117 594	2 795 939	132,0%
Pacific	All products	Imports from the EU	196 284	358 450	182,6%
		Exports toward the EU	476 304	994 282	208,7%
	Agricultural products	Imports from the EU	12 729	9 977	78,4%
		Exports toward the EU	290 429	409 651	141,1%
SADC	All products	Imports from the EU	2 081 775	2 869 030	137,8%
		Exports toward the EU	1 813 960	5 822 431	321,0%
	Agricultural products	Imports from the EU	382 697	454 500	118,8%
		Exports toward the EU	476 915	821 122	172,2%

Source: COMEXT

**Graphic 2: Concentration of imports on some countries in every Region**  
(Source: Comext)



**Graph 3: The concentration of the exports on some countries in every region**

