



Uzbekistan

UNDP's technical assistance in the area of dried fruits and nuts

Experience of UNDP in Uzbekistan

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PART I: Overview

- Uzbekistan has been expanding allocation of land for **fruits and vegetables (F&V)**, and as a result in the last 10 years achieved growth in production of:
 - Vegetables - twofold
 - Melons - twofold
 - Fruits - by 2,4 times
- Total production of F&V - about **16M tons**, of which **2M** is processed locally.
- Total volume of dried/processed F&V - around 25,000 tons annually
- **Export** of dried/processed fruits and vegetables in the period of 2005-2014 increased by **more than 4 times** - from **USD 62M** to **USD 285M**.
- Share of **dried/processed** fruits and vegetables in overall export increased from 4,6% in 2005 to **10.5%** in 2014.
- Share of **nuts** in overall export increased from 3.5% in 2005 to **9.7%** in 2014.

PART I: Overview

Products Range



Raisins



Peanuts



Walnuts



Dried Plums



Dried Red Beets



Dried Greens



Dried Apricots



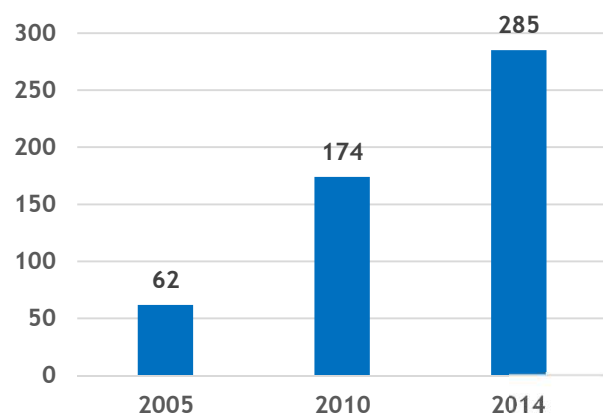
Dried Carrots



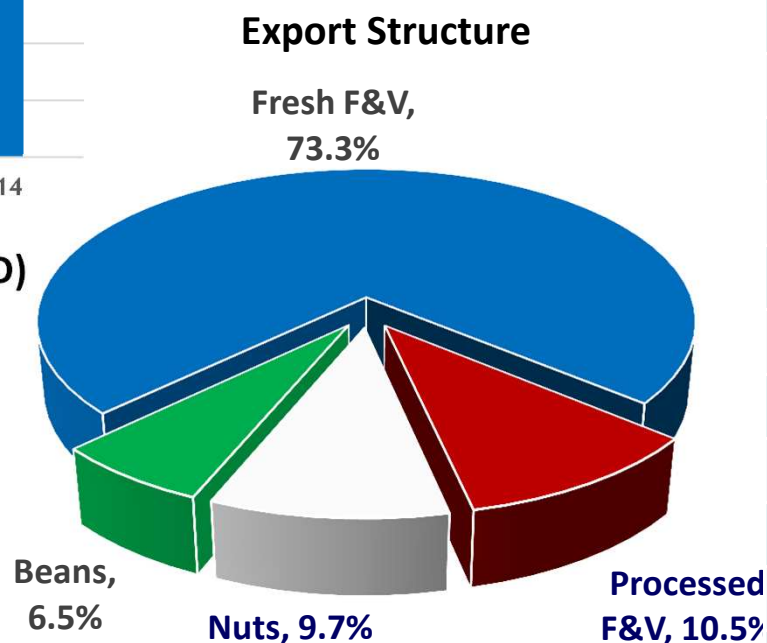
Dried Onions

PART I: Overview

Statistics



Export of Dried F&V (mln USD)



TOP 15 Destinations Dried/Processed F&V

1	Kazakhstan
2	Iran
3	China
4	Turkey
5	Latvia
6	Russia
7	Germany
8	Belarus
9	Afghanistan
10	USA
11	UAE
12	Poland
13	Austria
14	South Korea
15	Netherlands

PART I: Overview

Why is this sector important?

- Over 4.7M small land plot holders (dehkans), in addition to 73,000 farms
- Analysis of value chains in the production of dried F&V shows that processing of fresh F&V results in value-added of 35 to 60% of the cost of final products
- Drying of F&V allows to make them more marketable to external markets, due to longer storage and simpler transportation
- A few examples of value addition:
 - Dried peppers – up to 37%
 - Dried beets – up to 40%
 - Dried grapes – up to 50%
 - Dried apricots – up to 60%

PART II: CHALLENGES



- No economies of scale (lots of small producers and disincentives for consolidation)
 - Difficulty with high-quality raw materials, standardization, quality assurance, using best agro practices, tax disincentives for non-producers, etc.
- Lack of information/knowledge on market access requirements
 - Focus on traditional CIS markets with similar requirements/regulations (share of exports to EU countries is slightly above 2%)
- Delays with introduction of HACCP, ISO, GAP and other quality assurance systems
 - Only 24 enterprises with ISO 22000
 - Cost of introduction can be significant for small farmers;
 - Lack of experts/companies to consult the farmers;

PART II: CHALLENGES

Challenges with certification/regulations



- Lack of necessary services for exporters provided by laboratories
 - Tests required by European markets for some by-products and identification of minimum residual level for pesticides are not performed in Uzbek laboratories (e.g. for grapes, over 400 positions);
 - Lack of knowledge on market access requirements (restricted access to requirements, mostly in English)
 - Some of the requirements (for example, test for aflatoxin B1 (in nuts) (as well as G1, G2)) are absent in national regulation;
- Challenges with accreditation of new methods of tests
- Lack of agreements on mutual acceptance of certificates (Turkey is an exception)

PART III: WHAT WE DO



Improving productive capacities and conduct trainings on best agro-practices, including demonstration pilot promoting “green” technologies such as null tillage, intensive orchards, pistachio cultivation, drip irrigation, nonchemical pest control methods, biogas heating and etc.



- Raising awareness on market access requirements
- ✓ Publication of guideline on “How to export to CIS and EU Markets on the example of fruits and vegetables” and organization of seminars with invitation of experts from EU;

PART III: WHAT WE DO



- Promoting introduction of international quality standards
 - ✓ Trainings on Global Good Agricultural Practices (Global GAP)
 - ✓ Preparing targeted farms for Global GAP certification



- Facilitating linkages with bigger markets
 - ✓ Building capacity of specialized foreign trade companies serving SMEs (Uztadbirkorexport) and linking small farmers with them
 - ✓ Organization and ensuring participation of clients at international exhibitions (Moscow World Food Expo, Fruit Logistica 2015) and trade fairss, B2B forums;
 - ✓ Publication of export catalogues

PART IV: Possible areas of further support

- Advisory support and trainings on the existing regulations/standards for both producers and representatives of standardization and certification bodies (Uzstandart, Ministry of Health, Ministry of Agriculture, etc.)
- Assistance with obtaining and translating of standards into Russian and Uzbek and technical support with the introduction/adjustment of standards, including costing
- Consultations on and assistance with the introduction of HACCP (requirements for products, raw materials, facilities, equipment, storage, etc.)
- Research and analysis of external markets
- Support in establishing a training center and building partnerships with specialized institutions (as well as with donors to finance equipment of labs)

THANK YOU!