



Value chains from smallholders teak plantations in Togo

ITTC 55 Council Update



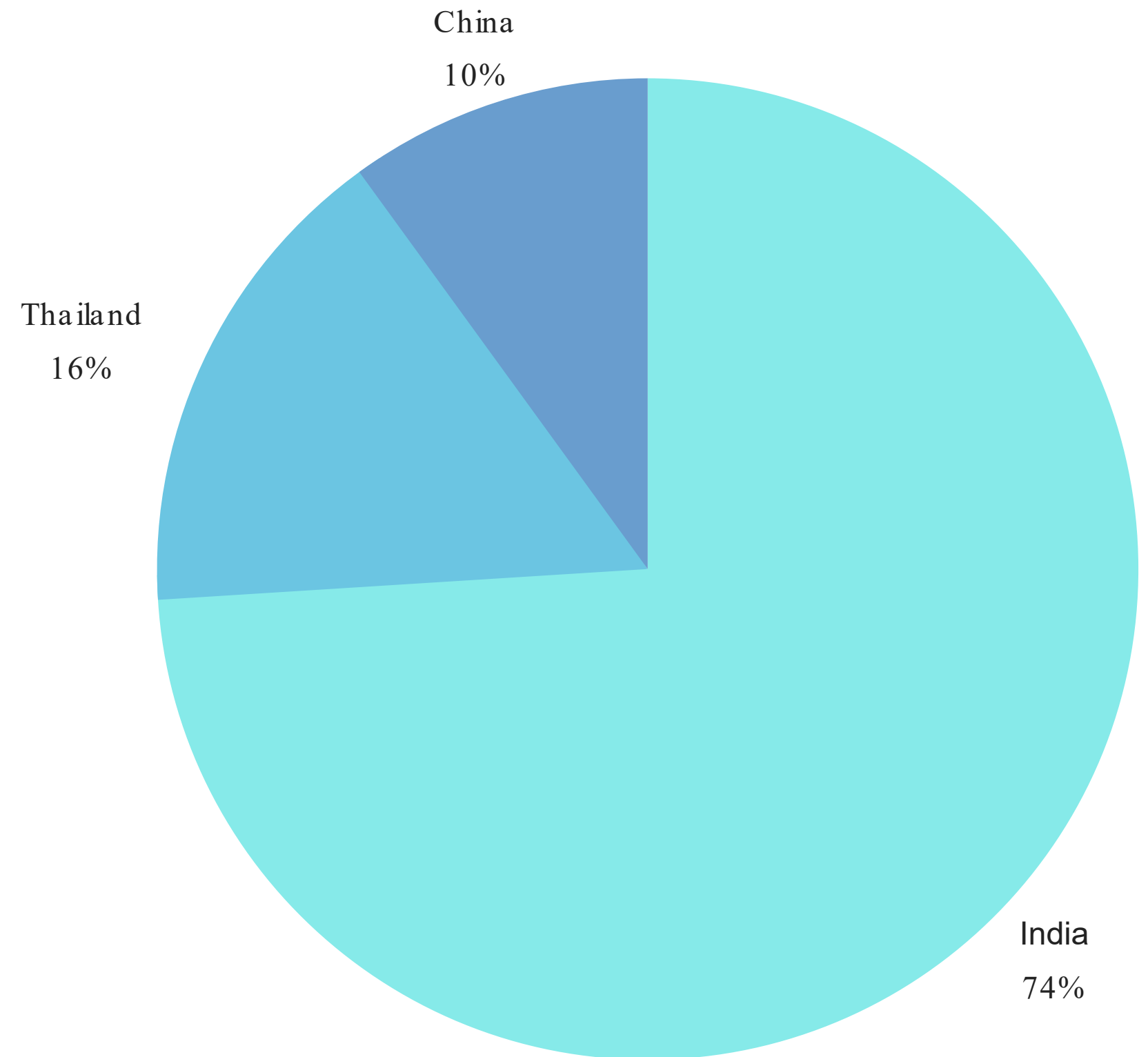
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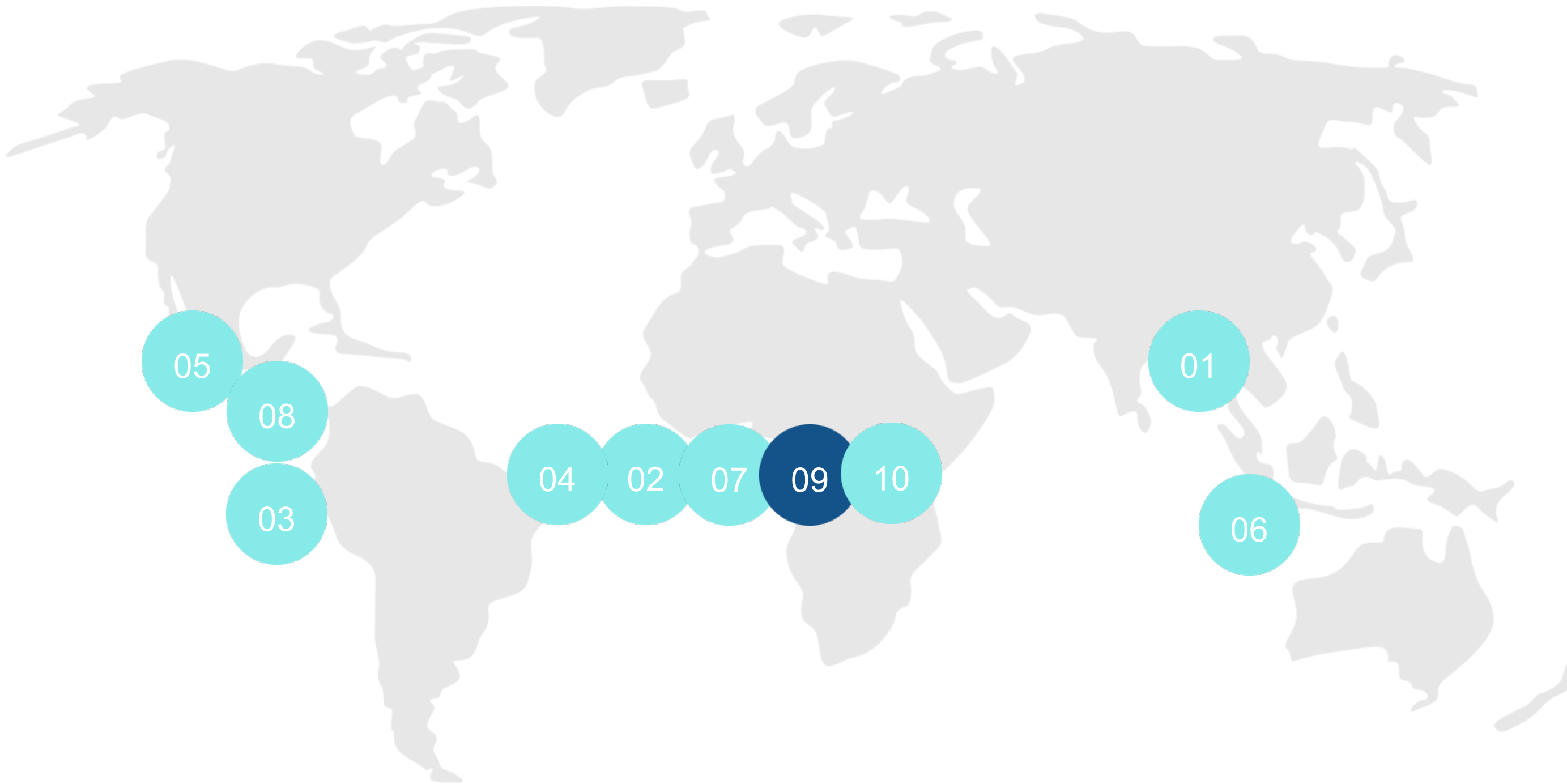
The global teak market is skewed with a disproportionately high share of exports to India

US\$ 500 million / year teak market
3% of the value of the global timber trade



Togo is among the countries with the highest exports of teak logs to India

- Myanmar
- Ghana
- Ecuador
- Côte d'ivoire
- Costa Rica
- Malaysia
- Benin
- Panama
- Togo
- Nigeria



List of countries with the highest exports of teak logs to India

Togo exports its highest quality teak to India

HIGH QUALITY

> 30 years of age

Government owned

Exclusively goes to
India

High price

LOW QUALITY

< 30 years of age

smallholder owned

Some goes to India,
the rest is sold

locally

Low price

2 key issues

Dependence on India buyers

Wood processors in Togo are unable to compete with international buyers of raw materials

Low quality furniture

Customers in Togo who desire high quality furniture must import from high cost regions

Our key recommendations



Small growers

improve growth, quality and productivity of plantations to command higher prices



Governments

Incentivize local processing companies to diversify the buyer pool for small growers



ITTO

Back qualified small growers and processors, not just governmental organizations



Local processor

Offer benefit-sharing mechanisms to growers to improve small grower's income and ensure their own long term supply

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Thank you



Ayité Gaba, President Togo Timber S.A.