

# Bottlenecks identified by exporters from Africa

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# The survey

- **Aim:**

To get to know the opinion & to give a voice to the exporters themselves.

- **Respondents:**

- Long experience in organic trade
- Experience in international trade fairs
- Low response rate

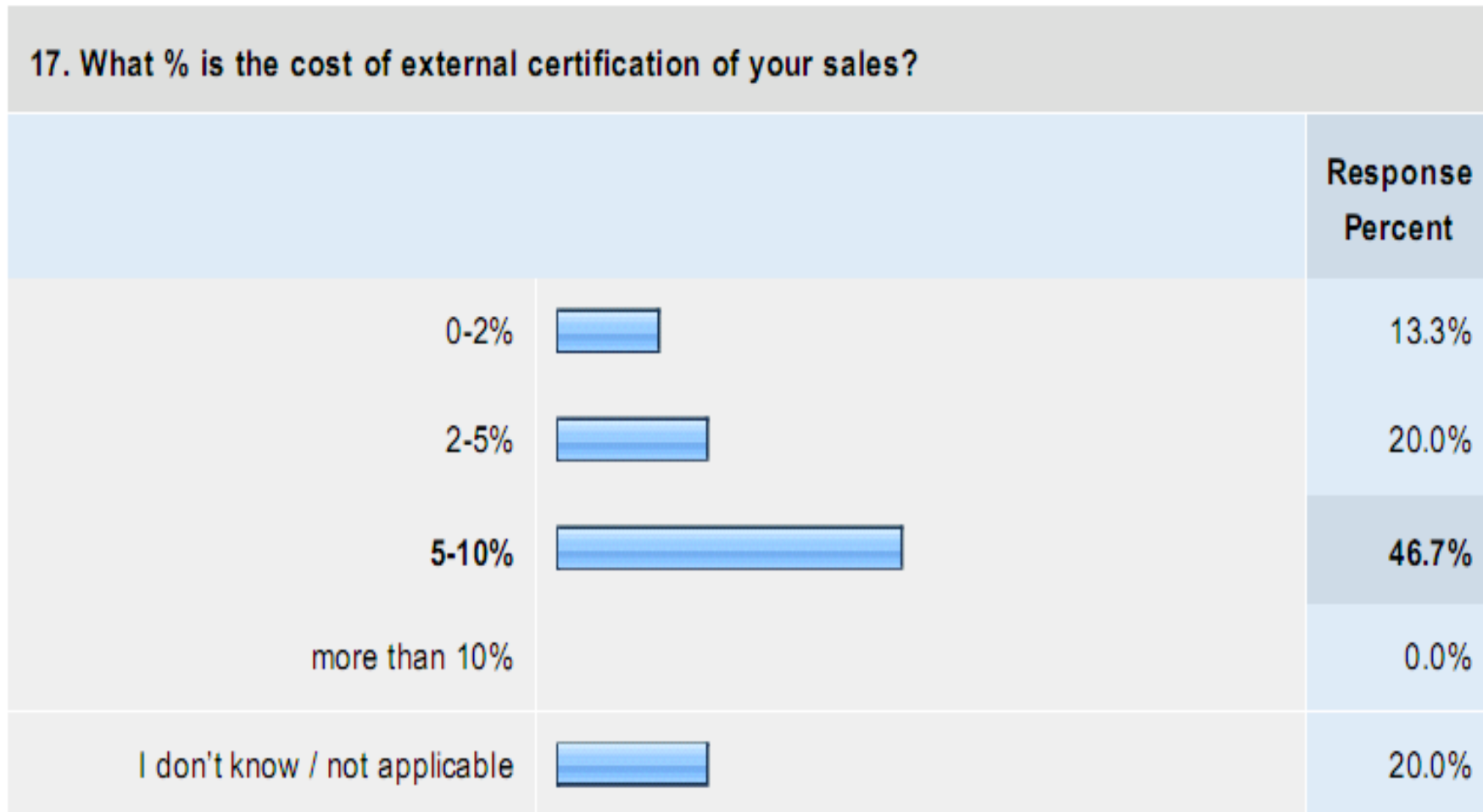


# Main bottlenecks


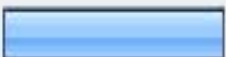

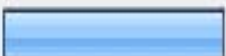
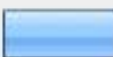
- Financial resources
  - Costs of certification
- Quality
- Market information
- Business services



# Costs of certification are high



### 7. How much was the premium for this?

		Response Percent
0 - 5 %		25.0%
6 - 10 %		25.0%
11 - 15 %		12.5%
16 - 20 %		25.0%
20 % or more		12.5%

# Main bottlenecks

- Financial resources
  - Costs of certification
- Quality
- Market information
- Business skills



Thank you and please visit the  
exporters in Africa Pavilion to  
listen to their needs and  
bottlenecks

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