



AGRIBUSINESS WORKING GROUP (AGRIWG)

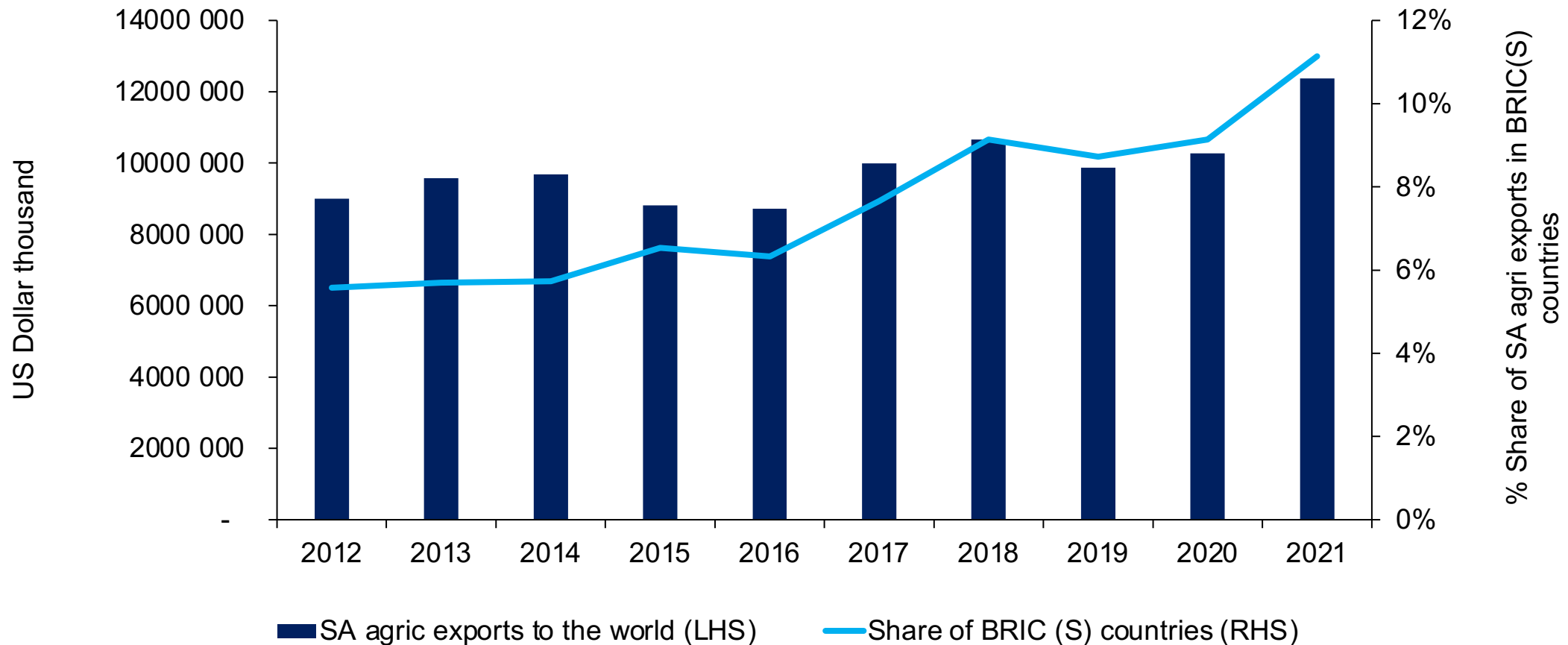
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2023 AGRIBUSINESS WG Focus Areas

- **Knowledge sharing on Agri-technology** – this workstream entails knowledge sharing on new technologies that drive productivity, as well as business opportunities in this area amongst BRICS members.
- **Fertiliser** -- this theme will explore ways of boosting fertilizer production and trade amongst BRICS members. This theme also aligns with African Union strategy of Agriculture, where fertiliser has been noted as key to boosting agricultural productivity and reduce poverty. Russian Federation will also share knowledge on fertiliser markets and keen to help drive this work.
- **Agricultural Finance** -- this theme will be both knowledge sharing and sharing of opportunities for businesses that seek to increase agricultural finance in Africa.
- **Trade and Investment** -- market access and barriers of entry will be a primary focus amongst the BRICS members.
- **Climate Smart Agriculture** – Sharing of best practices from each country. This builds on the work started by China in 2022

SA agriculture and agro-processing products exports to BRIC(S) countries



An example of tariffs faced in the Chinese market

Wine trade in China		
South Africa	14%	MFN duties
Australia	0%	Preferential tariffs
Chile	0%	Preferential tariffs

Key points on SA

- China's approach to agricultural trade
 - Rigid approach with a focus on a singular product line, rather than a package as it's the case with EU, UK, etc.
 - This tremendously slows down the potential for SA to expand in the Chinese market
 - Stringent phytosanitary regulatory framework
- So, how should SA approach this?
 - We cannot do much about the Chinese systemic phytosanitary framework (it's not unique to SA, but all trading partners)
 - SA has to find an alternative platform for engaging China. BRICS Business Council is one such platform.
- Overall, BRICS countries are an important area to focus on, specifically China and India, which have a growing population, changing consumer preferences and growing incomes.

THANK YOU FOR YOUR ATTENTION